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

No. 27-1/2014-S&M-CM/9

Dated: 28.05.2014

To  
The General Manager (Dev)  
ITPC, Hyderabad  
BSNL

**Sub: Clarification regarding New Trade Scheme**

Kindly refer to your office letter no. ITPC/Sr. GM (Dev)-Hyd/SS-Dev. Activities/2012-13 dated 26.05.2014 regarding eligibility of graded incentive and additional commission in case of RDs during Trade scheme period.

In this regard it is clarified that Trade scheme incentive is separate from the defined commission/discount structure under CM-S&D Policy-2012. Incentives are meant for enhancing the sale during the scheme period. Hence RDs will be eligible for both graded incentive as well as additional commission during Trade scheme.

Kindly ensure implementation on top priority.

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

Copy to:  
CGMs, All Telecom Circles/ Districts