

Business Plg - Enterprise Branch
Corporate office
7th Floor, Bharat Sanchar Bhawan,
H C Mathur Lane, Janpath,
New Delhi 110001



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

No. 120-02/2012-BP-Ent

Dated: 16.05.2012

To,

1. All the CGMs, BSNL Telecom Circles/ Metro District/ NTR/STR
2. All the GMs (EB-Platinum) and (EB - Gold)

Subject: Enterprise New Business Targets - Sales Funnel Stage-4 Targets for the year 2012-13 - regarding

The component authority has approved the following sales funnel targets for acquiring new business by Platinum and Gold Enterprise Business Units for the stage IV in respect of Financial Year 2012-13 :

2.0 Sales funnel stage-IV targets for the year 2012-13

(i) Office-wise distribution for Platinum units

Sl No.	Name of Platinum unit	Targets (In Rs. Crore)
1.	AHEMDABAD	65.00
2.	BANGLORE	250.00
3.	CHENNAI	175.00
4.	HYDERABAD	120.00
5.	KOLKATA	150.00
6.	MUMBAI	450.00
7.	NCR-I	450.00
8.	NCR-II	330.00
9.	PUNE	150.00
	TOTAL	2140.00

(ii) Circle-wise distribution for Gold/Silver units

Sl No.	Name of Circle	Targets (In Rs. Crore)
1.	A & N	0.73
2.	A.P.	145.24
3.	ASSAM	10.86
4.	BIHAR	20.36
5.	JHARKHAND	28.51
6.	GUJARAT	56.03
7.	HARYANA	69.23
8.	H.P	20.36
9.	J. & K.	2.71
10.	KARNATAKA	142.04
11.	KERALA	51.58
12.	M.P.	35.29
13.	CHHATTISGARH	13.57
14.	MAHARASHTRA	324.47

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15.	N.E.-I	4.75
16.	N.E.-II	3.39
17.	ORISSA	63.80
18.	PUNJAB	38.01
19.	RAJASTHAN	115.38
20.	TAMIL-NADU	133.02
21.	U.P.(EAST)	78.73
22.	U.P.(WEST)	57.01
23.	UTTRANCHAL	16.29
24.	WEST BENGAL	50.22
25.	CALCUTTA	52.94
26.	CHENNAI	45.47
	G. Total	1580.00

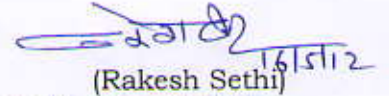
2. All concerned may kindly note and make all out efforts to achieve the same. The circle-wise ABF targets for circuits have already been issued earlier vide letter of even no. dated 30.04.12.



(Devendra Yadav)
Dy. General Manager (BP-Ent)

Copy to :

1. PPS/ PS to the CMD/ Director(Enterprise)/ Director(CFA)/ Director(CM)/ ED(Finance)/ ED(CN)// ED(CA)/ ED(NB)
2. All GMs of Enterprise Business Unit in Corporate Office
3. All GMs (EB-City) & GMs(Enterprise) Telecom Circle
4. OL section to provide Hindi Translation


16/5/12

(Rakesh Sethi)
Deputy Manager (BP-Ent)