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भारत संचार निगम लिमिटेड

(भारत सरकार का उद्यम)

**BHARAT SANCHAR NIGAM LIMITED**

(A Govt. of India Enterprise)

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अवध नारायण राय

निदेशक (उद्यम)

**A.N. Rai**

Director (Enterprise)

DO. No.27-1/2009-EB-I  
Dated : 6<sup>th</sup> December, 2013.

Dear Shri

I would like to draw your attention towards 100 days drive for enhancing the sales to enterprise customers from 14<sup>th</sup> October, 2013 to 31<sup>st</sup> January, 2014. I hope all sales teams must be striving hard to acquire the business.

I have been reviewing the achievements of 100 days programme. The circle wise achievement after seven weeks is attached at Annexure-I. We have been able to generate about Rs.605 crore businesses in 49 days of the programme.

In this first 7 weeks six circles namely NE-I, Haryana, A&N, Uttranchal, NTR and Tamil Nadu have achieved the proportionate target and rest of the circles have to make extra efforts to achieve the target in next fortnight.

We have already reached the half way of the 100 days programme however overall achievement is only 29% which is far behind the target. I would advice you to gear up and mobilize the enterprise teams to put all out efforts to achieve the targets of this 100 days programme and **the extra efforts made in this regard by your circle to achieve the 100 days targets may be intimated to me by 13-12-2013.**

With best wishes.

Yours sincerely,

  
(A.N. Rai)

To

All CGMs Telecom Circles / Metro Districts.

Copy to : CMD, BSNL.

**ANNE: JRE - I****100 Days Targets and Achievements Enterprise Business cell (Platinum & Gold)  
Date 30-11-2013.**

S.No	Name of circle	100 days target	Cummulative Achivement Till Last week	Current Week Achivement		Cummulative Achivement	% Achivement
				EB-I	EB-II		
1	NE - I	0.99	1.32		0	1.32	133.33
2	HARYANA	36.11	19.83		7.53	27.36	75.77
3	A & N	0.6	0.38		0.01	0.39	65.00
4	UTTRANCHAL	6.6	3.71		0	3.71	56.21
5	NTR	355.84	49.49	130.72	0	180.21	50.64
6	TAMIL NADU	68.77	31.75		1.87	33.62	48.89
7	CHHATTISGARH	12.75	3.72		0.88	4.6	36.08
8	GUJARAT	91.74	27.68	2.35	0.83	30.86	33.64
9	MAHARASHTRA	605.25	115.03	7.81	77.08	199.92	33.03
10	J & K	2.18	0.61		0	0.61	27.98
11	KERALA	26.46	5.11		2	7.11	26.87
12	CHENNAI	99.6	11.66	10.4	2.52	24.58	24.68
13	M.P.	17.41	4.11		0.03	4.14	23.78
14	PUNJAB	5.47	1.13		0	1.13	20.66
15	UP (EAST)	33.96	5.61		1.1	6.71	19.76
16	BIHAR	17.87	3.29		0.06	3.35	18.75
17	KARNATAKA	186.18	26.03	0.91	1.36	28.3	15.20
18	A.P.	185.06	22.72	0.09	3.11	25.92	14.01
19	WEST BENGAL	40.39	5.15		0	5.15	12.75
20	UP (WEST)	25.52	1.7		1.17	2.87	11.25
21	NE - II	3.25	0.14		0.19	0.33	10.15
22	CALCUTTA	115.77	6.98	0.01	0	6.99	6.04
23	RAJASTHAN	69.99	2.86		0.72	3.58	5.12
24	ORISSA	35.28	1.25		0.55	1.8	5.10
25	H.P.	13.08	0.01		0.44	0.45	3.44
26	JHARKHAND	29.71	0.79		0	0.79	2.66
27	ASSAM	9.95	0.01		0	0.01	0.10
	<b>Total</b>	<b>2095.78</b>	<b>352.07</b>	<b>152.29</b>	<b>101.45</b>	<b>605.81</b>	<b>28.91</b>