

613, Products & Pricing-Consumer Mobility  
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भारत संचार निगम लिमिटेड  
(भारत सरकार का उपक्रम)  
**BHARAT SANCHAR NIGAM LIMITED**  
(A Govt. of India Enterprise)

No.3-35/2009/P&P-CM/4

20 Jan 2010

To,

GM (CMTS Nodal centers)  
All Nodal centers

Subject: Bundling offers for M/s Nokia

REF:- This office letter no3-35/2009-P&P-CM/2 Dated ~~19-01-2010~~ 19-01-2010

In partial modification of the letter referred above, the FRC 50 stands corrected as follows

|                    | Description                                                                         | Gen FRC 59 |
|--------------------|-------------------------------------------------------------------------------------|------------|
| A                  | FRC Cost                                                                            | 53.49      |
| B                  | Service Tax                                                                         | 5.51       |
| C                  | FRC MRP                                                                             | 59.00      |
| FRC basic features | Validity (days)                                                                     | 180.00     |
|                    | Talktime (Any network)                                                              | 10.00      |
|                    | Talktime (On-net)                                                                   | -          |
|                    | Talktime (Off-net)                                                                  | -          |
| D                  | Total Commission on FRC to be given to the channel                                  | 35.90      |
| E                  | Total Share of Franchisee (30% of D)                                                | 10.77      |
| F                  | Total Share of Retailers (70% of D)                                                 | 25.13      |
| G                  | Upfront Discount on FRC to Franchisee (sold like normal RCV - 5% of A)              | 2.67       |
| H                  | Effective Sale Price to Franchisee (C - G)                                          | 56.33      |
| I                  | Share of Franchisee in the 5% RCV Commission (Assumed to keep 1% of 5% commission)  | 1%         |
| J                  | Effective Sale Price to Retailer (like normal RCV sold) (H + I*A)                   | 56.86      |
| K                  | Sale Price to Customer (C)                                                          | 59.00      |
| L                  | Commission Already paid to retailers (K - J)                                        | 2.14       |
| M                  | Balance Commission to be paid to retailer on C-Top UP sim) (F - L)                  | 22.99      |
| N                  | Amount to be deducted from C-Top UP on selling of FRC to customer (C - M)           | 36.01      |
| O                  | Commission Already paid to franchisee (I * A)                                       | 0.53       |
| P                  | Balance Commission to be paid to franchisee (at the time of CAF submission) (E - P) | 10.24      |

  
(Ashutosh Gupta)  
DGM (PP)-CM

Copy to:-

2) CGM, All Telecom Circles/ Telecom Districts

3) GM (S&M)-CM, DGM ((T&C), BSNL Corporate Office