



BHARAT SANCHAR NIGAM LIMITED
Office of the P.G.M. (Dev), Tamilnadu Circle, Chennai 600 008.

No: PGM(D)/NIB/BB 100/2 Dated at 08.10.2013.

To
All Heads of SSAs,
BSNL, Tamilnadu Circle.

Sub: 100 days Programme on Broadband connections on ADSL, FTTH & Wi-MAX in Tamilnadu Circle – reg.

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During the Heads of Circles Conference (HOCC) held recently, the importance of Broadband Service for the revenue generation in CFA vertical and the great demand for BB services in the market was discussed and deliberated. It was also stressed that all the above three access technologies of BB complement each other and we should offer BB over FTTH and Wi-max wherever there is no feasibility for ADSL to ensure that we don't lose potential customer.

CMD, BSNL summarizing the need to achieve the above object, as a special drive, fixed targets, for 100 days starting from Oct 1, 2013, for BB physical connection & revenue performance (A copy of the same dt. 3.10.2013 is available on BSNL Intranet).

The physical performance of BSNL, Tamilnadu Telecom Circle for the month of Sep 13 & Cumulative achievement upto 2013 is indicated in the annexure. It may be seen, that against the target of 260000, circle has achieved a net of 5199 (gross 55,696) which works out to 21% only. It may also be seen that on an average, there is a closure of 85% against the new provisions of BB (For instance there are 8692 closures against the provisions of 10129 in Sep 2013). Hence, it is necessary to take necessary measures to arrest BB closures.

SSA-wise 100 days target for BB services are given in the Annexure. 2

It is, therefore, requested that the spirit of 100 days program may be percolated to the down below staff and necessary steps to achieve the fixed targets may be taken. Project Udaan Team / Franchisees may also be appraised of the same and special focus may be given to achieve the targets.


(N. MEIKANTA MANICKAM)
GENERAL MANAGER, (MWP-CFA)
TAMILNADU CIRCLE,
CHENNAI 600008.

Annexure 1

BB status report for the period 1.4.13 to 30.9.2013

SI.No	SSA	Target (Q1)	Target (Q2)	Total target (Q1+Q2)	Apr-13			May-13			Jun-13			Jul-13			Aug-13			Sep-13		
					Gross BB	Closure	Net BB	Gross BB	Closure	Net BB	Gross BB	Closure	Net BB	Gross BB	Closure	Net BB	Gross BB	Closure	Net BB	Gross BB	Closure	Net BB
1	Coimbatore	4983	6644	11627	1350	1455	-105	1252	1277	-25	1534	1583	-49	1806	2214	-608	1415	1560	-145	1294	1323	-29
2	Cuddalore	2590	3454	6044	624	317	307	597	332	265	585	594	1	570	691	-121	865	425	240	570	302	268
3	Conoor	742	990	1732	185	503	-318	253	116	137	517	119	398	234	269	-35	181	186	-5	141	117	24
4	Dharmapuri	2095	2794	4889	246	196	50	241	240	1	234	263	-29	306	353	-47	294	238	56	287	288	-1
5	Erode	3514	4686	8200	545	472	73	568	482	86	596	920	-324	766	914	-148	645	506	139	536	551	-15
6	Karaikudi	1897	2530	4427	351	221	130	370	239	131	395	357	38	365	432	-67	448	297	151	466	369	97
7	Kumbakonam	1452	1936	3388	522	236	286	456	600	-144	526	441	85	602	389	213	628	427	201	453	343	110
8	Madurai	3910	5214	9124	817	800	17	813	834	-21	829	955	-127	998	1123	-125	1037	810	227	834	829	5
9	Nagercoil	1501	2002	3503	585	312	273	623	425	198	646	455	191	750	708	44	725	493	232	598	474	124
10	Pondicherry	1534	2046	3580	454	802	-348	483	519	-36	476	381	95	567	531	36	521	358	163	537	389	148
11	Salem	3415	4554	7969	584	521	63	638	413	225	664	466	198	687	511	176	603	488	115	639	443	196
12	Thanjavur	1864	2486	4350	741	496	245	678	403	275	670	482	188	851	595	256	785	466	319	689	458	231
13	Trichy	5709	7612	13321	907	821	86	856	1010	-154	1043	998	45	1360	1400	-40	1053	1094	-41	1042	933	109
15	Tuticorin	1485	1980	3465	407	283	124	381	367	14	403	329	74	497	532	-35	431	224	207	396	438	-42
14	Tirunelveli	2161	2882	5043	639	462	177	617	484	133	771	652	119	758	640	118	709	479	230	716	526	190
16	Virudunagar	1188	1584	2772	269	185	84	272	216	56	281	251	30	350	314	36	348	229	119	284	236	48
17	Vellore	2854	3806	6660	667	687	-20	1212	768	444	689	659	30	787	1166	-379	798	724	74	647	673	-26
	TN Circle	42894	57200	100094	9893	8769	1124	10310	8725	1585	10859	9896	963	12054	12780	-726	11286	9004	2282	10129	8892	1437

BB status report for the period 1.4.13 to 30.9.2013

Sl.No	SSA	Cumulative achievement (Apr-13 to Sep- 13)				Total working as on 30-9-13
		Gross BB	Closure	Net BB	% of achievement	
1	Coimbatore	8451	9412	-961	-8	68657
2	Cuddalore	3041	2349	692	11	27600
3	Conoor	1370	1193	177	10	8469
4	Dharmapuri	1321	1290	31	1	12641
5	Erode	3120	3294	-174	-2	25617
6	Karaiikudi	1929	1546	383	9	14117
7	Kumbakonam	2734	2093	641	19	19834
8	Madurai	4494	4523	-29	0	43298
9	Nagercoil	3329	2391	938	27	24373
10	Pondicherry	2501	2591	-90	-3	27686
11	Salem	3176	2399	777	10	34049
12	Thanjavur	3725	2442	1283	29	23308
13	Trichy	5219	5323	-104	-1	46949
15	Tuticorin	2119	1735	384	11	17875
14	Tirunelveli	3494	2717	777	15	25326
16	Virudunagar	1520	1195	325	12	14371
17	Vellore	4153	4004	149	2	29880
	TN Circle	55696	50497	5199	5	464050

Annexure 2.

BROADBAND PHYSICAL TARGET FOR 100 DAYS						
S/no	SSA	OCT-2013	NOV-2013	DEC-2013	Upto JAN 8th 2014	Total
1	COIMBATORE	3120	3030	3120	807	10077
2	COONOOR	470	450	470	110	1500
3	CUDDALORE	1620	1560	1620	430	5230
4	DHARMAPHURI	1310	1270	1310	340	4230
5	ERODE	2200	2130	2200	570	7100
6	KARAIKUDI	1190	1150	1190	300	3830
7	KUMBAKONAM	910	880	910	230	2930
8	MADURAI	2450	2370	2450	630	7900
9	NAGERCOIL	940	910	940	240	3030
10	PONDICHERRY	960	930	960	250	3100
11	SALEM	2140	2070	2140	550	6900
12	THANJAVUR	1170	1130	1170	300	3770
13	TIRUNELVELI	1350	1310	1350	360	4370
14	TRICHY	3570	3460	3570	930	11530
15	TUTICORIN	930	900	930	240	3000
16	VELLORE	1790	1730	1790	460	5770
17	VIRUDUNAGAR	740	720	740	200	2400
TOTAL		26860	26000	26860	6947	86667