

60/c

Sales & Marketing-CM

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

No.: 32-1/2014-15/S&M-CM/60

Dated: 15.03.2017

To,

The Chief General Manager
ITPC BSNL
Pune

Sub: - Clarification on payment of commission for CAF activation through e-KYC-reg.

Ref.: - This office letter no. 32-1/2014-15/S&M-CM/48 dated 14.02.2017

This is in reference of your office letter no. ITPC/Sr.GM (Dev)/HYD/Dev-Activations/2016-17/27 dated 21.02.2017 on the subject mentioned above. In this regard para-wise clarification is as under:-

1. No, Commission mentioned under letter under reference is CAF commission for activation through e-KYC only; it is not in addition to existing CAF commission.
2. The commission of Rs.20/- in e-KYC case shall be distributed among channel partners as under:-
 - a) Commission @Rs.10/- for franchisee & @Rs.10/- for retailer per activation will be applicable in case of Franchisee-retailer network.
 - b) Commission @Rs.7/- for franchisee, @Rs.3/- for FRD & @ Rs.10/- for retailer per activation will be applicable in case of Franchisee-RD-retailer.
 - c) Commission @Rs.7/- for BRD & @Rs.10/- for BRD Retailer per activation will be applicable in case of BSNL-BRD-BRD retailer network.
 - d) Commission @ Rs.10/- for DSA/STD/PCO per activation will be applicable.

This shall be effective w.e.f. 01.03.2017. It is also ensured that the CAF commission shall be restricted to Rs. 20/- only irrespective of the method of activation.

3. The commission in MNP case through e-KYC shall be distributed among channel partners as under:-
 - a) Commission @Rs.50/- for franchisee & @Rs.100/- for retailer per MNP will be applicable in case of Franchisee-retailer network.
 - b) Commission @Rs.50/- for franchisee, @Rs.20/- for FRD & @Rs.100/- for retailer per MNP will be applicable in case of Franchisee-FRD-retailer network.
 - c) Commission @Rs.20/- for BRD & @Rs.100/- for BRD Retailer per MNP will be applicable in case of BSNL-BRD-BRD retailer network.
 - d) Commission @ Rs.100/- for DSA/STD/PCO per MNP will be applicable.

MNP through e-KYC shall be implemented from the 1st April-2017.


(KARTIKEYA SINHA)
Jt. GM (Sales)-CM

Copy to: -

1. GM (Dev), ITPC Hyderabad for information & n/a please.