



मोहम्मद अशरफ खान आई.टी.एस.

(मुख्य महाप्रबंधक)

MOHAMMED ASHRAF KHAN ITS
Chief General Manager

D.O No.CGM/TNC/OF/2013

August 24, 2013

Dear Shri

Adopt positive attitude and nurture the habit of gratitude along with appreciating all good work. It will breed inevitable success.

Every SSA in CSC Category-I may purchase and keep micro/nano cutter, as there is shortage of micro/nano SIMs, but demand is more.

Kindly find herewith CFA performance report for July 2013 indicating the names of Circles having the best and least parameters, received from Corporate Office, New Delhi.

It is observed that in respect of capturing of mobile numbers, AP Circle has achieved 94.4%, whereas Tamilnadu lags behind with 80.2%, although it is still recognized as an appreciable figure in the list of Circles having best parameters circulated by the Corporate Office. It is actually a simple job. Kindly, therefore, complete this simple task so as to achieve at least 95% in your SSA during this month.

Regarding provisioning of landline / Broadband connections in 7 days, Haryana, NE.II and MP Circles have all achieved 100%. This is another easy task and with some more earnest efforts, your SSA should achieve 100% during this month. This can very well be done by inputting in CDR only feasible cases which can be easily provided within 7 days.

Percentage increase in CFA combined revenue in July 2013 compared to corresponding month last year achieved by Maharastra is 36.7% and MP 34.4%. Please make all-out efforts to increase Broadband connections and thereby the total CFA revenue, i.e., Basic plus Broadband at least by 20%. This can be done easily by putting up DSLAMs in BTS sites in potential areas, along with laying of some distribution cable of small size. Further, CM franchisees may be used for CFA product sales also. 'Udaan' team may be strengthened and geared up.

As for 'fault cleared on the same day', Chattisgarh has achieved 90% and Jharkhand 90.1%. On this front also, efforts should be made to achieve 90% in Tamilnadu Circle. Special teams may be formed.

In respect of 'fault rate', MP Circle has posted a figure of 3.8%, Chattisgarh 2.3% and Jharkhand 2.4%. Tamilnadu Circle should achieve at least 3%.

Kindly send me an improvement report on the above after a month.

With best wishes,

Yours sincerely,

[Mohammed Ashraf Khan]

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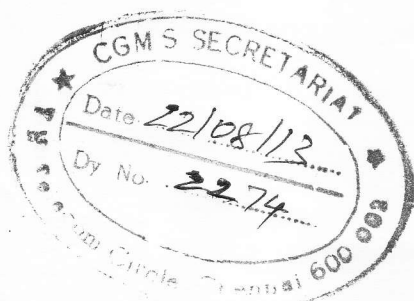
Dated at ND : 19 Aug 2013

Subject- Monthly Performance Report for July 2013
(Financial and Operational Parameters)

To
All CGMs

Particulars	Circles having best parameters	Circles having least parameters
Financial		
CFA Basic Revenue (Cr)	Maharashtra(98.8), Karnataka(42.4), Kerala(40.4)	A&N(0.33), NE-1 (1.5), NE-11(0.7)
CFA (Basic) revenue % change (+ -)	WB(18.7),MH(31.2), MP(14.2)	Kerala(-39.5), HP(-14.8), Haryana(-15.2)
Broadband Revenue (Cr)	Karnataka(39.4), Maharashtra(35.0), Kerala(36.5)	A&N(0.3), NE-I(1.6), NE- 11(0.9)
Broadband revenue % change (+ -)	J&K(21.2), A&N(39.1), MP(41.3)	WB(-10), Kol TD(1.2), HP(1.5)
CFA Combined Revenue (Cr)	Maharashtra(133.8), Karnataka(82.3), Kerala(76.8)	A&N(0.7), NE-1(3.0), NE-11(1.6)
Total(Basic+B/B) % change	A&N(20), MP(34.4),Maharashtra(36.7)	HP(-7.0), Kerala(-11.2), Haryana(-4.9)
Operational (DELs)		
% Fault rate	Jharkhand(2.4),NE-II(2.1), MP(3.8)	Punjab(14.4),Raj(18.5),Kol TD(14.7)
%Repeat fault rate	Jharkhand(0), Uttaranchal(0), NE-II(0)	Haryana(18.9), Raj (19.6), Chennai TD(19.1)
% Fault cleared same day	MP(88.4), Chhattisgarh(90), Jharkhand(90.1)	WB(13.1), Kolkata TD(13), Maharashtra((10)
%Provisioning in 7 days	Haryana(100), NE-II(100) & MP(100)	Odisha(49.5), Assam(45.5), Rajasthan(41.1)
% Capturing of mobile no	AP(94.4),Haryana(81.1), Tamilnadu(80.2)	NE-I(6.3,NE-II(7.3),Kolkata TD(24.9)
Operational (Broadband)		
% Fault rate	NE-II(1.4), Chhattisgarh(2.3), MP(2.1)	Haryana(13.6), Chennai TD(15.8),Kol TD(19.1)
%Repeat fault rate	NE-II(0), WB(0.6), Kerala(0)	Haryana(19.9), Punjab(18.1), Chennai TD(19.1)
% Fault cleared same day	NE-II(93.5), MP(87.6), Uttaranchal(92.4)	Chennai TD(17.5),Kol TD (14.2),WB(18.6)
%Provisioning in 7 days	Haryana(100),Raj(100),NE-II (100),Maharashtra (100),	Kol TD(61.0), Odisha(60),Assam(67.5)
% Capturing of mobile no	AP(98.5), Odisha(84.7), Haryana(81.1)	UP(E)(43.6), Chhattisgarh(33.9), HP(50.9)

This issues with the approval of competent authority for information and n /a please.



22.08.13
 Sr. G M (PDP-CFA)
 BSNL, Corp. Office, New Delhi