

**Sales & Marketing-CM**

Room No.602, BSNL  
Corporate Office, New Delhi-1  
Tel No 23326544, Fax 23326545  
ddg\_sales@bsnl.co.in



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

**Dated:10-04-2021**

To,  
The Chief General Managers,  
All Telecom Circles / District  
BSNL

**Sub: Extension of enhanced commission to OCSC/channel partners for Bulk/CUG activations.**

**Ref:-1 - BSNLCO-SMCM/23(11)/23/2020-SM.CM, dated 08-12-2020.**

**Ref:-2- BSNLCO-SMCM/23(11)/23/2020-SM-CM dated 19.02.2021.**

**Ref:-3- This office letter no. BSNLCO-SMCM/23(11)/23/2020-SM-CM dated 05.03.2021.**

Apropos letter under **reference-1** above, approval for Bulk/CUG activations through OCSCs and channel partners was issued.

Due to non feasibility of generation of different percentages of commissions/incentives (FRC&OTF) on the same denomination at CTOPUP system, orders were revised vide letter under **reference-2** to give same commission to channel partners/OCSCs as applicable for retail activations till 31.03.2021, in order to avoid loss of subscribers.

Subsequently in order to avoid losing new bulk/CUG connections instructions regarding provision of FRC commission/OTF (in addition to FRC commission or in place of FRC commission) as applicable to channel partners/ OCSCs for retails activations, was also made applicable for Bulk/CUG activations till **31.03.2021. (Reference-3)**

In order to avoid losing new bulk/CUG connections approval of competent authority regarding extension o provision of FRC commission/OTF (in addition to FRC commission or in place of FRC commission) as applicable to channel partners/ OCSCs for retails activations, for Bulk/CUG activations till **30.04.2021**. All concerned are requested to take necessary action please.

*V.K. Sharma*

**(Vijay Kant Sharma)**  
**DGM (S&M-CM)**

**Copy to:**

1. PGM (ERP), ALTTC, Ghaziabad
2. PGM (Dev), ITPC, Hyderabad
3. All Nodal Centres,
4. M/s Pyro.