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

No. 27- /2014-S&M-CM/5

Dated: 24.09.2014

To

The Chief General Managers
All Telecom Circles / Districts
BSNL

Sub: Provision of special commission @Rs 30/- per data STVs on newly introduced STV of Rs.231/- for Franchisee-retailer network

Kindly refer to this office letter no. 26-07/2011-T&C-CM dated 22.09.2014 issued by T&C cell (Finance-CM) regarding rationalization of tariff under pre-paid mobile services. In order to push the sale of data services, a new data STV of Rs.231/- has been launched with a special commission of Rs. 30/- to Franchisee-Retailer network if sold through them. The distribution of commission among Franchisee-Retailer network including RDs and DSAs shall be as per "Annexure – E" of the CM-S&D Policy-2012. The above tariff will be implemented with effect from 29.09.2014 and will be valid for three month.

In view of above it is requested to give it wide publicity amongst channel partners so that they can get motivated & make maximum efforts to sell this particular STV. CMT staff should also be asked to create awareness amongst channel partners about the scheme during their visit at PoS. SMS may also be sent to channel partners informing about the scheme.

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