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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. 10-5/2016-SCM-CM

2nd February, 2018

Dear Smt./Shri

Kindly refer to the DO letter of even number dated 03.01.2017, wherein targets of SIM sales for January'18 were communicated. The SIM sale report for January, 2018 (Annexure-I) shows that efforts have been put by some circles, but failed to achieve M2M target for the month. It is once again emphasized that all CGMs must dedicate personal attention and work towards achieving M2M target for the remaining month of this FY 2017-18.

On analyzing the circle wise performance, it is found that only 6 circles Kolkata (219%), Andaman Nicobar (123%), Chhattisgarh (120%), Assam (119%), Madhya Pradesh (115%) & HP (107%), Telecom circles are able to achieve the given target. I would like to congratulate them for their performance.

UP (W) (61%), Rajasthan (60%), Tamilnadu (59%), Punjab (59%), Chennai (56%), Uttaranchal (53%) & Bihar (43%) have achieved less than 70% of the target for the January month which is not acceptable at all and these circles need to improve their performance and monitored by CGMs on daily basis.

Let us energize our sales staff and channel partners to increase efforts in remaining months of this FY 2017-18. 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 February'18 as per Annexure-II.

With best wishes,

Yours Sincerely,


(R K Mittal)

All Chief General Managers,
Telecom Circles/Districts.

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