**SLT Business Rules Adopted by the Regional Sales Teams**

|  |  |  |  |
| --- | --- | --- | --- |
| **Description** | **Products** | | |
| **LTE** | **Megaline** | **FTTH** |
| Voice only | Not Available | Available | Not Available |
| BB only | Available | Voice+BB or  Triple play available | Voice+BB or  Triple play available |
| PEO only | Peo Tv go-Least recommended option | Voice+PEO or  Triple play available | Voice+PEO or  Triple play available |
| Package Transfer | * LTE to Mega –No such product but can be recommended * LTE to Fiber- No such product but can be recommended | * Mega to Fiber highly recommended. * Mega to LTE - No such product & not recommended | * FTTH to Mega or FTTH to LTE- cannot be migrated. |
| Multiple Voice, Peo | Not Available | Not Available | Available |
| Commitment period |  | * One year commitment. * Cannot do the location changes until the period ends. | * One year commitment. * Cannot do the location changes until the period ends. |
| Distance |  | * Up to 500 m Free of charge Charged Rs.2400 per additional 100m * Maximum distance up to 750 m | * Up to 500 m Free of charge charged Rs.2400 per additional 100m * Maximum distance up to 750 m |
| Special points | BB package starts from Rs.740/= worth package | * For triple play- Router FOC. * For Voice+Peo- Router FOC. * For Voice+BB- charging for the router. * Early Termination charged. * BB starts from Web lite. * Peo starts from Peo silver. | * BB package starts from Web Pal. * Peo starts from Rs.890/= worth package. * Early Termination charged. |

Suggestions:

1. Package transfer from Wireless to wire is most preferred.
2. For the customers who have Megaline voice only product, can be recommended for BB or IPTV if the customer in a high spending level.(Old customers)
3. Protocol data reports & Add-ons can be promoted via SLT app