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भारत संचार निगम लिमिटेड

(भारत सरकार का उपक्रम)

BHARAT SANCHAR NIGAM LIMITED

(A Govt. of India Enterprise)

No.4-19/2011-BP-CFA/ 30

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Dated: 11th Oct'2011

To,
The Chief General Managers,
All Territorial Circles/Metro Districts.

SUB: Review of the GPMS Target V/s Achievement report for the month of August-11.

The review of achievements of various physical parameters for the period April'11 to August'11 indicates that the performance of most of the Circles is not very encouraging. The status in respect of important physical parameters i.e. wire line connections, broadband connections and % age of Zero meter reading VPT is attached herewith.

Broadband connection additions:

It may be seen that achievement in respect of addition of BB connections for the country should be nearly more than 42 % of the targeted value but none of the circle have achieved or near to this % age. Since Broadband is the main potential area of CFA business, hence needs to be exploited fully.

Wire line DELs addition:

As per the achievement up to the month of August-11 against the prescribed target, none of the circles except OR has shown positive performance (however far away from the proportionate target/ach.). It may be seen that the number of DELs disconnected in MH (-108.95K), MP (-83.95K), Raj (-71.69 K), TN (-64.12K), PB (-58.40K), WB (-53.73K), GUJ (-52.84K) and KRL (-44.31) is very much on higher side. The remaining circles except OR, J&K, AS, BH, JKD, NE-I also need a very special mention since they have already seen over disconnections correspondingly against the prescribed targets.

% Zero meter reading-VPT:

As against the target of 10%, some circles like RJ, UPW, KRL, and KTK, TN have been able to reduce the number of %age zero meter reading VPT's within the target limit. Other remaining circles need to make special efforts for reducing zero percent meter reading VPT's as it is directly related to the USO Subsidy claims from DoT/USOF.

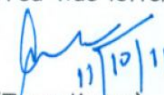
The performance of the circles namely A&N, JKD, J&K, OR, UTL, GUJ, MH and HP in reducing of number of Zero % VPT is very poor and need special efforts to reduce the same. **It is to add here that the circles namely HR, UPE, AS, BH NE-I, NE-II, WB and CGH have not even submitted the Data for a long period.**

As you are aware that the Hon'ble MoC & IT is monitoring the revenue performance of BSNL on monthly basis, therefore it is suggested that efforts may be made to ensure significant improvement in physical parameters which in turn will certainly improve revenue.

It is further added here that few steps to improve the revenue were suggested by Director (CFA during performance review meeting of South Zone circles. The same can be referred vide letter no.4-20/2011-BP-CFA dated 05.10.11 available on intranet portal.

Encl: As above

Copy to: DIR (CFA) for kind information pl.


11/10/11
(Tarun Kumar)
GM (BP CFA)

Physical Target/Achievements for the year 2011-12 up to August'11

SN	Circle Name	Wireline Dels Addition			Broadband connections Addition			% Zero meter reading- VPT	
		Target 2011-12	Achi.	% Achi	Target 2011-12	Achi.	% Achi	Target 2011-12	Achi.
1	2	6	7	8	12	13	14	87	88
NORTH Zone									
1	Haryana	14,858	-30,815	-207	110,000	16,417	15	<10%	0
2	HP	7,896	-10,157	-129	35,000	6,256	18	<10%	29.4
3	J & K	5,103	-1,703	-33	25,000	4,960	20	<10%	58.9
4	Punjab	29,078	-58,398	-201	220,000	37,140	17	<10%	21
5	Rajasthan	28,575	-71,693	-251	152,000	26,293	17	<10%	3.2
6	Uttaranchal	5,724	-10,224	-179	30,000	4,828	16	<10%	50.3
7	UP (East)	32,483	-32,630	-100	105,000	14,902	14	<10%	0
8	UP (West)	13,677	-15,851	-116	90,000	13,929	15	<10%	9.3
TOTAL		137,394	-231,471	-168	767,000	124,725	16	<10%	21.51
EAST Zone									
9	A & N	395	-344	-87	2,000	179	9	<10%	100
10	Assam	6,043	-2,685	-44	36,000	5,822	16	<10%	0
11	Bihar	22,758	-2,522	-11	53,500	6,844	13	<10%	0
12	Kolkata TD	28,495	-35,822	-126	106,000	13,894	13	<10%	N.A
13	Jharkhand	5,830	-1,016	-17	31,000	6,614	21	<10%	62.9
14	North East-I	3,461	-1,828	-53	15,000	3,761	25	<10%	0
15	North East-II	2,905	-10,444	-360	6,500	1,202	18	<10%	0
16	Orissa	13,178	634	5	90,000	10,398	12	<10%	51.5
17	West Bengal	17,537	-53,737	-306	70,000	10,875	16	<10%	0
TOTAL		100,602	-107,764	-107	410,000	59,589	15	<10%	26.80
WEST Zone									
18	Chhattisgarh	3,612	-6,793	-188	28,000	5,559	20	<10%	0
19	Gujrat	40,790	-52,843	-130	210,000	30,940	15	<10%	31.1
20	Maharashtra	59,000	-108,956	-185	331,000	50,525	15	<10%	31
21	MP	21,360	-83,955	-393	115,000	19,153	17	<10%	26.1
TOTAL		124,762	-252,547	-202	684,000	106,177	16	<10%	22.05
SOUTH Zone									
22	AP	47,499	-21,349	-45	410,000	72,129	18	<10%	21.4
23	Chennai TD	23,561	-18,431	-78	186,000	33,664	18	<10%	N.A
24	Kerala	75,271	-44,312	-59	393,000	62,937	16	<10%	0.17
25	Karnataka	48,148	-31,095	-65	300,000	58,655	20	<10%	5.3
26	Tamil Nadu	42,763	-64,118	-150	350,000	75,738	22	<10%	4
TOTAL		237,242	-179,305	-76	1,639,000	303,123	18	<10%	7.72
ALL INDIA		600,000	-771,087	-129	3,500,000	593,614	17	<10%	19.52