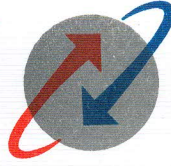


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भारत संचार निगम लिमिटेड
(भारत सरकार का उद्यम)
BHARAT SANCHAR NIGAM LTD.
(A Government of India Enterprises)

आर. के. मित्तल

निदेशक (सी.एम.)

R.K. MITTAL

Director (C.M.)

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

Date: 28.8.2016

Dear Shri

I would like to congratulate you and all the staff of CM vertical in your circle for your contribution in attaining sale of more than 2 million SIMs in the month of July, 2016. The circle wise sale of SIM is enclosed as Annex.I.

On analyzing the circle-wise performance it is found that 9 circles i.e A&N, Kolkata, Rajasthan, J&K, UP(E), UP(W), Punjab, AP and Kerala have achieved the targets and deserves special appreciation. Further Punjab, UP(E), UP(W), AP and Kerala circle have scaled new heights in SIM activation which shows the inherent potential BSNL has in all the circles.

Based on the feedback received from the circles, the month-wise target for August 2016 has been set as per Annex.II. I look forward for your meeting this target so that we can achieve our estimated goal of Mission 3 Million in coming months.

With best wishes,

Yours Sincerely,


(R K Mittal)

Shri

Chief General Manager

All Telecom Circles/Districts.

Annexure-I

SIM Sales as per IN for July'16

Zone	Name of Circle	Target for July'16	Achievement (Gross Connection of the Month)	% Target Achieved
EAST	Andaman & Nicobar	5,000	5,108	102
	Assam	37,500	24,495	65
	Bihar	140,000	101,971	73
	Jharkhand	55,000	34,263	62
	Kolkata	11,000	12,507	114
	North East I	24,500	13,585	55
	North East II	25,000	13,931	56
	Orissa	130,000	124,612	96
	West Bengal	22,000	20,919	95
	Total	450,000	351,391	78
NORTH	Punjab	95,000	136,993	144
	Haryana	90,000	71,136	79
	Himachal Pradesh	45,000	42,650	95
	Rajasthan	140,000	147,605	105
	Jammu & Kashmir	22,500	26,512	118
	Utter Pradesh(West)	107,000	117,240	110
	Utter Pradesh(East)	215,000	227,535	106
	Uttanchal	25,000	20,906	84
	Total	739,500	790,577	107
SOUTH	Andhra Pradesh	200,000	267,875	134
	Chennai	19,300	15,248	79
	Tamil Nadu	205,000	171,763	84
	Kerala	151,000	164,993	109
	Karnataka	134,000	104,233	78
	Total	709,300	724,112	102
WEST	Gujarat	105,000	85,955	82
	Maharashtra	150,000	80,377	54
	Madhya Pradesh	96,300	76,871	80
	Chhattisgarh	37,500	28,943	77
	Total	388,800	272,146	70
	Grand Total	2,287,600	2,138,226	93

Annexure-II

SIM Sales Target for Aug'16

Zone	Name of Circle	Target for the Month
EAST	Andaman & Nicobar	5,000
	Assam	22,000
	Bihar	125,000
	Jharkhand	40,000
	Kolkata	15,000
	North East I	20,000
	North East II	20,000
	Orissa	130,000
	West Bengal	24,000
	Total	401,000
NORTH	Punjab	100,000
	Haryana	90,000
	Himachal Pradesh	40,000
	Rajasthan	140,000
	Jammu & Kashmir	20,000
	Uttar Pradesh (W)	110,000
	Uttar Pradesh (E)	215,000
	Uttanchal	21,000
	Total	736,000
SOUTH	Andhra Pradesh	220,000
	Chennai	21,000
	Tamil Nadu	205,000
	Kerala	175,000
	Karnataka	120,000
		Total
WEST	Gujarat	100,000
	Maharashtra	120,000
	Madhya Pradesh	100,000
	Chhattisgarh	32,000
		Total
	Grand Total	2,230,000