



No. 28-2/2013/S&M-CM/135

Dated: 09.07.2018


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

Sub: - Modified MNP incentive scheme for channel partners w.e.f. 01.07.2018
Ref:- - This office letter no: - 28-2/2013/S&M-CM/123 dated 26.03.2018

1. Apropos above letter, MNP incentive scheme was extended for three months i.e. up to 30.06.2018, in order to motivate channel partners for increasing mobile connections through port in. This MNP incentive scheme has expired on 30.06.2018.
2. In view of fierce competition in telecom sector and to increase / sustain the port-in customers from other operators in this turbulent and disruptive market condition, competent authority has approved modified MNP incentive scheme as follows w.e.f. 01.07.2018:

Plan Voucher Amount (FRC on Port-in) (Rs.)	MNP Commission (In addition to FRC Commission) (in Rs.)				
	Franchisee	RD	Retailer/ DSA/ STD PCO	Additional Commission to Retailer/ DSA/ STD PCO if they achieve minimum 5 Port-in	Total (Maximum MNP Commission)
400/- and above	50	25	115	10	200
180/- to 399/-	40	20	100	10	170
Below 180/-	20	10	60	10	100

3. For Plan Vouchers of below 180/-:
 - a) MNP incentive equivalent to 80% of the plan voucher shall be given to channel partners on loading of FRC.
 - b) MNP incentive equivalent to value of second recharge shall be given to channel partners.
 - c) (a) and (b) above, shall be subject to condition that total MNP incentive payout for a particular MNP ported-in connection should not exceed Rs. 100/- (as shown in table above) including the MNP commission on first recharge and 10% additional Commission to Retailer/ DSA/ STD PCO if they achieve minimum 5 Port-in.
4. If RD is not present in the chain, then his/ her commission shall not be applicable.


(Kartikeya Sinha)
Jt. GM (Sales-CM)

Copy to:
1. GM (Dev.), ITPC, Hyderabad for n/a please.