



No. 32-2/2015/S&M-CM/26

Dated: 30.09.2015

To

The Chief General Managers,
All Telecom Circles/ Districts
BSNL

Sub: - Rationalization of Annual Data Plan vouchers & introduction of new Data STVs- benefits applicable to channel partners.

Kindly refer to this office letter no. 26-07/2015-T&C-CM dated 22.09.2015 issued by T&C Cell vide which rationalization of data tariff under prepaid mobile services was issued.

Following is the commission structure for channel partners for selling of these data vouchers.

1. Annual data Plan vouchers

Sr. no.	Denomination (Rs.)	Amt. payable upfront @ 5.5% (Rs.)	Rest commission payable to POS only on recharge of Data plan voucher (Rs.)	Total commission payable to channel partners (Rs.)
1.	1499	72.32	17.68	90.00
2.	2799	135.04	34.96	170.00
3.	3999	192.93	47.07	240.00
4.	4499	217.06	62.94	280.00

2. New data STV of Rs. 444/-

This data STV provides 3GB data with 60 days validity. The sale of this data STV entitle channel partners for an additional commission of Rs. 45/- (Rs. 32/- to POS & Rs. 13/- to franchisee) on the fly in addition to 5.5% upfront commission from 01.10.2015 to 31.10.2015.

Circles are requested to educate all the franchisees & retailers/ DSAs about these STVs & attractive benefits available to them on selling of this data voucher to get maximum sale through them.

Wide publicity of these data STVs should also be made amongst our customers & public at large highlighting **“more data with more validity at comparatively lower rates”**.

(Upendra Bakolia)

Addl. GM(S&M) CM