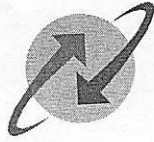


NW Operation Cell,  
8th Floor,  
Bharat Sanchar Bhawan  
Janpath, New Delhi  
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Fax. 011-233354549



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

IndiaBroadband<sup>2007</sup>  
Linking India >>

No. 24-12/2010 – NWO (CFA) /IN

Dated

04-04-2011

To,

All Heads of Telecom Circles/ Telecom Districts  
Bharat Sanchar Nigam Limited

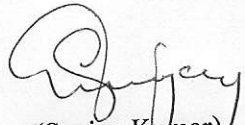
**Subject : Revenue targets for wire line IN services for the year 2011-12**

This is in reference to revenue targets for wire line IN (prepaid+ post paid) services of BSNL for the year 2011-12. Revenue from wire line IN services in year 2010-11 is approx. 214 Crores which are lower than the revenue of Rs. 270 Crores achieved in year 2009-10.

The circle wise targets for IN services (prepaid as well as postpaid) for year 2011-12 are enclosed herewith. It is desired that all out efforts are made to achieve the annual revenue target for year 2011-12.

Further, Circles are requested to fix annual revenue targets for SSAs and intimate the same to this office by 11.04.2011.

Encl: AA.

  
(Sanjay Kumar)  
DGM (NWO-II/CFA)

**Revenue Target for year 2011-12 wireline IN**

S. No.	Circle	Estimated Achievement 2010-11 (FPH) (in Rs Lacs)	Estimated Achievement 2010-11 (UAN) (in Rs Lacs)	Estimated Achievement 2010-11 (VPN) (in Rs Lacs)	Estimated Achievement 2010-11 (ITC/FLPP) (in Rs Lacs)	Estimated Achievement 2010-11 (TELEVOT) (in Rs Lacs)	Estimated Achievement 2010-11 (PRM) (in Rs Lacs)	Estimated Achievement 2010-11 (TOTAL) (in Rs Lacs)	Revenue Target in Rs Lacs (2011-12)						
									FPH	UAN	VPN	TELEVOT	PRM	ITC/FLPP	Total
1	AN	0.02	0.00	0.00	0.30	*	0.00	0.02	50	50	0	0	0	50	150
2	AP	353.33	2.20	625.26	74.29	*	0.04	980.79	700	100	1300	50	200	500	2850
3	AS	1.35	0.09	15.28	0.00	*	0.00	16.71	100	100	200	50	100	100	650
4	BH	17.54	0.36	0.00	3.18	*	0.00	17.90	100	100	200	50	200	200	850
5	CG	2.83	0.00	76.77	3.35	*	0.00	79.60	100	100	200	50	100	200	750
6	GJ	97.50	2.26	16.33	81.01	*	0.12	116.09	200	200	500	50	200	500	1650
7	HP	3.81	0.40	0.00	7.36	*	0.00	4.20	100	100	200	50	100	400	950
8	HR	1738.23	9.87	236.80	24.28	*	0.00	1984.90	2500	500	500	50	100	200	3850
9	J&K	3.23	0.00	0.00	30.83	*	0.00	3.23	100	100	200	50	100	200	750
10	JKD	5.14	0.00	0.00	0.50	*	0.00	5.14	100	100	200	50	100	200	750
11	KTK	3277.64	16.34	564.01	149.83	*	0.00	3857.99	6000	500	1100	50	200	500	8350
12	KRL	106.77	0.00	572.33	4333.82	*	0.00	679.10	200	100	1100	50	200	9000	10650
13	MP	59.42	0.79	139.69	61.10	*	0.15	199.90	100	100	300	50	200	200	950
14	MH	941.72	110.22	350.90	204.68	*	0.06	1402.84	2000	500	800	50	300	500	4150
15	NE-I	1.48	0.00	0.00	0.00	*	0.00	1.48	100	100	100	50	100	100	550
16	NE-II	0.00	0.00	0.00	0.00	*	0.00	0.00	100	100	100	50	100	100	550
17	OR	12.85	0.36	22.94	7.93	*	0.00	36.15	100	100	200	50	100	200	750
18	PB	22.69	0.00	0.00	73.10	*	0.00	22.69	100	100	300	50	200	500	1250
19	RJ	30.05	0.00	1.32	17.10	*	0.00	31.37	100	100	300	50	200	500	1250
20	TN	27.09	0.61	67.01	263.00	*	0.00	94.72	100	100	400	50	200	500	1350
21	UPE	403.88	0.97	554.29	24.13	*	0.14	959.15	1000	500	1100	50	100	300	3050
22	UPW	1685.89	1284.13	4.62	17.96	*	0.16	2974.65	3000	2500	200	50	200	500	6450
23	UHL	7.02	0.00	0.00	64.41	*	0.00	7.02	100	100	200	50	200	200	850
24	WB	65.45	0.00	2.79	5.77	*	0.00	68.24	150	100	200	50	200	300	1000
25	CHTD	553.58	101.67	1092.62	156.11	*	0.18	1747.87	1000	500	2200	50	200	300	4250
26	KOLTD	112.25	2.08	11.61	344.85	*	0.01	125.94	250	100	200	50	100	700	1400
<b>Total in Cr</b>		<b>9530.75</b>	<b>1532.37</b>	<b>4354.58</b>	<b>5948.89</b>		<b>0.86</b>	<b>21407.46</b>	<b>18450</b>	<b>7050</b>	<b>12300</b>	<b>1250</b>	<b>4000</b>	<b>16950</b>	<b>60000</b>

**Physical Targets for IN Services for the year 2011-12**

S. No.	Circle	Subscribers in (2010-11)						Subscriber Target in (2011-12)								
		FPH	UAN	VPN	PRM	Televoting	Total	FPH	UAN	VPN (National)	VPN (Circle)	VPN (SDCA)	Total VPNs	PRM	Televoting	Total
1	AN	0	0	0	0	*	0	2	12	2	5	10	17	6	2	39
2	AP	319	6	120	1	*	445	550	694	163	100	200	463	347	69	2124
3	AS	14	0	6	0	*	20	50	162	14	50	100	164	81	16	474
4	BH	111	1	0	0	*	112	200	386	10	50	100	160	193	39	978
5	CG	20	0	5	0	*	25	100	142	11	50	100	161	71	14	488
6	GI	177	6	7	1	*	191	350	561	56	100	200	356	281	56	1604
7	HP	14	1	1	0	*	16	100	317	11	50	100	161	158	32	768
8	HR	210	25	4	0	*	239	300	156	56	100	200	356	78	16	905
9	J&K	11	0	0	0	*	11	100	144	10	50	100	160	72	14	490
10	KD	30	0	0	0	*	30	100	155	10	50	100	160	77	15	508
11	KTK	640	23	44	0	*	707	900	603	92	100	200	392	302	60	2257
12	KRL	144	0	93	0	*	237	400	804	117	75	150	342	402	80	2029
13	MP	73	2	6	1	*	82	200	407	31	75	150	256	204	40	1107
14	MH	236	60	271	1	*	568	500	870	441	100	200	741	435	87	2632
15	NE-I	9	0	0	0	*	9	30	70	10	50	100	160	35	7	302
16	NE-II	0	0	0	0	*	0	18	66	10	50	100	160	33	7	283
17	OR	71	2	4	0	*	77	150	276	28	75	150	253	138	28	845
18	PB	89	0	3	0	*	92	300	520	28	75	150	253	260	52	1386
19	RJ	67	0	3	0	*	70	300	579	29	75	150	254	290	58	1481
20	TN	106	2	29	0	*	137	400	684	75	100	200	375	342	68	1869
21	UP-E	99	0	20	2	*	121	300	137	34	75	150	259	69	14	779
22	UP-W	117	18	2	1	*	138	400	917	27	75	150	252	459	92	2120
23	UHL	44	0	1	0	*	45	200	349	11	50	100	161	174	35	919
24	WB	14	0	6	0	*	20	150	363	10	50	100	160	182	36	891
25	CHTD	184	10	4	0	*	198	500	362	52	100	250	402	181	36	1481
26	KOLTD	314	18	45	2	*	379	400	262	92	100	230	422	131	26	1242
Total		3113	174	674	9	10	3980	7000	10000	1430	1830	3740	7000	5000	1000	30000

\* Circlewise Distribution not available