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

(Project Udaan)

No. 64-104/ 2010 Project Udaan (part-1)

Dated: 14-05-2013

To,
Chief General Manager,
All Territorial Circles/Districts

Sub: UDAAN Broadband, Leads generation & Leads completion Target for the year 2013-14.

Kindly find here with enclosed circle wise Udaan Broadband, Leads generation and leads completion target for 2013-14. Project Udaan is one of the initiatives under project Shikhar to drive CFA Sales.

You are requested to implement all lead generation activities to get more BB connections and to achieve the target.

This has the approval of competent authority.

(ANIL JAIN)

Sr GM(NWP-BB)

Udaan BB Target for Fy' 13-14						
S.No.	Circle	Qtr'1	Qtr'2	Qtr'3	Qtr'4	Total Udaan BB Target for Fy' 13-14
1	A & N	105	140	210	245	700
2	A.P.	20925	27900	41850	48825	139500
3	Assam	1890	2520	3780	4410	12600
4	Bihar	2362.5	3150	4725	5512.5	15750
5	Chattisgarh	1755	2340	3510	4095	11700
6	Chennai	10462.5	13950	20925	24412.5	69750
7	Gujarat	10935	14580	21870	25515	72900
8	H.P	1890	2520	3780	4410	12600
9	Haryana	5535	7380	11070	12915	36900
10	J & K	1620	2160	3240	3780	10800
11	Jharkhand	2025	2700	4050	4725	13500
12	Karnataka	15390	20520	30780	35910	102600
13	Kerala	22005	29340	44010	51345	146700
14	Kolkatta	4185	5580	8370	9765	27900
15	M.P	6885	9180	13770	16065	45900
16	Maharashtra	16605	22140	33210	38745	110700
17	N E I	877.5	1170	1755	2047.5	5850
18	N E II	540	720	1080	1260	3600
19	Orissa	4320	5760	8640	10080	28800
20	Punjab	11947.5	15930	23895	27877.5	79650
21	Rajasthan	8167.5	10890	16335	19057.5	54450
22	Tamilnadu	17550	23400	35100	40950	117000
23	U P (East)	4927.5	6570	9855	11497.5	32850
24	U P (West)	4590	6120	9180	10710	30600
25	Uttaranchal	1755	2340	3510	4095	11700
26	W. B.	3375	4500	6750	7875	22500
	Total	182625	243500	365250	426125	1217500

S.No.	Circle	Lead Generation Target for FY' 13-14				Total Leads Generation Target for FY' 13-14
		Qtr'1	Qtr'2	Qtr'3	Qtr'4	
1	A & N	119	159	239	278	795
2	A.P.	150931	201241	301862	352172	1006205
3	Assam	7094	9458	14187	16552	47290
4	Bihar	13181	17574	26361	30755	87870
5	Chattisgarh	20299	27065	40598	47364	135325
6	Chennai	35029	46705	70058	81734	233525
7	Gujarat	106745	142327	213491	249072	711635
8	H.P	4169	5558	8337	9727	27790
9	Haryana	73013	97350	146025	170363	486750
10	J & K	8203	10937	16406	19140	54685
11	Jharkhand	28287	37716	56574	66003	188580
12	Karnataka	118143	157524	236286	275667	787620
13	Kerala	82910	110547	165821	193457	552735
14	Kolkatta	10700	14267	21401	24967	71335
15	M P	24121	32161	48242	56282	160805
16	Maharashtra	42293	56390	84585	98683	281950
17	NE I	3737	4983	7475	8720	24915
18	NE II	1066	1421	2132	2487	7105
19	Orissa	34181	45575	68363	79756	227875
20	Punjab	62918	83891	125837	146809	419455
21	Rajasthan	53570	71427	107141	124997	357135
22	Tamilnadu	108351	144468	216702	252819	722340
23	U P (East)	38917	51889	77834	90806	259445
24	U P (West)	22801	30401	45602	53202	152005
25	Uttaranchal	7409	9879	14819	17288	49395
26	W. B.	6418	8557	12836	14975	42785
Total		1064603	1419470	2129205	2484073	7097350

S.No.	Circle	Leads Completion Target for FY' 13-14				Total Leads Completion Target for FY' 13-14
		Qtr'1	Qtr'2	Qtr'3	Qtr'4	
1	A & N	11	15	23	26	75
2	A.P.	123893	165190	247785	289083	825950
3	Assam	5081	6774	10161	11855	33870
4	Bihar	8879	11839	17759	20718	59195
5	Chattisgarh	15545	20726	31089	36271	103630
6	Chennai	19760	26346	39519	46106	131730
7	Gujarat	87266	116355	174533	203621	581775
8	H.P	3148	4197	6296	7345	20985
9	Harvana	42668	56890	85335	99558	284450
10	J & K	6224	8299	12449	14523	41495
11	Jharkhand	27276	36368	54552	63644	181840
12	Karnataka	93722	124963	187445	218685	624815
13	Kerala	63313	84417	126626	147730	422085
14	Kolkatta	5537	7382	11073	12919	36910
15	M.P	16553	22071	33107	38624	110355
16	Maharashtra	25395	33860	50790	59255	169300
17	NE I	2801	3735	5603	6536	18675
18	NE II	676	901	1352	1577	4605
19	Orissa	24274	32365	48548	56639	161825
20	Punjab	52021	69361	104042	121382	346805
21	Rajasthan	37874	50499	75749	88373	252495
22	Tamilnadu	88938	118584	177876	207522	592920
23	U P (East)	25937	34583	51875	60520	172915
24	U P (West)	17760	23680	35520	41440	118400
25	Utaranchal	5054	6738	10107	11792	33690
26	W. B.	2637	3516	5274	6153	17580
	Total	802241	1069654	1604481	1871895	5348270