

No. 120-02/2012-BP-Ent

Dated: 7.05.2013

To,

1. All the CGMs, BSNL Telecom Circles/ Metro District/ NTR/STR
2. All the GMs (EB-Platinum) and (EB - Gold)

**Subject: Enterprise New Business Targets - Sales Funnel Stage-4 Targets for the year 2013-14 - regarding**

The competent authority has approved the following sales funnel targets for acquiring new business by Platinum and Gold Enterprise Business Units for the stage IV in respect of Financial Year 2013-14 :

**2.0 Sales funnel stage-IV targets for the year 2013-14**

**(i) Office-wise distribution for Platinum units**

Sl No.	Name of Platinum unit	Targets (In Rs. Crore)
1.	AHMADABAD	115.00
2.	BANGALORE	210.00
3.	CHENNAI	140.00
4.	HYDERABAD	135.00
5.	KOLKATA	90.00
6.	MUMBAI	450.00
7.	NCR-I	225.00
8.	NCR-II	225.00
9.	PUNE	130.00
<b>TOTAL</b>		<b>1720.00</b>

**(ii) Circle-wise distribution for Gold/Silver units**

Sl No.	Name of Circle	Targets (In Rs. Crore)
1.	A & N	1.44
2.	A.P.	128.77
3.	ASSAM	10.94
4.	BIHAR	17.52
5.	JHARKHAND	27.78
6.	GUJARAT	56.78
7.	HARYANA	59.62
8.	H.P	12.41
9.	J. & K.	1.38
10.	KARNATAKA	110.80
11.	KERALA	45.84
12.	M.P.	32.44
13.	CHHATTISGARH	12.43
14.	MAHARASHTRA	336.49

15.	N.E.-I	7.38
16.	N.E.-II	2.01
17.	ORISSA	55.26
18.	PUNJAB	33.48
19.	RAJASTHAN	109.60
20.	TAMIL-NADU	114.40
21.	U.P.(EAST)	71.13
22.	U.P.(WEST)	39.84
23.	UTTARAKHAND	12.91
24.	WEST BENGAL	43.24
25.	CALCUTTA	25.04
26.	CHENNAI	41.07
	<b>G. Total</b>	<b>1410.00</b>

3.0. All concerned may kindly note and make all out efforts to achieve the same. The circle-wise ABF targets for circuits have already been issued earlier vide letter no.120-05/2013-BP-Ent dated 01.05.2013.

*D. Yadav*  
7/5

(Devendra Yadav)

Dy. General Manager (BP-Ent)

Copy to :

1. PPS/ PS to the CMD/ Director(Enterprise)/ Director(CFA)/ Director(CM)/ ED(Finance)/ ED(CN)// ED(CA)/ ED(NB)
2. All GMs of Enterprise Business Unit in Corporate Office
3. All GMs (EB-City) & GMs(Enterprise) Telecom Circle
4. OL section to provide Hindi Translation

*Satish Chander*

(Satish Chander)  
AGM (BP-Ent)

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Sl No.	Name of Circle	Target (In Rs. Crore)
1.	A & N	1.44
2.	A.P.	128.77
3.	ASSAM	10.84
4.	BIHAR	17.82
5.	JHARKHAND	27.78
6.	GUJARAT	88.78
7.	HARYANA	88.82
8.	H.P.	12.47
9.	J & K	1.38
10.	KARNATAKA	110.80
11.	KERALA	48.84
12.	M.P.	22.44
13.	CHHATTISGARH	12.48
14.	MAHARASHTRA	308.48