

**Business Plg- Enterprise Branch  
Corporate office  
7<sup>th</sup> 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: 13<sup>th</sup> April, 2012

To

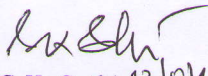
All CGMs BSNL Circles/ Distts/Regions

**Sub:- Circle-wise Enterprise Revenue target for leased circuits and managed services for the year 2012-13.**

The competent authority has approved the Circle-wise Enterprise Revenue (ABF) target for leased circuits and managed services for the year 2012-13. All concerned may kindly note and make all efforts to achieve the target fixed. These targets have also been made part of GPMS scorecard.

Circlewise breakup of the same is placed below:

Name of Unit	ABF Target 2012-13 in Rs. crore
A & N	5.00
ANDHRA PRADESH	138.72
ASSAM	19.79
BIHAR	54.02
JHARKHAND	24.69
GUJARAT	197.07
HARYANA	51.90
HIMACHAL PRADESH	77.97
J & K	11.87
KARNATKA	239.68
KERALA	130.07
M.P.	30.82
CHHATTISGARH	21.54
MAHARASHTRA	749.54
N.E.I	38.83
N.E.II	3.97
ORISSA	69.71
PUNJAB	45.57
RAJASTHAN	52.06
TAMIL NADU	149.65
UP (EAST)	92.12
U.P.(WEST)	60.25
UTTRANCHAL	46.60
WEST BENGAL	74.56
KOLKATTA	112.26
CHENNAI	204.68
NTR	782.87
STP	75.15
<b>Grand TOTAL</b>	<b>3561.00</b>

  
(S.K. Seth) 13/04

Principle General Manager (EB)

- (i) PS to CMD / All Directors / EDs BSNL.  
(ii) PGM (CP&M)/GM (B&FC), BSNL C.O  
(iii) All GMs In Enterprise Group, BSNL C.O  
(i) (iv) All GMs (EB-City) / GM (EB - Circle, BSNL Field Units.