



**BHARAT SANCHAR NIGAM LIMITED
CORPORATE OFFICE**

(Pers.1 Branch)

4th Floor, Bharat Sanchar Bhawan, Janpath, New Delhi-110001

To,

All Heads of Telecom Circles/Metro Districts & Other Administrative Units
All GMs/PGMs of BSNL CO New Delhi
Bharat Sanchar Nigam Limited.

No.500-15/2017/ APAR / Pers-1

dated 28.11.2017

Subject – Reporting of revenue figures in APAR: - Regarding

During Reporting/Reviewing of APAR's by Board of Directors/ CMD BSNL, it has been observed that the field officers are reporting their revenue performance in different formats and in most of the cases the total conclusive revenue from all segments, overall increases/decrease in revenue in comparison to previous year is missing. Thus making it difficult for reporting/reviewing authority to judge the officer's performance. The revenue figures are one of the important parameter for assessing an individual's performance.

Accordingly, a standard revenue proforma comprising all revenue segments with comparative increase/decrease in revenue with respect to previous year has been formulated for assessing individual's performance on the basis of revenue. The same is enclosed as **annexure-I**.

Now, the competent authority has decided that the officers in the Grade of GM or equivalent and above or officers who are heading SSA/Business area or officers heading revenue vertical at BSNL CO/ Circle office shall report their revenue figures in attached Format only while writing their APAR.

This may be brought to the notice of all concerned.

This issues with the approval of competent authority.

(Manish Kumar)

Jt. General Manager (Personnel)
BSNL CO, New Delhi

Enclosure:-

Annexure-I

ANNEXURE- I

Revenue Performance :

Report for the financial year -

(Amount in crore of Rupees)

Srl. No.	Services	Revenue (ABF) of previous year	Revenue (ABF) of current year	Percentage of Revenue (ABF) increase / decrease over previous year
A	CFA VERTICAL			
1	Landline (including PCO,VPT, ISDN, IN - prepaid & postpaid, DSPT, surcharge)			
2	Broadband			
3	FTTH			
4	WLL-CDMA			
5	Wi-max			
6	IUC - PSTN			
7	IDC			
8	Wi-Fi			
9	USO subsidy			
10	Others			
	Total of CFA vertical			
B	CM VERTICAL			
1	GSM - Postpaid			
2	GSM - Prepaid SIM sale			
3	GSM - Prepaid IN revenue*			
4	IUC - GMSC			
5	Tower sharing			
6	Others			
	Total of CM vertical			
C	EB VERTICAL			
1	Lease Circuit			
2	NOFN			
3	NFS			
4	Others			
	Total of EB vertical			
D	NB VERTICAL			
1	Real Estate			
2	USO subsidy			
3	Others			
	Total of NB vertical			
E	Any other revenue not forming part of A, B, C & D above (with details)			
	GRAND TOTAL [A+B+C+D+E]			

* GSM-prepaid IN revenue is to be taken from IN and not from Subledger.

Note : Revenue (ABF) figures are to be taken from Monthly Revenue Flash Figures Statement.