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भारत संचार निगम लिमिटेड
(भारत सरकार का उद्यम)
BHARAT SANCHAR NIGAM LIMITED
(A Govt. of India Enterprise)

पी.के. पुरवार

अध्यक्ष एवं प्रबन्ध निदेशक

P.K. PURWAR

Chairman & Managing Director

No. BSNLCO-EB-II/11(19/1/2021-EB-II

Dated: 19th April, 2021

Dear Shri Pandey,

Achievement of various parameters against the assigned targets in respect of Enterprise Business-'Gold' had been deliberated and monitored in Corporate Office throughout the Financial Year 2020-21. It gives me immense pleasure to observe that Haryana Circle has acquired business worth Rs. 310.81 Cr against the annual assigned Stage-IV target of Rs. 154 Crs, i.e., more than double the target and the Circle is **ranked No. 1** amongst all the Circles of the North Zone. In fact, overall Stage-IV achievement of Haryana Circle in volume terms is highest amongst all the Circles. The Circle has also surpassed its assigned Stage-I and New Account Penetration targets by a big margin. This has become possible only due to your sincere efforts, able guidance, close monitoring and the business acumen.

Shri Narsilal Meena, GM (EB), Haryana along with his team has done a commendable job by securing business in spite of tough competition in the Telecom sector and Covid pandemic badly affecting the business during whole of the FY. Haryana Circle has also been in a position to book substantial amount of *New Business from the new customers and business from private sectors.*

IDC business achievement of Haryana Circle alone has been more than the combined achievement of all the remaining Gold EB Circles. Lead conversion ratio of the Circle is also found to be the best amongst all the Circles. The Circle has thus performed outstandingly well. I request you to bestow your attention to explore additional business in all these areas in the FY 2021-22, for further improvement.

I, sincerely, convey my appreciation for exemplary efforts made by you and your team in achieving the various assigned EB targets. I am quite sure that the Circle will continue to bring laurel to our organisation.

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पंजीकृत एवं निगमित कार्यालय : भारत संचार भवन, हरीश चन्द्र माथुर लेन, जनपथ, नई दिल्ली-110001
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Corporate Identity Number (CIN) : U74899DL2000GOI107739
Website : www.bsnl.co.in

You are also requested to convey the appreciation to all the members of your team who had been instrumental in all such achievements. I am quite sure that you and your team will not only continue to keep the same tempo in the FY 2021-22 but put in extra efforts to ensure that the Circle substantially surpasses all the assigned EB targets and sets new records.

With best wishes,

Yours sincerely,



(P.K. Purwar)

Shri U.S. Pandey

Chief General Manager, BSNL
Haryana Telecom Circle,
Ambala.