## Sales & Marketing-CM

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भारत संचार निगम लिमिटेड BHARAT SANCHAR NIGAM LIMITED

No. 27-9/2010-SM-CM (Pt.-I)

Date: 02.02.2011

To.

The Chief General Manager.
All Telecom Circles/ Districts.
BSNL

## SUB: - Clarification regarding eligibility of DSA for CAF commission in case of MNP & admissibility of trade scheme to franchisees on account of MNP

Kindly refer this office letter No. 27-9/2010-SM-CM (Pt.-IX) dated 18.01.2011 regarding revision of CAF commission for Franchisee/Retailer network in case of Mobile number Portability. Various telecom circles have sought clarification regarding eligibility of DSA for CAF commission in case of MNP & admissibility of trade scheme to franchisees on account of MNP.

In this regard it is clarified that DSAs are eligible for the CAF commission in case of MNP subject to terms and the conditions mentioned in the foot note of letter no. 27-9/2010-S&M-CM dated 28.05.2010. that the Discount/commission applicable to the PCO operators/DSAs/BAs shall be 80% of franchisee discount/commission.

No trade scheme may be allowed during period of enhanced CAF commission in case of MNP.

(Upendra Bakolia) DGM (Sales & Mktg.-CM)