

Annexure - 'D'

Commission/ Discount Structure of Consumer Mobility Product and Services for Franchisee / Retailers / Post Offices/ PCO Operators / DSAs/ Bas/ Large Retail Chain (in Rs.)

Sr. No.	Name of Product / Service	Particulars	Upront to Franchisee	Afterward to franchisee
Post-Paid Products				
1	3G Post-Paid Voice & Data Plan	USIM & Activation	Rs.19/- (Commission)	Rs.40/- (Note A)
		Any Plan	Nil	Note B
2	2G Post-Paid Voice & Data	SIM & Activation	Rs.5/- (Commission)	Rs.20/- (Note A)
		Any Plan	Nil	Note B
3	WLL/CDMA Post-Paid	RUIM & Activation	Rs.5/- (Commission)	Rs.20/- (Note A)
		Any plan	Nil	Note B
4	CDMA IFWT/ FWT Post-Paid	Any plan	Nil	Note B
5	EVDO Post-Paid	Any plan	Nil	Commission @90% of FMC of the lowest FMC during the last 6 months or Rs.200/- which ever is less (Note D)
6	NIC Post-Paid	Any plan	Nil	Commission @90% of FMC of the lowest FMC during the last 6 months or Rs.200/- which ever is less (Note D)
7	WiMAX Broadband Post Paid	Any plan	Nil	Commission @90% of FMC of the lowest FMC during the last 6 months or Rs.300/- which ever is less (Note D)
Pre-Paid Products				
8	3G Pre-Paid Voice & Data	USIM & Activation	Rs.19/- (Commission)	Rs.40/- (Note A)
		FRC	Note C	Nil
9	2G Pre-Paid Voice & Data	SIM & Activation	Rs.5/- (Commission)	Rs.20/- (Note A)
		FRC	Note C	Nil
10	WLL/CDMA Pre-Paid	RUIM & Activation	Rs.5/- (Commission)	Rs.20/- (Note A)
		Recharge	Note C	Nil
11	CDMA IFWT/ FWT Pre-Paid	Any Plan	Nil	Commission @ 90% of Activation Charge (Excluding cost of Handset / Instrument)
12	EVDO Pre-Paid	Any Plan	Nil	Commission @90% of Activation charge in case the customer brings his own EVDO card
13	NIC Pre-Paid	Any Plan	Nil	Commission @90% of Activation charge in case the customer brings his own NIC card
Hardware Products				
14	3G Data Card Hardware		Discount @ 8% on MRP	Nil
15	2G Data Card Hardware		Discount @ 8% on MRP	Nil
16	Black Berry Hand set		Discount @8% of BSNL Sales Price to Franchisee i.e. purchase price for franchisee	Nil
Add-On Products				
17	Any Plan Conversion	Pre-Paid to Post-Paid and vice-versa. Lower to Higher Plan and Vice-versa, existing GSM subscriber gets Blackberry service	Nil	Nil
18	Any Technology Migration	2G to 3G and Vice-versa, CDMA to GSM or Vice-versa	Nil	Nil
19	VAS	2G GPRS/ MMS/UMS/ EDGE CDMA UMS/VMS	Nil	Nil
RCVs & TOP-UPS Products				
20	All Top-up Vouchers / Flexi Top-up / STV (Special Tariff Vouchers)/ RCV (Recharge Vouchers) / C-TOPUP		Discount @ 5%	Nil
FMC	Fixed Monthly Charges			
FRC	First Recharge Coupon			
Note A	Commission on submission of Customer Application Form (CAF)			
Note B	Commission @90% of FMC of the lowest FMC during the last 6 months or Rs.500/- whichever is less to be paid in two instalments i.e. 45% of the FMC in the 1st Instalment after activation & balance in the 2nd instalment after 6th month			
Note C	90% of First Recharge Coupon(FRC) or Rs.100/- whichever is less (Discount)			
Note D	To be Paid in two instalments i.e. 45% of the FMC in first instalment after activation & balance in 2nd instalment after 6th month			
Black Berry Post-Paid / Pre-Paid - The Franchisee will get only one commission for Black Berry activation/migration, under 3G/2G post-paid or prepaid plan no separate commission is payable, i.e. either 3G/2G general plan activation or Blackberry activation is to be paid				
Discount/ Commission applicable to the Post Office/ PCO Operators / DSAs/ BAs shall be 80% of Franchisee's Discount/ Commission				
For e-PIN franchisees the Discount shall be 5% in case of Exclusive and 4.5% in case of Non-Exclusive				
Discount / Commission will be applicable to the Large Retail Chain shall be at par with Franchisee Discount/ Commission				

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