



Dated: 16.08.2022.

To,
The Chief General Manager,
All Telecom Circles/Districts
BSNL

Subject: Modification in the CM-S&D Policy-2018 for e-Distributor -reg.

In order to streamline **CM-S&D Policy-2018** fore-Distributor,a new clause **31(A)** has been added under **MINIMUM PURCHASE** as below:

- a. Any firm working/applied in BSNL as e-Distributor with valid banking license may be allowed to process the payment for purchasing C-Top Up stock on post collection basis (T+1) after deduction of commissions of the e-Distributor.
- b. The firm will have to submit a self-declaration/request regarding the same.
- c. In order to safeguard the interest of BSNL, the firm requesting for settlement on post collection basis (T+1) may be asked to submit security deposit in cash in the respective circle from where the firm will purchase or purchasing the c-top up stock, equal to average sale of 5 days calculated as below:
 - i. In case the firm is already enrolled as e-Distributor in BSNL, the security deposit amount shall be calculated based on the sale for the last 6 months of the e-Distributor.
 - ii. In case the firm is applying for fresh enrolment as e-Distributor in BSNL, the security deposit amount shall be calculated based on the sale for the last 6 months of the highest selling e-Distributor in that FY or previous FY.
 - iii. The amount of security deposit will be reviewed on quarterly basis.
 - iv. Total C-Top up Stock issued shall not be more than 90% of security deposit amount at any time.
 - v. If the firm fails to settle the payment by T+1 days, no further C-Top up stock will be allocated to the firm.
 - vi. If the firm fails to settle the payment even by T+4 days, pending amount may be deducted/forfeited from the security deposit.
 - vii. This said security deposit will have to be paid by the firm apart from the PBG already furnished for the e-Distributor agreement.
 - viii. Validity of Security deposit will be for a period of principal agreement period plus 6 months from the date of agreement, which is refundable after due fulfilment of the said agreement.

16.08.2022

(Milind Bagaddeo)

DGM (S&M-CM)

Mobile No. 9425148100