

भारत संचार भवन, हरिश चन्द्र माथुर लेन,
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भारत संचार निगम लिमिटेड
(भारत सरकार का उद्यम)

BHARAT SANCHAR NIGAM LIMITED
(A Government of India Enterprise)

अनुपम श्रीवास्तव
निदेशक (कन्स्यूमर मोबिलिटी)
बी.एस.एन.एल. बोर्ड

No. 1479-Dir(CM)/2013
July 16, 2013

ANUPAM SHRIVASTAVA
Director (Consumer Mobility)
B.S.N.L. Board

Dear Shri Khan,


Performance of GSM Revenue for the 1st Quarter of this financial year was analyzed and it has been found that GSM revenue in respect of your circle has increased by 6.78 % as compared to the 1st Quarter of last year. It is also seen that for the month of June, 2013 GSM revenue of your circle has increased by 5.86 % vis-à-vis June, 2012. As you are aware that performance of CGMs and their IFAs is being watched by DOT, it is all the more necessary that more efforts are made on your part to improve the performance further up in the remaining months / quarters of this financial year.

I appreciate you and your IFA for the improved revenue performance in the 1st Quarter and expect you to in turn appreciate the performance of those SSAs who have performed better during this period. You may also encourage, push and censure those SSAs where GSM revenue performance is not up to the mark. More attention may be given on the performance of those SSAs where growth is either slow or negative, as their improved cumulative performance will increase the GSM revenue of the circle in the coming months / quarters.

With best wishes,

Yours sincerely,

Shri M.A. Khan,
Chief General Manager,
T.N. Telecom Circle,
Chennai.


(Anupam Shrivastava)

Copy to : CMD, BSNL for kind information please.