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

No.30-1/2012-SCM-CM/14

Date: 29.08.2012

To

The Chief General Managers  
All Telecom Circles / Districts  
BSNL

**Subject: e-Distributor "CM S&D Policy 2012"- Clarification**

The draft agreement for e-Distributor under "CM S&D Policy 2012" has already been uploaded on dated 16.08.2012. Some circles have sought clarification regarding migration of e-PIN franchisee. Following clarifications are hereby issued :

1. Existing willing e-PIN franchises are eligible for migration as e-Distributor in "CM - S&D Policy 2012" for the respective circle **w.e.f. 01.07.2012** having circle turnover/business of Rs.50 lacs during the period of last one year i.e. upto 30.06.2012 or as decided by circle.
2. The circle is required to complete the migration process and sign the agreement with the circle level migrated e-Distributor and PBG may be updated accordingly.
3. As in the case of newly selected e-Distributor, the initial period of migration shall be for **Three Years** with benchmark of 50% of RC sale, which will be evaluated every year to have continuity for three year.
4. e-Distributor who are not willing to migrate, CGM's may decide either to remove or may be continued for the balance period of the agreement to work as per guidelines of "CM S&D Policy 2012" and no further extension be given.

(Upendra Bakolia)  
Addl. GM (S&M-CM)