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

No: 64-86/09-S & M-CFA-(Pt-I)

Dated: 13/07/2010

To
Chief General Managers
All Territorial circles/ Metro districts
BSNL.

Subject: Franchisee Commission structure for CFA products.

Vide letter No. 64-106/S&M-CFA-2010 dated 31.05.2010, a draft EOI duly approved by competent authority was uploaded along with detailed list of activities to be undertaken by field units for appointment of Franchisee for sales, marketing and distribution of CFA products.

Now, competent authority has approved Franchisee Commission structure for CFA products as detailed below and it is requested that the same may be incorporated in Annexure B of the EOI-

<u>New Franchisee Commission structure for CFA products</u>			
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 third 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.
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 third bill payment by the customer.

6	Broadband Monthly Plan Charge from Rs 500/- to Rs 2000/- (Stand alone as well as Combo)	Half month's FMC (Fixed monthly charges) with minimum commission of Rs. 500/- per connection	100% commission payment after third bill payment by the customer
7	Broadband Monthly Plan Charge above Rs 2000/- (Stand alone as well as Combo)	Half month's FMC (Fixed monthly charges) with minimum commission of Rs. 1500/- per connection	100% commission payment after third bill payment by the customer
8	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 third bill payment by the customer.
	Broadband Monthly Combo Plan Charge from Rs 500/- to Rs 2000/- (If Broadband is provided with new Landline)	Half month's FMC (Fixed monthly charges) with minimum commission of Rs. 500/ + Rs 100/- per connection	
	Broadband Monthly Combo Plan Charge above Rs 2000/- (If Broadband is provided with new Landline)	Half month's FMC (Fixed monthly charges) with minimum commission of Rs. 1500/ + Rs 100/- per connection	
9	<u>Add on Features & IN Services</u>		
A	Centrex/CUG/VPN (Minimum 5 Connections for Centrex/CUG & Minimum 10 connections for VPN)	Rs 50/- per member line	100% after the realization of second bill.
B	Free Phone services	Rs 1500/- per connection	100% after the realization of second bill.
C	Universal Access Number	Rs 1500/- per connection	100% after the realization of second bill.
D	ACC Service	Rs 500/- per connection	100% after Account creation along with realization of amount on first recharge.
E	Premium Rate Service	Rs 1500/- per connection	100% after the realization of second bill.
F	Tele-Voting	1. Rs 500/- in case of weekly Plan. 2. Rs 1500/- in case of monthly plan.	100% after realization of first Bill.

10	<u>ISDN</u>		
A	BRI ISDN	One month's FMC (Fixed monthly charges) per connection	100% after realization of second bill by the customer.
B	PRA only incoming	Half month's FMC (Fixed monthly charges) per connection	100% after realization of second bill by the customer.
C	PRA-Normal	One month's FMC (Fixed monthly charges) per connection	100% after realization of second bill by the customer.
11	PCO (Any technology)	Rs 500/- per connection	100% commission payment after third bill payment by the customer.
12	Internet through NIC cards	One month's FMC (Fixed monthly charges) per connection	100% commission payment after second bill payment by the customer.
13	India Telephone Card, FLPP card, Universal ITC Card	8% base commission	Upfront Payment
14	Prepaid Broadband Recharge coupons & Sanchar net cards	5%	Upfront Payment
15	Call Now Cards	8.50%	Upfront Payment

- For each landline connection beyond 500 provided in a month by the franchisee, additional commission of Rs.50 per landline shall be payable to the Franchisee.
- For each broadband connection beyond 500 provided in a month by the franchisee, additional commission of Rs.100 per broadband shall be payable to the Franchisee.
- For post offices, BA, PCO operators and DSA's the commission will be payable at 75% of the rates prescribed vide this new Franchisee Commission structure for CFA products.
- Additional trade scheme for sale of CFA products can also be declared by corporate office from time to time.

Above commission structure may be incorporated in the draft EOI, customized by respective circles and EOI may be floated immediately in accordance with the instructions contained in letter no. 64-106/S&M-CFA-2010 dated 31.05.2010.


(Jitendra Kumar)
 DGM (S&M) CFA