



No: 64-106/S&M-CFA/2010

Date: 08.08.2011

To
Chief General Managers
All Territorial Circles/ Metro Districts
BSNL

Subject: Revision of Franchisee Commission Structure for CFA products.

Ref: 64-86/09-S&M- CFA (Pt-I) dated 13/07/2010

Kindly refer to the above mentioned letter vide which, the commission structure for sale of CFA products for exclusive CFA franchisees was communicated to field units. The commission structure was later extended to all franchisees selling CFA products as well vide this office letter no 64-86/09-S&M- CFA (Pt-I) dated 03/09/2010.

It has now been decided to revise the Commission Structure for CFA products circulated vide above referred letter. Revised Franchisee Commission Structure for CFA products is as below:-

S. No.	Name of product/service	Franchisee Commission (Rs)	Commission Payment Schedule
1	Landline-fixed plan charges /plan up to Rs 500/- per month	One month's FMC (Fixed monthly charges) with minimum commission of Rs 250/- per connection	100% Commission payment after first bill payment by the customer.
2	Landline/-fixed plan charges /plan more than Rs 500/- per month	Half month's FMC (Fixed monthly charges) with minimum commission of Rs. 500/- per connection	
3	Conversion to any higher plan	Rs 100/- per conversion	100% after realization of first bill.
4	Reconnection of Landline	Rs 100/- per connection	100% after realization of first bill. If plan conversion is also involved along with reconnection, then commission for both will be payable

S. No.	Name of product/service	Franchisee Commission (Rs)	Commission Payment Schedule
5	Broadband Monthly Plan Charge upto Rs 500/- (Stand alone as well as Combo)	One month's FMC (Fixed monthly charges) per connection	100% Commission payment after first bill payment by the customer.
6	Broadband Monthly Plan Charge above Rs 500/- (Stand alone as well as Combo)	Half month's FMC (Fixed monthly charges) with minimum commission of Rs. 500/- per connection	
7	Broadband Monthly Combo Plan Charge upto Rs 500/- (If Broadband is provided with new Landline)	One month's FMC (Fixed monthly charges) + Rs 100/- per connection	100% Commission payment after first bill payment by the customer.
8	Broadband Monthly Combo Plan Charge above Rs 500/- (If Broadband is provided with new Landline)	Half month's FMC (Fixed monthly charges) with minimum commission of Rs. 500/- + Rs 100/- per connection	
9	Pre-Paid Broadband	N/A	Rs 100/- up front per connection with the condition that Installation charges are recovered at the time of registration by the customer.
10	Centrex/ CUG (Minimum 5 paid connections)	One month FMC per member line	100% commission payable after first bill payment by the customer.
11	VPN (Minimum 25 paid connections)	One month FMC per member line	100% commission payable after first bill payment by the customer.
12	Free Phone services	Rs 5000/- per connection	100% commission payable after first bill payment by the customer.
13	Universal Access Number	Rs 5000/- per connection	100% commission payable after first bill payment by the customer.

S. No.	Name of product/service	Franchisee Commission (Rs)	Commission Payment Schedule
14	ACC Service	Rs 500/- per connection	100% commission payable after first recharge by the customer.
15	Premium Rate Service	Rs 3000/- per connection	100% commission payable after first bill payment by the customer.
16	Tele-Voting	1. Rs 500/- in case of weekly Plan.	100% after realization of first Bill.
		2. Rs 1500/- in case of monthly plan.	
17	BRI ISDN	One month's FMC (Fixed monthly charges) per connection	100% Commission payment after first bill payment by the customer.
18	PRA only incoming	Half month's FMC (Fixed monthly charges) per connection	100% Commission payment after first bill payment by the customer.
19	PRA-Normal	One month's FMC (Fixed monthly charges) per connection	
20	PCO (Any technology)	Rs 500/- per connection	100% commission payment after second bill payment by the customer.
21	Internet through NIC cards	One month's FMC (Fixed monthly charges) per connection	100% Commission payment after first bill payment by the customer.
22	Universal ITC Card	8% base commission plus bulk discount as applicable to ITC franchisees	Upfront Payment
23	Prepaid Broadband Recharge coupons & Sanchar net cards	5%	Upfront Payment
24	FLPP card	8%	Upfront Payment

Rest of the conditions will be same as communicated vide above referred letter. This revised commission structure will be effective for 6 months from the date of issue of this letter.

All the field units are requested to submit a monthly analysis of impact of these changes on Fax 011-23734284 & e-mail broadbandbsnlco@gmail.com, so as to decide about further continuation of the same.


(Jitendra Kumar)
DGM (S&M) CFA