


<p>महाप्रबंधक (विक्री एवं विपणन/आईटी बीपी) छठवीं मंजिल, बी विंग, प्रशासनिक भवन जुहू रोड, सांताक्रुज़ (प), मुंबई-400054. General Manager (S&M/ITBP) 6th Floor, B-Wing, Administrative Building, Juhu Road, Santacruz(W), Mumbai-400054. Tel: 022 26613072</p>	 <p>BSNL Connecting India faster</p>	<p>भारत संचार निगम लिमिटेड (भारत सरकार का उपक्रम) BHARAT SANCHAR NIGAM LIMITED (A Govt. of India Enterprise)</p>
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E File No: MHCO-SMCF/17(11)/3/2020-O/O GM SMCF

Dated: 09-09-2021

To,
The BA/SSA Heads
Maharashtra Circle.

Sub: Implementation of Graded Work Commission to TIP Franchisees in MH Circle for the months of April-2021 to August-2021 regarding.

Ref: MHCO-SMCF/13(15)/1/2020-O/O GM SMCF

Dated: 09-03-2021

Vide above referred letter, approval of the CGMT MH was conveyed for restoration of the Work commission/customer acquisition charges to all TIPs from 01st April 2021 onwards as per the below table.


Sr.no.	No. of NET connection provided (Per Franchisee Code)	Work commission structure	Sample calculation
1.	Upto 14 connections per month	No commission	Nil
2.	15 to 29 connections per month	Rs.250 per connection for all connection	For providing 25 connection per month 25xRs.250=Rs.6,250/-
3.	30 and Above connections per month	Rs.500 per connection for all connection	For providing 40 connection per month 40xRs.500=Rs.20,000/-

Presently there are some technical issues for implementing above in FMS. Work commission as per above (for the connections provided in the month of Apr'21 to Aug'21) are to be processed by taking manual invoices from TIPs. If required, summary sheet of TIP franchisee code wise work commission calculation sheet may be prepared by SSA and to be shared with TIPs for preparing and submitting manual invoices.


Work commission for the connections in Sept'21 and onwards is under review and further guidelines for the same will be issued separately.

This is issued with the approval of the competent authority.

Encl: A/A


General Manager (CFA)

Copy to: GM (Fin) Mumbai for kind information please.

महाप्रबंधक (विक्री एवं विपणन/आईटी बीपी) छठवीं मंजिल, बी विंग, प्रशासनिक भवन जुहू रोड, सांताक्रुज (प), मुंबई-400054. General Manager (S&M/ITBP) 6th Floor, B-Wing, Administrative Building, Juhu Road, Santacruz(W), Mumbai-400054. Tel: 022 26613072.		भारत संचार निगम लिमिटेड (भारत सरकार का उपक्रम) BHARAT SANCHAR NIGAM LIMITED (A Govt. of India Enterprise)
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To,

**All BA/SSA Heads,
Maharashtra Circle.**

No. MHCO-SMCF/13(15)/1/2020-O/O GM SMCF Dated 09th March 2021.

Sub: Restoration of work commission for TIPs in Maharashtra Circle wef 01st April 2021.

Ref: No. MHCO-SMCF/13(15)/1/2020-O/O GM SMCF Dated 14th December 2020.


With reference to above cited reference, as per revised EOI, Work commission/Customer acquisition charges to TIPs enrolled after 01.07.2020 is stopped from the month of July-2020 for providing FTTH new connections. For TIPs enrolled before 01.07.2020 work commission was extended upto 31.12.2020.

Now, this office has received many requests from SSAs for restoration of the work commission. Proposal received from SSAs have been reviewed and approval of CGMT MH is hereby conveyed for restoration of the Works Commission from 1st April 2021 to all TIPs is as below-

Sr.no.	No. of NET connection provided (Per Franchisee Code)	Work commission structure	Sample calculation
1.	Upto 14 connections per month	No commission	Nil
2.	15 to 29 connections per month	Rs.250 per connection for all connection	For providing 25 connection per month 25xRs.250=Rs.6,250/-
3.	30 and Above connections per month	Rs.500 per connection for all connection	For providing 40 connection per month 40xRs.500=Rs.20,000/-

This will be applicable for **all TIPs** who have signed agreement prior to 01.07.2020 and after 01.07.2020. This is to be updated in TEMPALATES for new franchisee codes to be created.

It is requested to bring awareness among TIPs about this special and promotional activity & please see that maximum FTTH Connections to be provided by TIPs. Performance of all TIPs to be reviewed regularly & suitable action is to be taken against non performing TIPs including termination of agreement.


(Suhas Mankar)
General Manager, S&M and ITBP,
% CGMT MH Circle Mumbai

Copy to:

1. CGM ITPC, Pune for implantation of work commission in CDR/FMS Portal.
2. PGM CFA Mumbai for kind information please.