

GM (CFA/NWO-BB&IN)  
Room No.120, 1st Floor,  
BSNL Corporate Office,  
Bharat Sanchar Bhawan,  
Janpath, New Delhi-110 001.  
Tele No. 011-23714242



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

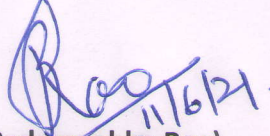
No. BSNLCO-CFAO/11(14)/3/2020-CFA

Dated: 11-06-2021

To  
The CGMs,  
All Telecom Circles/Metro District/ITPC Pune.

**Subject: Introduction of one time promotional Sales incentive scheme for cluster partners for the sale of Landline/ Broadband connections on Copper in all the Circles-reg.**

1. In order to promote sales under copper (Landline & Broadband) category, now, the competent authority has decided to introduce *one time promotional Sales incentive scheme for cluster partners for the sale of Landline/ Broadband connections on Copper in all the Circles.*  
*"For cluster partner the commission shall be payable at 90% of the Franchisee commission amount as prescribed under Para-2 of the Franchisee commission policy".*
2. *The above sales incentive shall be paid to cluster partners only after realization of the revenue from first bill raised (for complete calendar month) and service rendered for more than three months.*
3. *All other terms and condition shall be remain same as per Franchisee commission policy issued vide letter no. 65-36/2018-Mktg CFA&EB dated 19-09-2018.*
4. The above instructions have immediate effect on promotional basis for 90 days in all the circles and the same shall be reviewed after expiry.
5. This has approval of the Director (CFA), BSNL Board.

  
(P. Padmanabha Rao)  
DGM (CFA), BSNLCO  
New Delhi

**Copy to:**  
Sr. GM (Finance-CFA), BSNLCO, New Delhi for information.