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

No. 27-9/2015/S&M-CM/52

Dated: 05.04.2017

To,

The Chief General Managers
 All Telecom Circles / Districts
 BSNL

Sub: - Revision of CAF Commission payable to channel partners.

Ref:- i) This office letter no: - 27-9/2015/S&M-CM/8, dated 22.05.2015.

ii) This office letter no: - 27-9/2015/S&M-CM/8, dated 31.03.2016.

Kindly refer to this office letters under reference vide which scheme of increased CAF commission for Franchisee was launched and further extended. The above scheme has expired on 31.03.2017.

Competent authority has approved revised CAF Commission scheme for three months w.e.f 01.04.2017 as per tables below:-

1. In case of Physical CAF:-

CAF COMMISSION DISTRIBUTION- Physical CAF										
Activation done by (below)	FRAN	SUB FRAN	RET	FRD	FRD RETAILER	BRD	BRD RETAILER	DSA	PCO	TOTAL
RETAILER	9	x	6	x	x	x	x	x	x	15
BRD RETAILER	x	x	X	x	x	4	6	x	x	10
BRD	x	x	X	x	x	10	x	x	x	10
FRD RETAILER	5	x	X	4	6	x	x	x	x	15
FRD	9	x	X	6	x	x	x	x	x	15
DSA	x	x	X	x	x	x	x	10	x	10
STD PCO	x	x	X	x	x	x	x	x	10	10

2. In case of e-CAF:-


e-CAF COMMISSION DISTRIBUTION										
Activation done by (below)	FRAN	SUB FRAN	RET	FRD	FRD RETAILER	BRD	BRD RETAILER	DSA	PCO	TOTAL
RETAILER	10	X	10	X	X	X	X	X	X	20
BRD RETAILER	X	X	X	X	X	7	10	X	X	17
BRD	X	X	X	X	X	10	X	X	X	10
FRD RETAILER	7	X	X	3	10	X	X	X	X	20
FRD	10	X	X	10	X	X	X	X	X	20
DSA	X	X	X	X	X	X	X	10	X	10
STD PCO	X	X	X	X	X	X	X	X	10	10

Extra incentive per activation to franchisees for using e-KYC will also be given as per below:-

- | | |
|---|--------|
| i) More than 50% activations of total through e-KYC | Rs 1/- |
| ii) More than 60% activations of total through e-KYC | Rs 2/- |
| iii) More than 70% activations of total through e-KYC | Rs 3/- |
| iv) More than 80% activations of total through e-KYC | Rs 4/- |
| v) More than 90% activations of total through e-KYC | Rs 5/- |

The above incentive will be on per activation done through e-KYC. For example, if a franchisee activates 75% connections through e-KYC, incentive of 3 Rs. per activation on total activations done through e-KYC by that franchisee will be given to him as incentive.

Channel partners should be informed and educated about the above revision in CAF Commissions and motivated to migrate towards e-CAF activation in view of more CAF commission in it.


 (Kartikeya Sinha) 25/04/17
 Jt. GM (Sales)-CM

Copy to: i) GM (Dev), ITPC, Hyderabad, for kind info & n/a please.