

Sales & Marketing-CM

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भारत संचार निगम लिमिटेड

(भारत सरकार का उपक्रम)

BHARAT SANCHAR NIGAM LIMITED

(A Govt. of India Enterprise)

File No.: BSNLCO-SMCM/23(11)/4/2020-SM-CM

Dated: 27.05.2020

To,

The Chief General Manager
IT Project Circle
BSNL

Subject: Clarification on commission to be paid to CSC Franchisee in case of CSC outsourcing-reg.

Ref.: Your office letter no. ITPC/Sr. GM (Dev.)/HYD/Dev, Activities/2018-19/173 dated 01.05.2020.

Apropos your office letter on the subject mentioned above, following is clarified:

- i. Total Franchisee and retailer portion of Prepaid/Post-paid CAF commission shall be credited to the wallet of CSC- Franchisee alone as the same is being done in present scenario as per CM-S&D policy-2018.
- ii. Total Franchisee and retailer portion of MNP commission shall be credited to the wallet of CSC Franchisee alone on daily basis. Existing provision of additional MNP commission of Rs 10/- being paid on every successful MNP, once retailer crosses five MNP connections during the month shall not be applicable to CSC agents of CSC franchisee.
- iii. Franchisee discount factor 4.66% (under GST regime) shall be taken while crediting their upfront commission on recharge in to CSC franchisee wallet as being done in case of Franchisee under CM-S&D Policy-2018.
- iv. Trade scheme benefit shall be calculated assuming the CSC Franchisee as a PoS and combining sale of all CSC agents under the CSC Franchisee. Trade scheme benefit of retailers shall be applicable to CSC Franchisee. Regular Franchisee trade scheme shall not be applicable for CSC Franchisee.


(KARTIKEYA SINHA)
GM (Sales-CM)

Copy to:

1. CGMs, All Telecom Circles/Districts for kind information please.
2. GM (Sancharsoft), ITPC Hyderabad