

BSNL CORPORATE OFFICE
Business Planning-CFA Cell,
Sixth Floor, Statesman House,
Barakhamba Road
New Delhi 110001

Ph: 23766994 Fax: 23766995



भारत संचार निगम लिमिटेड

(भारत सरकार का उपक्रम)

BHARAT SANCHAR NIGAM LIMITED

(A Govt. of India Enterprise)

No.4-19/2011-BP-CFA/ 5

Dated: 6th June'2011

To,
The Chief General Managers,
All Territorial Circles/Metro Districts.

SUB: Review of the GPMS Target V/s Achievement report for the month of April-11.

The circle wise physical and revenue targets of CFA Business Vertical for the year 2011-12 have been communicated in the month of April 2011 and it is expected that by this time these targets must have been distributed up to SSA level and further up to unit wise (up to SDO level).

The achievements of various targets for the month of **April-11** have been analyzed and observations are given below with respect to the performance of Circles for addition of BB, Wire line connections and % age zero meter reading VPT.

Broadband connection additions:

It may be seen that achievement in respect of addition of BB connections for the country should be nearly more than **8%** of the targeted value but none of the circle have achieved this % age.

Wire line DELs addition:


As per the achievement for the month of April-11 against the prescribed target, none of the circles except BR & UPW have shown positive performance. It may be seen that the number of DELs disconnected in TN (-31.2K), MP (-26.3K), RJ (-26.3K), WB(-20.89K), MH (-14.32K), KTK (-14.1K) and GJ (-12.4K) is very much on higher side, even though it's beginning month of FY11-12. The remaining circles except J&K, BR, JKD, NE-I, OR, UPW also need a very special mention since they have already seen over disconnections correspondingly against the prescribed targets.

% Zero meter reading-VPT:

As against the target of 10%, some circles like RJ, UPW, GJ, KRL, KTK, TN have been able to reduce the number of %age zero meter reading VPT's within the target limit. Other remaining circles need to make special efforts for reducing zero percent meter reading VPT's. **The Circles namely UPE, A&N, AS, NE-I, NE-II, WB, CGH & AP have not even submitted the Data.**

Thus, there is urgent need to analyze reasons for decline in L/L and slow growth in BB as these are the two major revenue streams for CFA Group. The necessary corrective steps needs to be taken from now itself so that MoU targets for FY 11-12 are achieved.

Encl: As above


(Tarun Kumar)
GM (BP CFA)

Copy to: DIR (CFA) for information pl.

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Monthly progress report of GPMS and Annual Targets/ Achievements for the year 2011-12
programme of CFA Report up to month of April-2011-12

SN	Circle Name	Wireline Dels Addition			Broadband connections Addition			% Zero meter reading-VPT	
		Target 2011-12	Achi.	% Achi	Target 2011-12	Achi.	% Achi	Target 2011-12	Achi.
1	2	3	4	5	6	7	8	9	10
NORTH Zone									
1	Haryana	14,858	-4,031	-27	110,000	2,945	3	<10%	41.43
2	HP	7,896	-1,128	-14	35,000	1,309	4	<10%	30.12
3	J & K	5,103	-70	-1	25,000	730	3	<10%	55.58
4	Punjab	29,078	-7,626	-26	220,000	6,403	3	<10%	13.41
5	Rajasthan	28,575	-26,316	-92	152,000	3,876	3	<10%	3.31
6	Uttaranchal	5,724	-1,960	-34	30,000	838	3	<10%	24.42
7	UP (East)	32,483	-6,591	-20	105,000	2,591	2	<10%	*
8	UP (West)	13,677	9	0	90,000	2,051	2	<10%	9.24
TOTAL		137,394	-47,713	-35	767,000	20,743	3	<10%	25.36
EAST Zone									
9	A & N	395	-45	-11	2,000	89	4	<10%	*
10	Assam	6,043	-697	-12	36,000	884	2	<10%	*
11	Bihar	22,758	156	1	53,500	1,418	3	<10%	15.73
12	Kolkata TD	28,495	-6,769	-24	106,000	1,534	1	<10%	0
13	Jharkhand	5,830	-247	-4	31,000	992	3	<10%	66.9
14	North East-I	3,461	-178	-5	15,000	620	4	<10%	*
15	North East-II	2,905	-1,469	-51	6,500	95	1	<10%	*
16	Orissa	13,178	-71	-1	90,000	1,628	2	<10%	43.73
17	West Bengal	17,537	-20,890	-119	70,000	1,343	2	<10%	*
TOTAL		100,602	-30,210	-30	410,000	8,603	2	<10%	31.59
WEST Zone									
18	Chhattisgarh	3,612	-867	-24	28,000	1,436	5	<10%	*
19	Gujrat	40,790	-12,434	-30	210,000	4,958	2	<10%	9.23
20	Maharashtra	59,000	-14,325	-24	331,000	8,076	2	<10%	31.56
21	MP	21,360	-26,335	-123	115,000	3,311	3	<10%	45.9
TOTAL		124,762	-53,961	-43	684,000	17,781	3	<10%	28.90
SOUTH Zone									
22	AP	47,499	-6,539	-14	410,000	13,582	3	<10%	*
23	Chennai TD	23,561	-6,094	-26	186,000	4,120	2	<10%	0
24	Kerala	75,271	-7,763	-10	393,000	6,053	2	<10%	1.22
25	Karnataka	48,148	-14,103	-29	300,000	7,136	2	<10%	7.43
26	Tamil Nadu	42,763	-31,273	-73	350,000	25,758	7	<10%	6.12
TOTAL		237,242	-65,772	-28	1,639,000	56,649	3	<10%	3.69
ALL INDIA		600,000	-197,656	-33	3,500,000	103,776	3	<10%	22.38

Note: * Data not received