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भारत संचार निगम लिमिटेड
(भारत सरकार का उपक्रम)
BHARAT SANCHAR NIGAM LIMITED
(A Govt. of India Enterprise)

No. 24- 12 /2013 / NWO – BB & IN

Dated 26. 12.2014

To,
All Heads of Telecom Circles / Telecom Districts,
BSNL

Subject: Corrigendum of letter dated 23.12.2014 - Performance review for revenue targets for Post-paid IN Services for the year 2014 till October 2014 – Reg.

Kindly refer to this office letter of even no. dated 23.12.2014 wherein revenue achievement for Post-paid IN Services for the year 2014-15 for all circles till October 2014 was reviewed.

It is kindly noted that revenue achievement till October 2014 was shown **for 6 months instead of 7 months by mistake** & accordingly comparison of targets (prorated) & achievements till October 2014 were shown.

Accordingly, revised comparison sheet for Revenue achievements for the year 2014-15 (till October 2014) verses target assigned (prorated) is given in the enclosed **Annexure** & revised observations are as below-

- (i) Target for Post-paid IN Services assigned till October 2014 (prorated) – **Rs. 198.3 Cr**
- (ii) Total revenue achievement till October 2014 - **Rs. 158.29 Cr**
- (iii) Percentage of overall revenue achievement till October 2014 (prorated) - **79.8%**
- (iv) Details of Good , Average and Poor performing circles

Good Performing Circles (more than 90%)	Karnataka, UP (West)
Average Performing Circles (60 – 90 %)	AP, Chhattisgarh, Haryana, Kerala, MP, Maharashtra , UP (East), Chennai TD
Poor Performing Circles (< 60%)	Rest of the Circles

This is for kind information & further n/a please.

Encl: A/A.

Copy to-

- i. All IN Coordinators
- ii. All SCP Incharges

(Shailendra Agarwal)
Sr. GM (NWO- BB & IN)

Performance of revenue achievements for Post paid IN Services till October 2014

S.N.	Circle	Target Fixed for the year 2014-15 (In Cr)	Revenue Targets assigned till October 2014 (7 months) in Cr	Revenue Targets achieved till October 2014 (7 months) in Cr	% of Revenue Targets achieved till October 2014
1	A&N	1.0	0.6	0.01	1.04
2	A.P.	16.0	9.3	7.51	80.46
3	Assam	1.0	0.6	0.11	18.82
4	Bihar	1.0	0.6	0.28	47.25
5	Chhatisgarh	2.0	1.2	0.70	60.02
6	Gujarat	6.0	3.5	1.33	38.08
7	HP	2.0	1.2	0.23	19.41
8	Haryana	36.0	21.0	17.49	83.26
9	J&K	1.0	0.6	0.10	17.81
10	Jharkhand	1.0	0.6	0.06	10.82
11	Karnataka	81.0	47.3	43.47	92.00
12	Kerala	14.0	8.2	5.26	64.37
13	MP	7.0	4.1	3.60	88.24
14	MH	28.0	16.3	12.01	73.55
15	NE-I	1.0	0.6	0.02	3.87
16	NE-II	1.0	0.6	0.04	6.59
17	Orissa	2.0	1.2	0.15	13.20
18	Punjab	4.0	2.3	0.60	25.66
19	Rajasthan	4.0	2.3	1.34	57.60
20	TN	5.0	2.9	0.92	31.49
21	UP (East)	25.0	14.6	11.29	77.39
22	UP (West)	55.0	32.1	32.62	101.66
23	Uttaranchal	1.0	0.6	0.16	27.74
24	WB	9.0	5.3	2.99	57.03
25	Kol TD	8.0	4.7	2.35	50.27
26	Chennai TD	28.0	16.3	13.66	83.61
	Total	340.0	198.3	158.29	79.81