

**A Golden Opportunity to  
Earn Attractive Commission**

**BSNL**  
**DIRECT SELLING AGENT**



On behalf of BSNL, GMT Nagpur invites applications in prescribed proforma from the eligible persons for Appointment as DIRECT SELLING AGENTS for Door-to-Door sale and marketing of BSNL products and services on Attractive Commission basis.

Please submit your application to SDE (Sales), 1<sup>st</sup> floor CTO building Civil Lines Nagpur-01 before 22.04.17. For More details contact on 0712-2555003



**Bharat Sanchar Nigam Ltd**  
**(Nagpur Telecom District)**

## **DSA POLICY**

### **1. Scope of the Work**

The Direct Selling Agent shall market and sell all BSNL Products and Services to customers at their door steps.

### **2. Selection of DSAs**

1. Selection of DSAs will be done by SSA Head
2. The initial period of agreement shall be for 1 year.
3. Eligibility Criteria: Any person willing to serve customers/ prospects at their premises and fulfilling following criteria are eligible to apply.
  - A. Turn over : No minimum turnover is required
  - B. Age : 18 Yrs
  - C. Local Resident : Residing in Area for more than 1 year.
4. Security Deposit: Refundable Security Deposit of Rs.500/- (Rupees five Hundred only) (No security deposit from retired BSNL/DOT employee/ co-operative societies and spouse of BSNL/ DoT employee)
5. Area of Operation: within SSA.
6. DSAs will be given free C-TOPUP SIM with applicable concessional tariff and freebies.
7. Verification of credentials of new customers.
  - a. Verification of credentials of new customers – Verification of PIA (photo, identity and address) of new customer to be done as per the various guidelines issued by DoT and BSNL from time to time. DSA will be responsible for the verifications done by him.
  - b. The DSA shall obtain from customers/subscribers such documents as prescribed from time to time by BSNL.
8. Discount / Commission: will be shared among DSAs as per Annexure A
9. Sales Target: Shall be communicated by SSA on monthly basis.
10. Termination: If not found active for six consecutive months, the DSA may be terminated after issue notice and seeking explanation.
11. Extension/Migration: SSA Head may extend / migrate agreement on year-to-year basis for a period of two years with the DSA on mutually agreed terms for the active DSAs. The decision of BSNL shall be final in regard to the grant of extension.

**ANNEXURE A**

**COMMISSION STRUCTURE MAY CHANGE FROM TIME TO TIME AS PER CORPORATE GUIDELINES**

| <b>New DSA Commission structure for CFA products</b> |  |   |   |
|--|--|---|---|
| <b>Sl.No.</b>  | <b>Name of product/service</b>   | <b>Franchisee Commission (Rs)</b>   | <b>Commission Payment Schedule</b>  |
| 1  | Landline-fixed plan charges /plan up to Rs 500/- per month   | 75% of [One month's FMC (Fixed monthly charges) with minimum commission of Rs 187.5/- per connection]           | 100% commission payment after third bill payment by the Customer.   |
| 2  | Landline/-fixed plan charges /plan more than Rs 500/- per month  | 75% of [Half month's FMC (Fixed monthly charges) with minimum commission of Rs. 375/- per connection            | 100% commission payment after third bill payment by the Customer.   |
| 3  | Conversion to any higher plan  | Rs 75/- per conversion  | 100% after realization of first bill.   |
| 4  | Reconnection of Landline Rs  | Rs 75/- per connection  | 100% after realization of first bill. If plan conversion is also involved along with reconnection, then commission for both will be payable |
| 5  | Broadband Monthly Plan Charge upto Rs 500/-(Stand alone as well as Combo)                                  | 75% of [One month's FMC (Fixed monthly charges) per connection]   | 100% commission payment after third bill payment by the customer.   |
| 6  | Broadband Monthly Plan Charge from Rs 500/- to Rs 2000/-(Stand alone as well as Combo)                     | 75% of [Half month's FMC (Fixed monthly charges)with minimum commission of Rs.375/- per connection]             | 100% commission payment after third bill payment by the customer  |
| 7  | Broadband Monthly Plan Charge above Rs 2000/- (Stand alone as well as Combo)                               | 75% of [Half month's FMC (Fixed monthly charges) with minimum commission of Rs.1125/- per connection]           | 100% commission payment after third bill payment by the customer  |
| 8  | Broadband Monthly Combo Plan Charge upto Rs 500/- (If Broadband is provided with new Landline)             | 75% of [One month's FMC(Fixed monthly charges)+ Rs 75/- per Connection]   | 100% commission payment after third bill payment by the customer  |
|  | Broadband Monthly Combo Plan Charge from Rs 500/- to Rs 2000/-(If Broadband is provided with new Landline) | 75% of [Half month's FMC (Fixed monthly charges) with minimum commission of Rs. 375/ + Rs 75/- per Connection   | 100% commission payment after third bill payment by the customer  |
|  | Broadband Monthly Combo Plan Charge above Rs 2000/- (If Broadband is provided with new Landline)           | 75% of [Half month's FMC (Fixed monthly charges) with minimum commission of Rs. 1125/ + Rs 75/- per Connection] | 100% commission payment after third bill payment by the customer  |

|    |   |  |   |
|----|---|--|---|
| 9  | <b>Add on Features &amp; IN Services</b>  |  |   |
| A  | Centrex/CUG/VPN<br>(Minimum 5 Connections for<br>Centrex/CUG & Minimum 10<br>connections for VPN) | Rs 37.5/- per member<br>line   | 100% after the realization of<br>second bill.   |
| B  | Free Phone services   | Rs 1125/- per<br>connection  | 100% after the realization of<br>second bill.   |
| C  | Universal Access Number   | Rs 1125/- per<br>connection  | 100% after the realization of<br>second bill.   |
| D  | ACC Service   | Rs 375/- per<br>connection   | 100% after Account creation<br>along with realization of amount<br>on first recharge. |
| E  | Premium Rate Service  | Rs 1125/- per<br>connection  | 100% after the realization of<br>second bill  |
| F  | Tele-Voting.  | 1. Rs 375/- in case of<br>weekly Plan.<br>2. Rs 1125/- in case of<br>monthly plan. | 100% after realization of first<br>Bill.  |
| 10 | ISDN  |  |   |
| A  | BRI ISDN  | 75% of [One month's FMC<br>(Fixed monthly charges)<br>per connection]              | 100% after realization of second<br>bill by the customer.                             |
| B  | PRA only incoming   | 75% of [Half month's FMC<br>(Fixed monthly charges)<br>per connection]             | 100% after realization of second<br>bill by the customer.                             |
| C  | PRA-Normal  | 75% of [One month's FMC<br>(Fixed monthly charges)<br>per connection]              | 100% after realization of second<br>bill by the customer.                             |
| 11 | PCO (Any technology)  | Rs 375/- per<br>connection   | 100% commission payment after<br>third bill payment by the<br>customer.               |
| 12 | Internet through NIC cards  | 75% of [One month's FMC<br>(Fixed monthly charges)<br>per connection]              | 100% commission payment after<br>second bill payment by the<br>customer.              |

**APPLICATION FOR DIRECT SELLING AGENT**

1. Name of the applicant :  
( Applicant's Name – Father's Name – Surname )
2. Permanent Address:

Recent [Photo](#)

3. Residential Address/Shop address (if any):

(Address proof may be given: Electricity bill, water bill,  
Election card, driving license, passport, ration card etc)

4. Contact No. / Email-id:
5. Date of Birth :
6. Educational Qualification ( Minimum 10<sup>th</sup> Passed ):  
(with proof: attested copy of certificate)
7. PAN NO:
8. Present Status ( Whether working in any sector ): ( Central/State/PSU employee are not eligible for DSA ) :
9. Bank Account details :

Date:

Place:

Signature

(Following Documents are mandatory and to be submitted along with Application Form)

- 1) ID PROOF:- Aadhar Card/ Election Card & PAN Card,
- 2) Address Proof:-Aadhar Card/Electricity Bill/Water Bill/Telephone Bill.
- 3) Bank Details of Nationalised Bank.
- 4) 2 Passport size photo.