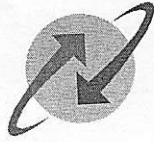


NW Operation Cell,
8th Floor,
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Janpath, New Delhi
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भारत संचार निगम लिमिटेड
(भारत सरकार का उपक्रम)
BHARAT SANCHAR NIGAM LIMITED
(A Govt. of India Enterprise)

IndiaBroadband²⁰⁰⁷
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

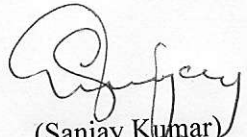
Subject : Revenue targets for wire line IN services for the year 2011-12

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	433.82	*	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
Total in Cr		9530.75	1532.37	4354.58	5948.89	40.00	0.86	21407.46	18450	7050	12300	1250	4000	16950	60000

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	2122
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	GJ	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	UPE	99	0	20	2	*	121	300	137	34	75	150	259	69	14	779
22	UPW	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