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

आर. के. मित्रल

निदेशक (सी.एम.)

**R.K. MITTAL**

Director (C.M.)

D.O. No. 10-16/2010-SCM-CM

Dated 6th April, 2016

Dear Shri .....

Please refer to the DO letter of even number dated 03-03-2016, wherein target of SIM sales of March 2016 were set. I am glad to inform you all that in the month of March 2016, we have achieved a new peak of SIM sales of 2.3 Million (Annexure-I). I congratulate all the circles for their efforts in achieving the milestone of SIM sales as everyone in the field has worked with utmost dedication and sincerely to reach to the new height.

Seeing the overall performance of March 2016, I am pretty much sure, we may also be able to achieve new milestone of gross SIM sales in the month of April 2016. Target of April' 2016 is attached as Annexure-II. I hope circles will continue their efforts and we may again achieve the assigned targets of 2.3 million. We have to finally achieve target of 3 million by June 2016, target set by CMD.

With Best wishes,

Yours Sincerely,

  
(R.K. Mittal)

Shri

Chief General Manager, BSNL

ALL

Telecom Circle,

## Annexure-I

Zone	Name of Circle	Target for the Month	Achievement (Gross Connection of the Month)	% Target Achieved	Peak Connection in 2015 -16
EAST	Andaman & Nicobar	4,900	5,454	111	5,454
	Assam	37,500	32,346	86	35,612
	Bihar	107,000	173,557	162	177,072
	Jharkhand	53,500	51,057	95	53,769
	Kolkata	10,700	11,346	106	11,346
	North East I	24,100	19,775	82	21,479
	North East II	24,100	26,130	108	26,130
	Orissa	128,400	129,276	101	129,276
	West Bengal	21,400	20,300	95	20,300
	<b>Total</b>	<b>411,600</b>	<b>469,241</b>	<b>114</b>	<b>480,438</b>
NORTH	Punjab	80,300	89,772	112	123,335
	Haryana	85,600	89,265	104	98,020
	Himachal Pradesh	37,500	73,377	196	73,377
	Rajasthan	107,000	160,187	150	160,187
	Jammu & Kashmir	21,400	17,583	82	32,285
	Utter Pradesh(West)	107,000	108,067	101	108,067
	Utter Pradesh(East)	214,000	222,442	104	222,442
	Uttranchal	23,600	19,712	84	21,956
<b>Total</b>	<b>676,400</b>	<b>780,405</b>	<b>115</b>	<b>839,669</b>	
SOUTH	Andhra Pradesh	187,300	213,520	114	213,520
	Chennai	19,300	15,315	79	18,615
	Tamil Nadu	203,300	206,946	102	206,946
	Kerala	149,800	147,387	98	147,387
	Karnataka	133,800	101,754	76	121,707
	<b>Total</b>	<b>693,500</b>	<b>684,922</b>	<b>99</b>	<b>708,175</b>
WEST	Gujarat	96,300	111,826	116	111,826
	Maharashtra	198,000	164,452	83	194,741
	Madhya Pradesh	96,300	80,853	84	90,573
	Chhattisgarh	37,500	34,545	92	34,545
	<b>Total</b>	<b>428,100</b>	<b>391,676</b>	<b>91.49</b>	<b>431,685</b>
	<b>Grand Total</b>	<b>2,209,600</b>	<b>2,326,244</b>	<b>105.28</b>	<b>2,459,967</b>

## Annexure-II

## SIM Sales Target for Apr'16

Zone	Name of Circle	Target for the Month
EAST	Andaman & Nicobar	5,000
	Assam	37,500
	Bihar	130,000
	Jharkhand	55,000
	Kolkata	11,000
	North East I	24,500
	North East II	25,000
	Orissa	130,000
	West Bengal	21,500
	<b>Total</b>	<b>439,500</b>
NORTH	Punjab	90,000
	Haryana	90,000
	Himachal Pradesh	45,000
	Rajasthan	125,000
	Jammu& kashmir	21,500
	Uttar Pradesh (W)	107,000
	Uttar pradesh (E)	215,000
	Uttranchal	24,000
<b>Total</b>	<b>717,500</b>	
SOUTH	Andhra Pradesh	200,000
	Chennai	19,300
	Tamil Nadu	205,000
	Kerala	151,000
	Karnataka	134,000
	<b>Total</b>	<b>709,300</b>
WEST	Gujarat	105,000
	Maharashtra	198,000
	Madhya Pradesh	96,300
	Chhattisgarh	37,500
	<b>Total</b>	<b>436,800</b>
	<b>Grand Total</b>	<b>2,303,100</b>