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

13Th December, 2013
BSNL/EB-II/ CP/2013-14

The Chief General Manager
All Telecom Circles/ Metro Districts

Subject: Commission structure for existing BSNL franchisees/DSA's belonging to fixed and mobile verticals authorized to sell ILL, VPNoBB, datacards etc. to Silver category customers.

Ref.: Letter No: BSNL/EB-II/CP/2013-14 dated 13Th November, 2013.

This office vide above referred letter authorized all existing franchisees/DSA's belonging to fixed and mobile verticals to sell ILL, VPNoBB, datacards etc. to silver category enterprise customers up-to the permitted discounted rates for Platinum and Gold customers within the delegated powers to the heads of circles on experimental basis upto 31.03.2014.

Few circles have asked clarification regarding commission to be paid to the existing franchisees/DSA's for various services. In this regard it has been decided that a commission of 5% of the net selling price be paid to the above authorised franchisees/DSA's belonging to fixed and mobile verticals in respect of ILL, Pt. To Pt. Leased line, MPLS VPN and VPNoBB services. Regarding other services the existing commission structure approved by concerned verticals paid to franchisees/DSA's belonging to fixed and mobile verticals may be continued. It should be ensured that the commission to franchisees/DSAs is paid as per the latest rates of Sales & Distribution policy.

(R S Meena)
AGM (EB-II)