

27

Broadband Cell Second Floor
Bharat Sanchar Bhawan
Janpath New Delhi - 110001
Tel: 011-23311183
Fax: 011-23734284



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

No: 64-106/S&M-CFA/2010

Dated: 11.09.2012

To
Chief General Managers,
All Telecom circle/ districts

Sub: Clarification reg. Franchisee Commission Structure for CFA products.
Ref: This office letter no. 64-106/S&M-CFA/2010 dated 17.04.2012

With reference to above noted subject it is once again clarified that-

1. Only CFA franchisees shall continue to have commission as per franchisee commission structure for CFA products issued vide this office letter no.64-106/S&M CFA dated 08.08.2011 (Enclosed as Annexure-I) and
2. All other sales channels/partner selling CFA products like CM franchisees, post offices, BA, PCO operators and DSAs shall have the commission as per franchisee commission structure for CFA products issued vide this office letter no.64-86/09-S&M-CFA (Pt-I) dated 13.07.2010 (Enclosed as Annexure-II).

(Anil Jain)
Sr. GM (NWP-BB)

Encl:-As above

Mkta / PCU / SSA-Cores / 11-12/27 dtd @ CNI the 12/9/12

Fdd to Heads of all SSAs for intor & n/a pl.

Y. K. Ram

उप निदेशक (संचार) स.नि.न.
Deputy General Manager (Udian)-CFA
कार्यालय मुख्य महासंचालक, बी.एस.एन.एल.
O/o. Chief General Manager, BSNL
तमिलनाडु परिगंडल/Tamilnadu Circle
टीएम रोड, चेन्नई /Greene Road, Chennai-6.

Copy to: 1. GM (S&M) CM, Chennai - 06

2. DGM (S&M) CFA, Chennai - 06



No: 64-106/S&M-CFA/2010

Date: 08.08.2011

To
Chief General Managers
All Territorial Circles/ Metro Districts
BSNL

Subject: Revision of Franchisee Commission Structure for CFA products.

Ref: 64-86/09-S&M- CFA (Pt-I) dated 13/07/2010

Kindly refer to the above mentioned letter vide which, the commission structure for sale of CFA products for exclusive CFA franchisees was communicated to field units. The commission structure was later extended to all franchisees selling CFA products as well vide this office letter no 64-86/09-S&M- CFA (Pt-I) dated 03/09/2010.

It has now been decided to revise the Commission Structure for CFA products circulated vide above referred letter. Revised Franchisee Commission Structure for CFA products is as below:-

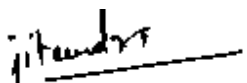
S. No.	Name of product/service	Franchisee Commission (Rs)	Commission Payment Schedule
1	Landline-fixed plan charges /plan up to Rs 500/- per month	One month's FMC (Fixed monthly charges) with minimum commission of Rs 250/- per connection	100% Commission payment after first bill payment by the customer.
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

S. No.	Name of product/service	Franchisee Commission (Rs)	Commission Payment Schedule
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 first bill payment by the customer.
6	Broadband Monthly Plan Charge above Rs 500/- (Stand alone as well as Combo)	Half month's FMC (Fixed monthly charges) with minimum commission of Rs. 500/- per connection	
7	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 first bill payment by the customer.
8	Broadband Monthly Combo Plan Charge above Rs 500/- (If Broadband is provided with new Landline)	Half month's FMC (Fixed monthly charges) with minimum commission of Rs. 500/- + Rs 100/- per connection	
9	Pre-Paid Broadband	N/A	Rs 100/- up front per connection with the condition that Installation charges are recovered at the time of registration by the customer.
10	Centrex/ CUG (Minimum 5 paid connections)	One month FMC per member line	100% commission payable after first bill payment by the customer.
11	VPN (Minimum 25 paid connections)	One month FMC per member line	100% commission payable after first bill payment by the customer.
12	Free Phone services	Rs 5000/- per connection	100% commission payable after first bill payment by the customer.
13	Universal Access Number	Rs 5000/- per connection	100% commission payable after first bill payment by the customer.

S. No.	Name of product/service	Franchisee Commission (Rs)	Commission Payment Schedule
14	ACC Service	Rs 500/- per connection	100% commission payable after first recharge by the customer.
15	Premium Rate Service	Rs 3000/- per connection	100% commission payable after first bill payment by the customer.
16	Tele-Voting	1. Rs 500/- in case of weekly Plan.	100% after realization of first Bill.
		2. Rs 1500/- in case of monthly plan.	
17	BRI ISDN	One month's FMC (Fixed monthly charges) per connection	100% Commission payment after first bill payment by the customer.
18	PRA only incoming	Half month's FMC (Fixed monthly charges) per connection	100% Commission payment after first bill payment by the customer.
19	PRA-Normal	One month's FMC (Fixed monthly charges) per connection	
20	PCO (Any technology)	Rs 500/- per connection	100% commission payment after second bill payment by the customer.
21	Internet through NIC cards	One month's FMC (Fixed monthly charges) per connection	100% Commission payment after first bill payment by the customer.
22	Universal ITC Card	8% base commission plus bulk discount as applicable to ITC franchisees	Upfront Payment
23	Prepaid Broadband Recharge coupons & Sanchar net cards	5%	Upfront Payment
24	FLPP card	8%	Upfront Payment

Rest of the conditions will be same as communicated vide above referred letter. This revised commission structure will be effective for 6 months from the date of issue of this letter.

All the field units are requested to submit a monthly analysis of impact of these changes on Fax 011-23734284 & e-mail broadbandbsnlco@gmail.com, so as to decide about further continuation of the same.


(Jitendra Kumar)
DGM (S&M) CFA

Broadband Cell Second Floor
 Bharat Sanchar Bhawan
 Janpath New Delhi – 110001
 Tel: 011-23710183
 Fax: 011-23734052



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