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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)

Date: 24/10/2011

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

Subject: Allowing CM Franchisees to Sell CFA Products.

Ref: 64-106/S&M-CFA (Pt-I) dated 10.01.2011 & 04.04.2011 ( Available on Intranet Portal)

Kindly refer to above mentioned letters, vide which CM Franchisees in geographical territories, where no CFA franchisee has been finalized, were allowed to sell all the CFA products, till 30.04.2011 and extended till 31.10.2011, without any conditions for CFA products as mentioned in the CM franchisee agreement i.e. exclusive showroom, products linkage of commission with targets etc.

Now the approval of competent authority is hereby conveyed for further extending this arrangement till 31.03.2012 or till the appointment of CFA franchisee, whichever is earlier. Commission payable to CM franchisees for selling CFA products will be as per the revised franchisee commission structure for CFA products communicated to circles vide letter no 64-106/S&M-CFA/2010 dated 08.08.2011. All other guidelines will remain same as mentioned in the referred letters.

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