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भारत संचार निगम लिमिटेड
BHARAT SANCHAR NIGAM LIMITED

27-9/2010-S&M-CM (Part-IX)

Dated: 27.10.2010

To,

The Chief General Manager
All Telecom circles / districts
Bharat Sanchar Nigam Limited

Subject: Target setting & performance monitoring of franchisees-CM in S&D Policy 2009

Kindly refer earlier communication vide letter no. 27-9/2010-S&M-CM(Part-V) dated 15.06.2010, 27-9/2009-S&M-CM(Part-I) dated 08.06.2010, 27-9/2009-S&M-CM(Part-I) dated 01.06.2010 in reference to above mentioned subject.

It is requested that target to franchisees may be set by circles in consultation with SSAs. For this purpose targets assigned to circles by corporate office may be divided between franchisees & DSA /CSCs, PCO Operators etc. suitably.

Targets to CSC, DSA & PCO operator may be assigned by the SSA sales heads in consultation with SSA heads.

Targets are to be set latest by the 25th of every month for the next month & monitored by making suitable entry in sancharsoft, necessary provisions for the same are being made in Sanchar-Soft by the IT cell Pune.



(Upendra Bakolia)
DGM (Sales & Mktg.)CM

Copy to : GM (DEV), ITPC Cell, Hyderabad