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

No: 65-02/2015 Mktg CFA

Dated: 09.03.2017

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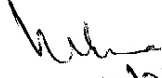
To
Chief General Managers
All Telecom Circles/Metro Districts

Subject: Promotional scheme to offer enhanced CFA Franchisee Commission for acquiring landline, broadband and Combo (landline plus broadband) connections - reg.

1. Approval of competent authority is hereby conveyed to launch a promotional scheme to offer enhanced franchisee commission for acquiring Landline, Broadband, Combo (Landline plus Broadband) connection till 31.03.2017. The details are outlined below-

S. No.	Name of product/service	Present Franchisee Commission and Payment schedule (Rs)	Proposed Franchisee Commission & Payment Schedule
1	Landline connection	One month's FMC (Fixed monthly charges) subject to minimum commission of Rs 200/- per connection payment after first bill payment by the customer.	One month's FMC (Fixed monthly charges) subject to minimum commission of Rs 600/- per connection payment after first bill payment by the customer.
2	Broadband - Stand alone or combo plan (On existing Landline connection)	One month's FMC (Fixed monthly charges) subject to minimum commission of Rs 400/- per connection payment after first bill payment by the customer	
3	Broadband Combo Plan (With new Landline connection)	One month's FMC (Fixed monthly charges) subject to minimum commission of Rs 600/- per connection, payment after first bill payment by the customer	

2. The above commission structure shall be applicable only on promotional basis **with effect from 10.03.2017 for a period upto 31.03.2017** for Landline/Broadband connections registered on wireline and FTTH both.
3. For post offices, BAs (Business Associates), PCO operators and DSAs the commission shall be payable at 75% of the rates prescribed above.
4. This has the approval of Dir (CFA).


10/3/2017
(V. K. Sharma)
AGM (NWP-BB-I)

Copy to:

1. CGM (ITPC) Pune
2. GM (Fin-CFA) BSNL CO