

Broadband Cell
BSNL Corporate Office
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भारत संचार निगम लिमिटेड
(भारत सरकार का उपक्रम)
BHARAT SANCHAR NIGAM LIMITED
(A Govt. of India Enterprise)

No: 64-106/S&M-CFA(Pt-I)

Dated: 10.01.2011

To
The Chief General Managers
All The Telecom Circles/ Telephone Districts.

Subject: Allowing CM Franchisees to Sell CFA Products.

As the process of finalization of CFA franchisee is still not completed, approval of competent authority is hereby conveyed for allowing the CM franchisee to sell All the CFA products on interim basis, in the geographical territories where no CFA franchisee has been appointed till date, under the following guidelines:

- 1) This is an interim arrangement upto 30th April 2011 or until the appointment of exclusive CFA franchisee in respective geographical area, whichever is earlier.
- 2) All CM Franchisees can be allowed to sell all the CFA products without any condition for CFA like exclusive showroom, products linkage of commission with targets etc (as deemed fit by CGMs) as mentioned in CM agreement for CM products.
- 3) Commission payable to CM franchisees for selling CFA product will be as per the Franchisee commission structure for CFA Products communicated to circles vide letter no 64-86/09-S&M-CFA-(Pt-I) dated 13.07.2010 (copy available on Intranet Portal) from NWP-BB section.
- 4) All other terms and conditions will remain same as per the CM franchisee Agreement.

Compliance to above may be submitted on email id broadbandbsnlco@gmail.com


(Jitendra Kumar)
DGM (S&M-CFA)

Copy to:- Dir(CM)/Dir(CFA)/Sr.GM(S&M-CM)/Sr.GM(NWP-BB)BSNL Corporate office for kind information please.

