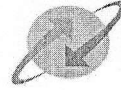


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भारत संचार निगम लिमिटेड
(भारत सरकार का उपक्रम)
BHARAT SANCHAR NIGAM LIMITED
(A Govt. of India Enterprise)

No. 27-5/2013-S&M-CM/15


Dated: 23.05.2013

To
The Chief General Manager
All telecom circles/Districts
BSNL

Subject: Commission to Retailers on Recharge /C-TOPUP

Kindly refer to Annexure-E of CM S&D Policy-2012 in which sharing of discount/commission to channel partners is defined. Of late, it has been brought to the notice of this office that some franchisees are not passing the due share of 75% to retailers on recharge/C-TOPUP . This is a clear violation of agreement signed by franchisees with BSNL which may attract penalty and other actions as stipulated in CM S&D Policy-2012 .

CGMs of all Telecom circles are therefore requested to monitor and ensure that due share of 75% on recharge/C-TOPUP is passed on to retailers by franchisees.


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