

Sales & Marketing-CM
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भारत संचार निगम लिमिटेड
(भारत सरकार का उपक्रम)
BHARAT SANCHAR NIGAM LIMITED
(A Govt. of India Enterprise)

No. 27-9/2010-SM-CM (KW)

Date: 23.05.2011

To,

The Chief General Manager
All Telecom Circles/Districts
BSNL

SUB: - Discount/Commission for CDMA products i.e. FWT/EVDO router/Wi-Fi router applicable to distribution channels of BSNL.

The competent authority has approved the following commission/discount structure for the sale of CDMA hardware products through franchisee channel.

S. No.	Name of the CDMA Hardware product	Discount for franchisee channel on MRP
1	FWT	8%
2	EVDO Router	8%
3	Wi-Fi Router	8%

All other terms and condition shall be remain same as mentioned in Annexure-D of this office letter no. 27-9/2010-SM-CM(Pt.-I) dated 28.05.2010.

(Upendra Bakolia)
DGM (S&M-CM)

Copy to:

1. Dir (CM) BSNL CO, New Delhi.
2. Sr. GM(ITPC), Hyderabad
3. President NBFA