



No. 27-11/2011-SM-CM

Date: 23.01.2012

To,

The Chief General Managers
All Telecom Circles/Districts
BSNL

SUB: - Commission/discount for BSNL Franchisee or distribution channel on Blackberry connections-reg.

The approval of competent authority is hereby conveyed for discount/commission to be paid on add-on products of post-paid Blackberry connection. The discount/commission applicable to distribution channels for bringing new post-paid Blackberry connection as mentioned below and shall be applicable with immediate effect. This scheme shall be valid upto 31.03.2012.

S. No.	Name of Product	Discount/ commission applicable to franchisee	Mode of Payment	Validity of the scheme
1.	Post-paid Blackberry connection	50% of Plan Value	Discount/commission has to be paid in two installments. 75% after activation of the service and 25% shall be paid after completion of 3 months of service.	Upto 31-03-12

(Upendra Bakolia)
Addl. GM (Sales & Mktg.-CM)

Copy to:

1. Dir(CM) BSNL CO New Delhi