



No. 28- 3/2012-S&M-CM/16 (Pt.)

Dated: 08.01.2013

To

The Chief General Managers
All Telecom Circles/Districts
BSNL

Sub: Promotional CAF commission structure for MNP

Kindly refer this office letter no. 27-1/2011-SM-CM/42 dated 31.05.2012 vide which MNP CAF commission was extended till 30.09.2012.

In view of potential to churn more customers from other operators in LSAs particularly the ones where licenses have been cancelled, competent authority has approved the following regarding CAF commission, for MNP cases only, for a limited period only i.e. initially for a period of 30 days. Depending on the results achieved during the initial spell of 30 days the same may be extended by CGM up-to 31.03.2013.

1. In special cases where private telecom operators are winding-up their services, CGMs are authorized to implement enhanced MNP CAF commission as below:

- a. In case of Pre-paid- Up-to Rs. 100/- per connection.
- b. In case of Post-paid-50% of FMC up-to maximum of Rs. 150/- per CAF subject to condition that first bill has been paid by the customer.

2. In other cases, CGMs are authorized to implement MNP CAF commission as below:

- a. In case of Pre-paid- Rs. 50/- per connection.
- b. In case of Post-paid- 50% of FMC up-to maximum of Rs. 150/- per CAF subject to condition that first bill has been paid by the customer.

(Upendra Bakolia)
Addl. GM (S&M)-CM