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

वी. रमेश

निदेशक (उद्यम)

V. Ramesh

Director (Enterprise)

D.O. No.: BSNLCO-EB-II/12(11)/1/2022-EB-II

Dated: 19.09.2022

Dear Shri _____

Your attention is drawn towards the take away points of HOCC held on 4th & 5th August 2022 wherein posting of sufficient and suitable staff in EB with temperament of doing business was one of the key points. Enterprise Business segment contributes more than 25% revenue for BSNL whereas the staff posted for enterprise business is very meagre, around 1% to 4% only.

Time and again, it has been emphasized for posting of sufficient staff in EB for better performance of Enterprise Business Units. But while looking into the no. of staff posted in EB vis-a-vis Circle's total staff strength, it has been observed that in spite of deliberations done during HoCC & monthly zonal VCs, circles have still not posted sufficient number of staff in EB.

In order to achieve the various annual targets assigned to circles, GPMS targets for Aug-Sept 2022 & forthcoming Q3-Q4 targets, best efforts are required from you and your EB teams. Posting of sufficient staff in EB field teams with temperament of doing business by circles will surely play a crucial role.

Hence, you are advised to review the Circle/ BA wise staff posted for EB and ensure that at least 10% of the total staff must be posted for EB so as to maximize the circle's EB performance. Compliance in this regard (as per format at Annexure-1) must be submitted to this office by 30.09.2022 at email ID: eb2bsnlhq@bsnl.co.in.

With best wishes,

(V. Ramesh)

To

Chief General Manager,
All Telecom Circles / Metro Districts, BSNL.

D.O. No.: BSNLCO-EB-II/12(11)/1/2022-EB-II
Dated: 19.09.2022

Annexure - I

Circle	Total Circle Staff Strength	No. of Staff Posted in EB (as on 15.09.2022)	Additional Staff Posted in EB by 30.09.2022	No. of Staff Posted in EB (as on 30.09.2022)	Plan to post additionalStaff in EB by 31.10.2022