



No. 2-Misc./2008-BSNL/TR-CFA (Vol.-I)

Date: 22-02-2021

To

1. All Heads of Telecom Circles and Metro TDs
2. All IFAs of Telecom Circles and Metro TDs  
Bharat Sanchar Nigam Limited.

**Sub: Mandatory registration of cluster partners and channel partners in Defaulter Bill Application (Special App) for collection of outstanding revenue under incentive scheme.**

**Ref: C.O. BSNL letter No. 2-Misc/2008-BSNL/TR-CFA dated 04-09-2020 and 11-01-2021.**

It has been decided in the review meeting dated 05.02.2021 chaired by CMD, BSNL to make registration of cluster partners and channel partners along with their on-boarding in Defaulter Bill Application (Special App) mandatory for collection of outstanding revenue under incentive scheme.

Following incentive scheme for the financial year 2020-21 was introduced and Defaulter Bill Application (Special App) has been made functional for collection of outstanding amount by cluster partners, channel partners and BSNL retired employees in respect of outstanding of more than 1 year old (as on 31.03.2020) against closed connections of private category customers (Basic and CMTS) through CBP wallet system.

Sl. No.	Age of outstanding dues as on 31-03-2020	Incentive to the partner / discount to customer	
		Partners*	BSNL customer
1	Up to 1 (one) year old	Nil	Nil
2	> 1 year old to 2 years old	10%	Nil
3	> 2 years old to 3 years old	25%	Nil
4	> 3 years old to 5 years old	30%	Nil
5	> 5 years old	30%	20%

\*Note: Partners are cluster partners, channel partners and BSNL retired employees.

This unique opportunity to utilize BSNL partners for realization of dues should be a major game changer. It will definitely contribute a lot for collecting old outstanding which is otherwise difficult to realize. On the other hand, BSNL partners will get attractive incentive. Hence, it is a win-win situation both for BSNL and its partners.

Therefore, CGMs and IFAs of all circles and Metro TDs are requested to popularize this Special App for on-boarding the cluster partners and channel partners for expeditious recovery of old outstanding amount. Efforts should also be made to enroll willing BSNL retired employees into this Special App. Recovery through this App may please be monitored on periodical basis. Zone-wise and circle-wise registration and on-boarding status in this Special App are being monitored by Corporate Office.

Suggestion, if any, for popularizing the recovery of dues through this Special App may be sent to email id dgmfincfa@gmail.com.

This has the approval of CMD, BSNL.

(P. D. Chirania)  
Sr. GM (Finance) - CFA

Copy for kind information to:

1. CMD, BSNL.
2. Director-Finance, Director-CFA, Director-CM, Director-EB & Director-HR, BSNL Board.
3. CGM, ITPC, BSNL, Pune.
4. Sr. GM (Finance) – CM & EB, CO, BSNL.
5. GM (CFA), CO, BSNL.