Sales & Marketing-CM 219, Eastern court Corporate Office, New Delhi-1 Tel No 23326544, Fax 23326545 ddg_sales@bsnl.co.in



No. 27-2/2015/S&M-CM/51

02/03/17 Dated: 22.02.2017

To

The Chief General Managers All Telecom Circles/Districts BSNL

Sub: - Tariff/Commission structure for C-top-up transactions through M-Wallet service with SBI-reg.

Kindly refer to this office letter no. 27-2/2015/S&M-CM/49 dated 10.02..2017 vide which instructions were issued regarding revised commission for C-top-up & sharing of commission between franchisee and retailers for transactions through M-Wallet service with SBI. The sharing of 2% of revised commission for C-top-up through Mobicash to channel partners was conveyed for two tier structure i.e. Franchisee-Retailers (0.5% to franchisee and 1.5% to retailers), which is in accordance with Annexure-E of CM S&D Policy-2012. Sharing was not defined for three tier structure.

In this regard it is clarified that sharing of 2% of revised commission for C-top-up through Mobi-cash to channel partners for three tier structure shall be in accordance with Annexure-E of CM S&D Policy-2012 i.e. Franchisee-RD-Retailers (0.2%% to franchisee, 0.3% to RD and 1.5% to retailers).

(KARTIKEYA SINHĂ)

Jt. GM (Sales)-CM

Copy to:-

- 1. GMs All IN Nodal centers for info & necessary action
- 2. GM (VAS), BSNL CO for info.
- 3. GM (Dev.), ITPC Hyderabad for info.
- 4. M/s Triotech for info.