



No.27-9/2010-S&M-CM

Dated 07.07.2010

To

The Chief General Managers,
All Telecom Circles,
BSNL

Subject: Commission / Discount Structure of Consumer Mobility Product and Services, 'Annexure-D' of Franchisee Sales & Distribution policy-2009

As prepaid Wi-Max Broad-band is the newly launch service and the commission / discount structure is proposed for Franchisee / Retailers / Post Offices/ PCO Operators / DSAs / BAs/ Large Retail Chain

Sr. No	Name of Product / Service	Particulars	Upfront to Franchisee	Afterward to franchisee
1	CPE for outright purchase (Wi-Max)	Hardware	Discount 6%	Nil
2	Prepaid Wi-Max Broad-band Account creation		90% Account creation charge	Nil
3	Top-up Vouchers		Discount @ 5% on Maximum Retail Price (MRP)	Nil

(Upendra Bakolia)
DGM(S&M –CM)

Copy to :-

1. All SSAs Heads, BSNL
2. GM (S&M-CM) All Telecom Circles / Metro Districts
3. IFA of Circles / Metro Districts / SSAs