भारत संचार भवन, हरीश चन्द्र माथूर लेन, जनपथ, नई दिल्ली-110001, भारत

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भारत संचार निगम लिमिटेड

(भारत सरकार का उद्यम)

BHARAT SANCHAR NIGAM LIMITED

(A Govt. of India Enterprise)

अनुपम श्रीवास्तव

अध्यक्ष एवं प्रबन्ध निदेशक

CPM-I/1-54/MoU (2015-16)/2015 April 17, 2015

ANUPAM SHRIVASTAVA

Chairman & Managing Director

Dear Shri

BSNL has recently signed MoU with DOT for current F.Y., 2015-16. Based on the performance in achieving MoU targets, our organization will be rated as 'Excellent' / 'Very Good' PSU.

Targets for each of the circles have been assigned and I am enclosing herewith targets to be achieved during F.Y. 2015-16 by your circle which are based on the targets your circle achieved during F.Y. 2014-15.

Besides these targets, concerned Director / Business Unit (BU) may also assign additional targets based on operational requirements. All targets, as annexed herewith and the ones conveyed / to be conveyed by concerned Director / BU need to be achieved during the year. To ensure achievement of all targets, you may assign the targets to all concerned; including SSA Heads, within a week's time for their time bound focused approach. The performance of your circle will be rated on a scale of 100 on the basis and extent of meeting the targets assigned. Here, I would like to emphasize that Outstanding Performance rating in APAR / SPR would only be awarded to those Circle Heads / SSA Heads / Officers of the Circle who would achieve targets assigned in 'excellent category'.

I have full faith in your capabilities and trust that you will put in your best efforts and will constantly keep monitoring, motivating and guiding your teams to not only achieve but surpass each of the Financial / Non-financial / Physical targets assigned to your circle.

While assuring you full support from BSNL C.O., I am looking forward to vigorous efforts from you and everyone. I wish you all the very best for achieving MoU for this financial year.

With best wishes,

Yours sincerely,

Encl: a/a

(Anupam Shrivastava)

Shri

Chief General Manager.

Telecom Circle / District / Non-territorial Circles (Only on Intranet)

Copy to:

ED (CN)/NB/FIN/CA/IT

GM (CP&M) – for monitoring overall BSNL performance as per MoU

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Column C		(a) Revenue Sharing in case of National Roaming	Settlement of				To be Setteled by Eig. CEA Coll in Book Co.
(d) Enterprise Business (e) IN sharing Charges Settlement of C&AG Report Paras % age 1 53 IA Each Circle has to settle atleast 53% of the C&AG Report Paras by Each Circle with cordination with IAC BSNL CO. Each Circle has to settle atleast 53% of the Statutory Audit Paras by Each Circle with cordination with IAC BSNL CO. Each Circle has to settle atleast 53% of the Statutory Paras pertains to their Circle with cordination with IAC in BSNL CO.					5 Issues	F-CFA	
Each Circle has to settle atleast 53% of the C&AG Report Paras Settlement of C&AG Report Paras		(d) Enterprise Business			- 1		
i Reduction in Statutory Audit Paras **age 1 53 IA Paras pertains to their Circle with condination with IA C BSNL CO. **BANL CO. **Each Circle has to settle atleast 53% of the Statutory Paras pertains to their Circle with condination with CA in BSNL CO. **Each Circle has to settle atleast 53% of the Statutory Paras pertains to their Circle with condination with CA in BSNL CO.		(e) IIV Sharing Charges					Sook Circle has to settle all the second
Paras pertains to their Circle with cordination with CA in BSNL CO.		Settlement of C&AG Report Paras	% age	1	53	IA	Paras pertains to their Circle with cordination with IA C BSNL CO.
in BSNL CO.							Each Circle has to settle atleast 53% of the Statutory
	1	Reduction in Statutory Audit Paras	% age	2	53	CA	Paras pertains to their Circle with confinction

Note :- [A] The Circle Performance will be rated on the scale of 100 with Parameter weight of total 100 points as me

[B] The Total weightage for parameter at Sr no. 2(iii). b. (ii) & 2(iii). b. (iii), 2(iii). b. (iii) and 3. (iii) will be equally distributed among parameters at sr.no. 2(iv).b. (iii) & 2(iv).b. (iv) and 2(iv).b. (v) for those circles whom the targets have not been assigned.

- 2] Expenditure (Power Fuel and water) as on 31.03.14 is 2625/- (Total customers as on 31.03.14 113.14 Mn) Ratio= Rs 233.8 Annual
- 3] Total number of Broadband customer disconnection in FY 2013-14 as on 31.03.2014 is 11,80,320 , and its 10% is 1,18,032
- 4] A consolidated target for broadband predominently through ADSL, FTTH, EVDO,GSM Data cards and Wi-MAX technology has been proposed for the MoU 2015-16. This also includes 3G devices (Phones+Donglers) users.

Note: E Working Composite Score and Rating reflecting performance (Based on Target Vs Achievement)

Raw Score reflects the actual performance in relation to 5 point scale of MoU targets. If the actual performance is equal to or more than the Excellent target Raw score would be 5 and so on if the actual performance is equal to or less than the poor target, raw score would be 1.0 as given below

Category

Excellent

Very Good

Good

Fair

Very Good

Fair Value (Point)

Score = {(Parameter weight) * (Raw-score)}/ 100 Raw Score (R) = X-{ (U-A)/ (U-L) }

- Where
 X = Value to as per the achevement below the taget (category)
 A = Actual acievement
 U = Upper target limit of actual achievement
 L = Lower target limit of actual achievemnt

^{1]} Sales Turn Over, excluding intrest, other Income and Service Tax etc (Operating Turnover)