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# SANCHAR NIGAM EXECUTIVES' ASSOCIATION KERALA CIRCLE

(Recognised Majority Association of Executives in BSNL)

SNEA Bhavan, Dharmalayam Road, TVM-695001

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**No:- SNEA/KLA/CGM/2016-17/dtd at TVM, the 19-10-2017**

To

The CGMT  
BSNL, Kerala Circle,  
Trivandrum

Sub:- Scheme of partial reimbursement through CTOPUP to retailers for purchasing of fingerprint biometric device used doe EKYC reg:-

Ref:- CO Lr No :- 27-18/2017/S&M-CM/3 dtd 12/10/2017

Respected Sir,

As per Lr No:- 27-18/2017/S&M-CM/3 dtd 12/10/2017, Corporate Office has approved a scheme of partial reimbursement through CTOPUP to Retailers for purchasing of fingerprint biometric device used of EKYC . Accordingly the amount of reimbursement shall be restricted to 90% of the purchase price of biometric device by retailer or Rs. 2000/- whichever is less. There shall be a provision for reimbursement of Rs. 1000/- through CTOPUP in the first month to retailers who are selling a minimum of 3 SIMs per month. Balance amount shall be reimbursed through CTOPUP in equal amounts in subsequent 6 months to channel partners.

In this regard we have some apprehensions that the conditions of the scheme are not at all sufficient for promoting the retailers to improve the business. So we put forth some valuable suggestions that we think which may help to enhance our business.

### 1. Scheme of reimbursement

Sl.No	Conditions for Reimbursement	Method of Reimbursement
1	RC/CTOPUP Sales $\geq$ 1,00,000 plus 20 SIMs per month	Immediate reimbursement of Rs. 2000/-
2	RC/CTOPUP Sales $\geq$ 50,000 7 <1,00,000 plus 10 SIMs per month	Immediate reimbursement of Rs. 1000/- and the balance amount may be reimbursed in equal amount in subsequent 2 months.
3	RC/CTOPUP Sales < 50,000 plus 3 SIMs per month	Immediate reimbursement of Rs. 1000/- and the balance amount may be reimbursed in equal amount in subsequent 6months.

2. The same scheme may be extended to DSAs also.
3. The CAF commission to retailers may be enhanced. At present scenario of SIM activation through EKYC, the Franchisee has absolutely no work in connection with activation. Earlier the majority of the work for activation has been performed by Franchisees. So the major portion of the CAF commission is going to franchisees account. Now the situation has changed, hence the majority portion of CAF commission may be given to retailers ( the ratio 70:30 Franchisee: Retailer may be reversed) and the amount may be credited to retailers account directly.
4. Commission for Aadhaar linking

If the EKYC equipments are purchased by the retailers the entire commission may be paid to the retailers.

In this context, we request your goodself to take up the above mentioned issues with Corporate office at the earliest.

**Sincerely Yours**

Sd/-

**T Santhosh Kumar**  
**Circle Secretary**  
**SNEA, Kerala Circle.**

Copy to

1. GM(HR), O/o CGMT, Trivandrum
2. GS, SNEA CHQ, New Delhi