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

अनुपम श्रीवास्तव

अध्यक्ष एवं प्रबन्ध निदेशक

ANUPAM SHRIVASTAVA

Chairman & Managing Director

BSNL/EB-II/Gold Sales/2015-16
April 21st, 2016

Dear Shri / Ms.

Revenue generation from Enterprise Business plays a pivotal role in overall revenue generation of BSNL. New financial year 2016-17 has just begun and sales data for the previous year (2015-16) has since been compiled for both Gold & Silver segment of Enterprise customers for all circles, which was being reviewed on weekly basis at BSNL C.O. This year, I am expecting overall EB revenue increase of 10% over its last year's revenue.

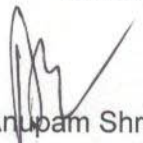
Director (Enterprise), BSNL Board has conveyed that following circles have done commendable job in achieving sales target of 125% and beyond during 2015-16.

Sl. No.	Circle	Target (in Crores)	Achievement (in Crores)	% Increase
1.	M.P.	45.00	107.18	238.18%
2.	NE-I	9.00	18.60	206.71%
3.	A.P.	175.00	299.60	171.20%
4.	Kerala	74.00	113.84	153.84%
5.	NE-II	5.00	7.47	149.36%
6.	J&K	2.00	2.79	139.70%
7.	Jharkhand	27.00	36.87	136.56%
8.	Gujarat	100.00	125.22	125.22%
9.	A&N*		96.00	

I convey my appreciation for this marvellous achievement of Enterprise Units of each of the above circles. This achievement will give required fillip to the overall financial performance of the company. I am sure the momentum which has been generated with concerted and coordinated efforts of circles and Corporate Office will further be improved during current financial year. While appreciating all circle heads of above circles and their respective EB teams, I expect other circles also to join this achievers group by converting the booked business into revenue with early delivery.

With best wishes,

Yours sincerely,


(Anupam Shrivastava)

*VSAT bandwidth booked under Gold Enterprise segment.

On BSNL Intranet for all CGMs of field units.

Copy to : Director (Enterprise), BSNL Board.

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