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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/20

Dated: 20.01.2016

To

The Chief General Managers,
All Telecom Circles/Districts

Subject: Revised guidelines regarding Feet On Street (FOS) in BSNL

Kindly refer to this office letter no 27-9/2015-S&M-CM/9 dated 26.05.2015 vide which guidelines regarding Feet On Street (FOS) in BSNL was issued. During meeting with GMs(S&M)-CM of the circles on dated 07.01.2016 , revised FOS criteria for fixed FOS incentive was discussed and agreed by field units.

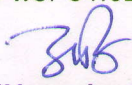
In view of above, competent authority has approved the revised guidelines for fixed FOS incentive as mentioned below:-

FIXED PART:- FOS incentive @ 3000/-per FOS/ per month to franchisee will be applicable subject to minimum commitment of 1000 SIM for Type-A, 600 for Type-B & 250 for Type-C franchisee territories is achieved. This will be paid in the form of C-top-up value. However for part achievement of SIM in respective franchisee territories, the FOS incentive will be calculated as per table given below:-

Achievement of SIM activation in respective category	Incentive Amount
100%	Rs.3000/-
75 % to less than 100%	70% of Rs.3000/-
50% to less than 75%	40% of Rs.3000/-
30% to less than 50%	20% of Rs. 3000/-
Less than 30%	No incentive

e.g. if any franchisee of Type-A terr. has 4 Nos. of FOS and activates 800 SIMs then he will be eligible for $2100 \times 4 = \text{Rs. } 8400/-$

The revised criteria for fixed FOS incentive shall be implemented wef 01.02.2016 till March-2017.


(Upendra Bakolia)
Addl. G.M.(S&M)-CM

Copy to:- Sr. GM(Dev), ITPC, Hyderabad.