

Business Planning- Enterprise Branch
Corporate office
7th Floor, Bharat Sanchar Bhawan,
H C Mathur Lane, Janpath,
New Delhi 110001



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

No.112-21/2009-BP-Ent

Dated 01-11- 2011

To

All CGMs BSNL Circles/Metro Distts/Mtce Regions

Sub: Discounting Policy for Key Enterprise Products – Delegation to field units – Regarding.

The present discounting policy for key enterprise products in the Leased Line/ILL and MPLS segment was issued vide this office letter of even No. dated 21-12-2009, vide which it was decided that the silver customers are to be handled by Channel Partners. As per the present discount policy, the discount to the silver customers is fixed and there is no minimum / maximum limit and the discount is offered to the silver customers through Channel Partners only.

2 Presently, it has been observed by the ECT-EBU of Corporate Office that the cases of silver customer are also being forwarded to corporate office for higher discount.

3 In this regard, it is clarified that Maximum discount offered by the field units i.e., GM(EB) and CGM's to the silver customers may be equivalent to the discount offered by the field units to Gold/Platinum customers, subject to the condition that in such cases no commission will be paid to the Channel Partner i.e. either silver customers are directly coming to BSNL or BSNL field units has approached to the customer without the Channel Partner.

4 All other terms and conditions will remain same as in earlier circulars.

5 This is issued with the approval of the competent authority.

C. K. BHAN
(C. K. BHAN) 11/11/2011

Asst General Manager (BP-Ent)

Copy to:

GM(EB-I)/EB(II)/ GM(F-Ent)/ GM(P&P-CFA)/ GM (BB-Plg-CFA)/GM(TP/RA) BSNL CO.
All the GM (EB-Circle) / GM (EB-City), Telecom Circles.

Rakesh Sethi
(Rakesh Sethi) 11/11/11

Deputy Manager (BP-Ent)