

भारत संचार भवन, हरिश्चन्द्र माथुर लेन,
जनपथ, नई दिल्ली-110001
दूरभाष : कार्यालय : +91-11-23372424,
फैक्स : +91-11-23372444
ई-मेल : cmdbsnl@bsnl.co.in
Bharat Sanchar Bhawan, H.C. Mathur Lane,
Janpath, New Delhi-110001, INDIA
Ph. : (O) : +91-11-23372424
Fax : : +91-11-23372444
E-mail : cmdbsnl@bsnl.co.in



भारत संचार निगम लिमिटेड
(भारत सरकार का उद्यम)
BHARAT SANCHAR NIGAM LIMITED
(A Government of India Enterprise)

राकेश कुमार उपाध्याय
अध्यक्ष एवं प्रबन्ध निदेशक

RAKESH K. UPADHYAY
Chairman & Managing Director

D.O. No.27-1/2013-EB-1

Dated:03rd October, 2013

Dear Shri (By Name)

On the onset, I greet you and each & every member of BSNL family on the auspicious occasion of 'BSNL Day' on 1st October. We are now in 14th year of our existence since inception of BSNL on 01.10.2000.

Though there have been sincere efforts at all the levels in BSNL but our financial condition is dwindling. At this juncture, there is a need to maximize our revenue.

Enterprise Business is very promising segment of our company where lot of business potential exists which needs to be tapped and translated into revenue for the company by giving focused attention to enterprise customers.

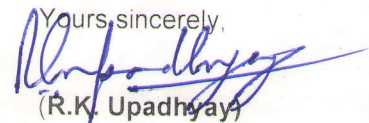
The Enterprise Business targets for the current financial year have already been conveyed to you. Out of overall target of Rs 3280 Crores, the achievement of your Circle is indicated in attached Anx. There is a need to increase sales activity to see that the target assigned are not only achieved but exceeded.

In this context, we are launching a special 100 days drive for enhancing the sales to enterprise customers from 14th Oct. 2013 to 31st Jan. 2014. It is envisaged that during this period, your circle will achieve the remaining sales target for the current financial year by 31st Jan. 2014. (Details are enclosed in Anx.). The sales figure should also include the IDC sales for the financial year. This special effort will be monitored by Director (Ent.) as well as by me on weekly basis.

The best performing first three circles on this account shall be suitably rewarded.

Further, as you are aware that rollout of MNGT Core & IGW routers have already commenced. In addition, redeployment of existing MPLS core routers shall be done. MLLN equipment has already started reaching at site. All relevant activities in this regard shall be completed soon. Hence 90 % of pending leased circuits for commissioning should also to be targeted to be commissioned during this 100 days drive.

With best wishes,

Yours sincerely,

(R.K. Upadhyay)

Shri

Chief General Manager

All Telecom Circle/District

Bharat Sanchar Nigam Limited.

ANNEXURE:-

S.No.	Name of circles	Target	Achievement	100 days target
1	A & N	1.44	0.84	0.6
2	A.P.	275.77	90.71	185.06
3	ASSAM	11.94	1.99	9.95
4	BIHAR	20.52	2.65	17.87
5	JHARKHAND	33.78	4.07	29.71
6	GUJARAT	183.78	92.04	91.74
7	HARYANA	63.62	27.51	36.11
8	H.P.	14.41	1.33	13.08
9	J & K	2.38	0.2	2.18
10	KARNATAKA	333.8	147.62	186.18
11	KERALA	48.84	22.38	26.46
12	M.P.	35.44	18.03	17.41
13	CHHATTISGARH	14.43	1.68	12.75
14	MAHARASHTRA	935.49	330.24	605.25
15	NE - I	9.38	8.39	0.99
16	NE - II	4.01	0.76	3.25
17	ORISSA	57.26	21.98	35.28
18	PUNJAB	38.48	33.01	5.47
19	RAJASTHAN	114.6	44.61	69.99
20	TAMIL NADU	120.4	51.63	68.77
21	UP (EAST)	76.13	42.17	33.96
22	UP (WEST)	44.84	19.32	25.52
23	UTTRANCHAL	13.91	7.31	6.6
24	WEST BENGAL	47.24	6.85	40.39
25	CALCUTTA	124.04	8.27	115.77
26	CHENNAI	186.07	86.47	99.6
27	NTR	468	112.16	355.84
Total		3280	1184.22	2095.78

Note:- All figures are in crores