



Bharat Sanchar Nigam Limited
(A Govt. of India Enterprise)
(Enterprise Business-II Cell)

Intent for empanelment as “Channel Partner” for selling BSNL Services/products to Enterprise Customers.

No: BSNL/EB-II/ CPP-2017/

Dated: 08.03.2017

With the objective of increasing the customer base and enterprise business of BSNL and to utilize the channels already associated with BSNL for sales, marketing and delivery in various segments, a free and unfettered consent is invited from SIs, MNS Partners, PABX Franchisees and IDC Partners (Ent. Vertical) and Franchisees, RD & DSAs (CM &CFA verticals) to operate in their respective areas.

The channel partners would require to identify the prospective Business & Customers and to convert such prospects (Leads) into a business order by regular visits, presentations, submissions and explaining the various services and plans to them and to convince them to bring them on board for taking BSNL services. The channel partners succeeding in garnering business for BSNL would get suitable remuneration in the form of payment of commission depending upon the category of customer, type of product(s) and volume of business booked.

The details of the scheme are available with respective Enterprise Channel Managers and all SSA/Circle HQs.

The scheme is open and Non-exclusive in nature. The interested and eligible entities may give their consent to the respective office of BSNL where they are registered as Franchisees/RD/DSA/SI. Etc.