Restructuring Cell, Corporate Office, 8th Floor, Harish Chandra Mathur Lane, Janpath, New Delhi-110001 Tel No 23734343 / 23037346



No: 3-2/2011-Restg.

Date: 20th April 2011

To

The Chief General Managers of All Territorial Circles Bharat Sanchar Nigam Limited

Subject: Group Performance Management System (GPMS) Scorecard for year 2011-12 in respect of SSAs.

Reference is invited to this office letter of even number dated 15th April 2011 on the above mentioned subject.

GPMS scorecard containing KPIs for year 2011-12 for SSAs and guidelines for understanding the scorecard KPIs of Territorial Circles are enclosed herewith for further necessary action. Scorecards containing targets for year 2011-12 in respect of the SSAs under your control may be finalized latest by 27 April 2011 on the basis of Circle office scorecards and communicated to the SSAs under intimation to this office.

> (Machu Arora) GM (Corp Restg)

Encls: a.a.

Copy for kind information of:

- 1. CMD, BSNL
- 2. All Functional Directors
- 3. All Executive Directors
  A ALL PMS Noted Designates