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भारत संचार निगम लिमिटेड
(भारत सरकार का उपक्रम)
BHARAT SANCHAR NIGAM LIMITED
(A Govt. of India Enterprise)

Dated: 29.12.2020

To

Chief General Managers
All Telecom circles/Districts
BSNL.

Sub: Bonus scheme for channel partners.

In order to motivate channel partners to increase SIM sale and revenue during Jan-2021 to Mar-2021 i.e. for three months, approval of competent authority is hereby conveyed regarding launch of a Bonus scheme for providing one time bonus to franchisees and SIM selling PoS as per the details given below:

1. Bonus of Rs.1,500/-, Rs.1,000/-, Rs.500/- and Rs.200/- for Diamond, Platinum, Gold and Silver category of SIM selling PoS(including DSAs) respectively.
2. Bonus of Rs.50,000/-, Rs.25,000/-, Rs.10,000/- and Rs.5,000/- for Diamond, Platinum, Gold and Silver category of Franchisees (also applicable to BRD) respectively.
3. Bonus scheme will be applicable for 3 months and reference shall be the category in previous month i.e. for Jan-2021 reference shall be Dec-2020, for Feb-2021 reference shall be Jan-2021 and Mar-2021 reference shall be Feb-2021.
4. In case of channel partners in Diamond category, bonus will be 100% if the category is retained and no bonus shall be applicable in case of category downgrade.
5. In case of channel partners in Platinum category, bonus will be 50% if the category is retained, 100% if they upgrade to Diamond category and no bonus shall be applicable in case of category downgrade.
6. For all other categories, no bonus shall be applicable without category upgrade.

V.K. Sharma

(VIJAY KANT SHARMA)

DGM (Sales-CM)

Mobile No 9412717017

Copy to: -

1. PGM (Dev.) ITPC, Hyderabad for info and N/A please.
2. PGM (ERP) for info and necessary action.
3. M/s Pyro for info and necessary action