GUIDE FOR CHANNEL PARTNERS TO MARKET ANNUAL PLAN BUNDLING WITH GOOGLE ENTERTAINMENT PRODUCTS

1. **BSNL has launched for its Subscribers with Google SMART Devices at concessional rate with Broadband annual plans subscription.**
2. **In this offer, Subscribers have to make upfront online payment for the Broadband plan (Annual Subscription) plus concessional rate Google Bundle product.**

3. **Along with Annual plan charges, customers should pay the charges of Rs 13 X 99 = 1287 (For Google Mini) OR Rs 13 X 199 = 2587 (for Google Hub) along with GST online on the portal . Normal Online price for Google Mini is Rs 3,999 and Hub is Rs 8,999**

4. **SMS campaign has been started to inform customers on this offer**

   a. For the existing BB customers with FMC > =799

      Dear Customer, Get Google Nest Mini, Smart Home Device worth Rs.4999/- on availing BSNL's Annual Plan FMC Rs. 799/- and above and get 13 months services. Pay only Rs. 1287/- (13*99) as one time charge. Enjoy hands-free help/entertainment around the house and use voice to play music and listen audio books on Google Mini. To activate, click https://bsnl.co.in/googlebundlesms

   b. For the existing BB Customers with FMC >> =1999

      Dear Customer, Get Google Nest HUB, Smart Home Device worth Rs. 9999/- on availing BSNL's Annual Plan FMC Rs. 1999/- and above and get 13 months services. Pay only Rs. 2587/- (13*199) as one time charge. Control

your connected home, Voice control multiple compatible devices like lights, TVs and more all from a single dashboard. Enjoy songs and videos from Youtube music on a crystal clear speaker, listen to Gana, Saavan and Spotify.

To activate, click

https://bsnl.co.in/googlebundlesms

Note: The link given in sms can be given directly to customers by Cluster and FTTH Partner so that customer can avail this offer.

5. **Upon clicking the url, the customer is prompted to BSNL CWSC portal, wherein he/she is given details of the offer and he/she is shown with the eligible product and plan to be ported.**

6. **After successfully completing activity at BSNL CWSC portal by the customer, an order is initiated and a sms link is sent to the customer to make on line payment at BSNL All India Payment Portal.**

7. **Once customers pay the amount at BSNL All India Payment portal, Google Bundled Product (Mini or Hub) will be dispatched to the customer by Google Partner (M/s Current) at customer premises.**