



To,

The Chief General Manager,
IT Project Circle, BSNL
Pune.

Subject: Clarification on discount/incentive in relation with CSC- outsourcing-reg.

Kindly refer to your office letter no. ITPC/Sr. GM (Dev.)/HYD/SS/Dev. Activities/2018-19 dated 13.02.2020 on the subject mentioned above, in this regard following is clarified:

1. CSC-Franchisee shall be eligible for commission/incentive equivalent to commission/incentive mentioned for franchisees under Annexure-D of CM-S&D Policy-2018.
2. Commission/Incentives shall be given to retailers of CSC-Franchisee as being done presently for two tier network under CM-S&D Policy-2018.
3. Commission for Pre-paid to post-paid plan conversion is defined for franchisee under Annexure-D of CM-S&D Policy-2018. For Post-paid to pre-paid plan conversion commission shall be provided to CSC Franchisees @ 2 Rs./- per transactions as per provision made at para 1.4(viii) of CSC outsourcing Policy.

This is issued with the approval of Director (CM).


(KARTIKEYA SINHA)
GM (Sales-CM)

Copy to:

1. CGMs, All Telecom Circles/Districts
2. PGMs/GMs, All Nodal Centers
3. GM (Dev), ITPC Hyderabad for n/a please.