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भारत संचार निगम लिमिटेड
(भारत सरकार का उद्यम)
BHARAT SANCHAR NIGAM LTD.
(A Government of India Enterprises)

आर. के. मित्तल
निदेशक (सी.एम.)
R.K. MITTAL
Director (C.M.)

D.O. No. 10-5/2016-SCM-CM

3rd April, 2018

Dear Smt. / Shri.

Let me start with congratulating all Circles for achieving a new all-time record for gross SIM activations. We were able to achieve magical figure of 4 Million gross SIM activations (3.85 M Prepaid + post paid + EB CUG) (Annexure-I).

On analyzing the circle wise performance, it is found that Assam (824%), Tamilnadu (595%), NE-I (480%), Chennai (429%), Kolkata(375%), J&K (225%), Haryana (154%), Orrisa (146%), Bihar (143%), Himachal Pradesh(140%), UPE (134%), Karnataka (133%), UPW(131%), Jharkhand(123%), West Bengal(121%), NE-II(119%), Andaman Nicobar (113%), Chhattisgarh(107%), MP(103%), Andhra Pradesh(103%) Telecom circles are able to achieve the given target. I would like to congratulate them for their performance.

Maharashtra (67%) and Uttaranchal (55%) have achieved less than 70% of the target for the March month and these circles need to improve their performance in new FY 2018-19 and monitored by CGMs on daily basis.

Let us start the new Financial Year with a resolution that we shall surpass our past record this year too. I hope keeping in mind the mantra i.e. "YES WE CAN" all the Telecom Circles/Districts will be able to achieve the SIM sale target for April'18 as per Annexure-II.

Your zeal and tireless work day and night has proved that BSNL has bright future with all of you as leaders and with dedicated team. Congratulations once again. Convey the same from my side to your entire team.

With best wishes,

Yours sincerely


03/04/2018
(R.K. Mittal)

All Chief General Managers,
Telecom Circles/Districts.

पंजीकृत एवं निगमित कार्यालय : भारत संचार भवन, हरीश चन्द्र माथुर लेन, जनपथ, नई दिल्ली-110001
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SIM SALES ACHIEVEMENT FOR FY2017-18 AND FOR THE MONTH OF MARCH-2018

Zone	Name of Circle	Target for the Month	Achievement (Gross Connection of the Month)	% Target Achieved (for Month)	Target for FY 2017-18	Achievement for FY2017-18	% Target Achieved (For FY)
EAST	Andaman & Nicobar	6,000	6,773	112.9%	71,880	79,784	111.0%
	Assam	30,000	2,47,217	824.1%	4,16,910	5,86,468	140.7%
	Bihar	1,10,000	1,57,316	143.0%	14,23,140	8,93,291	62.8%
	Jharkhand	41,000	50,585	123.4%	5,34,420	5,57,749	104.4%
	Kolkata	23,500	88,015	374.5%	3,04,770	6,33,751	207.9%
	North East I	13,500	64,771	479.8%	1,74,840	1,73,367	99.2%
	North East II	15,000	17,803	118.7%	1,94,880	1,28,471	65.9%
	Orissa	1,28,000	1,86,635	145.8%	16,64,070	14,23,799	85.6%
	West Bengal	22,000	26,604	120.9%	2,86,110	2,50,866	87.7%
	Total for EZ	3,89,000	8,45,719	217.4%	50,71,020	47,27,546	93.2%
NORTH	Punjab	1,30,000	1,23,984	95.4%	16,90,800	13,17,333	77.9%
	Haryana	95,000	1,46,017	153.7%	12,32,850	10,38,224	84.2%
	Himachal Pradesh	43,500	60,702	139.5%	5,63,670	4,78,705	84.9%
	Rajasthan	1,62,000	1,49,114	92.0%	21,02,670	16,29,945	77.5%
	Jammu & Kashmir	15,500	34,852	224.9%	2,00,190	2,41,974	120.9%
	Uttar Pradesh(West)	1,30,000	1,70,805	131.4%	16,88,490	13,54,882	80.2%
	Uttar Pradesh(East)	2,00,000	2,68,003	134.0%	27,02,820	19,74,781	73.1%
	Uttaranchal	30,000	16,366	54.6%	3,87,450	2,18,918	56.5%
Total for NZ	8,06,000	9,69,843	120.3%	1,05,68,940	82,54,762	78.1%	
SOUTH	Andhra Pradesh	2,00,000	2,06,396	103.2%	26,11,290	20,63,251	79.0%
	Chennai	15,500	66,496	429.0%	2,02,470	2,01,929	99.7%
	Karnataka	1,25,000	1,66,676	133.3%	14,93,820	12,58,320	84.2%
	Kerala	1,52,000	1,53,594	101.0%	19,71,390	17,93,463	91.0%
	Tamil Nadu	1,85,000	11,00,256	594.7%	23,97,540	27,62,090	115.2%
	Total for SZ	6,77,500	16,93,418	250.0%	86,76,510	80,79,053	93.1%
WEST	Gujarat	1,28,000	1,33,527	104.3%	16,58,550	14,05,702	84.8%
	Maharashtra	1,08,000	71,991	66.7%	13,29,720	12,29,168	92.4%
	Madhya Pradesh	98,000	1,01,239	103.3%	12,72,030	13,79,347	108.4%
	Chhattisgarh	30,000	32,046	106.8%	3,79,170	4,24,403	111.9%
	Total for WZ	3,64,000	3,38,803	93.1%	46,39,470	44,38,620	95.7%
ALL INDIA	22,36,500	38,47,783	172.0%	2,89,55,940	2,54,99,981	88.1%	

SIM SALES TARGET FOR THE FY 2018-19 AND FOR THE MONTH OF APRIL-2018

Zone	Name of Circle	Target for FY 2018-19	Target for April 2018
EAST	Andaman & Nicobar	79,068	6,000
	Assam	4,58,601	60,000
	Bihar	15,65,454	1,10,000
	Jharkhand	5,87,862	41,000
	Kolkata	3,35,247	45,000
	North East I	1,92,324	18,000
	North East II	2,14,368	15,000
	Orissa	18,30,477	1,28,000
	West Bengal	3,14,721	22,000
	Total for EZ	55,78,122	4,45,000
NORTH	Punjab	18,59,880	1,30,000
	Haryana	13,56,135	95,000
	Himachal Pradesh	6,20,037	43,500
	Rajasthan	23,12,937	1,62,000
	Jammu & Kashmir	2,20,209	18,000
	Uttar Pradesh(West)	18,57,339	1,30,000
	Uttar Pradesh(East)	29,73,102	2,00,000
	Uttaranchal	4,26,195	30,000
	Total for NZ	1,16,25,834	8,08,500
SOUTH	Andhra Pradesh	28,72,419	2,00,000
	Chennai	2,22,717	20,000
	Karnataka	16,43,202	1,25,000
	Kerala	21,68,529	1,52,000
	Tamil Nadu	26,37,294	2,25,000
	Total for SZ	95,44,161	7,22,000
WEST	Gujarat	18,24,405	1,28,000
	Maharashtra	14,62,692	1,08,000
	Madhya Pradesh	13,99,233	98,000
	Chhattisgarh	4,17,087	30,000
	Total for WZ	51,03,417	3,64,000
ALL INDIA		3,18,51,534	23,39,500