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भारत संचार निगम लिमिटेड

(भारत सरकार का उपक्रम)

BHARAT SANCHAR NIGAM LIMITED

(A Govt. of India Enterprise)

No.7-1/2013-WS&I

Dated 17th Jan.,2014

To

**All Chief General Managers,
Territorial Circles, BSNL.**

**Sub:- Circle Performance Review by Secretary(T) through Video
Conferencing –Change of date to 4th Feb.,2014.**

Sir,

Please refer to this office letter of even number dated 9th Jan., 2014 on the subject above. It is intimated that the Video Conference Session is now **re-scheduled for 4th Feb.,2014**. Tentative Time Schedule for the different circles is enclosed (Annexure-I)

2. CGMs are requested to make presentation of about 10 minutes each. The presentation should include overall revenue performance of the circle and achievements against specific action items under 100 days program, targets for which were communicated (BU wise) by the Corporate Office. Broad list of items to be included in the presentation is available at Annexure-II.

Yours sincerely,

**(Madhu Arora)
GM(Restg./WS&I)**

Copy for kind information to:-

1. CMD, BSNL
2. All functional Directors, BSNL Board.
3. All Executive Directors
4. GM(S&M)

ANNEXURE-I**Tentative Time Schedule for Video Conference Session with Secretary(T)
On 4.2.2014**

GROUP NO.	CIRCLE NAME	TIMING
1.	Kerala	11.00 to 12.00
	Andhra Pradesh	
	Karnataka	
	Maharashtra	
2.	Tamil Nadu	12.00-13.00
	U.P.East	
	Gujarat	
	Rajasthan	
3.	Punjab	13.00-14.00
	Chennai	
	Madhya Pradesh	
	Orissa	
	Lunch	14.00 to 14.45
4.	Haryana	14.45-15.45
	Kolkatta	
	West Bengal	
5.	Bihar Telecom	15.45-16.45
	J&K	
	Assam	
	Himachal	
	Uttranchal	
6.	Jharkhand	16.45-17.45
	Chattisgarh	
	NE-I	
	NE-II	
	Andaman & Nicobar	

Suggestive items for discussion during Secretary (T) Video Conferencing -
CGM's presentation to cover following points in ~ 10 min presentation

A Overall revenue performance from Apr - Dec 2013 & comparison with last year figures for the same period

B Achievements under 100 day program:

B.1 CFA

Item	Target (under 100 day program)	Achievement (till 15.1.14)
1 Gross addition of ADSL connections		
2 Revenue increase for ADSL connections		
3 Revenue trend (landline connections) Current year vs Last year		
4 Addition of FTTH connections		
5 Addition of Wi-Max connections		
6 Revenue increase for Wi-Max connections		

B.2 CM

Increase in GSM/UMTS Connections		
Increase in overall revenue		
Increase in VAS revenue		

B.3 Enterprise

1 Platinum Sales Stage-IV		
2 Gold/Silver Sales Stage-IV		
3 IDC		

B.4 Core Network

1 Pending Leased Circuits (as on 3.10.13) commissioned	90% (by 31.3.14)	
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C Five most important initiatives taken as follow-up of HOCC deliberations

D Significant Issues / Constraints / Problem areas