

General Manager (S & M - CM)

Sales & Marketing - Consumer Mobility
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भारत संचार निगम लिमिटेड
(भारत सरकार का उद्यम)
BHARAT SANCHAR NIGAM LIMITED
(A Government of India Enterprise)

BSNL 3G))) **BSNL LIVE**
Faster than your thoughts 2010

To

All Heads of SSAs


No.GM/S&M-CM/Mobile Target /10-11/ dted, the 23th July 2011

Sub:-Mobile target for the month of August -2011- Consumer Mobility -reg
The SSA-wise Target for the month of August 2011 is as given below:-

| | | |
|------|--|---|
| 1 | (a)Gross connections(SIM activation) (b)Primary sale recharge | As per Annexure |
| 2(a) | No. of retailers to be billed for SIM | As per Annexure |
| 2(b) | No. of retailers to be billed for RCV | As per Annexure |
| 3 | Retailer enrollment | Class 'A'-100% Class'B'-100% Class'C'-80% Class'D'-50% |
| 4 | Number of Feet on Street(FOS) | 100% of actual number of required FOSs |
| 5 | CAF entered in Sancharsoft | Up to June 2011- 100% |
| 6 | CTOPUP loading for FRC/RC | As per Annexure |

2. The targets to franchisees may be communicated individually by 25/07/11 and a copy of the targets fixed for the franchisees may be sent to this office.
3. As most of the Franchisees has signed the agreement for S&D policy 2009, the performance of the franchisees has to be reviewed by the SSAs on the basis of S&D Policy 2009 by 4th of every month.
4. The performance of all the franchisees of your SSA may please be sent to this office by 5th of every month for consolidated review at circle level.

Encl:A/a


(K.Rathakrishnan)
DGM(sales),
Tamil Nadu circle

SIM Target for the month of Aug 2011

| SSA Name | Total 2G&3G Target for franchisee | Target for other chl partners | Total Target for SSA |
|----------|---|-------------------------------------|-------------------------|
| CBT | 70000 | 4833 | 74833 |
| CDL | 33555 | 2250 | 35805 |
| CRDA | 8558 | 1167 | 9725 |
| DPI | 17673 | 1617 | 19290 |
| ERD | 26981 | 2000 | 28981 |
| KKD | 23765 | 1067 | 24832 |
| MDU | 39629 | 2967 | 42596 |
| NGC | 11000 | 1533 | 12533 |
| NIL | 5760 | 600 | 6360 |
| PY | 8974 | 700 | 9674 |
| SLM | 41949 | 2667 | 44616 |
| TR | 54690 | 2567 | 57257 |
| TNJ | 18436 | 1233 | 19669 |
| TT | 12053 | 833 | 12886 |
| TVL | 22686 | 1733 | 24419 |
| VLR | 57521 | 3267 | 60788 |
| VGR | 9101 | 617 | 9718 |
| Total | 462331 | 31650 | 493981 |

RCV Target for the month of Aug 2011

| SSA Name | Total 2G&3G Target for franchisee in lakhs | DSA/OSS Target in lakhs | Target for other chl partners in lakhs | Total Target for SSA in lakhs |
|----------|--|-------------------------|--|-------------------------------|
| CBT | 2234.34 | 93 | 90 | 2417 |
| CDL | 1032.4 | 29 | 68 | 1129 |
| CRDA | 680.5 | 18 | 47 | 746 |
| DPI | 747.53 | 22 | 57 | 827 |
| ERD | 793.38 | 48 | 31 | 872 |
| KKD | 777.15 | 8 | 65 | 850 |
| MDU | 1445.83 | 18 | 101 | 1565 |
| NGC | 909.41 | 18 | 102 | 1029 |
| NIL | 502.01 | 7 | 50 | 559 |
| PY | 731.21 | 8 | 44 | 783 |
| SLM | 1883.51 | 95 | 64 | 2043 |
| TR | 1336.58 | 34 | 99 | 1470 |
| TNJ | 505.52 | 15 | 49 | 570 |
| TT | 845.97 | 11 | 50 | 907 |
| TVL | 1051.01 | 29 | 57 | 1137 |
| VLR | 1369.25 | 95 | 35 | 1499 |
| VGR | 738.64 | 12 | 46 | 797 |
| Total | 17584.24 | 560 | 1055 | 19199 |

SIM Target for the month of Aug '11

| SL NO | SSA Code | Territory Name | Franchisee Name | | Carried over from APR-JUL 2011 | August Target | Total target for August '11 |
|-------|----------|--|-------------------------------|---|--------------------------------|---------------|-----------------------------|
| | | | | | | | |
| 1 | TNCBT | GANAPATHI | Silpa Agencies | A | 5353 | 2000 | 7353 |
| 2 | TNCBT | KURICHI | VACANT | B | 6050 | 1500 | 7550 |
| 3 | TNCBT | METTUPALAYAM | Sri Sudarsan paper mills Ltd | A | 4973 | 2000 | 6973 |
| 4 | TNCBT | PEELAMEDU | Sethu distribution & services | A | 6324 | 2000 | 8324 |
| 5 | TNCBT | POLLACHI | Pandurenga agencies | A | 3580 | 2000 | 5580 |
| 6 | TNCBT | TIRUPUR PP PUDUR | Indian auto mobiles | B | 3688 | 1500 | 5188 |
| 7 | TNCBT | RS PURAM | Bharat cell | A | 5548 | 2000 | 7548 |
| 8 | TNCBT | THUDIALUR | Sethu Pharma | A | 6486 | 2000 | 8486 |
| 9 | TNCBT | TIRUPPUR MAIN | VACANT | B | 5060 | 1500 | 6560 |
| 10 | TNCBT | UDUMAPLET | M/s WINTEL | A | 4438 | 2000 | 6438 |
| 11 | TNCDL | CHIDAMBARAM & KATTUMANNARKOIL | Raj Agencies | A | 3191 | 1600 | 4791 |
| 12 | TNCDL | CUDDALORE | Chockalingam Chettiar | A | 3186 | 1600 | 4786 |
| 13 | TNCDL | KALLAKURICHI & SANKARAPURAM & Tindivanam | Vijay Agencies | B | 3594 | 1300 | 4894 |
| 14 | TNCDL | Panruti & Ulunderpet | Mohamed Rabeek | A | 4985 | 1600 | 6585 |
| 15 | TNCDL | VILLUPURAM & Gingee | Srinivasa Agencies | A | 5814 | 1600 | 7414 |
| 16 | TNCDL | VIRUDHACHALAM & Titagudi & Thirukoilur | Soorya Enterprises | B | 3785 | 1300 | 5085 |
| 17 | TNDPI | DHARMAPURI | Samy Agency | B | 2907 | 1500 | 4407 |
| 18 | TNDPI | KRISHNAGIRI | Aravind Medical Distributors, | B | 4121 | 1500 | 5621 |
| 19 | TNDPI | HOSUR | Sri Madeswara Agencies | B | 2323 | 1500 | 3823 |
| 20 | TNDPI | PALACODE | Sri Ram Electronics | C | 744 | 900 | 1644 |
| 21 | TNDPI | HARUR | Sri Murugan Traders | C | 1278 | 900 | 2178 |

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|----|-------|------------------|--------------------------------------|---|------|------|------|
| 22 | TNERD | ERODE SOUTH | Indian Auto Mobiles | B | 4008 | 1800 | 5808 |
| 23 | TNERD | ERODE NORTH | VACANT | B | 5152 | 1800 | 6952 |
| 24 | TNERD | GOBI | VACANT | C | 1845 | 1100 | 2945 |
| 25 | TNERD | SATHY | VACANT | C | 3397 | 1100 | 4497 |
| 26 | TNERD | KANGAYAM | VACANT | C | 2225 | 1100 | 3325 |
| 27 | TNERD | DHARAPURAM | VACANT | C | 2354 | 1100 | 3454 |
| 28 | TNKKD | KARAIKUDI | ANNAMALAIYAR CELLULAR SERVICE | B | 3850 | 1400 | 5250 |
| 29 | TNKKD | PARAMAKUDI | SANKARA AGENCY | B | 4777 | 1400 | 6177 |
| 30 | TNKKD | RAMANAD | M/s Prakash cellographers | B | 4471 | 1400 | 5871 |
| 31 | TNKKD | SIVAGANGAI | SRI ANNAMALAIYAR CELLULAR SERVICE | B | 5067 | 1400 | 6467 |
| 32 | TNCRD | KUMBAKONAM | Sri Venkateswara Agencies | C | 1108 | 900 | 2008 |
| 33 | TNCRD | MYILADUTHRAI | R. Venkataraman | C | 0 | 1500 | 1500 |
| 34 | TNCRD | NAGAPATTINAM | Kavee marketing | C | 805 | 900 | 1705 |
| 35 | TNCRD | KARAIKAL | TST agencies | C | 0 | 1500 | 1500 |
| 36 | TNCRD | SIRKALI | VACANT | C | 945 | 900 | 1845 |
| 37 | TNMDU | MADURAI SOUTH | Mano publishers and Distributors | A | 1788 | 1800 | 3588 |
| 38 | TNMDU | MADURAI NORTH | Sikkandar Badusha | B | 3139 | 1300 | 4439 |
| 39 | TNMDU | MADURAI WEST | Mono Composers | B | 1145 | 1300 | 2445 |
| 40 | TNMDU | DINDIGUL NORTH | S R Pharmacy Houses | B | 1643 | 1300 | 2943 |
| 41 | TNMDU | DINDIGUL SOUTH | Mano publishers and Distributors | B | 2532 | 1300 | 3832 |
| 42 | TNMDU | THENI NORTH | T.Babu | A | 2450 | 1800 | 4250 |
| 43 | TNMDU | THENI SOUTH | VACANT | B | 4980 | 1300 | 6280 |
| 44 | TNMDU | TIRUMANGALAM | Sri .Balaji Agency | B | 3298 | 1300 | 4598 |
| 45 | TNMDU | KODAIKANAL | T. Velathal | B | 1358 | 1300 | 2658 |
| 46 | TNMDU | SHARAN MARKETING | VACANT | C | 3596 | 1000 | 4596 |
| 47 | TNNGC | KUZHITHURAI | Standard Agencies, | B | 0 | 2500 | 2500 |
| 48 | TNNGC | NAGERCOIL | Ahilam Agencies, | B | 0 | 2500 | 2500 |

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|----|-------|-------------------------|--|---|------|------|------|
| 49 | TNNGC | KANYAKUMARI | Preethi Agencies, | C | 0 | 2000 | 2000 |
| 50 | TNNGC | THUCKALAY | GKM Tradaing company | C | 0 | 2000 | 2000 |
| 51 | TNNGC | COLOCHAL | Biju Agencies, | C | 0 | 2000 | 2000 |
| 52 | TNNIL | CONOOR /KOTHAGIRI | Bharat Cell | B | 2039 | 1300 | 3339 |
| 53 | TNNIL | OOTY/GUDALUR/KUNDAH | Sethu distribution &services | A | 821 | 1600 | 2421 |
| 54 | TNPY | PONDY 1 | Preipheral care | C | 1538 | 700 | 2238 |
| 55 | TNPY | PONDY 2 | VACANT | C | 1763 | 700 | 2463 |
| 56 | TNPY | PONDY 3 | Sri Pandu renga Agency | C | 1096 | 700 | 1796 |
| 57 | TNPY | PONDY 4 | Rajeshwari agencies | C | 1777 | 700 | 2477 |
| 58 | TNSLM | METTUR | VACANT | A | 4000 | 2000 | 6000 |
| 59 | TNSLM | NAMAKKAL SOUTH | VACANT | A | 1714 | 2000 | 3714 |
| 60 | TNSLM | SALEM CENTRAL AREA | Shah Distributers | A | 1591 | 2000 | 3591 |
| 61 | TNSLM | SALEM EAST AREA | Shah Distributers | A | 4212 | 2000 | 6212 |
| 62 | TNSLM | SALEM WEST AREA | M/s.Cell world | A | 6504 | 2000 | 8504 |
| 63 | TNSLM | TIRUCHENGODE | Cell world | A | 6214 | 2000 | 8214 |
| 64 | TNSLM | NAMAKKAL NORTH | Jayalakshmi Agencies | A | 3714 | 2000 | 5714 |
| 65 | TNTNJ | THANJAVUR | MKR BROTHERS | B | 2863 | 1200 | 4063 |
| 66 | TNTNJ | MANNARKUDI | Nivedha Communications | B | 1720 | 1200 | 2920 |
| 67 | TNTNJ | PAPANASAM/ORATHANADU | VACANT | C | 2500 | 900 | 3400 |
| 68 | TNTNJ | PATTUKOTTAI | S.P.Thirupathy | C | 900 | 900 | 1800 |
| 69 | TNTNJ | TIRUVARUR | Kavee Marketing | B | 3253 | 1200 | 4453 |
| 70 | TNTNJ | TIRUTHURAIPOONDI | S.P.Thirupathy & nivedha communication | C | 900 | 900 | 1800 |
| 71 | TNTVL | PALAYAMKOTTAI | VACANT | B | 7038 | 1800 | 8838 |
| 72 | TNTVL | TENKASI/ AMBSAMUDRAM | P K V Agencies | B | 3971 | 1800 | 5771 |
| 73 | TNTVL | TIRUNVELI /SANKARANKOIL | V.D.N. Ansari | B | 4035 | 1200 | 5235 |
| 74 | TNTVL | VALLIOOR /NANGUNERI | M/s.Parthiban Home appliances | C | 1642 | 1200 | 2842 |
| 75 | TNTR | KARUR | Ananda Agency Karur | A | 5293 | 1800 | 7093 |

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|----|-------|-----------------------|---------------------------------------|---|------|------|--------|
| 76 | TNTR | KULITALAI | J R communications and power controls | A | 6891 | 1800 | 8691 |
| 77 | TNTR | PERAMBALUR | Muthurathna agencies | B | 4296 | 1100 | 5396 |
| 78 | TNTR | PUDUKOTTAI | Arjun Cellular | A | 4856 | 1800 | 6656 |
| 79 | TNTR | TRICHY CENTRAL | Silpa Agencies | A | 4934 | 1800 | 6734 |
| 80 | TNTR | TRICHY NORTH | Silpa Automech | A | 6248 | 1800 | 8048 |
| 81 | TNTR | TRICHY SOUTH | JR communication | A | 4339 | 1800 | 6139 |
| 82 | TNTR | ARIYALUR /JEYAMKONDAN | VACANT | B | 1096 | 1100 | 2196 |
| 83 | TNTR | PUDUKOTTAI EAST | VACANT | B | 2637 | 1100 | 3737 |
| 84 | TNTT | TUTICORIN 1 | VDN Ansari | C | 1319 | 1000 | 2319 |
| 85 | TNTT | TUTICORIN 2 | Sadasivam | C | 842 | 1000 | 1842 |
| 86 | TNTT | KOVILPATTI | MKR BROTHERS | C | 1239 | 1000 | 2239 |
| 87 | TNTT | TIRUCHENDUR | M/s J.K .traders | C | 832 | 1000 | 1832 |
| 88 | TNTT | VILATHIKULAM | Sam Agencies | C | 2821 | 1000 | 3821 |
| 89 | TNVLR | TIRUVANNAMALAI | P.R.Mani | A | 7961 | 2300 | 10261 |
| 90 | TNVLR | ARAKONAM | Sarathy Telelink | A | 7362 | 2300 | 9662 |
| 91 | TNVLR | VELLORE | Sarathy Telelink | A | 7730 | 2300 | 10030 |
| 92 | TNVLR | KATPADI | Jayalshmi | A | 7788 | 2300 | 10088 |
| 93 | TNVLR | TIRUPATHUR | Pandurenga agencies | A | 6911 | 2300 | 9211 |
| 94 | TNVLR | ARNI | M/s.Vee Pee System | B | 6369 | 1900 | 8269 |
| 95 | TNVGR | ARUPPUKOTTAI | S.R.PHARMACY | C | 578 | 900 | 1478 |
| 96 | TNVGR | RAJAPALAYAM | D.Ponraj, Rajapalayam | C | 1186 | 900 | 2086 |
| 97 | TNVGR | VIRUDHUNAGAR | Digital cell com | C | 116 | 900 | 1016 |
| 98 | TNVGR | SRIVILLIPUTHUR | Subam computer | C | 1126 | 900 | 2026 |
| 99 | TNVGR | SIVAKASI | M/s.Digital cellcom | B | 1295 | 1200 | 2495 |
| | | | | | | | 462331 |

| RCVTarget for the month of Aug '11 in LAKHS | | | | | | | |
|---|----------|--|-------------------------------|----------------|--------------|-----------|--------------|
| SL NO | SSA Code | Territory Name | Franchisee Name | Classification | carried over | Augtarget | Total Target |
| 1 | TNCBT | GANAPATHI | Silpa Agencies | A | 50.07 | 94.6 | 144.67 |
| 2 | TNCBT | KURICHI | VACANT | B | 189.01 | 67.1 | 256.11 |
| 3 | TNCBT | METTUPALAYAM | Sri Sudarsan paper mills Ltd | A | 160.03 | 94.6 | 254.63 |
| 4 | TNCBT | PEELAMEDU | Sethu distribution & services | A | 151.04 | 94.6 | 245.64 |
| 5 | TNCBT | POLLACHI | Pandurenga agencies | A | 131.60 | 94.6 | 226.20 |
| 6 | TNCBT | TIRUPUR PP PUDUR | Indian auto mobiles | B | 176.15 | 67.1 | 243.25 |
| 7 | TNCBT | RS PURAM | Bharat cell | A | 157.94 | 94.6 | 252.54 |
| 8 | TNCBT | THUDIALUR | Sethu Pharma | A | 187.90 | 94.6 | 282.50 |
| 9 | TNCBT | TIRUPPUR MAIN | VACANT | B | 97.31 | 67.1 | 164.41 |
| 10 | TNCBT | UDUMAPLET | M/s WINTEL | A | 69.78 | 94.6 | 164.38 |
| 11 | TNCDL | CHIDAMBARAM & KATTUMANNARKOIL | Raj Agencies | A | 133.03 | 88 | 221.03 |
| 12 | TNCDL | CUDDALORE | Chockalingam Chettiar | A | 116.19 | 88 | 204.19 |
| 13 | TNCDL | KALLAKURICHI & SANKARAPURAM & Tindivanam | Vijay Agencies | B | 59.67 | 66 | 125.67 |
| 14 | TNCDL | Panruti & Ulunderpet | Mohamed Rabeek | A | 62.47 | 88 | 150.47 |
| 15 | TNCDL | VILLUPURAM & Gingee | Srinivasa Agencies | A | 105.97 | 88 | 193.97 |
| 16 | TNCDL | VIRUDHACHALAM & Titagudi & Thirukoilur | Soorya Enterprises | B | 70.71 | 66 | 136.71 |
| 17 | TNDPI | DHARMAPURI | Samy Agency | B | 64.91 | 81.4 | 146.31 |
| 18 | TNDPI | KRISHNAGIRI | Aravind Medical Distributors, | B | 75.13 | 81.4 | 156.53 |
| 19 | TNDPI | HOSUR | Sri Madeswara Agencies | B | 0.00 | 81.4 | 81.40 |
| 20 | TNDPI | PALACODE | Sri Ram Electronics | C | 139.14 | 61.6 | 200.74 |
| 21 | TNDPI | HARUR | Sri Murugan Traders | C | 100.95 | 61.6 | 162.55 |
| 22 | TNERD | ERODE SOUTH | Indian Auto Mobiles | B | 97.15 | 71.5 | 168.65 |
| 23 | TNERD | ERODE NORTH | VACANT | B | 181.26 | 71.5 | 252.76 |

| | | | | | | | |
|----|-------|----------------|--|---|--------|------|--------|
| 24 | TNERD | GOBI | VACANT | C | 27.50 | 60.5 | 88.00 |
| 25 | TNERD | SATHY | VACANT | C | 35.22 | 60.5 | 95.72 |
| 26 | TNERD | KANGAYAM | VACANT | C | 31.87 | 60.5 | 92.37 |
| 27 | TNERD | DHARAPURAM | VACANT | C | 35.39 | 60.5 | 95.89 |
| 28 | TNKKD | KARAIKUDI | ANNAMALAIYAR CELLULAR SERVICE | B | 84.04 | 88 | 172.04 |
| 29 | TNKKD | PARAMAKUDI | SANKARA AGENCY | B | 122.24 | 88 | 210.24 |
| 30 | TNKKD | RAMANAD | M/s Prakash cellographers | B | 92.17 | 88 | 180.17 |
| 31 | TNKKD | SIVAGANGAI | SRI ANNAMALAIYAR CELLULAR SERVICE | B | 126.71 | 88 | 214.71 |
| 32 | TNCRD | KUMBAKONAM | Sri Venkateswara Agencies | C | 0.00 | 80 | 80.00 |
| 33 | TNCRD | MYILADUTHRAI | R. Venkataraman | C | 61.06 | 61.6 | 122.66 |
| 34 | TNCRD | NAGAPATTINAM | Kavee marketing | C | 58.57 | 61.6 | 120.17 |
| 35 | TNCRD | KARAIKAL | TST agencies | C | 74.47 | 61.6 | 136.07 |
| 36 | TNCRD | SIRKALI | VACANT | C | 160.00 | 61.6 | 221.60 |
| 37 | TNMDU | MADURAI SOUTH | Mano publishers and Distributors | A | 55.06 | 77 | 132.06 |
| 38 | TNMDU | MADURAI NORTH | Sikkandar Badusha | B | 38.63 | 55 | 93.63 |
| 39 | TNMDU | MADURAI WEST | Mono Composers | B | 53.64 | 55 | 108.64 |
| 40 | TNMDU | DINDIGUL NORTH | S R Pharmacy Houses | B | 59.70 | 55 | 114.70 |
| 41 | TNMDU | DINDIGUL SOUTH | Mano publishers and Distributors | B | 56.79 | 55 | 111.79 |
| 42 | TNMDU | THENI NORTH | T.Babu | A | 107.96 | 77 | 184.96 |
| 43 | TNMDU | THENI SOUTH | VACANT | B | 127.14 | 55 | 182.14 |
| 44 | TNMDU | TIRUMANGALAM | Sri .Balaji Agency | B | 138.13 | 55 | 193.13 |
| 45 | TNMDU | KODAIKANAL | T. Velathal | B | 100.80 | 55 | 155.80 |
| 46 | TNMDU | MELUR | VACANT | C | 124.99 | 44 | 168.99 |
| 47 | TNNGC | KUZHITHURAI | Standard Agencies, | B | 34.23 | 132 | 166.23 |
| 48 | TNNGC | NAGERCOIL | Ahilam Agencies, | B | 13.45 | 132 | 145.45 |
| 49 | TNNGC | KANYAKUMARI | Preethi Agencies, | C | 88.44 | 99 | 187.44 |

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|----|-------|---------------------------|--|---|--------|-------|--------|
| 50 | TNNGC | THUCKALAY | GKM Tradaing company | C | 93.96 | 99 | 192.96 |
| 51 | TNNGC | COLOCHAL | Biju Agencies, | C | 118.34 | 99 | 217.34 |
| 52 | TNNIL | CONOOR /KOTHAGIRI | Bharat Cell | B | 146.15 | 110 | 256.15 |
| 53 | TNNIL | OOTY/GUDALUR/KUNDAH | Sethu distribution &services | A | 80.86 | 165 | 245.86 |
| 54 | TNPY | PONDY 1 | Preipheral care | C | 104.66 | 60.5 | 165.16 |
| 55 | TNPY | PONDY 2 | Rajeshwari agencies | C | 127.79 | 60.5 | 188.29 |
| 56 | TNPY | PONDY 3 | Sri Pandu renga Agency | C | 110.71 | 60.5 | 171.21 |
| 57 | TNPY | PONDY 4 | Rajeshwari agencies (LA) | C | 146.05 | 60.5 | 206.55 |
| 58 | TNSLM | METTUR | VACANT | A | 188.00 | 104.5 | 292.50 |
| 59 | TNSLM | NAMAKKAL SOUTH | VACANT | A | 120.49 | 104.5 | 224.99 |
| 60 | TNSLM | SALEM CENTRAL AREA | Shah Distributers | A | 113.04 | 104.5 | 217.54 |
| 61 | TNSLM | SALEM EAST AREA | Shah Distributers | A | 225.67 | 104.5 | 330.17 |
| 62 | TNSLM | SALEM WEST AREA | M/s.Cell world | A | 149.69 | 104.5 | 254.19 |
| 63 | TNSLM | TIRUCHENGODE | Cell world | A | 201.64 | 104.5 | 306.14 |
| 64 | TNSLM | NAMAKKAL NORTH | Jayalakshmi Agencies | A | 153.92 | 104.5 | 258.42 |
| 65 | TNTNJ | THANJAVUR | MKR BROTHERS | B | 0.00 | 55 | 55.00 |
| 66 | TNTNJ | MANNARKUDI | Nivedha Communications | B | 0.00 | 55 | 55.00 |
| 67 | TNTNJ | PAPANASAM/ORATHANADU | VACANT | C | 147.28 | 38.5 | 185.78 |
| 68 | TNTNJ | PATTUKOTTAI | S.P.Thirupathy | C | 0.00 | 38.5 | 38.50 |
| 69 | TNTNJ | TIRUVARUR | Kavee Marketing | B | 42.74 | 55 | 97.74 |
| 70 | TNTNJ | TIRUTHURAIPOONDI | S.P.Thirupathy & nivedha communication | C | 35.00 | 38.5 | 73.50 |
| 71 | TNTVL | PALAYAMKOTTAI | VACANT | B | 303.16 | 99 | 402.16 |
| 72 | TNTVL | TENKASI/ AMBSAMUDRAM | PKV Agencoies | B | 197.82 | 99 | 296.82 |
| 73 | TNTVL | TIRUNELVELI /SANKARANKOIL | V.D.N. Ansari | B | 143.52 | 99 | 242.52 |
| 74 | TNTVL | VALLIOOR /NANGUNERI | M/s.Parthiban Home appliances | C | 43.52 | 66 | 109.52 |
| 75 | TNTR | KARUR | Ananda Agency Karur | A | 97.33 | 77 | 174.33 |
| 76 | TNTR | KULITALAI | JR communication | A | 216.41 | 77 | 293.41 |

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|----|-------|-----------------------|--------------------------|---|--------|------|----------|
| 77 | TNTR | PERAMBALUR | Muthu rathina | B | 111.04 | 60.5 | 171.54 |
| 78 | TNTR | PUDUKOTTAI | Arjun Cellular | A | 52.48 | 77 | 129.48 |
| 79 | TNTR | TRICHY CENTRAL | Silpa Agencies | A | 60.23 | 77 | 137.23 |
| 80 | TNTR | TRICHY NORTH | Silpa Automech | A | 69.76 | 77 | 146.76 |
| 81 | TNTR | TRICHY SOUTH | JR communication | A | 0.00 | 77 | 77.00 |
| 82 | TNTR | ARIYALUR /JEYAMKONDAN | VACANT | B | 33.54 | 60.5 | 94.04 |
| 83 | TNTR | PUDUKOTTAI EAST | VACANT | B | 52.30 | 60.5 | 112.80 |
| 84 | TNTT | TUTICORIN 1 | VDN Ansari | C | 76.25 | 63.8 | 140.05 |
| 85 | TNTT | TUTICORIN 2 | Sadasivam | C | 81.42 | 63.8 | 145.22 |
| 86 | TNTT | KOVILPATTI | MKR BROTHERS | C | 123.88 | 63.8 | 187.68 |
| 87 | TNTT | TIRUCHENDUR | M/s J.K .traders | C | 111.44 | 63.8 | 175.24 |
| 88 | TNTT | VILATHIKULAM | SAM agencies | C | 133.98 | 63.8 | 197.78 |
| 89 | TNVLR | TIRUVANNAMALAI | P.R.Mani | A | 69.56 | 110 | 179.56 |
| 90 | TNVLR | ARAKONAM | Sarathy Telelink | A | 167.87 | 110 | 277.87 |
| 91 | TNVLR | VELLORE | Sarathy Telelink | A | 120.56 | 110 | 230.56 |
| 92 | TNVLR | KATPADI | Jayalshmi | A | 142.24 | 110 | 252.24 |
| 93 | TNVLR | TIRUPATHUR | Pandurenga agencies | A | 104.58 | 110 | 214.58 |
| 94 | TNVLR | ARNI | M/s.Vee Pee System | B | 137.44 | 77 | 214.44 |
| 95 | TNVGR | ARUPPUKOTTAI | S.R.PHARMACY | C | 78.96 | 55 | 133.96 |
| 96 | TNVGR | RAJAPALAYAM | D.Ponraj, Rajapalayam | C | 83.87 | 55 | 138.87 |
| 97 | TNVGR | VIRUDHUNAGAR | VACANT | C | 66.13 | 55 | 121.13 |
| 98 | TNVGR | SRIVILLIPUTHUR | VACANT | C | 121.03 | 55 | 176.03 |
| 99 | TNVGR | SIVAKASI | M/s.Digital cellcom | B | 102.66 | 66 | 168.66 |
| | | | | | 0.00 | | 17584.34 |

Target for number of ctopup Retailers to be billed in Sancharsoft for Franchisees for the month of
August 2011

| SSA | Franchisee | | | | FRC loading CTOPOP - TARGET | | | | RC loading CTOPOP -TARGET | | | |
|-------|------------|----|----|-------|-----------------------------|-----|-----|-------|---------------------------|-----|-----|-------|
| | A | B | C | Total | A | B | C | Total | A | B | C | Total |
| CBT | 7 | 3 | 0 | 10 | 240 | 210 | 180 | 2310 | 550 | 470 | 380 | 5260 |
| CDL | 3 | 1 | 0 | 4 | 240 | 210 | 180 | 930 | 550 | 470 | 380 | 2120 |
| CRDA | 0 | 0 | 5 | 5 | 240 | 210 | 180 | 900 | 550 | 470 | 380 | 1900 |
| DPI | 0 | 3 | 2 | 5 | 240 | 210 | 180 | 990 | 550 | 470 | 380 | 2170 |
| ERD | 0 | 2 | 4 | 6 | 240 | 210 | 180 | 1140 | 550 | 470 | 380 | 2460 |
| KKD | 0 | 4 | 0 | 4 | 240 | 210 | 180 | 840 | 550 | 470 | 380 | 1880 |
| MDU | 3 | 6 | 1 | 10 | 240 | 210 | 180 | 2160 | 550 | 470 | 380 | 4850 |
| NGC | 0 | 2 | 3 | 5 | 240 | 210 | 180 | 960 | 550 | 470 | 380 | 2080 |
| NIL | 1 | 1 | 0 | 2 | 240 | 210 | 180 | 450 | 550 | 470 | 380 | 1020 |
| PY | 0 | 0 | 4 | 4 | 240 | 210 | 180 | 720 | 550 | 470 | 380 | 1520 |
| SLM | 7 | 0 | 0 | 7 | 240 | 210 | 180 | 1680 | 550 | 470 | 380 | 3850 |
| TR | 6 | 3 | 0 | 9 | 240 | 210 | 180 | 2070 | 550 | 470 | 380 | 4710 |
| TNJ | 0 | 2 | 0 | 2 | 240 | 210 | 180 | 420 | 550 | 470 | 380 | 940 |
| TT | 0 | 0 | 5 | 5 | 240 | 210 | 180 | 900 | 550 | 470 | 380 | 1900 |
| TVL | 0 | 3 | 1 | 4 | 240 | 210 | 180 | 810 | 550 | 470 | 380 | 1790 |
| VLR | 5 | 1 | 0 | 6 | 240 | 210 | 180 | 1410 | 550 | 470 | 380 | 3220 |
| VGR | 0 | 1 | 4 | 5 | 240 | 210 | 180 | 930 | 550 | 470 | 380 | 1990 |
| Total | 32 | 32 | 29 | 93 | | | | 19620 | | | | 43660 |

Target for number of ctopup Retailers to be billed in Sancharsoft for Franchisees for the month of August 2011

| SSA | Franchisee | | | | FRC loading CTOPUP - TARGET | | | | RC loading CTOPUP -TARGET | | | |
|-------|------------|----|----|-------|-----------------------------|-----|-----|-------|---------------------------|-----|-----|-------|
| | A | B | C | Total | A | B | C | Total | A | B | C | Total |
| CBT | 7 | 3 | 0 | 10 | 240 | 210 | 180 | 2310 | 550 | 470 | 380 | 5260 |
| CDL | 3 | 1 | 0 | 4 | 240 | 210 | 180 | 930 | 550 | 470 | 380 | 2120 |
| CRDA | 0 | 0 | 5 | 5 | 240 | 210 | 180 | 900 | 550 | 470 | 380 | 1900 |
| DPI | 0 | 3 | 2 | 5 | 240 | 210 | 180 | 990 | 550 | 470 | 380 | 2170 |
| ERD | 0 | 2 | 4 | 6 | 240 | 210 | 180 | 1140 | 550 | 470 | 380 | 2460 |
| KKD | 0 | 4 | 0 | 4 | 240 | 210 | 180 | 840 | 550 | 470 | 380 | 1880 |
| MDU | 3 | 6 | 1 | 10 | 240 | 210 | 180 | 2160 | 550 | 470 | 380 | 4850 |
| NGC | 0 | 2 | 3 | 5 | 240 | 210 | 180 | 960 | 550 | 470 | 380 | 2080 |
| NIL | 1 | 1 | 0 | 2 | 240 | 210 | 180 | 450 | 550 | 470 | 380 | 1020 |
| PY | 0 | 0 | 4 | 4 | 240 | 210 | 180 | 720 | 550 | 470 | 380 | 1520 |
| SLM | 7 | 0 | 0 | 7 | 240 | 210 | 180 | 1680 | 550 | 470 | 380 | 3850 |
| TR | 6 | 3 | 0 | 9 | 240 | 210 | 180 | 2070 | 550 | 470 | 380 | 4710 |
| TNJ | 0 | 2 | 0 | 2 | 240 | 210 | 180 | 420 | 550 | 470 | 380 | 940 |
| TT | 0 | 0 | 5 | 5 | 240 | 210 | 180 | 900 | 550 | 470 | 380 | 1900 |
| TVL | 0 | 3 | 1 | 4 | 240 | 210 | 180 | 810 | 550 | 470 | 380 | 1790 |
| VLR | 5 | 1 | 0 | 6 | 240 | 210 | 180 | 1410 | 550 | 470 | 380 | 3220 |
| VGR | 0 | 1 | 4 | 5 | 240 | 210 | 180 | 930 | 550 | 470 | 380 | 1990 |
| Total | 32 | 32 | 29 | 93 | | | | 19620 | | | | 43660 |