



TIME-BOUND

No. 3-6/2022-RSTG

Date: 15.09.2023

To

All CGMs
(Territorial and Core Network Circles)

Sub:- IPMS for the period Q3 (Oct-Dec) of financial year 2023-24.

I am directed to convey that IPMS cards of Circle heads of Territorial and Core Network Circles for Q3 (Oct.-Dec 2023) are enclosed for necessary action in accordance to Consolidated Instructions for IPMS enclosed at **Annex-1**. The IPMSs are also being issued from the ESS logins of the respective Zonal Directors and shall be visible in your respective ESS logins, shortly.

It is requested that IPMS of all BA heads in your circle and all unit heads in circle office may be entered on **priority** from your ESS login with the instruction that KPIs/targets may be further assigned to every executive in accordance to the time schedule below.

Table-1 – Time Schedule for Q3 IPMS cycle KPIs/Targets

KPIs/Targets to be assigned by	Timeline
Circle Heads	By 25 th , Sep 2023
BA Heads/Circle Office PGMs/Sr. GMs/GMs	By 30 th , Sep 2023
DGMs/AGMs or equivalent	By 05 th , Oct. 2023
SDEs or equivalent	By 10 th , Oct 2023




The window to enter Q3 KPIs/targets **will remain live in ESS up to 10.10.2023** and will not be extended any further. Further, the window for entering achievements of Q2 cycle shall open on 01.10.2023 and cut-off dates are reiterated below:-

Table 2 – Cutoff Dates for entering Achievements of Q2 IPMS cycle

Q2 Achievement Window					
	Ach data to be sent by Heads of Circles to CO for vetting	Achievements to be entered by all the Executives	Reporting to agree / disagree	Reviewing to agree / disagree	Bonus / Negative marking
1	10 Oct	20 Oct	25 Oct	31 Oct	10 Nov

This is issued with the approval of the competent authority.

Encl:- As above


(Santosh Dahiya)
DGM(Restructuring)

Copy for information and necessary action to:

1. PPS to CMD BSNL
2. PS to all Functional Directors, BSNL Board.
3. All Unit Heads, BSNL Corporate Office



Annexure-1

CONSOLIDATED INSTRUCTIONS FOR IPMS

- i) MoU targets shall be translated into realistic KPIs down to the last executive. **Targets should not be increased by more than 5% while assigning to subordinates.**
- ii) Executives who have been assigned sales or revenue targets should not be assigned any discretionary KPIs in their IPMS. They should be able to achieve the perfect score of 10.00 if they achieve the 'Excellent' performance level set in their KPIs.
- iii) Executives who have not been assigned revenue targets **shall be compulsorily** assigned KPI '**Exceptional performance as assessed by reporting officer**' with 20% weightage – **their IPMS score will cross 8.0 points only if exceptional work is done.**
- iv) Negative marking cases with respect to executives who fail to complete the IPMS activities on time may be forwarded to Corporate Office with the approval of the Circle Head. The negative marks will be applied in the subsequent quarter.
- v) PGMs/GMs/DGMs/AGMs/SDEs/JTO of HR vertical in Corporate/Circles/BAs/OAs shall be assigned the KPI "**Monitoring and implementation of IPMS cycles**" with weightage 30%.
- vi) Minimum 38% job roles may be assigned to **Sales Functions** in all territorial circles as per the benchmarks below:

S.No	Job Roles	% Unique Executives (minimum)
1	CFA sales	15%
2	CM sales	15%
3	EB sales	8%

- vii) Scores may be recalculated in **exceptional cases** whereby an individual executive could not achieve a date or day type KPI due to circumstances outside his/her control and there may be justification for not counting that KPI when calculating the final weighted score.
- viii) For IPMS cycle, for which, the executive could not enter the achievements due to genuine reasons such as transfer/long leave, etc., the IPMS assigned may be deleted with the approval of the Circle Head, by raising PIS through L2 SPOC **within two weeks** of the closing of the achievement window of the concerned cycle. For GM and above level officers and Corporate Office executives, the competent authority shall be Director HR, BSNL Board.
- ix) Executives will be required to submit an undertaking while submitting Q2 achievements and they shall be liable for action in accordance to CDA rules if any false information is entered **deliberately** in the system.

Q3 (FY 2023-24) IPMS for CGM, Andaman & Nicobar Circle							
PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CFA Vertical							
CFA Revenue as per Cabinet Approval	Total revenue (Other Than OBD & WIFI)	In Rs Cr with scaling	6	10.83	10.29	10.83	11.37
	OBD (in Lacs)	In Rs Lacs with scaling	0.4	5.00	4.00	5.00	5.50
	WIFI (in Lacs)	In Rs Lacs with scaling	0.4	6.12	4.90	6.12	7.04
CFA-SALES	FTTH Growth (Normal) (In 1000s)	Number with scaling	2	3	2.58	3.00	3.17
	FTTH Growth (BharatNet Utilization)	Number with scaling	1.6	1423	1138	1423	1660
	VAS - SIP Trunk/IN #	Number with scaling	0.6	78	62	78	86
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements exchanges	in % with scaling	1.2	98%	97%	98%	99%
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE	in % with scaling	1.2	98%	97%	98%	99%
Landline	24Hrs. Fault Clearence	in % with scaling	0.4	80%	70%	80%	90%
	MTTR of best 80% cleared faults	In Hrs with scaling (reverse)	0.6	8 Hrs	9 Hrs.	8 Hrs	7 Hrs
	Carried Over Faults in terms of % of overall connections	Ratio in % with scaling	0.4	0.40	0.50	0.40	0.35
ADSL-BB	MTTR*	In Hrs with scaling (reverse)	1.2	8 Hrs	10 Hrs.	8 Hrs	6 Hrs
FTTH-BB	MTTR*	In Hrs with scaling (reverse)	1.6	10 Hrs	12 Hrs.	10 Hrs	8 Hrs
Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2	90%	85%	90%	100%
PG Cases	PG Cases Booked on CPGRMAS Portal Average Resolution Time	Days	0.4	7	9	7	5
		Total	20				
# Unit IN connection will be counted as 25 times of numbers of provisioned connections. SIP connection will be as per provisioning.							
* For MTTR, the target be kept as MTTR of best 80% clear faults and not 100% faults.							
CM Vertical							
CM OPERATIONS	DATA USGE(% CHG W.R.TQ1(23-24)	Ratio % with scaling	0.4	4	2	4	6
CM OPERATIONS	UNIQUEVLR(% CHG W.R.TQ1(23-24)	Ratio % with scaling	0.8	4	3	4	5
CM OPERATIONS	SC SITES AVAILABILTY	Ratio % with scaling	1	98.4	96	98.4	99.2
CM OPERATIONS I	CRITICAL SITES AVAILABILITY	Ratio % with scaling	1	93.83	90.94	93.83	96.6

Q3 (FY 2023-24) IPMS for CGM, Andaman & Nicobar Circle							
PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CM OPERATIONS I	IMPORTANT SITES AVAILABILITY	Ratio % with scaling	0.4	95.85	93.93	95.85	96.97
CM OPERATIONS I	NORMAL SITES AVAILABILITY	Ratio % with scaling	0.4	95.47	94.72	95.47	96.23
CM OPERATIONS II	2G CELLS WITH CDR<2%	Ratio % with scaling	0.2	77.18	74.69	77.18	80.02
CM OPERATIONS II	3G CELLS WITH CDR<2%	Ratio % with scaling	0.2	75.25	68.27	75.25	80.96
CM OPERATIONS II	MTTR (IN MINUTES)	Numeric with scaling	0.6	105	118	105	98
CM REVENUE	POST/PREPAID(SLR)P.SMS ETC(CR)	Amount with scaling	8	9.15	8.47	9.15	9.38
CM SALES	NO OF ACTIVE POS FOR SIM/MONTH	Numeric with scaling	0.8	382	344	382	420
CM SALES	SIM SALES(3 MONTHS)	Numeric with scaling	1.2	7,500	6,750	7,500	8,625
CM SALES I	QOA (3 MONTH RETENTION)	Ratio % with scaling	1	61%	60%	61%	62%
CM	FINALISATON OF PLG 4G SITES	Ratio % with scaling	1.4	100%	90%	100%	100%
NWP-SP	4G Saturation Tower Erection	Numbers	0.6	36	32	36	40
NWP-SP	4G Saturation Tower Commissioning	Numbers	0.8	3	2	3	4
NWP-SP	4G sites with OFC laid	Numbers	0.8	49	44	49	54
CM-COMMERCIAL/COM	INCR FOLLWRS SOCIAL MEDIA	Ratio % with scaling	0.2	5	2.5	5	7.5
CM-COMMERCIAL/COM	AVAILABILITY OF BNRS/FLEX AT POS	Ratio % with scaling	0.2	80	60	80	100
			Total	20			
EB Vertical							
CNO	CPAN NODES UPTIME	Ratio % with scaling	1.4	99.20%	98.50%	99.20%	99.50%
CNO	OFC NETWORK RELIABILITY	Ratio % with scaling	1.6	99.00%	98%	99.00%	99.20%
CNO	RETRIVAL OF FAULTY FIBRES	Numeric with scaling	1	22	18	22	26
CORE N/W PLANNING	OFC N/W EXP /REHABILATION (in Km)	Numeric with scaling	1	3	2	3	4
EB FINANCE	EB REVENUE TARGETS(RS. CRS.)	Amount with scaling	5	1	0.95	1	1.05
EB FINANCE	OUTSTANDING RECOVERY(RS CR)	Amount with scaling	1	3	2.85	3	3.15
ENTERPRISE GOLD	EB SALES RANKING	Numeric with scaling	5	80	70	80	90
LC	MCSC SCORE	Numeric with scaling	1	70	60	70	80
LC	SERVICE ASSURANCE FAULT RATE	Ratio % with scaling	1	0.20%	0.22%	0.20%	0.16%
LC SERVICE DELIVERY	SERV DELV(NET COMMSSG+UPGRADT)	Ratio % with scaling	1	85	70	85	100

Q3 (FY 2023-24) IPMS for CGM, Andaman & Nicobar Circle							
PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
MM UNIT	Number of Items made available on GeM out of total number of items procured outside GeM in the previous year 2022-2023	Ratio % with scaling	1	25	20	25	30
		Total	20				
HR Vertical							
CIVIL	MONT CIVIL WK IN ALLOTTED BUDGT	Ratio % with scaling	0.5	90	80	90	100
LAND MONETISATION I	MCPC REMOVAL ENCROCHMENT LAND (% of total encroachment)	Ratio % with scaling	0.5	20	15	20	25
LAND MONETISATION II	MCPC OF MUTATION OF LAND	Numeric with scaling	2	5	4	5	6
RENTING TARGET	AREA IDEN RENTG(IN% TOTL AREA)	Ratio % with scaling	2	2.5	2	2.5	3
RENTING TARGET	AREA RENTED OUT(IN% TOTL AREA)	Ratio % with scaling	2	1.45	0.95	1.45	1.95
RENTING TARGET	RENTING TARGET (CR.)	Amount with scaling	6	0.07	0.06	0.07	0.08
OJAS	SAVING IN ENERGY COST(RS LAKH)	Amount with scaling	2	2.88	2.31	2.88	3.46
OSM	DISPOSAL OF ITEMS(IN RS.LAKH)	Amount with scaling	1	10	8	10	12
EST/ADM/SR/PG/LEGAL	H.KEEPING/MED.BILL/VEH. & ORS.	Ratio % with scaling	0.5	90	80	90	100
EST/ADM/SR/PG/LEGAL	RTI/PG/PQ/PROB.&EFF./NEPP/ERP	Ratio % with scaling	0.5	90	80	90	100
ACCOUNTAB.&PRODUCTI V	MANAGING IPMS	Ratio % with scaling	1	90	80	90	100
ESTABLISHMENT	DISPOSAL OF SPS PENSION CASES (IN 2 WEEKS)	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	MAPPING OF COURT CAS & ARB THRU LIMBS	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	COMPL OF 2 TRG / EMP JE above THRU IGOT	Ratio % with scaling	0.3	90	80	90	100
BHARATNET UDYAMI SWIFT TRG	SWIFT TRG TO 50K TIP/UDYAMIS AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	MOTIVATIONAL TRG AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.2	90	80	90	100
		Total	20				

Q3 (FY 2023-24) IPMS for CGM, Andaman & Nicobar Circle							
PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
Finance Vertical							
1ST MONTH COLL EFF	% AMT FOR BILL(QTRLY)	Ratio % with scaling	4	81	75	81	87
BDG/COST CONTRL OPEX	10% RED. IN OTHER EXPENSE(CR)	Amount with scaling	2	14.52	15.25	14.52	13.8
COLL.FROM DIF.SOURCE	IMPROVEMENT IN COLL FIG (CR)	Amount with scaling	4	22	20.9	22	23.1
DEBTOR REDUCTION	TRADE RECEIVABLE AS NO OF DAYS	Days	3	60	63	60	57
GROSS PFT MGN(EBITDA	(EBITDA/TOTAL INCOME)*100	Ratio % with scaling	3	-8.16%	-8.57%	-8.16%	-7.75%
IMPLEMENT. OF IFC	100%COMPLIA.ALL CRITICAL CTRLS	Numeric with scaling	2	127	124	127	131
RETURN ON INVESTMENT	BETTER ANNUAL ACH. BY 10%	Ratio % with scaling	2	87.35%	82.98%	87.35%	91.71%
		Total	20				
		G. Total	100				

Q3 (FY 2023-24) IPMS for CGM, Andhra Pradesh Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CFA Vertical							
CFA Revenue as per Cabinet Approval	Total revenue (Other Than OBD & WIFI)	In Rs Cr with scaling	6	57.43	54.56	57.43	60.30
	OBD (in Lacs)	In Rs Lacs with scaling	0.4	25.00	20.00	25.00	26.25
	WIFI (in Lacs)	In Rs Lacs with scaling	0.4	52.60	42.08	52.60	55.23
CFA-SALES	FTTH Growth (Normal) (In 1000s)	Number with scaling	2	27.5	23.62	27.50	29.01
	FTTH Growth (BharatNet Utilization)	Number with scaling	1.6	1200	960	1200	1400
	VAS - SIP Trunk/IN #	Number with scaling	0.8	446	357	446	491
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements exchanges	in % with scaling	1.2	98%	97%	98%	99%
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE	in % with scaling	1.2	98%	97%	98%	99%
Landline	24Hrs. Fault Clearence	in % with scaling	0.4	80%	70%	80%	90%
	MTRR of best 80% cleared faults	In Hrs with scaling (reverse)	0.4	8 Hrs	9 Hrs.	8 Hrs	7 Hrs
	Carried Over Faults in terms of % of overall connections	Ratio in % with scaling	0.4	0.40	0.50	0.40	0.35
ADSL-BB	MTRR*	In Hrs with scaling (reverse)	1.2	8 Hrs	10 Hrs.	8 Hrs	6 Hrs
FTTH-BB	MTRR*	In Hrs with scaling (reverse)	1.6	10 Hrs	12 Hrs.	10 Hrs	8 Hrs
Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2	90%	85%	90%	100%
PG Cases	PG Cases Booked on CPGRMAS Portal Average Resolution Time	Days	0.4	7	9	7	5
		Total	20				
# Unit IN connection will be counted as 25 times of numbers of provisioned connections. SIP connection will be as per provisioning.							
* For MTRR, the target be kept as MTRR of best 80% clear faults and not 100% faults.							
CM Vertical							
CM OPERATIONS	DATA USGE(% CHG W.R.T Q1(23-24)	Ratio % with scaling	0.4	4	2	4	6
CM OPERATIONS	UNIQUEVLR(% CHG W.R.T Q1(23-24)	Ratio % with scaling	0.8	4	3	4	5
CM OPERATIONS	SC SITES AVAILABILTY	Ratio % with scaling	1	99.1	97.75	99.1	99.55
CM OPERATIONS I	CRITICAL SITES AVAILABILITY	Ratio % with scaling	1	98.33	97.55	98.33	99.08
CM OPERATIONS I	IMPORTANT SITES AVAILABILITY	Ratio % with scaling	0.4	97.37	96.15	97.37	98.08
CM OPERATIONS I	NORMAL SITES AVAILABILITY	Ratio % with scaling	0.4	98.13	97.82	98.13	98.44
CM OPERATIONS II	2G CELLS WITH CDR<2%	Ratio % with scaling	0.2	88.61	87.36	88.61	90.02

Q3 (FY 2023-24) IPMS for CGM, Andhra Pradesh Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CM OPERATIONS II	3G CELLS WITH CDR<2%	Ratio % with scaling	0.2	90.06	87.26	90.06	92.36
CM OPERATIONS II	MTTR (IN MINUTES)	Numeric with scaling	0.6	76	86	76	72
CM REVENUE	POST/PREPAID(SLR)P.SMS ETC(CR)	Amount with scaling	8	123.66	114.39	123.66	126.76
CM SALES	NO OF ACTIVE POS FOR SIM/MONTH	Numeric with scaling	0.8	5,330	4,797	5,330	5,863
CM SALES	SIM SALES(3 MONTHS)	Numeric with scaling	1.2	2,20,000	1,98,000	2,20,000	2,53,000
CM SALES I	QOA (3 MONTH RETENTION)	Ratio % with scaling	1	47%	45%	47%	49%
CM	FINALISATON OF PLG 4G SITES	Ratio % with scaling	1.4	100%	90%	100%	100%
NWP-SP	4G Saturation Tower Erection	Numbers	0.6	1100	1000	1100	1200
NWP-SP	4G Saturation Tower Commissioning	Numbers	0.8	110	100	110	120
NWP-SP	4G sites with OFC laid	Numbers	0.8	377	340	377	400
CM-COMMERCIAL/COM	INCR FOLLWRS SOCIAL MEDIA	Ratio % with scaling	0.2	5	2.5	5	7.5
CM-COMMERCIAL/COM	AVAILABILITY OF BNRS/FLEX AT POS	Ratio % with scaling	0.2	80	60	80	100
		Total	20				
EB Vertical							
CNO	CPAN NODES UPTIME	Ratio % with scaling	1.4	99.20%	98.50%	99.20%	99.50%
CNO	OFC NETWORK RELIABILITY	Ratio % with scaling	1.6	99.00%	98%	99.00%	99.20%
CNO	RETRIVAL OF FAULTY FIBRES	Numeric with scaling	1	2636	2197	2636	3075
CORE N/W PLANNING	OFC N/W EXP /REHABILATION (in Km)	Numeric with scaling	1	37	29	37	44
EB FINANCE	EB REVENUE TARGETS(RS. CRS.)	Amount with scaling	5	16	15.2	16	16.8
EB FINANCE	OUTSTANDING RECOVERY(RS CR)	Amount with scaling	1	32	30.4	32	33.6
ENTERPRISE GOLD	EB SALES RANKING	Numeric with scaling	5	80	70	80	90
LC	MCSC SCORE	Numeric with scaling	1	70	60	70	80
LC	SERVICE ASSURANCE FAULT RATE	Ratio % with scaling	1	0.45%	0.50%	0.45%	0.36%
LC SERVICE DELIVERY	SERV DELV(NET COMMSSG+UPGRADT)	Ratio % with scaling	1	85	70	85	100
MM UNIT	Number of Items made available on GeM out of total number of items procured outside GeM in the previous year 2022-2023	Ratio % with scaling	1	25	20	25	30
		Total	20				
HR Vertical							
CIVIL	MONT CIVIL WK IN ALLOTTED BUDGT	Ratio % with scaling	0.5	90	80	90	100
LAND MONETISATION	IDENTIFY LAND FOR MONETISATION	Numeric with scaling	1	11	9	11	13
LAND MONETISATION	LDD/VALUATION&CLSC REPORT/TA	Numeric with scaling	1	2	1	2	3

Q3 (FY 2023-24) IPMS for CGM, Andhra Pradesh Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
LAND MONETISATION	REM DATA UPDATION	Numeric with scaling	0.5	2	1	2	3
LAND MONETISATION I	GRS PROCED LAND(SALES&RENT CR)	Amount with scaling	3	12	9	12	15
LAND MONETISATION I	MCPC OF LAND LEGAL CASES	Days	0.5	8	11	8	5
LAND MONETISATION I	MCPC REMOVAL ENCROCHMENT LAND(% of total encroachment)	Ratio % with scaling	1	20	15	20	25
LAND MONETISATION II	MCPC OF MUTUTATION OF LAND	Numeric with scaling	1	21	16	21	26
RENTING TARGET	AREA IDEN RENTG(IN% TOTL AREA)	Ratio % with scaling	1	25	24	25	26
RENTING TARGET	AREA RENTED OUT(IN% TOTL AREA)	Ratio % with scaling	1	5.5	5	5.5	5.75
RENTING TARGET	RENTING TARGET (CR.)	Amount with scaling	2	2.96	2.53	2.96	3.12
OJAS	SAVING IN ENERGY COST(RS LAKH)	Amount with scaling	2	54.62	43.7	54.62	65.55
OSM	DISPOSAL OF ITEMS(IN RS.LAKH)	Amount with scaling	1	125	100	125	150
EST/ADM/SR/PG/LEGAL	H.KEEPING/MED.BILL/VEH. & ORS.	Ratio % with scaling	0.5	90	80	90	100
EST/ADM/SR/PG/LEGAL	RTI/PG/PQ/PROB.&EFF./NEPP/ERP	Ratio % with scaling	0.5	90	80	90	100
ACCOUNTAB.&PRODUCTI V	MANAGING IPMS	Ratio % with scaling	1	90	80	90	100
ESTABLISHMENT	DISPOSAL OF SPS PENSION CASES (IN 2 WEEKS)	Ratio % with scaling	0.5	90	80	90	100
ESTABALISHMENT	MAPPING OF COURT CAS & ARB THRU LIMBS	Ratio % with scaling	0.5	90	80	90	100
ESTABALISHMENT	DISPOSAL ALL ABSCONDING CASES > 5 yrs	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	COMPL OF 2 TRG / EMP JE above THRU IGOT	Ratio % with scaling	0.3	90	80	90	100
BHARATNET UDYAMI SWIFT TRG	SWIFT TRG TO 50K TIP/UDYAMIS AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	MOTIVATIONAL TRG AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.2	90	80	90	100
		Total	20				
Finance Vertical							
BDG/COST CONTRL OPEX	10% RED. IN OTHER EXPENSE(CR)	Amount with scaling	2	85.68	89.96	85.68	81.39
COLL.FROM DIF.SOURCE	IMPROVEMENT IN COLL FIG (CR)	Amount with scaling	4	176	167.2	176	184.8
DEBTOR REDUCTION	TRADE RECEIVABLE AS NO OF DAYS	Days	3	60	63	60	57
GROSS PFT MGN(EBITDA)	(EBITDA/TOTAL INCOME)*100	Ratio % with scaling	3	-26.68%	-28.01%	-26.68%	-25.35%

Q3 (FY 2023-24) IPMS for CGM, Andhra Pradesh Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
IMPLEMENT. OF IFC	100%COMPLIA.ALL CRITICAL CTRLS	Numeric with scaling	0.5	127	124	127	131
RETURN ON INVESTMENT	BETTER ANNUAL ACH. BY 10%	Ratio % with scaling	2	33%	31.42%	33.08%	34.73%
1ST MONTH COLL EFF	% AMT FOR BILL(QTRLY)	Ratio % with scaling	4	84	78	84	90
IA PARAS	SETTLEMENT OF IA PARAS UP TO 31.03.2020	Numeric with scaling	0.5	9	8	9	10
IA PARAS	SETTLEMENT OF IA PARAS AFTER 31.03.2020	Numeric with scaling	0.5	30	27	30	32
REVENUE ASSURANCE	IMPLEMENTATION OF REVENUE ASSURANCE	Ratio % with scaling	0.5	98%	95%	98%	100%
		Total	20				
		G. Total	100				

Q3 (FY 2023-24) IPMS for CGM, Assam Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CFA Vertical							
CFA Revenue as per Cabinet Approval	Total revenue (Other Than OBD & WIFI)	In Rs Cr with scaling	6	15.19	14.43	15.19	15.95
	OBD (in Lacs)	In Rs Lacs with scaling	0.4	15.00	12.00	15.00	15.75
	WIFI (in Lacs)	In Rs Lacs with scaling	0.4	17.13	13.70	17.13	17.99
CFA-SALES	FTTH Growth (Normal) (In 1000s)	Number with scaling	2	7	6.01	7.00	7.39
	FTTH Growth (BharatNet Utilization)	Number with scaling	1.6	723	578	723	843
	VAS - SIP Trunk/IN #	Number with scaling	0.8	259	207	259	285
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements exchanges	in % with scaling	1.2	98%	97%	98%	99%
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE	in % with scaling	1.2	98%	97%	98%	99%
Landline	24Hrs. Fault Clearence	in % with scaling	0.4	80%	70%	80%	90%
	MTTR of best 80% cleared faults	In Hrs with scaling (reverse)	0.4	8 Hrs	9 Hrs.	8 Hrs	7 Hrs
	Carried Over Faults in terms of % of overall connections	Ratio in % with scaling	0.4	0.40	0.50	0.40	0.35
ADSL-BB	MTTR*	In Hrs with scaling (reverse)	1.2	8 Hrs	10 Hrs.	8 Hrs	6 Hrs
FTTH-BB	MTTR*	In Hrs with scaling (reverse)	1.6	10 Hrs	12 Hrs.	10 Hrs	8 Hrs
Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2	90%	85%	90%	100%
PG Cases	PG Cases Booked on CPGRMAS Portal Average Resolution Time	Days	0.4	7	9	7	5
		Total	20				
# Unit IN connection will be counted as 25 times of numbers of provisioned connections. SIP connection will be as per provisioning.							
* For MTTR, the target be kept as MTTR of best 80% clear faults and not 100% faults.							
CM Vertical							
CM OPERATIONS	DATA USGE(% CHG W.R.T Q1(23-24)	Ratio % with scaling	0.4	4	2	4	6
CM OPERATIONS	UNIQUEVLR(% CHG W.R.T Q1(23-24)	Ratio % with scaling	0.8	4	3	4	5
CM OPERATIONS	SC SITES AVAILABILTY	Ratio % with scaling	1	96.53	91.34	96.53	98.27
CM OPERATIONS I	CRITICAL SITES AVAILABILITY	Ratio % with scaling	1	94.35	91.71	94.35	96.89
CM OPERATIONS I	IMPORTANT SITES AVAILABILITY	Ratio % with scaling	0.4	93.19	90.04	93.19	95.02
CM OPERATIONS I	NORMAL SITES AVAILABILITY	Ratio % with scaling	0.4	93.56	92.48	93.56	94.63
CM OPERATIONS II	2G CELLS WITH CDR<2%	Ratio % with scaling	0.2	82.32	80.39	82.32	84.52

Q3 (FY 2023-24) IPMS for CGM, Assam Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CM OPERATIONS II	3G CELLS WITH CDR<2%	Ratio % with scaling	0.2	90.47	87.78	90.47	92.67
CM OPERATIONS II	MTTR (IN MINUTES)	Numeric with scaling	0.6	254	287	254	239
CM REVENUE	POST/PREPAID(SLR)P.SMS ETC(CR)	Amount with scaling	8	31.41	29.05	31.41	32.19
CM SALES	NO OF ACTIVE POS FOR SIM/MONTH	Numeric with scaling	0.8	1,489	1,340	1,489	1,638
CM SALES	SIM SALES(3 MONTHS)	Numeric with scaling	1.2	80,000	72,000	80,000	92,000
CM SALES I	QOA (3 MONTH RETENTION)	Ratio % with scaling	1	39%	37%	39%	41%
CM	FINALISATON OF PLG 4G SITES	Ratio % with scaling	1.4	100%	90%	100%	100%
NWP-SP	4G Saturation Tower Erection	Numbers	0.6	90	80	90	100
NWP-SP	4G Saturation Tower Commissioning	Numbers	0.8	9	8	9	10
NWP-SP	4G sites with OFC laid	Numbers	0.8	48	43	48	53
CM-COMMERCIAL/COM	INCR FOLLWRS SOCIAL MEDIA	Ratio % with scaling	0.2	5	2.5	5	7.5
CM-COMMERCIAL/COM	AVAILABILITY OF BNRS/FLEX AT POS	Ratio % with scaling	0.2	80	60	80	100
		Total	20				
EB Vertical							
CNO	CPAN NODES UPTIME	Ratio % with scaling	1.4	99.20%	98.50%	99.20%	99.50%
CNO	OFC NETWORK RELIABILITY	Ratio % with scaling	1.6	99.00%	98%	99.00%	99.20%
CNO	RETRIVAL OF FAULTY FIBRES	Numeric with scaling	1	1504	1254	1504	1755
CORE N/W PLANNING	OFC N/W EXP /REHABILATION (in Km)	Numeric with scaling	1	26	21	26	32
EB FINANCE	EB REVENUE TARGETS(RS. CRS.)	Amount with scaling	5	10	9.5	10	10.5
EB FINANCE	OUTSTANDING RECOVERY(RS CR)	Amount with scaling	1	5	4.75	5	5.25
ENTERPRISE GOLD	EB SALES RANKING	Numeric with scaling	5	80	70	80	90
LC	MCSC SCORE	Numeric with scaling	1	70	60	70	80
LC	SERVICE ASSURANCE FAULT RATE	Ratio % with scaling	1	1.20%	1.32%	1.20%	0.96%
LC SERVICE DELIVERY	SERV DELV(NET COMMSSG+UPGRADT)	Ratio % with scaling	1	85	70	85	100
MM UNIT	Number of Items made available on GeM out of total number of items procured outside GeM in the previous year 2022-2023	Ratio % with scaling	1	25	20	25	30
		Total	20				
HR Vertical							
CIVIL	MONT CIVIL WK IN ALLOTTED BUDGT	Ratio % with scaling	1	90	80	90	100
LAND MONETISATION	IDENTIFY LAND FOR MONETISATION	Numeric with scaling	1	2	1	2	3
LAND MONETISATION	LDD/VALUATION&CLSC REPORT/TA	Numeric with scaling	1	2	1	2	3

Q3 (FY 2023-24) IPMS for CGM, Assam Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
LAND MONETISATION	REM DATA UPDATION	Numeric with scaling	0.5	13	10	13	16
LAND MONETISATION I	GRS PROCED LAND(SALES&RENT CR)	Amount with scaling	3	2	1.5	2	2.5
LAND MONETISATION I	MCPC OF LAND LEGAL CASES	Days	0.5	8	11	8	5
LAND MONETISATION I	MCPC REMOVAL ENCROCHMENT LAND(% of total encroachment)	Ratio % with scaling	1	20	15	20	25
LAND MONETISATION II	MCPC OF MUTATION OF LAND	Numeric with scaling	1	16	12	16	20
RENTING TARGET	AREA IDEN RENTG(IN% TOTL AREA)	Ratio % with scaling	1	39.5	39	39.5	40
RENTING TARGET	AREA RENTED OUT(IN% TOTL AREA)	Ratio % with scaling	1	9.76	9.66	9.76	9.85
RENTING TARGET	RENTING TARGET (CR.)	Amount with scaling	2	1.75	1.63	1.75	2.05
OJAS	SAVING IN ENERGY COST(RS LAKH)	Amount with scaling	2	14.77	11.82	14.77	17.72
OSM	DISPOSAL OF ITEMS(IN RS.LAKH)	Amount with scaling	1	75	60	75	90
EST/ADM/SR/PG/LEGAL	H.KEEPING/MED.BILL/VEH. & ORS.	Ratio % with scaling	0.5	90	80	90	100
EST/ADM/SR/PG/LEGAL	RTI/PG/PQ/PROB.&EFF./NEPP/ERP	Ratio % with scaling	0.5	90	80	90	100
ACCOUNTAB.&PRODUCTI V	MANAGING IPMS	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL OF SPS PENSION CASES (IN 2 WEEKS)	Ratio % with scaling	0.5	90	80	90	100
ESTABALISHMENT	MAPPING OF COURT CAS & ARB THRU LIMBS	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL ALL ABSCONDING CASES > (3-5) yrs	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	COMPL OF 2 TRG / EMP JE above THRU IGOT	Ratio % with scaling	0.3	90	80	90	100
BHARATNET UDYAMI SWIFT TRG	SWIFT TRG TO 50K TIP/UDYAMIS AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	MOTIVATIONAL TRG AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.2	90	80	90	100
		Total	20				
Finance Vertical							
1ST MONTH COLL EFF	% AMT FOR BILL(QTRLY)	Ratio % with scaling	4	81	75	81	87
BDG/COST CONTRL OPEX	10% RED. IN OTHER EXPENSE(CR)	Amount with scaling	2	37.14	39	37.14	35.28
COLL.FROM DIF.SOURCE	IMPROVEMENT IN COLL FIG (CR)	Amount with scaling	4	52	49.4	52	54.6
DEBTOR REDUCTION	TRADE RECEIVABLE AS NO OF DAYS	Days	3	60	63	60	57

Q3 (FY 2023-24) IPMS for CGM, Assam Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
GROSS PFT MGN(EBITDA)	(EBITDA/TOTAL INCOME)*100	Ratio % with scaling	3	-10.92%	-11.47%	-10.92%	-10.38%
IMPLEMENT. OF IFC	100%COMPLIA.ALL CRITICAL CTRLS	Numeric with scaling	1	127	124	127	131
RETURN ON INVESTMENT	BETTER ANNUAL ACH. BY 10%	Ratio % with scaling	2	33%	31.05%	32.69%	34.32%
IA PARAS	SETTLEMENT OF IA PARAS UP TO 31.03.2020	Numeric with scaling	1	9	8	9	10
		Total	20				
		G. Total	100				

Q3 (FY 2023-24) IPMS for CGM, Bihar Circle							
PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CFA Vertical							
CFA Revenue as per Cabinet Approval	Total revenue (Other Than OBD & WIFI)	In Rs Cr with scaling	6	31.31	29.74	31.31	32.88
	OBD (in Lacs)	In Rs Lacs with scaling	0.4	15.00	12.00	15.00	15.75
	WIFI (in Lacs)	In Rs Lacs with scaling	0.4	53.21	42.57	53.21	55.87
CFA-SALES	FTTH Growth (Normal) (In 1000s)	Number with scaling	2	18.5	15.89	18.50	19.52
	FTTH Growth (BharatNet Utilization)	Number with scaling	1.6	5970	4776	5970	6965
	VAS - SIP Trunk/IN #	Number with scaling	0.8	509	407	509	560
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements exchanges	in % with scaling	1.2	98%	97%	98%	99%
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE	in % with scaling	1.2	98%	97%	98%	99%
Landline	24Hrs. Fault Clearence	in % with scaling	0.4	80%	70%	80%	90%
	MTTR of best 80% cleared faults	In Hrs with scaling (reverse)	0.4	8 Hrs	9 Hrs.	8 Hrs	7 Hrs
	Carried Over Faults in terms of % of overall connections	Ratio in % with scaling	0.4	0.40	0.50	0.40	0.35
ADSL-BB	MTTR*	In Hrs with scaling (reverse)	1.2	8 Hrs	10 Hrs.	8 Hrs	6 Hrs
FTTH-BB	MTTR*	In Hrs with scaling (reverse)	1.6	10 Hrs	12 Hrs.	10 Hrs	8 Hrs
Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2	90%	85%	90%	100%
PG Cases	PG Cases Booked on CPGRMAS Portal Average Resolution Time	Days	0.4	7	9	7	5
		Total	20				
# Unit IN connection will be counted as 25 times of numbers of provisioned connections. SIP connection will be as per provisioning.							
* For MTTR, the target be kept as MTTR of best 80% clear faults and not 100% faults.							
CM Vertical							
CM INFRA	TOWER MONTSATON DATA COMPILATION AND VERIFICATION	Date(DDMMYY)	0.4	31.10.2023	30.11.2023	31.10.2023	15.10.2023
CM OPERATIONS	DATA USGE(% CHG W.R.T Q1(23-24)	Ratio % with scaling	0.4	4	2	4	6
CM OPERATIONS	UNIQUEVLR(% CHG W.R.T Q1(23-24)	Ratio % with scaling	0.8	4	3	4	5
CM OPERATIONS	SC SITES AVAILABILTY	Ratio % with scaling	1	97.2	93	97.2	98.6
CM OPERATIONS I	CRITICAL SITES AVAILABILITY	Ratio % with scaling	1	97.24	95.94	97.24	98.48
CM OPERATIONS I	IMPORTANT SITES AVAILABILITY	Ratio % with scaling	0.4	94.81	92.42	94.81	96.21
CM OPERATIONS I	NORMAL SITES AVAILABILITY	Ratio % with scaling	0.4	93.2	92.06	93.2	94.33

Q3 (FY 2023-24) IPMS for CGM, Bihar Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CM OPERATIONS II	2G CELLS WITH CDR<2%	Ratio % with scaling	0.2	82.8	80.92	82.8	84.93
CM OPERATIONS II	3G CELLS WITH CDR<2%	Ratio % with scaling	0.2	87.66	84.18	87.66	90.51
CM OPERATIONS II	MTTR (IN MINUTES)	Numeric with scaling	0.6	173	195	173	162
CM REVENUE	POST/PREPAID(SLR)P.SMS ETC(CR)	Amount with scaling	8	56.62	52.38	56.62	58.04
CM SALES	NO OF ACTIVE POS FOR SIM/MONTH	Numeric with scaling	0.8	3,694	3,325	3,694	4,063
CM SALES	SIM SALES(3 MONTHS)	Numeric with scaling	1.2	1,90,000	1,71,000	1,90,000	2,18,500
CM SALES I	QOA (3 MONTH RETENTION)	Ratio % with scaling	1	33%	31%	33%	35%
CM	FINALISATON OF PLG 4G SITES	Ratio % with scaling	1.2	100%	90%	100%	100%
NWP-SP	4G Saturation Tower Erection	Numbers	0.6	42	37	42	47
NWP-SP	4G Saturation Tower Commissioning	Numbers	0.6	4	3	4	5
NWP-SP	4G sites with OFC laid	Numbers	0.8	4	3	4	5
CM-COMMERCIAL/COM	INCR FOLLWRS SOCIAL MEDIA	Ratio % with scaling	0.2	5	2.5	5	7.5
CM-COMMERCIAL/COM	AVAILABILITY OF BNRS/FLEX AT POS	Ratio % with scaling	0.2	80	60	80	100
		Total	20				
EB Vertical							
CNO	CPAN NODES UPTIME	Ratio % with scaling	1.4	99.20%	98.50%	99.20%	99.50%
CNO	OFC NETWORK RELIABILITY	Ratio % with scaling	1.6	99.00%	98%	99.00%	99.20%
CNO	RETRIVAL OF FAULTY FIBRES	Numeric with scaling	1	1829	1524	1829	2133
CORE N/W PLANNING	OFC N/W EXP /REHABILATION (in Km)	Numeric with scaling	1	59	47	59	71
EB FINANCE	EB REVENUE TARGETS(RS. CRS.)	Amount with scaling	5	20	19	20	21
EB FINANCE	OUTSTANDING RECOVERY(RS CR)	Amount with scaling	1	8	7.6	8	8.4
ENTERPRISE GOLD	EB SALES RANKING	Numeric with scaling	5	80	70	80	90
LC	MCSC SCORE	Numeric with scaling	1	70	60	70	80
LC	SERVICE ASSURANCE FAULT RATE	Ratio % with scaling	1	1.20%	1.32%	1.20%	0.96%
LC SERVICE DELIVERY	SERV DELV(NET COMMSSG+UPGRADT)	Ratio % with scaling	1	85	70	85	100
MM UNIT	Number of Items made available on GeM out of total number of items procured outside GeM in the previous year 2022-2023	Ratio % with scaling	1	25	20	25	30
		Total	20				
HR Vertical							
CIVIL	MONT CIVIL WK IN ALLOTTED BUDGT	Ratio % with scaling	1	90	80	90	100
LAND MONETISATION	IDENTIFY LAND FOR MONETISATION	Numeric with scaling	1	2	1	2	3
LAND MONETISATION	LDD/VALUATION&CLSC REPORT/TA	Numeric with scaling	1	2	1	2	3

Q3 (FY 2023-24) IPMS for CGM, Bihar Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
LAND MONETISATION I	GRS PROCED LAND(SALES&RENT CR)	Amount with scaling	3	1.1	0.8	1.1	1.3
LAND MONETISATION I	MCPC OF LAND LEGAL CASES	Days	1	8	11	8	5
LAND MONETISATION II	MCPC OF MUTATION OF LAND	Numeric with scaling	1	5	4	5	6
RENTING TARGET	AREA IDEN RENTG(IN% TOTL AREA)	Ratio % with scaling	1	31.22	31	31.22	31.5
RENTING TARGET	AREA RENTED OUT(IN% TOTL AREA)	Ratio % with scaling	1	6.44	6.38	6.44	6.51
RENTING TARGET	RENTING TARGET (CR.)	Amount with scaling	2.5	2	1.7	2	2.1
OJAS	SAVING IN ENERGY COST(RS LAKH)	Amount with scaling	2	19.79	15.83	19.79	23.74
OSM	DISPOSAL OF ITEMS(IN RS.LAKH)	Amount with scaling	1	125	100	125	150
EST/ADM/SR/PG/LEGAL	H.KEEPING/MED.BILL/VEH. & ORS.	Ratio % with scaling	0.5	90	80	90	100
EST/ADM/SR/PG/LEGAL	RTI/PG/PQ/PROB.&EFF./NEPP/ERP	Ratio % with scaling	0.5	90	80	90	100
ACCOUNTAB.&PRODUCTIV	MANAGING IPMS	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL OF SPS PENSION CASES (IN 2 WEEKS)	Ratio % with scaling	0.5	90	80	90	100
ESTABALISHMENT	MAPPING OF COURT CAS & ARB THRU LIMBS	Ratio % with scaling	0.5	90	80	90	100
ESTABALISHMENT	DISPOSAL ALL ABSCONDING CASES > 5 yrs	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL ALL ABSCONDING CASES > (3-5) yrs	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	COMPL OF 2 TRG / EMP JE above THRU IGOT	Ratio % with scaling	0.3	90	80	90	100
BHARATNET UDYAMI SWIFT TRG	SWIFT TRG TO 50K TIP/UDYAMIS AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	MOTIVATIONAL TRG AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.2	90	80	90	100
		Total	20				
Finance Vertical							
BDG/COST CONTRL OPEX	10% RED. IN OTHER EXPENSE(CR)	Amount with scaling	2	57.12	59.98	57.12	54.27
COLL.FROM DIF.SOURCE	IMPROVEMENT IN COLL FIG (CR)	Amount with scaling	4	81	76.95	81	85.05
DEBTOR REDUCTION	TRADE RECEIVABLE AS NO OF DAYS	Days	3	60	63	60	57
GROSS PFT MGN(EBITDA)	(EBITDA/TOTAL INCOME)*100	Ratio % with scaling	3	-33.43%	-35.10%	-33.43%	-31.75%
IMPLEMENT. OF IFC	100%COMPLIA.ALL CRITICAL CTRLS	Numeric with scaling	1	127	124	127	131
RETURN ON INVESTMENT	BETTER ANNUAL ACH. BY 10%	Ratio % with scaling	2	21.1%	20.05%	21.10%	22.16%

Q3 (FY 2023-24) IPMS for CGM, Bihar Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
1ST MONTH COLL EFF	% AMT FOR BILL(QTRLY)	Ratio % with scaling	4	76	70	76	82
IA PARAS	SETTLEMENT OF IA PARAS UP TO 31.03.2020	Numeric with scaling	0.5	68	65	68	72
IA PARAS	SETTLEMENT OF IA PARAS AFTER 31.03.2020	Numeric with scaling	0.5	67	60	67	73
		Total	20				
		G. Total	100				

Q3 (FY 2023-24) IPMS for CGM, Chhattisgarh Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CFA Vertical							
CFA Revenue as per Cabinet Approval	Total revenue (Other Than OBD & WIFI)	In Rs Cr with scaling	6	17.53	16.65	17.53	18.41
	OBD (in Lacs)	In Rs Lacs with scaling	0.4	15.00	12.00	15.00	15.75
	WIFI (in Lacs)	In Rs Lacs with scaling	0.4	21.41	17.13	21.41	22.48
CFA-SALES	FTTH Growth (Normal) (In 1000s)	Number with scaling	2	8.5	7.30	8.50	8.97
	FTTH Growth (BharatNet Utilization)	Number with scaling	1.6	1319	1055	1319	1539
	VAS - SIP Trunk/IN #	Number with scaling	0.8	81	65	81	89
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements exchanges	in % with scaling	1.2	98%	97%	98%	99%
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE	in % with scaling	1.2	98%	97%	98%	99%
Landline	24Hrs. Fault Clearence	in % with scaling	0.4	80%	70%	80%	90%
	MTTR of best 80% cleared faults	In Hrs with scaling (reverse)	0.4	8 Hrs	9 Hrs.	8 Hrs	7 Hrs
	Carried Over Faults in terms of % of overall connections	Ratio in % with scaling	0.4	0.40	0.50	0.40	0.35
ADSL-BB	MTTR*	In Hrs with scaling (reverse)	1.2	8 Hrs	10 Hrs.	8 Hrs	6 Hrs
FTTH-BB	MTTR*	In Hrs with scaling (reverse)	1.6	10 Hrs	12 Hrs.	10 Hrs	8 Hrs
Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2	90%	85%	90%	100%
PG Cases	PG Cases Booked on CPGRMAS Portal Average Resolution Time	Days	0.4	7	9	7	5
		Total	20				
# Unit IN connection will be counted as 25 times of numbers of provisioned connections. SIP connection will be as per provisioning.							
* For MTTR, the target be kept as MTTR of best 80% clear faults and not 100% faults.							
CM Vertical							
CM INFRA	TOWER MONSATON DATA COMPILATION AND VERIFICATION	Date(DDMMYY)	0.4	31.10.2023	30.11.2023	31.10.2023	15.10.2023
CM OPERATIONS	DATA USGE(% CHG W.R.T Q1(23-24)	Ratio % with scaling	0.4	4	2	4	6
CM OPERATIONS	UNIQUEVLR(% CHG W.R.T Q1(23-24)	Ratio % with scaling	0.8	4	3	4	5
CM OPERATIONS	SC SITES AVAILABILTY	Ratio % with scaling	1	97.25	93.14	97.25	98.63
CM OPERATIONS I	CRITICAL SITES AVAILABILITY	Ratio % with scaling	1	95.6	93.55	95.6	97.58
CM OPERATIONS I	IMPORTANT SITES AVAILABILITY	Ratio % with scaling	0.4	95.3	93.13	95.3	96.56
CM OPERATIONS I	NORMAL SITES AVAILABILITY	Ratio % with scaling	0.4	95	94.17	95	95.84

Q3 (FY 2023-24) IPMS for CGM, Chhattisgarh Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CM OPERATIONS II	2G CELLS WITH CDR<2%	Ratio % with scaling	0.2	86.29	84.79	86.29	88
CM OPERATIONS II	3G CELLS WITH CDR<2%	Ratio % with scaling	0.2	89.66	86.75	89.66	92.05
CM OPERATIONS II	MTTR (IN MINUTES)	Numeric with scaling	0.6	174	196	174	163
CM REVENUE	POST/PREPAID(SLR)P.SMS ETC(CR)	Amount with scaling	8	29.69	27.46	29.69	30.43
CM SALES	NO OF ACTIVE POS FOR SIM/MONTH	Numeric with scaling	0.8	2,498	2,248	2,498	2,748
CM SALES	SIM SALES(3 MONTHS)	Numeric with scaling	1.2	50,000	45,000	50,000	57,500
CM SALES I	QOA (3 MONTH RETENTION)	Ratio % with scaling	1	53%	51%	53%	55%
CM	FINALISATON OF PLG 4G SITES	Ratio % with scaling	1.2	100%	90%	100%	100%
NWP-SP	4G Saturation Tower Erection	Numbers	0.6	545	490	545	600
NWP-SP	4G Saturation Tower Commissioning	Numbers	0.6	200	180	200	220
NWP-SP	4G sites with OFC laid	Numbers	0.8	92	82	92	100
CM-COMMERCIAL/COM	INCR FOLLWRS SOCIAL MEDIA	Ratio % with scaling	0.2	5	2.5	5	7.5
CM-COMMERCIAL/COM	AVAILABILITY OF BNRS/FLEX AT POS	Ratio % with scaling	0.2	80	60	80	100
		Total	20				
EB Vertical							
CNO	CPAN NODES UPTIME	Ratio % with scaling	1.4	99.20%	98.50%	99.20%	99.50%
CNO	OFC NETWORK RELIABILITY	Ratio % with scaling	1.6	99.00%	98%	99.00%	99.20%
CNO	RETRIVAL OF FAULTY FIBRES	Numeric with scaling	1	1757	1464	1757	2050
CORE N/W PLANNING	OFC N/W EXP /REHABILATION (in Km)	Numeric with scaling	1	44	35	44	53
EB FINANCE	EB REVENUE TARGETS(RS. CRS.)	Amount with scaling	5	8	7.6	8	8.4
EB FINANCE	OUTSTANDING RECOVERY(RS CR)	Amount with scaling	1	9	8.55	9	9.45
ENTERPRISE GOLD	EB SALES RANKING	Numeric with scaling	5	80	70	80	90
LC	MCSC SCORE	Numeric with scaling	1	70	60	70	80
LC	SERVICE ASSURANCE FAULT RATE	Ratio % with scaling	1	1.20%	1.32%	1.20%	0.96%
LC SERVICE DELIVERY	SERV DELV(NET COMMSSG+UPGRADT)	Ratio % with scaling	1	85	70	85	100
MM UNIT	Number of Items made available on GeM out of total number of items procured outside GeM in the previous year 2022-2023	Ratio % with scaling	1	25	20	25	30
		Total	20				
HR Vertical							
CIVIL	MONT CIVIL WK IN ALLOTTED BUDGT	Ratio % with scaling	1	90	80	90	100
LAND MONETISATION	IDENTIFY LAND FOR MONETISATION	Numeric with scaling	1	2	1	2	3
LAND MONETISATION	LDD/VALUATION&CLSC REPORT/TA	Numeric with scaling	1	2	1	2	3

Q3 (FY 2023-24) IPMS for CGM, Chhattisgarh Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
LAND MONETISATION	REM DATA UPDTON FICO ASST LNKG	Numeric with scaling	0.5	30	22	30	37
LAND MONETISATION I	GRS PROCED LAND(SALES&RENT CR)	Amount with scaling	3	2.4	1.8	2.4	3
LAND MONETISATION I	MCPC OF LAND LEGAL CASES	Days	1	8	11	8	5
LAND MONETISATION II	MCPC OF MUTATION OF LAND	Numeric with scaling	1	6	5	6	8
RENTING TARGET	AREA IDEN RENTG(IN% TOTL AREA)	Ratio % with scaling	1	30.5	30	30.5	31
RENTING TARGET	AREA RENTED OUT(IN% TOTL AREA)	Ratio % with scaling	1	4.75	4.65	4.75	5
RENTING TARGET	RENTING TARGET (CR.)	Amount with scaling	2.5	0.33	0.28	0.33	0.34
OJAS	SAVING IN ENERGY COST(RS LAKH)	Amount with scaling	2	14.52	11.61	14.52	17.42
OSM	DISPOSAL OF ITEMS(IN RS.LAKH)	Amount with scaling	1	37.5	30	37.5	45
EST/ADM/SR/PG/LEGAL	H.KEEPING/MED.BILL/VEH. & ORS.	Ratio % with scaling	0.5	90	80	90	100
EST/ADM/SR/PG/LEGAL	RTI/PG/PQ/PROB.&EFF./NEPP/ERP	Ratio % with scaling	0.5	90	80	90	100
ACCOUNTAB.&PRODUCTI V	MANAGING IPMS	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL OF SPS PENSION CASES (IN 2 WEEKS)	Ratio % with scaling	0.5	90	80	90	100
ESTABALISHMENT	MAPPING OF COURT CAS & ARB THRU LIMBS	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL ALL ABSCONDING CASES > (3-5) yrs	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	COMPL OF 2 TRG / EMP JE above THRU IGOT	Ratio % with scaling	0.3	90	80	90	100
BHARATNET UDYAMI SWIFT TRG	SWIFT TRG TO 50K TIP/UDYAMIS AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	MOTIVATIONAL TRG AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.2	90	80	90	100
		Total	20				
Finance Vertical							
1ST MONTH COLL EFF	% AMT FOR BILL (QUARTERLY)	Ratio % with scaling	4	81	75	81	87
BDG/COST CONTRL OPEX	10% RED. IN OTHER EXPENSE(CR)	Amount with scaling	2	44.51	46.73	44.51	42.28
COLL.FROM DIF.SOURCE	IMPROVEMENT IN COLL FIG (CR)	Amount with scaling	4	135	128.25	135	141.75
DEBTOR REDUCTION	TRADE RECEIVABLE AS NO OF DAYS	Days	3	60	63	60	57
GROSS PFT MGN(EBITDA	(EBITDA/TOTAL INCOME)*100	Ratio % with scaling	3	22.79%	21.65%	22.79%	23.93%
IMPLEMENT. OF IFC	100%COMPLIA.ALL CRITICAL CTRLS	Numeric with scaling	1	127	124	127	131

Q3 (FY 2023-24) IPMS for CGM, Chhattisgarh Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
RETURN ON INVESTMENT	BETTER ANNUAL ACH. BY 10%	Ratio % with scaling	2	41.33%	39.26%	41.33%	43.39%
IA PARAS	SETTLEMENT OF IA PARAS UP TO 31.03.2020	Numeric with scaling	0.5	4	3	4	5
IA PARAS	SETTLEMENT OF IA PARAS AFTER 31.03.2020	Numeric with scaling	0.5	21	18	21	23
		Total	20				
		G. Total	100				

Q3 (FY 2023-24) IPMS for CGM, Chennai Metro District							
PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CFA Vertical							
CFA Revenue as per Cabinet Approval	Total revenue (Other Than OBD & WIFI)	In Rs Cr with scaling	6	46.68	44.35	46.68	49.01
	OBD (in Lacs)	In Rs Lacs with scaling	0.4	25.00	20.00	25.00	26.25
	WIFI (in Lacs)	In Rs Lacs with scaling	0.4	34.86	27.89	34.86	36.60
CFA-SALES	FTTH Growth (Normal) (In 1000s)	Number with scaling	3.6	13	11.17	13.00	13.72
	VAS - SIP Trunk/IN #	Number with scaling	0.6	378	302	378	416
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements exchanges	in % with scaling	1.2	98%	97%	98%	99%
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE	in % with scaling	1.2	98%	97%	98%	99%
Landline	24Hrs. Fault Clearence	in % with scaling	0.4	80%	70%	80%	90%
	MTTR of best 80% cleared faults	In Hrs with scaling (reverse)	0.6	8 Hrs	9 Hrs.	8 Hrs	7 Hrs
	Carried Over Faults in terms of % of overall connections	Ratio in % with scaling	0.4	0.40	0.50	0.40	0.35
ADSL-BB	MTTR*	In Hrs with scaling (reverse)	1.2	8 Hrs	10 Hrs.	8 Hrs	6 Hrs
FTTH-BB	MTTR*	In Hrs with scaling (reverse)	1.6	10 Hrs	12 Hrs.	10 Hrs	8 Hrs
Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2	90%	85%	90%	100%
PG Cases	PG Cases Booked on CPGRMAS Portal Average Resolution Time	Days	0.4	7	9	7	5
Total			20				
# Unit IN connection will be counted as 25 times of numbers of provisioned connections. SIP connection will be as per provisioning.							
* For MTTR, the target be kept as MTTR of best 80% clear faults and not 100% faults.							
CM Vertical							
CM	FINALISATON OF PLG 4G SITES	Ratio % with scaling	1.4	100%	90%	100%	100%
CM OPERATIONS	DATA USGE(% CHG W.R.T Q1(23-24)	Ratio % with scaling	0.6	4	2	4	6
CM OPERATIONS	UNIQUEVLR(% CHG W.R.T Q1(23-24)	Ratio % with scaling	1	4	3	4	5
CM OPERATIONS	SC SITES AVAILABILTY	Ratio % with scaling	1.2	98.77	96.92	98.77	99.38
CM OPERATIONS I	CRITICAL SITES AVAILABILITY	Ratio % with scaling	1.2	97.48	96.31	97.48	98.61

Q3 (FY 2023-24) IPMS for CGM, Chennai Metro District

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CM OPERATIONS I	IMPORTANT SITES AVAILABILITY	Ratio % with scaling	0.6	96.92	95.5	96.92	97.75
CM OPERATIONS I	NORMAL SITES AVAILABILITY	Ratio % with scaling	0.6	97.81	97.45	97.81	98.18
CM OPERATIONS II	2G CELLS WITH CDR<2%	Ratio % with scaling	0.4	76.25	73.66	76.25	79.2
CM OPERATIONS II	3G CELLS WITH CDR<2%	Ratio % with scaling	0.4	87.14	83.51	87.14	90.1
CM OPERATIONS II	MTTR (IN MINUTES)	Numeric with scaling	0.8	161	182	161	152
CM REVENUE	POST/PREPAID(SLR)P.SMS ETC(CR)	Amount with scaling	8	41	37.93	41	42.03
CM SALES	NO OF ACTIVE POS FOR SIM/MONTH	Numeric with scaling	0.8	627	564	627	690
CM SALES	SIM SALES(3 MONTHS)	Numeric with scaling	1.2	2,20,000	1,98,000	2,20,000	2,53,000
CM SALES I	QOA (3 MONTH RETENTION)	Ratio % with scaling	1	65%	64%	65%	66%
CM-COMMERCIAL/COM	INCR FOLLWRS SOCIAL MEDIA	Ratio % with scaling	0.4	5	2.5	5	7.5
CM-COMMERCIAL/COM	AVAILABILITY OF BNRS/FLEX AT POS	Ratio % with scaling	0.4	80	60	80	100
		Total	20				
EB Vertical							
CNO	CPAN NODES UPTIME	Ratio % with scaling	1.6	99.20%	98.50%	99.20%	99.50%
CNO	OFC NETWORK RELIABILITY	Ratio % with scaling	1.6	99.00%	98%	99.00%	99.20%
CNO	RETRIVAL OF FAULTY FIBRES	Numeric with scaling	1	3155	2629	3155	3681
CORE N/W PLANNING	OFC N/W EXP /REHABILATION (in Km)	Numeric with scaling	1	44	35	44	53
EB FINANCE	EB REVENUE TARGETS(RS. CRS.)	Amount with scaling	5	21	19.95	21	22.05
EB FINANCE	OUTSTANDING RECOVERY(RS CR)	Amount with scaling	1	27	25.65	27	28.35
EB PLATINUM	EB SALES RANKING	Numeric with scaling	2.4	80	70	80	90
ENTERPRISE GOLD	EB SALES RANKING	Numeric with scaling	2.4	80	70	80	90
LC	MCSC SCORE	Numeric with scaling	1	70	60	70	80
LC	SERVICE ASSURANCE FAULT RATE	Ratio % with scaling	1	1.20%	1.32%	1.20%	0.96%
LC SERVICE DELIVERY	SERV DELV(NET COMMSSG+UPGRADT)	Ratio % with scaling	1	85	70	85	100
MM UNIT	Number of Items made available on GeM out of total number of items procured outside GeM in the previous year 2022-2023	Ratio % with scaling	1	25	20	25	30
		Total	20				

Q3 (FY 2023-24) IPMS for CGM, Chennai Metro District							
PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
HR Vertical							
CIVIL	MONT CIVIL WK IN ALLOTTED BUDGT	Ratio % with scaling	1	90	80	90	100
LAND MONETISATION	IDENTIFY LAND FOR MONETISATION	Numeric with scaling	1	3	2	3	4
LAND MONETISATION	LDD/VALUATION&CLSC REPORT/TA	Numeric with scaling	1	2	1	2	3
LAND MONETISATION I	GRS PROCED LAND(SALES&RENT CR)	Amount with scaling	3	1.2	0.9	1.2	1.5
LAND MONETISATION I	MCPC OF LAND LEGAL CASES	Days	1	8	11	8	5
LAND MONETISATION I	MCPC REMOVAL ENCROACHMENT LAND(% of total encroachment)	Ratio % with scaling	1	20	15	20	25
LAND MONETISATION II	MCPC OF MUTATION OF LAND	Numeric with scaling	1	8	6	8	10
RENTING TARGET	AREA IDEN RENTG(IN% TOTL AREA)	Ratio % with scaling	1	19	18.5	19	19.5
RENTING TARGET	AREA RENTED OUT(IN% TOTL AREA)	Ratio % with scaling	1	4	3.75	4	4.5
RENTING TARGET	RENTING TARGET (CR.)	Amount with scaling	2.5	3.06	2.62	3.06	3.22
OJAS	SAVING IN ENERGY COST(RS LAKH)	Amount with scaling	2	19.74	15.79	19.74	23.69
OSM	DISPOSAL OF ITEMS(IN RS.LAKH)	Amount with scaling	1	75	60	75	90
EST/ADM/SR/PG/LEGAL	H.KEEPING/MED.BILL/VEH. & ORS.	Ratio % with scaling	0.5	90	80	90	100
EST/ADM/SR/PG/LEGAL	RTI/PG/PQ/PROB.&EFF./NEPP/ERP	Ratio % with scaling	0.5	90	80	90	100
ACCOUNTAB.&PRODUCTI V	MANAGING IPMS	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL OF SPS PENSION CASES (IN 2 WEEKS)	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	MAPPING OF COURT CAS & ARB THRU LIMBS	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	COMPL OF 2 TRG / EMP JE above THRU IGOT	Ratio % with scaling	0.3	90	80	90	100
BHARATNET UDYAMI SWIFT TRG	SWIFT TRG TO 50K TIP/UDYAMIS AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	MOTIVATIONAL TRG AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.2	90	80	90	100
		Total	20				
Finance Vertical							
1ST MONTH COLL EFF	% AMT FOR BILL(QTRLY)	Ratio % with scaling	4	88	82	88	90

Q3 (FY 2023-24) IPMS for CGM, Chennai Metro District

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
BDG/COST CONTRL OPEX	10% RED. IN OTHER EXPENSE(CR)	Amount with scaling	2	48.1	50.5	48.1	45.69
COLL.FROM DIF.SOURCE	IMPROVEMENT IN COLL FIG (CR)	Amount with scaling	4	113	107.35	113	118.65
DEBTOR REDUCTION	TRADE RECEIVABLE AS NO OF DAYS	Days	3	60	63	60	57
GROSS PFT MGN(EBITDA	(EBITDA/TOTAL INCOME)*100	Ratio % with scaling	3	-13.46%	-14.14%	-13.46%	-12.79%
IMPLEMENT. OF IFC	100%COMPLIA.ALL CRITICAL CTRLS	Numeric with scaling	1	127	124	127	131
RETURN ON INVESTMENT	BETTER ANNUAL ACH. BY 10%	Ratio % with scaling	2	70.68%	67.15%	70.68%	74.22%
IA PARAS	SETTLEMENT OF IA PARAS UP TO 31.03.2020	Numeric with scaling	0.5	61	58	61	64
REVENUE ASSURANCE	IMPLEMENTATION OF REVENUE ASSURANCE	Ratio % with scaling	0.5	98%	95%	98%	100%
		Total	20				
		G. Total	100				

Q3 (FY 2023-24) IPMS for CGM, Gujarat Circle							
PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CFA Vertical							
CFA Revenue as per Cabinet Approval	Total revenue (Other Than OBD & WIFI)	In Rs Cr with scaling	6	61.33	58.26	61.33	64.40
	OBD (in Lacs)	In Rs Lacs with scaling	0.4	25.00	20.00	25.00	26.25
	WIFI (in Lacs)	In Rs Lacs with scaling	0.4	53.83	43.06	53.83	56.52
CFA-SALES	FTTH Growth (Normal) (In 1000s)	Number with scaling	1	20	17.18	20.00	21.10
	FTTH Growth (BharatNet Utilization)	Number with scaling	1.6	2001	1601	2001	2334
	VAS - SIP Trunk/IN #	Number with scaling	0.8	215	172	215	237
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements exchanges	in % with scaling	1.6	98%	97%	98%	99%
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE	in % with scaling	1.6	98%	97%	98%	99%
Landline	24Hrs. Fault Clearence	in % with scaling	0.4	80%	70%	80%	90%
	MTTR of best 80% cleared faults	In Hrs with scaling (reverse)	0.4	8 Hrs	9 Hrs.	8 Hrs	7 Hrs
	Carried Over Faults in terms of % of overall connections	Ratio in % with scaling	0.4	0.40	0.50	0.40	0.35
ADSL-BB	MTTR*	In Hrs with scaling (reverse)	1	8 Hrs	10 Hrs.	8 Hrs	6 Hrs
FTTH-BB	MTTR*	In Hrs with scaling (reverse)	2	10 Hrs	12 Hrs.	10 Hrs	8 Hrs
Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2	90%	85%	90%	100%
PG Cases	PG Cases Booked on CPGRMAS Portal Average Resolution Time	Days	0.4	7	9	7	5
		Total	20				
# Unit IN connection will be counted as 25 times of numbers of provisioned connections. SIP connection will be as per provisioning.							
* For MTTR, the target be kept as MTTR of best 80% clear faults and not 100% faults.							
CM Vertical							
CM OPERATIONS I	DATA USAGE (% change w.r.t. Q1(23-24)	Ratio % with scaling	0.4	4	2	4	6
CM OPERATIONS I	UNIQUE VLR(% change w.r.t.Q1(23-24)	Ratio % with scaling	0.8	4	3	4	5
CM OPERATIONS II	SC SITES AVAILABILITY	Ratio % with scaling	1	97.55	93.88	97.55	98.78
CM OPERATIONS II	CRITICAL SITES AVAILABILITY	Ratio % with scaling	1	97.58	96.45	97.58	98.67
CM OPERATIONS II	IMPORTANT SITES AVAILABILITY	Ratio % with scaling	0.4	97.08	95.74	97.08	97.87
CM OPERATIONS II	NORMAL SITES AVAILABILITY	Ratio % with scaling	0.4	96.34	95.74	96.34	96.95
CM OPERATIONS II	2G Cells with CDR<2%	Ratio % with scaling	0.2	90.8	89.8	90.8	91.95

Q3 (FY 2023-24) IPMS for CGM, Gujrat Circle							
PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CM OPERATIONS II	3G Cells with CDR<2%	Ratio % with scaling	0.2	89.1	86.03	89.1	91.62
CM OPERATIONS II	MTTR (IN MINUTES)	Numeric with scaling	0.6	340	384	340	320
CM REVENUE	POST/PREPAID(SLR)P.SMS ETC(CR)	Numeric with scaling	8	75.43	69.77	75.43	77.31
CM SALES	SIM sale in three months	Numeric with scaling	1.2	2,50,000	2,25,000	2,50,000	2,87,500
CM SALES	Number of Active PoS for SIM selling in each month	Numeric with scaling	0.8	4,566	4,109	4,566	5023
CM SALES	Quality of Acquisition (3 Month Retention)	Ratio % with scaling	1	35%	33%	35%	37%
CM INFRA	TOWER MONTSATON DATA COMPILATION AND VERIFICATION	Date(DDMMYY)	0.4	31.10.2023	30.11.2023	31.10.2023	15.10.2023
CM BSNL 4G Project	Finalisation of Planning of 4G Sites	Ratio % with scaling	1.2	100%	90%	100%	100%
NWP-SP	4G Saturation Tower Erection	Numbers	0.6	376	340	376	400
NWP-SP	4G Saturation Tower Commissioning	Numbers	0.6	37	33	37	40
NWP-SP	4G sites with OFC laid	Numbers	0.8	106	95	106	115
CM-COMMERCIAL/COM	INCR FOLLWRS SOCIAL MEDIA	Ratio % with scaling	0.2	5	2.5	5	7.5
CM-COMMERCIAL/COM	AVAILABILITY OF BNRS/FLEX AT POS	Ratio % with scaling	0.2	80	60	80	100
		Total	20				
EB Vertical							
EB FINANCE	EB REVENUE (RS. CRS.)	Amount with scaling	5	46	43.7	46	48.3
EB FINANCE	OUTSTANDING RECOVERY(RS CR)	Amount with scaling	1	21	19.95	21	22.05
EB PLATINUM	EB PLATINUM SALES RANKING	Numeric with scaling	2.4	80	70	80	90
ENTERPRISE GOLD	EB GOLD SALES RANKING	Numeric with scaling	2.4	80	70	80	90
CNO	CPAN NODES UPTIME	% with scaling	1.6	99.20%	98.50%	99.20%	99.50%
CNO	OFC NETWORK RELIABILITY	% with scaling	1.6	99.00%	98%	99.00%	99.20%
CNO	RETRIVAL OF FAULTY FIBRES	Numeric with scaling	1	8067	6723	8067	9412
LC	MCSC Score	Numeric with scaling	1	70	60	70	80
LC	SERVICE DELIVERY - (NET COMMISSIONING + UPGRADATION)	% with scaling	1	85	70	85	100
LC	Service Assurance - Fault Rate	% with scaling	1	1.10%	1.21%	1.10%	0.88%
CORE N/W PLANNING	OFC N/W EXP /REHABILATION (in Km)	Numeric with scaling	1	66	53	66	80

Q3 (FY 2023-24) IPMS for CGM, Gujrat Circle							
PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
MM UNIT	Number of Items made available on GeM out of total number of items procured outside GeM in the previous year 2022-2023	Ratio % with scaling	1	25	20	25	30
		Total	20				
HR Vertical							
LAND MONETISATION I	MON. LAND IDENTIFY FOR MONET.	Numeric with scaling	1	18	14	18	22
LAND MONETISATION I	GRS PROCEED FRM LAND(SALE & RENTING) (CR)	Amount with scaling	3	8.1	6.1	8.1	10.1
LAND MONETISATION	SUBMISSION OF LDD/VALUATION & CLSC REPORT /TA ETC TO BSNLCO	Numeric with scaling	1	2	1	2	3
LAND MONETISATION	MC & PC OF LEGAL CASES OF LAND REFERRED TO BSNLCO.	Day	0.5	8	11	8	5
LAND MONETISATION	MCPC REMOVAL ENCROCHMENT LAND(% of total encroachment)	Ratio % with scaling	1	20	15	20	25
LAND MONETISATION	MC & PC OF MUTATION OF LAND.	Numeric with scaling	1	21	16	21	26
CIVIL WORK	MONITORING CIVIL WORKS WITHIN ALLOTTED BUDGET (% OF FUND ALLOTTED)	Ratio % with scaling	0.5	90	80	90	100
RENTING TARGET	RENTING TGT(CRS)	Amount with scaling	2	5.08	4.34	5.08	5.35
RENTING TARGET	AREA RENTED OUT(IN % OF TOTAL AREA AVAILABLE).	Ratio % with scaling	1	7.25	7	7.25	7.5
RENTING TARGET	AREA IDEN. FOR RENTING (IN % OF TOTAL AREA AVAILABLE)	Ratio % with scaling	1	32	31	32	33
LAND MONETISATION	REM DATA UPDATION	Numeric with scaling	0.5	3	2	3	4
OJAS	SAVING IN ENERGY COST(RS LAKH)	Amount with scaling	2	49.28	39.43	49.28	59.14
OSM	DISPOSAL OF ITEMS(IN RS.LAKH)	Amount with scaling	1	125	100	125	150
EST/ADM/SR/PG/LEGAL	H.KEEPING/MED.BILL/VEH. & ORS.	Ratio % with scaling	0.5	90	80	90	100
EST/ADM/SR/PG/LEGAL	RTI/PG/PQ/PROB.&EFF./NEPP/ERP	Ratio % with scaling	0.5	90	80	90	100
ACCOUNTAB.&PRODUCTI V	MANAGING IPMS	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL OF SPS PENSION CASES (IN 2 WEEKS)	Ratio % with scaling	0.5	90	80	90	100
ESTABALISHMENT	MAPPING OF COURT CAS & ARB THRU LIMBS	Ratio % with scaling	0.5	90	80	90	100

Q3 (FY 2023-24) IPMS for CGM, Gujrat Circle							
PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
ESTABLISHMENT	DISPOSAL ALL ABSCONDING CASES > 5 yrs	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL ALL ABSCONDING CASES > (3-5) yrs	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	COMPL OF 2 TRG / EMP JE above THRU IGOT	Ratio % with scaling	0.3	90	80	90	100
BHARATNET UDYAMI SWIFT TRG	SWIFT TRG TO 50K TIP/UDYAMIS AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	MOTIVATIONAL TRG AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.2	90	80	90	100
		Total	20				
Finance Vertical							
1ST MONTH COLL EFF	%AMT OF BILLD AMT OF AUG/SEP22	Ratio % with scaling	4	79	73	79	85
BDG/COST CONTRL OPEX	10% RED. IN OTHER EXPENSE(CR)	Amount with scaling	2	75.89	79.69	75.89	72.1
COLL.FROM DIF.SOURCE	IMPROVEMENT IN COLL.FIGURE(CR)	Amount with scaling	4	295.00	280.25	295.00	309.75
DEBTOR REDUCTION	TRADE RECEIVABLE AS NO OF DAYS	Days	3	60	63	60	57
GROSS PFT MGN(EBITDA	(EBITDA/TOTAL INCOME)*100	Ratio % with scaling	3	33.60%	31.92%	33.60%	35.28%
IMPLEMENT. OF IFC	100%COMPLIA.ALL CRITICAL CTRLS	Numeric with scaling	1	127	124	127	131
RETURN ON INVESTMENT	BETTER ANNUAL ACH. BY 10%	Ratio % with scaling	2	28%	26.27%	27.65%	29.04%
IA PARAS	SETTLEMENT OF IA PARAS UP TO 31.03.2020	Numeric with scaling	0.5	30	29	30	32
IA PARAS	SETTLEMENT OF IA PARAS AFTER 31.03.2020	Numeric with scaling	0.5	47	42	47	51
		Total	20				
		G. Total	100				
* EBITDA negative circle has to make their EBITDA non negative.							

Q3 (FY 2023-24) IPMS for CGM, Himachal Pradesh Circle							
PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CFA Vertical							
CFA Revenue as per Cabinet Approval	Total revenue (Other Than OBD & WIFI)	In Rs Cr with scaling	6	14.59	13.86	14.59	15.32
	OBD (in Lacs)	In Rs Lacs with scaling	0.4	15.00	12.00	15.00	15.75
	WIFI (in Lacs)	In Rs Lacs with scaling	0.4	17.74	14.19	17.74	20.40
CFA-SALES	FTTH Growth (Normal) (In 1000s)	Number with scaling	2	7.5	6.44	7.50	7.91
	FTTH Growth (BharatNet Utilization)	Number with scaling	1.6	543	434	543	633
	VAS - SIP Trunk/IN #	Number with scaling	0.8	84	67	84	92
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements exchanges	in % with scaling	1.2	98%	97%	98%	99%
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE	in % with scaling	1.2	98%	97%	98%	99%
Landline	24Hrs. Fault Clearence	in % with scaling	0.4	80%	70%	80%	90%
	MTTR of best 80% cleared faults	In Hrs with scaling (reverse)	0.4	8 Hrs	9 Hrs.	8 Hrs	7 Hrs
	Carried Over Faults in terms of % of overall connections	Ratio in % with scaling	0.4	0.40	0.50	0.40	0.35
ADSL-BB	MTTR*	In Hrs with scaling (reverse)	1.2	8 Hrs	10 Hrs.	8 Hrs	6 Hrs
FTTH-BB	MTTR*	In Hrs with scaling (reverse)	1.6	10 Hrs	12 Hrs.	10 Hrs	8 Hrs
Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2	90%	85%	90%	100%
PG Cases	PG Cases Booked on CPGRMAS Portal Average Resolution Time	Days	0.4	7	9	7	5
		Total	20				
# Unit IN connection will be counted as 25 times of numbers of provisioned connections. SIP connection will be as per provisioning.							
* For MTTR, the target be kept as MTTR of best 80% clear faults and not 100% faults.							
CM Vertical							
CM OPERATIONS	DATA USAGE (% CHANGE WRT Q1(23-24)	Ratio % with scaling	0.4	4	2	4	6
CM OPERATIONS	UNIQUE VLR (% CHANGE WRT Q1(23-24)	Ratio % with scaling	0.8	4	3	4	5
CM OPERATIONS	SC SITES AVAILABILTY	Ratio % with scaling	1	98.69	96.72	98.69	99.34
CM OPERATIONS I	CRITICAL SITES AVAILABILITY	Ratio % with scaling	1	97.33	96.08	97.33	98.53
CM OPERATIONS I	IMPORTANT SITES AVAILABILITY	Ratio % with scaling	0.4	96.71	95.2	96.71	97.6
CM OPERATIONS I	NORMAL SITES AVAILABILITY	Ratio % with scaling	0.4	97.88	97.53	97.88	98.23
CM OPERATIONS II	2G CELLS WITH CDR <2%	Ratio % with scaling	0.2	86.94	85.51	86.94	88.56

Q3 (FY 2023-24) IPMS for CGM, Himachal Pradesh Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CM OPERATIONS II	3G CELLS WITH CDR <2%	Ratio % with scaling	0.2	97.65	96.99	97.65	98.19
CM OPERATIONS II	MTTR (IN MINUTES)	Numeric with scaling	0.6	142	160	142	133
CM REVENUE	POST/PREPAID(SLR)P.SMS ETC(CR)	Amount with scaling	8	25.97	24.02	25.97	26.62
CM SALES	NO OF ACTIVE POS FOR SIM/MONTH	Numeric with scaling	0.8	1,512	1,361	1,512	1,663
CM SALES	SIM SALES IN 3 MONTHS	Numeric with scaling	1.2	54,000	48,600	54,000	62,100
CM SALES I	QOA (3 MONTH RETENTION)	Ratio % with scaling	1	46%	44%	46%	48%
CM	FINALISATON OF PLG 4G SITES	Ratio % with scaling	1.4	100%	90%	100%	100%
NWP-SP	4G Saturation Tower Erection	Numbers	0.6	545	490	545	600
NWP-SP	4G Saturation Tower Commissioning	Numbers	0.8	54	50	54	60
NWP-SP	4G sites with OFC laid	Numbers	0.8	11	10	11	12
CM-COMMERCIAL/COM	INCR FOLLWRS SOCIAL MEDIA	Ratio % with scaling	0.2	5	2.5	5	7.5
CM-COMMERCIAL/COM	AVAILABILITY OF BNRS/FLEX AT POS	Ratio % with scaling	0.2	80	60	80	100
		Total	20				
EB Vertical							
CNO	CPAN NODES UPTIME	Ratio % with scaling	1.4	99.20%	98.50%	99.20%	99.50%
CNO	OFC NETWORK RELIABILITY	Ratio % with scaling	1.6	99.00%	98%	99.00%	99.20%
CNO	RETRIVAL OF FAULTY FIBRES	Numeric with scaling	1	626	522	626	730
CORE N/W PLANNING	OFC N/W EXP /REHABILATION (in Km)	Numeric with scaling	1	29	24	29	35
EB FINANCE	EB REVENUE TARGETS(RS. CRS.)	Amount with scaling	5	6	5.7	6	6.3
EB FINANCE	OUTSTANDING RECOVERY(RS CR)	Amount with scaling	1	2	1.9	2	2.1
ENTERPRISE GOLD	EB SALES RANKING	Numeric with scaling	5	80	70	80	90
LC	MCSC SCORE	Numeric with scaling	1	70	60	70	80
LC	SERVICE ASSURANCE-FAULT RATE	Ratio % with scaling	1	0.75%	0.83%	0.75%	0.60%
LC SERVICE DELIVERY	NET COMMISSIONING+UPGRADATION	Ratio % with scaling	1	85	70	85	100
MM UNIT	Number of Items made available on GeM out of total number of items procured outside GeM in the previous year 2022-2023	Ratio % with scaling	1	25	20	25	30
		Total	20				
HR Vertical							
CIVIL	MONITRING CIVIL WORK IN BUDGET	Ratio % with scaling	0.5	90	80	90	100
CIVIL	Revenue(PMC) from External project (in Rs Cr)	Numeric with scaling	1	1	0.75	1	1.25

Q3 (FY 2023-24) IPMS for CGM, Himachal Pradesh Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
LAND MONETISATION	IDENTIFY LAND FOR MONETZ	Numeric with scaling	1	2	1	2	3
LAND MONETISATION	LDD/VALUATION&CLSC REPORT/TA	Numeric with scaling	1	2	1	2	3
LAND MONETISATION I	GRS PROCEED LAND(SALE&RENT)CR.	Amount with scaling	3	1.2	0.9	1.2	1.5
LAND MONETISATION I	MCPC OF LEGAL CASES REF TO CO	Days	1	8	11	8	5
LAND MONETISATION I	MCPC REMOVAL ENCROCHMENT LAND(% of total encroachment)	Ratio % with scaling	1	20	15	20	25
LAND MONETISATION I	MCPC OF MUTATION OF LAND	Numeric with scaling	1	2	1	2	3
RENTING TARGET	AREA IDENTIFY FOR RENTING	Ratio % with scaling	1	30.75	30.5	30.75	31
RENTING TARGET	AREA RENTED OUT (IN % OF TOTAL	Ratio % with scaling	1	8.51	8.43	8.51	8.59
RENTING TARGET	RENTING TARGET (IN CR.)	Amount with scaling	2	0.43	0.37	0.43	0.45
OJAS	SAVING IN ENERGY COST(RS LAKH)	Amount with scaling	2	9.04	7.23	9.04	10.85
OSM	DISPOSAL OF ITEMS(IN RS.LAKH)	Amount with scaling	1	50	40	50	60
EST/ADM/SR/PG/LEGAL	H.KEEPING/MED.BILL/VEH. & ORS.	Ratio % with scaling	0.5	90	80	90	100
EST/ADM/SR/PG/LEGAL	RTI/PG/PQ/PROB.&EFF./NEPP/ERP	Ratio % with scaling	0.5	90	80	90	100
ACCOUNTAB.&PRODUCTIV	MANAGING IPMS	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL OF SPS PENSION CASES (IN 2 WEEKS)	Ratio % with scaling	0.5	90	80	90	100
ESTABALISHMENT	MAPPING OF COURT CAS & ARB THRU LIMBS	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	COMPL OF 2 TRG / EMP JE above THRU IGOT	Ratio % with scaling	0.3	90	80	90	100
BHARATNET UDYAMI SWIFT TRG	SWIFT TRG TO 50K TIP/UDYAMIS AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	MOTIVATIONAL TRG AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.2	90	80	90	100
		Total	20				
Finance Vertical							
1ST MONTH COLL EFF	%AMT BILLED AMT	Ratio % with scaling	4	82	76	82	88
BDG/COST CONTRL OPEX	10% RED. IN OTHER EXPENSE(CR)	Amount with scaling	2	24.61	25.84	24.61	23.38
COLL.FROM DIF.SOURCE	IMPROVEMENT IN COLL.FIGURE(CR)	Amount with scaling	4	41	38.95	41	43.05
DEBTOR REDUCTION	TRADE RECEIVABLE AS NO OF DAYS	Days	3	60	63	60	57
GROSS PFT MGN(EBITDA	(EBITDA/TOTAL INCOME)*100	Ratio % with scaling	3	-37.74%	-39.63%	-37.74%	-35.85%

Q3 (FY 2023-24) IPMS for CGM, Himachal Pradesh Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
IMPLEMENT. OF IFC	100%COMPLIA.ALL CRITICAL CTRLS	Numeric with scaling	1	127	124	127	131
RETURN ON INVESTMENT	BETTER ANNUAL ACH. BY 10%	Ratio % with scaling	2	39.22%	37.26%	39.22%	41.18%
IA PARAS	SETTLEMENT OF IA PARAS AFTER 31.03.2020	Numeric with scaling	0.5	9	8	9	10
REVENUE ASSURANCE	IMPLEMENTATION OF REVENUE ASSURANCE	Ratio % with scaling	0.5	98%	95%	98%	100%
		Total	20				
		G. Total	100				

Q3 (FY 2023-24) IPMS for CGM, Harayana Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CFA Vertical							
CFA Revenue as per Cabinet Approval	Total revenue (Other Than OBD & WIFI)	In Rs Cr with scaling	6	57.58	54.70	57.58	60.46
	OBD (in Lacs)	In Rs Lacs with scaling	0.4	15.00	12.00	15.00	15.75
	WIFI (in Lacs)	In Rs Lacs with scaling	0.4	118.05	94.44	118.05	123.95
CFA-SALES	FTTH Growth (Normal) (In 1000s)	Number with scaling	2	40.5	34.79	40.50	42.73
	FTTH Growth (BharatNet Utilization)	Number with scaling	1.6	15629	12503	15629	18234
	VAS - SIP Trunk/IN #	Number with scaling	0.8	287	230	287	316
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements exchanges	in % with scaling	1.2	98%	97%	98%	99%
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE	in % with scaling	1.2	98%	97%	98%	99%
Landline	24Hrs. Fault Clearence	in % with scaling	0.4	80%	70%	80%	90%
	MTRR of best 80% cleared faults	In Hrs with scaling (reverse)	0.4	8 Hrs	9 Hrs.	8 Hrs	7 Hrs
	Carried Over Faults in terms of % of overall connections	Ratio in % with scaling	0.4	0.40	0.50	0.40	0.35
ADSL-BB	MTRR*	In Hrs with scaling (reverse)	1.2	8 Hrs	10 Hrs.	8 Hrs	6 Hrs
FTTH-BB	MTRR*	In Hrs with scaling (reverse)	1.6	10 Hrs	12 Hrs.	10 Hrs	8 Hrs
Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2	90%	85%	90%	100%
PG Cases	PG Cases Booked on CPGRMAS Portal Average Resolution Time	Days	0.4	7	9	7	5
		Total	20				
# Unit IN connection will be counted as 25 times of numbers of provisioned connections. SIP connection will be as per provisioning.							
* For MTRR, the target be kept as MTRR of best 80% clear faults and not 100% faults.							
CM Vertical							
CM OPERATIONS	DATA USAGE (% CHANGE WRT Q1(23-24)	Ratio % with scaling	0.4	4	2	4	6
CM OPERATIONS	UNIQUE VLR (% CHANGE WRT Q1(23-24)	Ratio % with scaling	0.8	4	3	4	5
CM OPERATIONS	SC SITES AVAILABILTY	Ratio % with scaling	1	99.17	97.92	99.17	99.58
CM OPERATIONS I	CRITICAL SITES AVAILABILITY	Ratio % with scaling	1	98.35	97.57	98.35	99.09
CM OPERATIONS I	IMPORTANT SITES AVAILABILITY	Ratio % with scaling	0.4	96.58	95	96.58	97.5
CM OPERATIONS I	NORMAL SITES AVAILABILITY	Ratio % with scaling	0.4	94.67	93.79	94.67	95.56
CM OPERATIONS II	2G CELLS WITH CDR <2%	Ratio % with scaling	0.2	83.15	81.31	83.15	85.24

Q3 (FY 2023-24) IPMS for CGM, Hararyana Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CM OPERATIONS II	3G CELLS WITH CDR <2%	Ratio % with scaling	0.2	95.88	94.71	95.88	96.83
CM OPERATIONS II	MTTR (IN MINUTES)	Numeric with scaling	0.6	142	160	142	133
CM REVENUE	POST/PREPAID(SLR)P.SMS ETC(CR)	Amount with scaling	8	55.03	50.9	55.03	56.41
CM SALES	NO OF ACTIVE POS FOR SIM/MONTH	Numeric with scaling	0.8	4,266	3,839	4,266	4,693
CM SALES	SIM SALES IN 3 MONTHS	Numeric with scaling	1.2	1,98,000	1,78,200	1,98,000	2,27,700
CM SALES I	QOA (3 MONTH RETENTION)	Ratio % with scaling	1	30%	28%	30%	32%
CM	FINALISATON OF PLG 4G SITES	Ratio % with scaling	1.4	100%	90%	100%	100%
NWP-SP	4G Saturation Tower Erection	Numbers	0.6	5	4	5	6
NWP-SP	4G Saturation Tower Commissioning	Numbers	0.8	2	1	2	3
NWP-SP	4G sites with OFC laid	Numbers	0.8	2	1	2	3
CM-COMMERCIAL/COM	INCR FOLLWRS SOCIAL MEDIA	Ratio % with scaling	0.2	5	2.5	5	7.5
CM-COMMERCIAL/COM	AVAILABILITY OF BNRS/FLEX AT POS	Ratio % with scaling	0.2	80	60	80	100
		Total	20				
EB Vertical							
CNO	CPAN NODES UPTIME	Ratio % with scaling	1.4	99.20%	98.50%	99.20%	99.50%
CNO	OFC NETWORK RELIABILITY	Ratio % with scaling	1.6	99.00%	98%	99.00%	99.20%
CNO	RETRIVAL OF FAULTY FIBRES	Numeric with scaling	1	1732	1443	1732	2021
CORE N/W PLANNING	OFC N/W EXP /REHABILATION (in Km)	Numeric with scaling	1	29	24	29	35
EB FINANCE	EB REVENUE TARGETS(RS. CRS.)	Amount with scaling	5	26	23.7	26	27.3
EB FINANCE	OUTSTANDING RECOVERY(RS CR)	Amount with scaling	1	11	10.45	11	11.55
ENTERPRISE GOLD	EB SALES RANKING	Numeric with scaling	5	80	70	80	90
LC	MCSC SCORE	Numeric with scaling	1	70	60	70	80
LC	SERVICE ASSURANCE-FAULT RATE	Ratio % with scaling	1	0.65%	0.72%	0.65%	0.52%
LC SERVICE DELIVERY	NET COMMISSIONING+UPGRADATION	Ratio % with scaling	1	85	70	85	100
MM UNIT	Number of Items made available on GeM out of total number of items procured outside GeM in the previous year 2022-2023	Ratio % with scaling	1	25	20	25	30
		Total	20				
HR Vertical							
CIVIL	MONITRING CIVIL WORK IN BUDGET	Ratio % with scaling	1	90	80	90	100
LAND MONETISATION	IDENTIFY LAND FOR MONETZ	Numeric with scaling	1	2	1	2	3
LAND MONETISATION	LDD/VALUATION&CLSC REPORT/TA	Numeric with scaling	1	2	1	2	3

Q3 (FY 2023-24) IPMS for CGM, Hararyana Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
LAND MONETISATION	REM DATA UPDATION	Numeric with scaling	0.5	3	2	3	4
LAND MONETISATION I	GRS PROCEED LAND(SALE&RENT)CR.	Amount with scaling	3	1.2	0.9	1.2	1.5
LAND MONETISATION I	MCPC OF LEGAL CASES REF TO CO	Days	1	8	11	8	5
LAND MONETISATION I	MCPC OF MUTATION OF LAND	Numeric with scaling	1	7	5	7	9
RENTING TARGET	AREA IDENTFY FOR RENTING	Ratio % with scaling	1	32	31	32	33
RENTING TARGET	AREA RENTED OUT (IN % OF TOTAL	Ratio % with scaling	1	6.5	6.25	6.5	6.75
RENTING TARGET	RENTING TARGET (IN CR.)	Amount with scaling	3	2.08	1.78	2.08	2.19
OJAS	SAVING IN ENERGY COST(RS LAKH)	Amount with scaling	2	21.55	17.24	21.55	25.86
OSM	DISPOSAL OF ITEMS(IN RS.LAKH)	Amount with scaling	1	150	120	150	180
EST/ADM/SR/PG/LEGAL	H.KEEPING/MED.BILL/VEH. & ORS.	Ratio % with scaling	0.5	90	80	90	100
EST/ADM/SR/PG/LEGAL	RTI/PG/PQ/PROB.&EFF./NEPP/ERP	Ratio % with scaling	0.5	90	80	90	100
ACCOUNTAB.&PRODUCTI V	MANAGING IPMS	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL OF SPS PENSION CASES (IN 2 WEEKS)	Ratio % with scaling	0.5	90	80	90	100
ESTABALISHMENT	MAPPING OF COURT CAS & ARB THRU LIMBS	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	COMPL OF 2 TRG / EMP JE above THRU IGOT	Ratio % with scaling	0.3	90	80	90	100
BHARATNET UDYAMI SWIFT TRG	SWIFT TRG TO 50K TIP/UDYAMIS AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	MOTIVATIONAL TRG AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.2	90	80	90	100
		Total	20				
Finance Vertical							
1ST MONTH COLL EFF	% AMT FOR BILL(QTRLY)	Ratio % with scaling	4	86	80	86	90
BDG/COST CONTRL OPEX	10% RED. IN OTHER EXPENSE(CR)	Amount with scaling	2	73.83	77.52	73.83	70.14
COLL.FROM DIF.SOURCE	IMPROVEMENT IN COLL.FIGURE(CR)	Amount with scaling	4	101	95.95	101	106.05
DEBTOR REDUCTION	TRADE RECEIVABLE AS NO OF DAYS	Days	3	60	63	60	57
GROSS PFT MGN(EBITDA	(EBITDA/TOTAL INCOME)*100	Ratio % with scaling	3	-13.82%	-14.51%	-13.82%	-13.13%
IMPLEMENT. OF IFC	100%COMPLIA.ALL CRITICAL CTRLS	Numeric with scaling	0.5	127	124	127	131
RETURN ON INVESTMENT	BETTER ANNUAL ACH. BY 10%	Ratio % with scaling	2	40.80%	38.76%	40.80%	42.84%

Q3 (FY 2023-24) IPMS for CGM, Harayana Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
IA PARAS	SETTLEMENT OF IA PARAS UP TO 31.03.2020	Numeric with scaling	0.5	4	3	4	5
IA PARAS	SETTLEMENT OF IA PARAS AFTER 31.03.2020	Numeric with scaling	0.5	58	52	58	63
REVENUE ASSURANCE	IMPLEMENTATION OF REVENUE ASSURANCE	Ratio % with scaling	0.5	98%	95%	98%	100%
		Total	20				
		G. Total	100				

Q3 (FY 2023-24) IPMS for CGM, Jharkhand Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CFA Vertical							
CFA Revenue as per Cabinet Approval	Total revenue (Other Than OBD & WIFI)	In Rs Cr with scaling	6	15.92	15.12	15.92	16.72
	OBD (in Lacs)	In Rs Lacs with scaling	0.4	15.00	12.00	15.00	15.75
	WIFI (in Lacs)	In Rs Lacs with scaling	0.4	39.15	31.32	39.15	41.11
CFA-SALES	FTTH Growth (Normal) (In 1000s)	Number with scaling	2	13.5	11.60	13.50	14.24
	FTTH Growth (BharatNet Utilization)	Number with scaling	1.6	3613	2890	3613	4215
	VAS - SIP Trunk/IN #	Number with scaling	0.8	181	145	181	199
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements exchanges	in % with scaling	1.2	98%	97%	98%	99%
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE	in % with scaling	1.2	98%	97%	98%	99%
Landline	24Hrs. Fault Clearence	in % with scaling	0.4	80%	70%	80%	90%
	MTTR of best 80% cleared faults	In Hrs with scaling (reverse)	0.4	8 Hrs	9 Hrs.	8 Hrs	7 Hrs
	Carried Over Faults in terms of % of overall connections	Ratio in % with scaling	0.4	0.40	0.50	0.40	0.35
ADSL-BB	MTTR*	In Hrs with scaling (reverse)	1.2	8 Hrs	10 Hrs.	8 Hrs	6 Hrs
FTTH-BB	MTTR*	In Hrs with scaling (reverse)	1.6	10 Hrs	12 Hrs.	10 Hrs	8 Hrs
Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2	90%	85%	90%	100%
PG Cases	PG Cases Booked on CPGRMAS Portal Average Resolution Time	Days	0.4	7	9	7	5
		Total	20				
# Unit IN connection will be counted as 25 times of numbers of provisioned connections. SIP connection will be as per provisioning.							
* For MTTR, the target be kept as MTTR of best 80% clear faults and not 100% faults.							
CM Vertical							
CM OPERATIONS	DATA USGE(% CHG W.R.T Q1(23-24)	Ratio % with scaling	0.4	4	2	4	6
CM OPERATIONS	UNIQUEVLR(% CHG W.R.T Q1(23-24)	Ratio % with scaling	0.8	4	3	4	5
CM OPERATIONS	SC SITES AVAILABILTY	Ratio % with scaling	1	97.64	94.1	97.64	98.82
CM OPERATIONS I	CRITICAL SITES AVAILABILITY	Ratio % with scaling	1	96.24	94.48	96.24	97.93
CM OPERATIONS I	IMPORTANT SITES AVAILABILITY	Ratio % with scaling	0.4	92.81	89.49	92.81	94.74
CM OPERATIONS I	NORMAL SITES AVAILABILITY	Ratio % with scaling	0.4	92.8	91.6	92.8	94
CM OPERATIONS II	2G CELLS WITH CDR<2%	Ratio % with scaling	0.2	83.11	81.26	83.11	85.21

Q3 (FY 2023-24) IPMS for CGM, Jharkhand Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CM OPERATIONS II	3G CELLS WITH CDR<2%	Ratio % with scaling	0.2	92.86	90.84	92.86	94.5
CM OPERATIONS II	MTTR (IN MINUTES)	Numeric with scaling	0.6	127	144	127	120
CM REVENUE	POST/PREPAID(SLR)P.SMS ETC(CR)	Amount with scaling	8	15.49	14.33	15.49	15.88
CM SALES	NO OF ACTIVE POS FOR SIM/MONTH	Numeric with scaling	0.8	1,969	1,772	1,969	2,166
CM SALES	SIM SALES(3 MONTHS)	Numeric with scaling	1.2	45,000	40,500	45,000	51,750
CM SALES I	QOA (3 MONTH RETENTION)	Ratio % with scaling	1	41%	39%	41%	43%
CM	FINALISATON OF PLG 4G SITES	Ratio % with scaling	1.4	100%	90%	100%	100%
NWP-SP	4G Saturation Tower Erection	Numbers	0.6	485	435	485	535
NWP-SP	4G Saturation Tower Commissioning	Numbers	0.8	48	43	48	53
NWP-SP	4G sites with OFC laid	Numbers	0.8	181	165	181	200
CM-COMMERCIAL/COM	INCR FOLLWRS SOCIAL MEDIA	Ratio % with scaling	0.2	5	2.5	5	7.5
CM-COMMERCIAL/COM	AVAILABILITY OF BNRS/FLEX AT POS	Ratio % with scaling	0.2	80	60	80	100
		Total	20				
EB Vertical							
CNO	CPAN NODES UPTIME	Ratio % with scaling	1.4	99.20%	98.50%	99.20%	99.50%
CNO	OFC NETWORK RELIABILITY	Ratio % with scaling	1.6	99.00%	98%	99.00%	99.20%
CNO	RETRIVAL OF FAULTY FIBRES	Numeric with scaling	1	1305	1088	1305	1523
CORE N/W PLANNING	OFC N/W EXP /REHABILATION (in Km)	Numeric with scaling	1	44	35	44	53
EB FINANCE	EB REVENUE TARGETS(RS. CRS.)	Amount with scaling	5	12	11.4	12	12.6
EB FINANCE	OUTSTANDING RECOVERY(RS CR)	Amount with scaling	1	8	7.6	8	8.4
ENTERPRISE GOLD	EB SALES RANKING	Numeric with scaling	5	80	70	80	90
LC	MCSC SCORE	Numeric with scaling	1	70	60	70	80
LC	SERVICE ASSURANCE FAULT RATE	Ratio % with scaling	1	1.20%	1.32%	1.20%	0.96%
LC SERVICE DELIVERY	SERV DELV(NET COMMSSG+UPGRADT)	Ratio % with scaling	1	85	70	85	100
MM UNIT	Number of Items made available on GeM out of total number of items procured outside GeM in the previous year 2022-2023	Ratio % with scaling	1	25	20	25	30
		Total	20				
HR Vertical							
CIVIL	MONT CIVIL WK IN ALLOTTED BUDGT	Ratio % with scaling	1	90	80	90	100
LAND MONETISATION	IDENTIFY LAND FOR MONETISATION	Numeric with scaling	1	2	1	2	3
LAND MONETISATION	LDD/VALUATION&CLSC REPORT/TA	Numeric with scaling	1	2	1	2	3

Q3 (FY 2023-24) IPMS for CGM, Jharkhand Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
LAND MONETISATION	REM DATA UPDATION	Numeric with scaling	0.5	50	38	50	63
LAND MONETISATION I	GRS PROCED LAND(SALES&RENT CR)	Amount with scaling	3	1.2	0.9	1.2	1.5
LAND MONETISATION I	MCPC OF LAND LEGAL CASES	Days	1	8	11	8	5
LAND MONETISATION II	MCPC OF MUTUTATION OF LAND	Numeric with scaling	1	9	7	9	11
RENTING TARGET	AREA IDEN RENTG(IN% TOTL AREA)	Ratio % with scaling	1	22	21	22	23
RENTING TARGET	AREA RENTED OUT(IN% TOTL AREA)	Ratio % with scaling	1	3.9	3.8	3.9	4
RENTING TARGET	RENTING TARGET (CR.)	Amount with scaling	3	1.32	1.13	1.32	1.4
OJAS	SAVING IN ENERGY COST(RS LAKH)	Amount with scaling	2	9.9	7.92	9.9	11.89
OSM	DISPOSAL OF ITEMS(IN RS.LAKH)	Amount with scaling	1	150	120	150	180
EST/ADM/SR/PG/LEGAL	H.KEEPING/MED.BILL/VEH. & ORS.	Ratio % with scaling	0.5	90	80	90	100
EST/ADM/SR/PG/LEGAL	RTI/PG/PQ/PROB.&EFF./NEPP/ERP	Ratio % with scaling	0.5	90	80	90	100
ACCOUNTAB.&PRODUCTI V	MANAGING IPMS	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL OF SPS PENSION CASES (IN 2 WEEKS)	Ratio % with scaling	0.5	90	80	90	100
ESTABALISHMENT	MAPPING OF COURT CAS & ARB THRU LIMBS	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	COMPL OF 2 TRG / EMP JE above THRU IGOT	Ratio % with scaling	0.3	90	80	90	100
BHARATNET UDYAMI SWIFT TRG	SWIFT TRG TO 50K TIP/UDYAMIS AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	MOTIVATIONAL TRG AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.2	90	80	90	100
		Total	20				
Finance Vertical							
1ST MONTH COLL EFF	% AMT FOR BILL(QTRLY)	Ratio % with scaling	4	80	74	80	86
BDG/COST CONTRL OPEX	10% RED. IN OTHER EXPENSE(CR)	Amount with scaling	2	62.41	65.53	62.41	59.29
COLL.FROM DIF.SOURCE	IMPROVEMENT IN COLL FIG (CR)	Amount with scaling	4	44	41.8	44	46.2
DEBTOR REDUCTION	TRADE RECEIVABLE AS NO OF DAYS	Days	3	60	63	60	57
GROSS PFT MGN(EBITDA)	(EBITDA/TOTAL INCOME)*100	Ratio % with scaling	3	6.36%	6.04%	6.36%	6.68%
IMPLEMENT. OF IFC	100%COMPLIA.ALL CRITICAL CTRLS	Numeric with scaling	1	127	124	127	131

Q3 (FY 2023-24) IPMS for CGM, Jharkhand Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
RETURN ON INVESTMENT	BETTER ANNUAL ACH. BY 10%	Ratio % with scaling	2	34.08%	32.37%	34.08%	35.78%
IA PARAS	SETTLEMENT OF IA PARAS UP TO 31.03.2020	Numeric with scaling	1	102	96	102	107
		Total	20				
		G. Total	100				

Q3 (FY 2023-24) IPMS for CGM, Jammu & Kashmir Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CFA Vertical							
CFA Revenue as per Cabinet Approval	Total revenue (Other Than OBD & WIFI)	In Rs Cr with scaling	6	14.69	13.96	14.69	15.42
	OBD (in Lacs)	In Rs Lacs with scaling	0.4	5.00	4.00	5.00	5.75
	WIFI (in Lacs)	In Rs Lacs with scaling	0.4	9.79	7.83	9.79	11.26
CFA-SALES	FTTH Growth (Normal) (In 1000s)	Number with scaling	2	6.5	5.58	6.50	6.86
	FTTH Growth (BharatNet Utilization)	Number with scaling	1.6	1792	1434	1792	2091
	VAS - SIP Trunk/IN #	Number with scaling	0.8	131	105	131	144
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements exchanges	in % with scaling	1.2	98%	97%	98%	99%
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE	in % with scaling	1.2	98%	97%	98%	99%
Landline	24Hrs. Fault Clearence	in % with scaling	0.4	80%	70%	80%	90%
	MTTR of best 80% cleared faults	In Hrs with scaling (reverse)	0.4	8 Hrs	9 Hrs.	8 Hrs	7 Hrs
	Carried Over Faults in terms of % of overall connections	Ratio in % with scaling	0.4	0.40	0.50	0.40	0.35
ADSL-BB	MTTR*	In Hrs with scaling (reverse)	1.2	8 Hrs	10 Hrs.	8 Hrs	6 Hrs
FTTH-BB	MTTR*	In Hrs with scaling (reverse)	1.6	10 Hrs	12 Hrs.	10 Hrs	8 Hrs
Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2	90%	85%	90%	100%
PG Cases	PG Cases Booked on CPGRMAS Portal Average Resolution Time	Days	0.4	7	9	7	5
		Total	20				
# Unit IN connection will be counted as 25 times of numbers of provisioned connections. SIP connection will be as per provisioning.							
* For MTTR, the target be kept as MTTR of best 80% clear faults and not 100% faults.							
CM Vertical							
CM OPERATIONS I	DATA USAGE (% change w.r.t. Q1(23-24)	Ratio % with scaling	0.4	4	2	4	6
CM OPERATIONS I	UNIQUE VLR(% change w.r.t. Q1(23-24)	Ratio % with scaling	0.8	4	3	4	5
CM OPERATIONS II	SC SITES AVAILABILTY	Ratio % with scaling	1	96.99	92.46	96.99	98.49
CM OPERATIONS II	CRITICAL SITES AVAILABILITY	Ratio % with scaling	1	96.34	94.63	96.34	97.99
CM OPERATIONS II	IMPORTANT SITES AVAILABILITY	Ratio % with scaling	0.4	94.99	92.68	94.99	96.34
CM OPERATIONS II	NORMAL SITES AVAILABILITY	Ratio % with scaling	0.4	94.48	93.56	94.48	95.4
CM OPERATIONS II	2G Cells with CDR<2%	Ratio % with scaling	0.2	78.29	75.92	78.29	80.99

Q3 (FY 2023-24) IPMS for CGM, Jammu & Kashmir Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CM OPERATIONS II	3G Cells with CDR<2%	Ratio % with scaling	0.2	92.44	90.3	92.44	94.18
CM OPERATIONS II	MTTR (IN MINUTES)	Numeric with scaling	0.6	124	140	124	117
CM REVENUE	POST/PREPAID(SLR)P.SMS ETC(CR)	Numeric with scaling	8	24.58	22.74	24.58	25.2
CM SALES	SIM sale in three months	Numeric with scaling	1.2	30000	27000	30000	34500
CM SALES	Number of Active PoS for SIM selling in each month	Numeric with scaling	1	1,071	964	1,071	1178
CM SALES	Quality of Acquisition (3 Month Retention)	Ratio % with scaling	1	57%	56%	57%	58%
CM	FINALISATON OF PLG 4G SITES	Ratio % with scaling	1.4	100%	90%	100%	100%
NWP-SP	4G Saturation Tower Erection	Numbers	0.6	460	415	460	500
NWP-SP	4G Saturation Tower Commissioning	Numbers	0.8	46	40	46	50
NWP-SP	4G sites with OFC laid	Numbers	0.8	155	135	155	175
CM-COMMERCIAL/COM	INCR FOLLWRS SOCIAL MEDIA	Ratio % with scaling	0.2	5	2.5	5	7.5
CM-COMMERCIAL/COM	AVAILABILITY OF BNRS/FLEX AT POS	Ratio % with scaling	0.2	80	60	80	100
Total			20				
EB Vertical							
CNO	CPAN NODES UPTIME	Ratio % with scaling	1.4	99.20%	98.50%	99.20%	99.50%
CNO	OFC NETWORK RELIABILITY	Ratio % with scaling	1.6	99.00%	98%	99.00%	99.20%
CNO	RETRIVAL OF FAULTY FIBRES	Numeric with scaling	1	595	496	595	694
CORE N/W PLANNING	OFC N/W EXP /REHABILATION (in Km)	Numeric with scaling	1	44	35	44	53
EB FINANCE	EB REVENUE TARGETS(RS. CRS.)	Amount with scaling	5	6	5.7	6	6.3
EB FINANCE	OUTSTANDING RECOVERY(RS CR)	Amount with scaling	1	4	3.8	4	4.2
ENTERPRISE GOLD	EB SALES RANKING	Numeric with scaling	5	80	70	80	90
LC	MCSC SCORE	Numeric with scaling	1	70	60	70	80
LC	SERVICE ASSURANCE FAULT RATE	Ratio % with scaling	1	0.75%	0.83%	0.75%	0.60%
LC SERVICE DELIVERY	SERV DELV(NET COMMSSG+UPGRADT)	Ratio % with scaling	1	85	70	85	100
MM UNIT	Number of Items made available on GeM out of total number of items procured outside GeM in the previous year 2022-2023	Ratio % with scaling	1	25	20	25	30
Total			20				

Q3 (FY 2023-24) IPMS for CGM, Jammu & Kashmir Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
HR Vertical							
LAND MONETISATION I	MON. LAND IDENTIFY FOR MONET.	Numeric with scaling	1	2	1	2	3
LAND MONETISATION I	GRS PROCEED FRM LAND(SALE & RENTING) (CR)	Amount with scaling	3	1.2	0.9	1.2	1.5
LAND MONETISATION	SUBMISSION OF LDD/VALUATION & CLSC REPORT /TA ETC TO BSNLCO	Numeric with scaling	1	2	1	2	3
LAND MONETISATION	REM LAND DATA UPDATION(FICO ASSETS LINKING)	Numeric with scaling	0.5	46	34	46	57
LAND MONETISATION	MC & PC OF LEGAL CASES OF LAND REFERRED TO BSNLCO.	Day	1	8	11	8	5
LAND MONETISATION	MC & PC OF MUTATION OF LAND.	Numeric with scaling	1	5	4	5	6
CIVIL WORK	MONITORING CIVIL WORKS WITHIN ALLOTTED BUDGET (% OF FUND ALLOTTED)	Ratio % with scaling	1	90	80	90	100
RENTING TARGET	RENTING TGT(CRS)	Amount with scaling	2	0.28	0.24	0.28	0.29
RENTING TARGET	AREA RENTED OUT(IN % OF TOTAL AREA AVAILABLE).	Ratio % with scaling	1	3.65	3.55	3.65	3.75
RENTING TARGET	AREA IDEN. FOR RENTING (IN % OF TOTAL AREA AVAILABLE)	Ratio % with scaling	1	19.5	19.25	19.5	19.75
OJAS	SAVING IN ENERGY COST(RS LAKH)	Amount with scaling	2	8.88	7.11	8.88	10.66
OSM	DISPOSAL OF ITEMS(IN RS.LAKH)	Amount with scaling	1	37.5	30	37.5	45
EST/ADM/SR/PG/LEGAL	H.KEEPING/MED.BILL/VEH. & ORS.	Ratio % with scaling	0.5	90	80	90	100
EST/ADM/SR/PG/LEGAL	RTI/PG/PQ/PROB.&EFF./NEPP/ERP	Ratio % with scaling	0.5	90	80	90	100
ACCOUNTAB.&PRODUCTI V	MANAGING IPMS	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL OF SPS PENSION CASES (IN 2 WEEKS)	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	MAPPING OF COURT CAS & ARB THRU LIMBS	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL ALL ABSCONDING CASES > 5 yrs	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL ALL ABSCONDING CASES > (3-5) yrs	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	COMPL OF 2 TRG / EMP JE above THRU IGOT	Ratio % with scaling	0.3	90	80	90	100
BHARATNET UDYAMI SWIFT TRG	SWIFT TRG TO 50K TIP/UDYAMIS AS PER TARGET BY ALTTTC/BSNLCO	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	MOTIVATIONAL TRG AS PER TARGET BY ALTTTC/BSNLCO	Ratio % with scaling	0.2	90	80	90	100

Q3 (FY 2023-24) IPMS for CGM, Jammu & Kashmir Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
		Total	20				

Q3 (FY 2023-24) IPMS for CGM, Jammu & Kashmir Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
Finance Vertical							
1ST MONTH COLL EFF	%AMT OF BILLD AMT OF OCT/DEC22	Ratio % with scaling	4	76	70	76	82
BDG/COST CONTRL OPEX	10% RED. IN OTHER EXPENSE(CR)	Amount with scaling	2	39.1	41.05	39.1	37.14
COLL.FROM DIF.SOURCE	IMPROVEMENT IN COLL.FIGURE(CR)	Amount with scaling	4	42	39.9	42	44.1
DEBTOR REDUCTION	TRADE RECEIVABLE AS NO OF DAYS	Days	3	60	63	60	57
GROSS PFT MGN(EBITDA	(EBITDA/TOTAL INCOME)*100	Ratio % with scaling	3	-41.37%	-43.44%	-41.37%	-39.30%
IMPLEMENT. OF IFC	100%COMPLIA.ALL CRITICAL CTRLS	Numeric with scaling	0.5	127	124	127	131
RETURN ON INVESTMENT	BETTER ANNUAL ACH. BY 10%	Ratio % with scaling	2	44.20%	41.99%	44.20%	46.41%
IA PARAS	SETTLEMENT OF IA PARAS UP TO 31.03.2020	Numeric with scaling	0.5	53	50	53	56
IA PARAS	SETTLEMENT OF IA PARAS AFTER 31.03.2020	Numeric with scaling	0.5	44	40	44	48
REVENUE ASSURANCE	IMPLEMENTATION OF REVENUE ASSURANCE	Ratio % with scaling	0.5	98%	95%	98%	100%
	Total Score	Total	20				
* EBITDA negative circle has to make their EBITDA non negative.		G. Total	100				

Q3 (FY 2023-24) IPMS for CGM, Kerala Circle							
PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CFA Vertical							
CFA Revenue as per Cabinet Approval	Total revenue (Other Than OBD & WIFI)	In Rs Cr with scaling	6	133.27	126.61	133.27	139.93
	OBD (in Lacs)	In Rs Lacs with scaling	0.4	25.00	20.00	25.00	26.25
	WIFI (in Lacs)	In Rs Lacs with scaling	0.4	152.92	122.34	152.92	160.57
CFA-SALES	FTTH Growth (Normal) (In 1000s)	Number with scaling	2	60	51.54	60.00	63.30
	FTTH Growth (BharatNet Utilization)	Number with scaling	1.6	31776	25421	31776	37072
	VAS - SIP Trunk/IN #	Number with scaling	0.8	427	342	427	470
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements exchanges	in % with scaling	1.2	98%	97%	98%	99%
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE	in % with scaling	1.2	98%	97%	98%	99%
Landline	24Hrs. Fault Clearence	in % with scaling	0.4	80%	70%	80%	90%
	MTTR of best 80% cleared faults	In Hrs with scaling (reverse)	0.4	8 Hrs	9 Hrs.	8 Hrs	7 Hrs
	Carried Over Faults in terms of % of overall connections	Ratio in % with scaling	0.4	0.40	0.50	0.40	0.35
ADSL-BB	MTTR*	In Hrs with scaling (reverse)	1.2	8 Hrs	10 Hrs.	8 Hrs	6 Hrs
FTTH-BB	MTTR*	In Hrs with scaling (reverse)	1.6	10 Hrs	12 Hrs.	10 Hrs	8 Hrs
Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2	90%	85%	90%	100%
PG Cases	PG Cases Booked on CPGRMAS Portal Average Resolution Time	Days	0.4	7	9	7	5
		Total	20				
# Unit IN connection will be counted as 25 times of numbers of provisioned connections. SIP connection will be as per provisioning.							
* For MTTR, the target be kept as MTTR of best 80% clear faults and not 100% faults.							
CM Vertical							
CM INFRA	TOWER MONTSATON DATA COMPILATION AND VERIFICATION	Date(DDMMYY)	0.4	31.10.2023	30.11.2023	31.10.2023	15.10.2023
CM OPERATIONS	DATA USGE(% CHG W.R.TQ1(23-24)	Ratio % with scaling	0.4	4	2	4	6
CM OPERATIONS	UNIQUEVLR(% CHG W.R.TQ1(23-24)	Ratio % with scaling	0.8	4	3	4	5
CM OPERATIONS	SC SITES AVAILABILTY	Ratio % with scaling	1	99.56	98.91	99.56	99.78
CM OPERATIONS I	CRITICAL SITES AVAILABILITY	Ratio % with scaling	1	99	98.53	99	99.45
CM OPERATIONS I	IMPORTANT SITES AVAILABILITY	Ratio % with scaling	0.4	99	98.54	99	99.27
CM OPERATIONS I	NORMAL SITES AVAILABILITY	Ratio % with scaling	0.4	99.53	99.45	99.53	99.61

Q3 (FY 2023-24) IPMS for CGM, Kerala Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CM OPERATIONS II	2G CELLS WITH CDR<2%	Ratio % with scaling	0.2	84.76	83.1	84.76	86.66
CM OPERATIONS II	3G CELLS WITH CDR<2%	Ratio % with scaling	0.2	94.65	93.14	94.65	95.89
CM OPERATIONS II	MTTR (IN MINUTES)	Numeric with scaling	0.6	118	133	118	111
CM REVENUE	POST/PREPAID(SLR)P.SMS ETC(CR)	Amount with scaling	8	246.5	228.01	246.5	252.66
CM SALES	NO OF ACTIVE POS FOR SIM/MONTH	Numeric with scaling	0.8	6,275	5,648	6,275	6,903
CM SALES	SIM SALES(3 MONTHS)	Numeric with scaling	1.2	2,10,000	1,89,000	2,10,000	2,41,500
CM SALES I	QOA (3 MONTH RETENTION)	Ratio % with scaling	1	59%	58%	59%	60%
CM	FINALISATON OF PLG 4G SITES	Ratio % with scaling	1.2	100%	90%	100%	100%
NWP-SP	4G Saturation Tower Erection	Numbers	0.6	120	110	120	130
NWP-SP	4G Saturation Tower Commissioning	Numbers	0.6	12	10	12	14
NWP-SP	4G sites with OFC laid	Numbers	0.8	28	25	28	30
CM-COMMERCIAL/COM	INCR FOLLWRS SOCIAL MEDIA	Ratio % with scaling	0.2	5	2.5	5	7.5
CM-COMMERCIAL/COM	AVAILABILITY OF BNRS/FLEX AT POS	Ratio % with scaling	0.2	80	60	80	100
		Total	20				
EB Vertical							
CNO	CPAN NODES UPTIME	Ratio % with scaling	1.4	99.20%	98.50%	99.20%	99.50%
CNO	OFC NETWORK RELIABILITY	Ratio % with scaling	1.6	99.00%	98%	99.00%	99.20%
CNO	RETRIVAL OF FAULTY FIBRES	Numeric with scaling	1	398	331	398	464
CORE N/W PLANNING	OFC N/W EXP /REHABILATION (in Km)	Numeric with scaling	1	44	35	44	53
EB FINANCE	EB REVENUE TARGETS(RS. CRS.)	Amount with scaling	5	26	24.35	26	27.9
EB FINANCE	OUTSTANDING RECOVERY(RS CR)	Amount with scaling	1	16	15.2	16	16.8
ENTERPRISE GOLD	EB SALES RANKING	Numeric with scaling	5	80	70	80	90
LC	MCSC SCORE	Numeric with scaling	1	70	60	70	80
LC	SERVICE ASSURANCE FAULT RATE	Ratio % with scaling	1	0.40%	0.44%	0.40%	0.32%
LC SERVICE DELIVERY	SERV DELV(NET COMMSSG+UPGRADT)	Ratio % with scaling	1	85	70	85	100
MM UNIT	Number of Items made available on GeM out of total number of items procured outside GeM in the previous year 2022-2023	Ratio % with scaling	1	25	20	25	30
		Total	20				
HR Vertical							
CIVIL	MONT CIVIL WK IN ALLOTTED BUDGT	Ratio % with scaling	1	90	80	90	100
LAND MONETISATION	IDENTIFY LAND FOR MONETISATION	Numeric with scaling	1	7	6	7	8
LAND MONETISATION	LDD/VALUATION&CLSC REPORT/TA	Numeric with scaling	1	2	1	2	3

Q3 (FY 2023-24) IPMS for CGM, Kerala Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
LAND MONETISATION	REM DATA UPDTON FICO ASST LNKG	Numeric with scaling	0.5	2	1	2	3
LAND MONETISATION I	GRS PROCED LAND(SALES&RENT CR)	Amount with scaling	3	45	40	45	50
LAND MONETISATION I	MCPC OF LAND LEGAL CASES	Days	1	8	11	8	5
LAND MONETISATION II	MCPC OF MUTUTATION OF LAND	Numeric with scaling	1	11	8	11	14
RENTING TARGET	AREA IDEN RENTG(IN% TOTL AREA)	Ratio % with scaling	1	23	22	23	24
RENTING TARGET	AREA RENTED OUT(IN% TOTL AREA)	Ratio % with scaling	1	5	4.83	5	5.25
RENTING TARGET	RENTING TARGET (CR.)	Amount with scaling	2	7.16	6.13	7.16	7.55
LAND MONETISATION II	MCPC REMOVAL ENCROCHMENT LAND(% of total encroachment)	Ratio % with scaling	1	20	15	20	25
OJAS	SAVING IN ENERGY COST(RS LAKH)	Amount with scaling	2	73.96	59.17	73.96	88.75
OSM	DISPOSAL OF ITEMS(IN RS.LAKH)	Amount with scaling	1	125	100	125	150
EST/ADM/SR/PG/LEGAL	H.KEEPING/MED.BILL/VEH. & ORS.	Ratio % with scaling	0.5	90	80	90	100
EST/ADM/SR/PG/LEGAL	RTI/PG/PQ/PROB.&EFF./NEPP/ERP	Ratio % with scaling	0.5	90	80	90	100
ACCOUNTAB.&PRODUCTI V	MANAGING IPMS	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL OF SPS PENSION CASES (IN 2 WEEKS)	Ratio % with scaling	0.5	90	80	90	100
ESTABALISHMENT	MAPPING OF COURT CAS & ARB THRU LIMBS	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	COMPL OF 2 TRG / EMP JE above THRU IGOT	Ratio % with scaling	0.3	90	80	90	100
BHARATNET UDYAMI SWIFT TRG	SWIFT TRG TO 50K TIP/UDYAMIS AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	MOTIVATIONAL TRG AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.2	90	80	90	100
		Total	20				
Finance Vertical							
1ST MONTH COLL EFF	% AMT FOR BILL (QUARTERLY)	Ratio % with scaling	4	89	83	89	90
BDG/COST CONTRL OPEX	10% RED. IN OTHER EXPENSE(CR)	Amount with scaling	2	126.5	132.82	126.5	120.17
COLL.FROM DIF.SOURCE	IMPROVEMENT IN COLL FIG (CR)	Amount with scaling	4	387	367.65	387	406.35
DEBTOR REDUCTION	TRADE RECEIVABLE AS NO OF DAYS	Days	3	60	63	60	57
GROSS PFT MGN(EBITDA	(EBITDA/TOTAL INCOME)*100	Ratio % with scaling	3	13.71%	13.03%	13.71%	14.40%
IMPLEMENT. OF IFC	100%COMPLIA.ALL CRITICAL CTRLS	Numeric with scaling	0.5	127	124	127	131

Q3 (FY 2023-24) IPMS for CGM, Kerala Circle							
PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
RETURN ON INVESTMENT	BETTER ANNUAL ACH. BY 10%	Ratio % with scaling	2	44.43%	42.21%	44.43%	46.65%
IA PARAS	SETTLEMENT OF IA PARAS UP TO 31.03.2020	Numeric with scaling	0.5	4	3	4	5
IA PARAS	SETTLEMENT OF IA PARAS AFTER 31.03.2020	Numeric with scaling	0.5	17	15	17	19
REVENUE ASSURANCE	IMPLEMENTATION OF REVENUE ASSURANCE	Ratio % with scaling	0.5	98%	95%	98%	100%
		Total	20				
		G. Total	100				

Q3 (FY 2023-24) IPMS for CGM, Kolkata Metro District

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CFA Vertical							
CFA Revenue as per Cabinet Approval	Total revenue (Other Than OBD & WIFI)	In Rs Cr with scaling	6	26.26	24.95	26.26	27.57
	OBD (in Lacs)	In Rs Lacs with scaling	0.4	25.00	20.00	25.00	26.25
	WIFI (in Lacs)	In Rs Lacs with scaling	0.4	23.24	18.59	23.24	24.40
CFA-SALES	FTTH Growth (Normal) (In 1000s)	Number with scaling	2	7	6.01	7.00	7.39
	FTTH Growth (BharatNet Utilization)	Number with scaling	1.6	403	322	403	470
	VAS - SIP Trunk/IN #	Number with scaling	0.8	53	42	53	58
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements exchanges	in % with scaling	1.2	98%	97%	98%	99%
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE	in % with scaling	1.2	98%	97%	98%	99%
Landline	24Hrs. Fault Clearence	in % with scaling	0.4	80%	70%	80%	90%
	MTTR of best 80% cleared faults	In Hrs with scaling (reverse)	0.4	8 Hrs	9 Hrs.	8 Hrs	7 Hrs
	Carried Over Faults in terms of % of overall connections	Ratio in % with scaling	0.4	0.40	0.50	0.40	0.35
ADSL-BB	MTTR*	In Hrs with scaling (reverse)	1.2	8 Hrs	10 Hrs.	8 Hrs	6 Hrs
FTTH-BB	MTTR*	In Hrs with scaling (reverse)	1.6	10 Hrs	12 Hrs.	10 Hrs	8 Hrs
Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2	90%	85%	90%	100%
PG Cases	PG Cases Booked on CPGRMAS Portal Average Resolution Time	Days	0.4	7	9	7	5
		Total	20				
# Unit IN connection will be counted as 25 times of numbers of provisioned connections. SIP connection will be as per provisioning.							
* For MTTR, the target be kept as MTTR of best 80% clear faults and not 100% faults.							
CM Vertical							
CM OPERATIONS	DATA USGE(% CHG W.R.T Q1(23-24)	Ratio % with scaling	0.4	4	2	4	6
CM OPERATIONS	UNIQUEVLR(% CHG W.R.T Q1(23-24)	Ratio % with scaling	0.8	4	3	4	5
CM OPERATIONS	SC SITES AVAILABILTY	Ratio % with scaling	1.2	99.19	97.97	99.19	99.59
CM OPERATIONS I	CRITICAL SITES AVAILABILITY	Ratio % with scaling	1.2	99	98.53	99	99.45
CM OPERATIONS I	IMPORTANT SITES AVAILABILITY	Ratio % with scaling	0.6	98.88	98.36	98.88	99.18
CM OPERATIONS I	NORMAL SITES AVAILABILITY	Ratio % with scaling	0.6	99.27	99.14	99.27	99.39
CM OPERATIONS II	2G CELLS WITH CDR<2%	Ratio % with scaling	0.2	81.45	79.42	81.45	83.75

Q3 (FY 2023-24) IPMS for CGM, Kolkata Metro District

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CM OPERATIONS II	3G CELLS WITH CDR<2%	Ratio % with scaling	0.2	91.7	89.35	91.7	93.61
CM OPERATIONS II	MTTR (IN MINUTES)	Numeric with scaling	0.6	208	234	208	195
CM REVENUE	POST/PREPAID(SLR)P.SMS ETC(CR)	Amount with scaling	8	41.14	38.05	41.14	42.17
CM	FINALISATON OF PLG 4G SITES	Ratio % with scaling	1.8	100%	90%	100%	100%
CM SALES	NO OF ACTIVE POS FOR SIM/MONTH	Numeric with scaling	0.8	1,773	1,596	1,773	1,950
CM SALES	SIM SALES(3 MONTHS)	Numeric with scaling	1.8	60,000	54,000	60,000	69,000
CM SALES I	QOA (3 MONTH RETENTION)	Ratio % with scaling	1	43%	41%	43%	45%
CM-COMMERCIAL/COM	INCR FOLLWRS SOCIAL MEDIA	Ratio % with scaling	0.4	5	2.5	5	7.5
CM-COMMERCIAL/COM	AVAILABILITY OF BNRS/FLEX AT POS	Ratio % with scaling	0.4	80	60	80	100
		Total	20				
EB Vertical							
CNO	CPAN NODES UPTIME	Ratio % with scaling	1.6	99.20%	98.50%	99.20%	99.50%
CNO	OFC NETWORK RELIABILITY	Ratio % with scaling	1.6	99.00%	98%	99.00%	99.20%
CNO	RETRIVAL OF FAULTY FIBRES	Numeric with scaling	1	1462	1218	1462	1705
CORE N/W PLANNING	OFC N/W EXP /REHABILATION (in Km)	Numeric with scaling	1	56	45	56	67
EB FINANCE	EB REVENUE TARGETS(RS. CRS.)	Amount with scaling	5	25	23.75	25	26.25
EB FINANCE	OUTSTANDING RECOVERY(RS CR)	Amount with scaling	1	21	19.95	21	22.05
EB PLATINUM	EB SALES RANKING	Numeric with scaling	2.4	80	70	80	90
ENTERPRISE GOLD	EB SALES RANKING	Numeric with scaling	2.4	80	70	80	90
LC	MCSC SCORE	Numeric with scaling	1	70	60	70	80
LC	SERVICE ASSURANCE FAULT RATE	Ratio % with scaling	1	0.90%	0.99%	0.90%	0.72%
LC SERVICE DELIVERY	SERV DELV(NET COMMSSG+UPGRADT)	Ratio % with scaling	1	85	70	85	100
MM UNIT	Number of Items made available on GeM out of total number of items procured outside GeM in the previous year 2022-2023	Ratio % with scaling	1	25	20	25	30
		Total	20				
HR Vertical							
CIVIL	MONT CIVIL WK IN ALLOTTED BUDGT	Ratio % with scaling	0.5	90	80	90	100
LAND MONETISATION	IDENTIFY LAND FOR MONETISATION	Numeric with scaling	1	2	1	2	3
LAND MONETISATION	LDD/VALUATION&CLSC REPORT/TA	Numeric with scaling	1	2	1	2	3
LAND MONETISATION I	GRS PROCED LAND(SALES&RENT CR)	Amount with scaling	3	8	6	8	10
LAND MONETISATION I	MCPC OF LAND LEGAL CASES	Days	1	8	11	8	5

Q3 (FY 2023-24) IPMS for CGM, Kolkata Metro District							
PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
LAND MONETISATION I	MCPC REMOVAL ENCROCHMENT LAND(% of total encroachment)	Ratio % with scaling	1	20	15	20	25
LAND MONETISATION II	MCPC OF MUTATION OF LAND	Numeric with scaling	1	4	3	4	5
RENTING TARGET	AREA IDEN RENTG(IN% TOTL AREA)	Ratio % with scaling	1	27	26.75	27	27.5
RENTING TARGET	AREA RENTED OUT(IN% TOTL AREA)	Ratio % with scaling	1	2.75	2.5	2.75	3
RENTING TARGET	RENTING TARGET (CR.)	Amount with scaling	2	1	0.93	1	1.17
OJAS	SAVING IN ENERGY COST(RS LAKH)	Amount with scaling	2	24.61	19.69	24.61	29.54
OSM	DISPOSAL OF ITEMS(IN RS.LAKH)	Amount with scaling	1	150	120	150	180
EST/ADM/SR/PG/LEGAL	H.KEEPING/MED.BILL/VEH. & ORS.	Ratio % with scaling	0.5	90	80	90	100
EST/ADM/SR/PG/LEGAL	RTI/PG/PQ/PROB.&EFF./NEPP/ERP	Ratio % with scaling	0.5	90	80	90	100
ACCOUNTAB.&PRODUCTIV	MANAGING IPMS	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL OF SPS PENSION CASES (IN 2 WEEKS)	Ratio % with scaling	0.5	90	80	90	100
ESTABALISHMENT	MAPPING OF COURT CAS & ARB THRU LIMBS	Ratio % with scaling	0.5	90	80	90	100
ESTABALISHMENT	DISPOSAL ALL ABSCONDING CASES > 5 yrs	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL ALL ABSCONDING CASES > (3-5) yrs	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	COMPL OF 2 TRG / EMP JE above THRU IGOT	Ratio % with scaling	0.3	90	80	90	100
BHARATNET UDYAMI SWIFT TRG	SWIFT TRG TO 50K TIP/UDYAMIS AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	MOTIVATIONAL TRG AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.2	90	80	90	100
		Total	20				
Finance Vertical							
1ST MONTH COLL EFF	% AMT FOR BILL(QTRLY)	Ratio % with scaling	4	88	82	88	90
BDG/COST CONTRL OPEX	10% RED. IN OTHER EXPENSE(CR)	Amount with scaling	2	52.75	55.39	52.75	50.12
COLL.FROM DIF.SOURCE	IMPROVEMENT IN COLL FIG (CR)	Amount with scaling	4	185	175.75	185	194.25
DEBTOR REDUCTION	TRADE RECEIVABLE AS NO OF DAYS	Days	3	60	63	60	57
GROSS PFT MGN(EBITDA)	(EBITDA/TOTAL INCOME)*100	Ratio % with scaling	3	28.96%	27.51%	28.96%	30.41%
1	100%COMPLIA.ALL CRITICAL CTRLS	Numeric with scaling	1	259	253	259	267

Q3 (FY 2023-24) IPMS for CGM, Kolkata Metro District

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
RETURN ON INVESTMENT	BETTER ANNUAL ACH. BY 10%	Ratio % with scaling	2	35.77%	33.98%	35.77%	37.56%
IA PARAS	SETTLEMENT OF IA PARAS UP TO 31.03.2020	Numeric with scaling	0.5	29	27	29	30
IA PARAS	SETTLEMENT OF IA PARAS AFTER 31.03.2020	Numeric with scaling	0.5	21	19	21	23
		Total	20				
		G. Total	100				

Q3 (FY 2023-24) IPMS for CGM, Karnataka Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CFA Vertical							
CFA Revenue as per Cabinet Approval	Total revenue (Other Than OBD & WIFI)	In Rs Cr with scaling	6	106.28	100.97	106.28	111.59
	OBD (in Lacs)	In Rs Lacs with scaling	0.4	25.00	20.00	25.00	26.25
	WIFI (in Lacs)	In Rs Lacs with scaling	0.4	62.39	49.91	62.39	65.51
CFA-SALES	FTTH Growth (Normal) (In 1000s)	Number with scaling	2	27.5	23.62	27.50	29.01
	FTTH Growth (BharatNet Utilization)	Number with scaling	1.6	5934	4747	5934	6923
	VAS - SIP Trunk/IN #	Number with scaling	0.8	543	434	543	597
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements exchanges	in % with scaling	1.2	98%	97%	98%	99%
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE	in % with scaling	1.2	98%	97%	98%	99%
Landline	24Hrs. Fault Clearence	in % with scaling	0.4	80%	70%	80%	90%
	MTTR of best 80% cleared faults	In Hrs with scaling (reverse)	0.4	8 Hrs	9 Hrs.	8 Hrs	7 Hrs
	Carried Over Faults in terms of % of overall connections	Ratio in % with scaling	0.4	0.40	0.50	0.40	0.35
ADSL-BB	MTTR*	In Hrs with scaling (reverse)	1.2	8 Hrs	10 Hrs.	8 Hrs	6 Hrs
FTTH-BB	MTTR*	In Hrs with scaling (reverse)	1.6	10 Hrs	12 Hrs.	10 Hrs	8 Hrs
Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2	90%	85%	90%	100%
PG Cases	PG Cases Booked on CPGRMAS Portal Average Resolution Time	Days	0.4	7	9	7	5
		Total	20				
# Unit IN connection will be counted as 25 times of numbers of provisioned connections. SIP connection will be as per provisioning.							
* For MTTR, the target be kept as MTTR of best 80% clear faults and not 100% faults.							
CM Vertical							
CM INFRA	TOWER MONTSATON DATA COMPILATION AND VERIFICATION	Date(DDMMYY)	0.4	31.10.2023	30.11.2023	31.10.2023	15.10.2023
CM OPERATIONS	DATA USGE(% CHG W.R.T Q1(23-24)	Ratio % with scaling	0.4	4	2	4	6
CM OPERATIONS	UNIQUEVLR(% CHG W.R.TQ1(23-24)	Ratio % with scaling	0.8	4	3	4	5
CM OPERATIONS	SC SITES AVAILABILTY	Ratio % with scaling	1	97.31	93.28	97.31	98.66
CM OPERATIONS I	CRITICAL SITES AVAILABILITY	Ratio % with scaling	1	96.79	95.29	96.79	98.23
CM OPERATIONS I	IMPORTANT SITES AVAILABILITY	Ratio % with scaling	0.4	96.76	95.27	96.76	97.63
CM OPERATIONS I	NORMAL SITES AVAILABILITY	Ratio % with scaling	0.4	97.01	96.51	97.01	97.51

Q3 (FY 2023-24) IPMS for CGM, Karnataka Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CM OPERATIONS II	2G CELLS WITH CDR<2%	Ratio % with scaling	0.2	80.42	78.28	80.42	82.85
CM OPERATIONS II	3G CELLS WITH CDR<2%	Ratio % with scaling	0.2	92.03	89.78	92.03	93.87
CM OPERATIONS II	MTTR (IN MINUTES)	Numeric with scaling	0.6	128	145	128	121
CM REVENUE	POST/PREPAID(SLR)P.SMS ETC(CR)	Amount with scaling	8	149.87	138.63	149.87	153.61
CM SALES	NO OF ACTIVE POS FOR SIM/MONTH	Numeric with scaling	0.8	2,861	2,575	2,861	3,147
CM SALES	SIM SALES(3 MONTHS)	Numeric with scaling	1.2	1,70,000	1,53,000	1,70,000	1,95,500
CM SALES I	QOA (3 MONTH RETENTION)	Ratio % with scaling	1	43%	41%	43%	45%
CM	FINALISATON OF PLG 4G SITES	Ratio % with scaling	1.2	100%	90%	100%	100%
NWP-SP	4G Saturation Tower Erection	Numbers	0.6	182	165	182	200
NWP-SP	4G Saturation Tower Commissioning	Numbers	0.6	18	16	18	20
NWP-SP	4G sites with OFC laid	Numbers	0.8	154	140	154	170
CM-COMMERCIAL/COM	INCR FOLLWRS SOCIAL MEDIA	Ratio % with scaling	0.2	5	2.5	5	7.5
CM-COMMERCIAL/COM	AVAILABILITY OF BNRS/FLEX AT POS	Ratio % with scaling	0.2	80	60	80	100
		Total	20				
EB Vertical							
CNO	CPAN NODES UPTIME	Ratio % with scaling	1.6	99.20%	98.50%	99.20%	99.50%
CNO	OFC NETWORK RELIABILITY	Ratio % with scaling	1.6	99.00%	98%	99.00%	99.20%
CNO	RETRIVAL OF FAULTY FIBRES	Numeric with scaling	1	4634	3862	4634	5406
CORE N/W PLANNING	OFC N/W EXP /REHABILATION (in Km)	Numeric with scaling	1	110	88	110	133
EB FINANCE	EB REVENUE TARGETS(RS. CRS.)	Amount with scaling	5	97	92.15	97	102.85
EB FINANCE	OUTSTANDING RECOVERY(RS CR)	Amount with scaling	1	53	50.35	53	55.65
EB PLATINUM	EB SALES RANKING	Numeric with scaling	2.4	80	70	80	90
ENTERPRISE GOLD	EB SALES RANKING	Numeric with scaling	2.4	80	70	80	90
LC	MCSC SCORE	Numeric with scaling	1	70	60	70	80
LC	SERVICE ASSURANCE FAULT RATE	Ratio % with scaling	1	1.00%	1.10%	1.00%	0.80%
LC SERVICE DELIVERY	SERV DELV(NET COMMSSG+UPGRADT)	Ratio % with scaling	1	85	70	85	100
MM UNIT	Number of Items made available on GeM out of total number of items procured outside GeM in the previous year 2022-2023	Ratio % with scaling	1	25	20	25	30
		Total	20				
HR Vertical							
CIVIL	MONT CIVIL WK IN ALLOTTED BUDGT	Ratio % with scaling	1	90	80	90	100
LAND MONETISATION	IDENTIFY LAND FOR MONETISATION	Numeric with scaling	1	14	11	14	17

Q3 (FY 2023-24) IPMS for CGM, Karnataka Circle							
PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
LAND MONETISATION	LDD/VALUATION&CLSC REPORT/TA	Numeric with scaling	1	2	1	2	3
LAND MONETISATION	REM DATA UPDATION	Numeric with scaling	0.5	82	62	82	103
LAND MONETISATION I	GRS PROCED LAND(SALES&RENT CR)	Amount with scaling	3	3.5	2.6	3.5	4.4
LAND MONETISATION I	MCPC OF LAND LEGAL CASES	Days	1	8	11	8	5
LAND MONETISATION II	MCPC OF MUTATION OF LAND	Numeric with scaling	1	85	64	85	106
RENTING TARGET	AREA IDEN RENTG(IN% TOTL AREA)	Ratio % with scaling	1	32	31.5	32	33
RENTING TARGET	AREA RENTED OUT(IN% TOTL AREA)	Ratio % with scaling	1	9.1	9	9.1	9.2
RENTING TARGET	RENTING TARGET (CR.)	Amount with scaling	2	5.91	5.05	5.91	6.23
OJAS	SAVING IN ENERGY COST(RS LAKH)	Amount with scaling	2	74.49	59.59	74.49	89.39
OSM	DISPOSAL OF ITEMS(IN RS.LAKH)	Amount with scaling	1	200	160	200	240
EST/ADM/SR/PG/LEGAL	H.KEEPING/MED.BILL/VEH. & ORS.	Ratio % with scaling	0.5	90	80	90	100
EST/ADM/SR/PG/LEGAL	RTI/PG/PQ/PROB.&EFF./NEPP/ERP	Ratio % with scaling	0.5	90	80	90	100
ACCOUNTAB.&PRODUCTI V	MANAGING IPMS	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL OF SPS PENSION CASES (IN 2 WEEKS)	Ratio % with scaling	0.5	90	80	90	100
ESTABALISHMENT	MAPPING OF COURT CAS & ARB THRU LIMBS	Ratio % with scaling	0.5	90	80	90	100
ESTABALISHMENT	DISPOSAL ALL ABSCONDING CASES > 5 yrs	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL ALL ABSCONDING CASES > (3-5) yrs	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	COMPL OF 2 TRG / EMP JE above THRU IGOT	Ratio % with scaling	0.3	90	80	90	100
BHARATNET UDYAMI SWIFT TRG	SWIFT TRG TO 50K TIP/UDYAMIS AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	MOTIVATIONAL TRG AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.2	90	80	90	100
		Total	20				
Finance Vertical							
1ST MONTH COLL EFF	% AMT FOR BILL(QTRLY)	Ratio % with scaling	4	87	81	87	90
BDG/COST CONTRL OPEX	10% RED. IN OTHER EXPENSE(CR)	Amount with scaling	2	139.47	146.44	139.47	132.5
COLL.FROM DIF.SOURCE	IMPROVEMENT IN COLL FIG (CR)	Amount with scaling	4	361	342.95	361	379.05
DEBTOR REDUCTION	TRADE RECEIVABLE AS NO OF DAYS	Days	3	60	63	60	57
GROSS PFT MGN(EBITDA	(EBITDA/TOTAL INCOME)*100	Ratio % with scaling	3	16.34%	15.52%	16.34%	17.16%

Q3 (FY 2023-24) IPMS for CGM, Karnataka Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
IMPLEMENT. OF IFC	100%COMPLIA.ALL CRITICAL CTRLS	Numeric with scaling	0.5	127	124	127	131
RETURN ON INVESTMENT	BETTER ANNUAL ACH. BY 10%	Ratio % with scaling	2	42.66%	40.53%	42.66%	44.80%
IA PARAS	SETTLEMENT OF IA PARAS UP TO 31.03.2020	Numeric with scaling	0.5	124	117	124	130
IA PARAS	SETTLEMENT OF IA PARAS AFTER 31.03.2020	Numeric with scaling	0.5	54	49	54	59
REVENUE ASSURANCE	IMPLEMENTATION OF REVENUE ASSURANCE	Ratio % with scaling	0.5	98%	95%	98%	100%
		Total	20				
		G. Total	100				

Q3 (FY 2023-24) IPMS for CGM, Maharashtra Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CFA Vertical							
CFA Revenue as per Cabinet Approval	Total revenue (Other Than OBD & WIFI)	In Rs Cr with scaling	6	170.21	161.70	170.21	178.72
	OBD (in Lacs)	In Rs Lacs with scaling	0.4	25.00	20.00	25.00	26.25
	WIFI (in Lacs)	In Rs Lacs with scaling	0.4	89.91	71.93	89.91	94.41
CFA-SALES	FTTH Growth (Normal) (In 1000s)	Number with scaling	2	39	33.50	39.00	41.15
	FTTH Growth (BharatNet Utilization)	Number with scaling	1.6	9236	7389	9236	10775
	VAS - SIP Trunk/IN #	Number with scaling	0.8	499	399	499	549
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements exchanges	in % with scaling	1.2	98%	97%	98%	99%
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE	in % with scaling	1.2	98%	97%	98%	99%
Landline	24Hrs. Fault Clearence	in % with scaling	0.4	80%	70%	80%	90%
	MTTR of best 80% cleared faults	In Hrs with scaling (reverse)	0.4	8 Hrs	9 Hrs.	8 Hrs	7 Hrs
	Carried Over Faults in terms of % of overall connections	Ratio in % with scaling	0.4	0.40	0.50	0.40	0.35
ADSL-BB	MTTR*	In Hrs with scaling (reverse)	1.2	8 Hrs	10 Hrs.	8 Hrs	6 Hrs
FTTH-BB	MTTR*	In Hrs with scaling (reverse)	1.6	10 Hrs	12 Hrs.	10 Hrs	8 Hrs
Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2	90%	85%	90%	100%
PG Cases	PG Cases Booked on CPGRMAS Portal Average Resolution Time	Days	0.4	7	9	7	5
		Total	20				
# Unit IN connection will be counted as 25 times of numbers of provisioned connections. SIP connection will be as per provisioning.							
* For MTTR, the target be kept as MTTR of best 80% clear faults and not 100% faults.							
CM Vertical							
CM OPERATIONS	DATA USGE(% CHG W.R.T Q1(23-24)	Ratio % with scaling	0.4	4	2	4	6
CM OPERATIONS	UNIQUEVLR(% CHG W.R.T Q1(23-24)	Ratio % with scaling	0.8	4	3	4	5
CM OPERATIONS	SC SITES AVAILABILTY	Ratio % with scaling	1	96.06	90.15	96.06	98.03
CM OPERATIONS I	CRITICAL SITES AVAILABILITY	Ratio % with scaling	1	95.5	93.39	95.5	97.52
CM OPERATIONS I	IMPORTANT SITES AVAILABILITY	Ratio % with scaling	0.4	94.96	92.63	94.96	96.31
CM OPERATIONS I	NORMAL SITES AVAILABILITY	Ratio % with scaling	0.4	92.77	91.56	92.77	93.97
CM OPERATIONS II	2G CELLS WITH CDR<2%	Ratio % with scaling	0.2	88.3	87.02	88.3	89.75

Q3 (FY 2023-24) IPMS for CGM, Maharashtra Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CM OPERATIONS II	3G CELLS WITH CDR<2%	Ratio % with scaling	0.2	86.23	82.35	86.23	89.41
CM OPERATIONS II	MTTR (IN MINUTES)	Numeric with scaling	0.6	244	275	244	229
CM REVENUE	POST/PREPAID(SLR)P.SMS ETC(CR)	Amount with scaling	8	129.94	120.19	129.94	133.18
CM SALES	NO OF ACTIVE POS FOR SIM/MONTH	Numeric with scaling	0.8	7,037	6,333	7,037	7,741
CM SALES	SIM SALES(3 MONTHS)	Numeric with scaling	1.2	2,80,000	2,52,000	2,80,000	3,22,000
CM SALES I	QOA (3 MONTH RETENTION)	Ratio % with scaling	1	48%	46%	48%	50%
CM	FINALISATON OF PLG 4G SITES	Ratio % with scaling	1.4	100%	90%	100%	100%
NWP-SP	4G Saturation Tower Erection	Numbers	0.6	1584	1425	1584	1745
NWP-SP	4G Saturation Tower Commissioning	Numbers	0.8	158	143	158	175
NWP-SP	4G sites with OFC laid	Numbers	0.8	457	410	457	500
CM-COMMERCIAL/COM	INCR FOLLWRS SOCIAL MEDIA	Ratio % with scaling	0.2	5	2.5	5	7.5
CM-COMMERCIAL/COM	AVAILABILITY OF BNRS/FLEX AT POS	Ratio % with scaling	0.2	80	60	80	100
		Total	20				
EB Vertical							
CNO	CPAN NODES UPTIME	Ratio % with scaling	1.6	99.20%	98.50%	99.20%	99.50%
CNO	OFC NETWORK RELIABILITY	Ratio % with scaling	1.6	99.00%	98%	99.00%	99.20%
CNO	RETRIVAL OF FAULTY FIBRES	Numeric with scaling	1	8160	6800	8160	9520
CORE N/W PLANNING	OFC N/W EXP /REHABILATION (in Km)	Numeric with scaling	1	162	129	162	190
EB FINANCE	EB REVENUE TARGETS(RS. CRS.)	Amount with scaling	5	212	201.4	212	222.6
EB FINANCE	OUTSTANDING RECOVERY(RS CR)	Amount with scaling	1	154	146.3	154	161.7
EB PLATINUM	EB SALES RANKING	Numeric with scaling	2.4	80	70	80	90
ENTERPRISE GOLD	EB SALES RANKING	Numeric with scaling	2.4	80	70	80	90
LC	MCSC SCORE	Numeric with scaling	1	70	60	70	80
LC	SERVICE ASSURANCE FAULT RATE	Ratio % with scaling	1	1.15%	1.27%	1.15%	0.92%
LC SERVICE DELIVERY	SERV DELV(NET COMMSSG+UPGRADT)	Ratio % with scaling	1	85	70	85	100
MM UNIT	Number of Items made available on GeM out of total number of items procured outside GeM in the previous year 2022-2023	Ratio % with scaling	1	25	20	25	30
		Total	20				
HR Vertical							
CIVIL	MONT CIVIL WK IN ALLOTTED BUDGT	Ratio % with scaling	1	90	80	90	100
LAND MONETISATION	IDENTIFY LAND FOR MONETISATION	Numeric with scaling	1	18	14	18	22

Q3 (FY 2023-24) IPMS for CGM, Maharashtra Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
LAND MONETISATION	LDD/VALUATION&CLSC REPORT/TA	Numeric with scaling	1	6	5	6	7
LAND MONETISATION I	GRS PROCED LAND(SALES&RENT CR)	Amount with scaling	3	1.2	0.9	1.2	1.5
LAND MONETISATION I	MCPC OF LAND LEGAL CASES	Days	1	8	11	8	5
LAND MONETISATION I	MCPC REMOVAL ENCROCHMENT LAND(% of total encroachment)	Ratio % with scaling	1	20	15	20	25
LAND MONETISATION II	MCPC OF MUTUTATION OF LAND	Numeric with scaling	1	8	6	8	10
RENTING TARGET	AREA IDEN RENTG(IN% TOTL AREA)	Ratio % with scaling	1	57.6	57.55	57.6	57.65
RENTING TARGET	AREA RENTED OUT(IN% TOTL AREA)	Ratio % with scaling	1	23.93	23.91	23.93	23.95
RENTING TARGET	RENTING TARGET (CR.)	Amount with scaling	2.5	16.75	15	16.75	19.6
OJAS	SAVING IN ENERGY COST(RS LAKH)	Amount with scaling	2	113.41	90.73	113.41	136.09
OSM	DISPOSAL OF ITEMS(IN RS.LAKH)	Amount with scaling	1	300	240	300	360
EST/ADM/SR/PG/LEGAL	H.KEEPING/MED.BILL/VEH. & ORS.	Ratio % with scaling	0.5	90	80	90	100
EST/ADM/SR/PG/LEGAL	RTI/PG/PQ/PROB.&EFF./NEPP/ERP	Ratio % with scaling	0.5	90	80	90	100
ACCOUNTAB.&PRODUCTI V	MANAGING IPMS	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL OF SPS PENSION CASES (IN 2 WEEKS)	Ratio % with scaling	0.5	90	80	90	100
ESTABALISHMENT	MAPPING OF COURT CAS & ARB THRU LIMBS	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	COMPL OF 2 TRG / EMP JE above THRU IGOT	Ratio % with scaling	0.3	90	80	90	100
BHARATNET UDYAMI SWIFT TRG	SWIFT TRG TO 50K TIP/UDYAMIS AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	MOTIVATIONAL TRG AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.2	90	80	90	100
		Total	20				
Finance Vertical							
1ST MONTH COLL EFF	% AMT FOR BILL(QTRLY)	Ratio % with scaling	4	82	76	82	88
BDG/COST CONTRL OPEX	10% RED. IN OTHER EXPENSE(CR)	Amount with scaling	2	173.26	181.92	173.26	164.59
COLL.FROM DIF.SOURCE	IMPROVEMENT IN COLL FIG (CR)	Amount with scaling	4	453	430.35	453	475.65
DEBTOR REDUCTION	TRADE RECEIVABLE AS NO OF DAYS	Days	3	60	63	60	57
GROSS PFT MGN(EBITDA	(EBITDA/TOTAL INCOME)*100	Ratio % with scaling	3	0.85%	0.80%	0.85%	0.89%

Q3 (FY 2023-24) IPMS for CGM, Maharashtra Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
IMPLEMENT. OF IFC	100%COMPLIA.ALL CRITICAL CTRLS	Numeric with scaling	1	256	250	256	264
RETURN ON INVESTMENT	BETTER ANNUAL ACH. BY 10%	Ratio % with scaling	2	28.48%	27.06%	28.48%	29.90%
IA PARAS	SETTLEMENT OF IA PARAS UP TO 31.03.2020	Numeric with scaling	0.5	31	30	31	33
IA PARAS	SETTLEMENT OF IA PARAS AFTER 31.03.2020	Numeric with scaling	0.5	113	101	113	125
		Total	20				
		G. Total	100				

Q3 (FY 2023-24) IPMS for CGM, Madhya Pradesh Circle							
PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CFA Vertical							
CFA Revenue as per Cabinet Approval	Total revenue (Other Than OBD & WIFI)	In Rs Cr with scaling	6	69.25	65.79	69.25	72.71
	OBD (in Lacs)	In Rs Lacs with scaling	0.4	15.00	12.00	15.00	15.75
	WIFI (in Lacs)	In Rs Lacs with scaling	0.4	95.42	76.34	95.42	100.19
CFA-SALES	FTTH Growth (Normal) (In 1000s)	Number with scaling	2	34	29.21	34.00	35.87
	FTTH Growth (BharatNet Utilization)	Number with scaling	1.6	8336	6669	8336	9725
	VAS - SIP Trunk/IN #	Number with scaling	0.6	590	472	590	649
Project (Bharatnet I /II)	100% Capitalization of MP	Unit	0.2	99%	80%	99%	100%
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements exchanges	in % with scaling	1.2	98%	97%	98%	99%
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE	in % with scaling	1.2	98%	97%	98%	99%
Landline	24Hrs. Fault Clearence	in % with scaling	0.4	8 Hrs	9 Hrs.	8 Hrs	7 Hrs
	MTTR of best 80% cleared faults	In Hrs with scaling (reverse)	0.4	8 Hrs	9 Hrs.	8 Hrs	7 Hrs
	Carried Over Faults in terms of % of overall connections	Ratio in % with scaling	0.4	0.40	0.50	0.40	0.35
ADSL-BB	MTTR*	In Hrs with scaling (reverse)	1.2	8 Hrs	10 Hrs.	8 Hrs	6 Hrs
FTTH-BB	MTTR*	In Hrs with scaling (reverse)	1.6	10 Hrs	12 Hrs.	10 Hrs	8 Hrs
Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2	90%	85%	90%	100%
PG Cases	PG Cases Booked on CPGRMAS Portal Average Resolution Time	Days	0.4	7	9	7	5
		Total	20				
# Unit IN connection will be counted as 25 times of numbers of provisioned connections. SIP connection will be as per provisioning.							
* For MTTR, the target be kept as MTTR of best 80% clear faults and not 100% faults.							
CM Vertical							
CM INFRA	TOWER MONSATON DATA COMPILATION AND VERIFICATION	Date(DDMMYY)	0.4	31.10.2023	30.11.2023	31.10.2023	15.10.2023
CM OPERATIONS I	DATA USAGE (% change w.r.t. Q1(23-24)	Ratio % with scaling	0.4	4	2	4	6
CM OPERATIONS I	UNIQUE VLR(% change w.r.t. Q1(23-24)	Ratio % with scaling	0.8	4	3	4	5
CM OPERATIONS II	SC SITES AVAILABILTY	Ratio % with scaling	1	97.78	94.44	97.78	98.89
CM OPERATIONS II	CRITICAL SITES AVAILABILITY	Ratio % with scaling	1	97.55	96.4	97.55	98.65

Q3 (FY 2023-24) IPMS for CGM, Madhya Pradesh Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CM OPERATIONS II	IMPORTANT SITES AVAILABILITY	Ratio % with scaling	0.4	95.55	93.5	95.55	96.75
CM OPERATIONS II	NORMAL SITES AVAILABILITY	Ratio % with scaling	0.4	95.04	94.21	95.04	95.86
CM OPERATIONS II	2G Cells with CDR<2%	Ratio % with scaling	0.2	87.61	86.26	87.61	89.15
CM OPERATIONS II	3G Cells with CDR<2%	Ratio % with scaling	0.2	90.63	87.99	90.63	92.79
CM OPERATIONS II	MTTR (IN MINUTES)	Numeric with scaling	0.6	304	343	304	285
CM REVENUE	POST/PREPAID(SLR)P.SMS ETC(CR)	Numeric with scaling	8	57.94	53.6	57.94	59.39
CM SALES	SIM sale in three months	Numeric with scaling	1.2	260000	234000	260000	299000
CM SALES	Number of Active PoS for SIM selling in each month	Numeric with scaling	0.8	4,105	3,695	4,105	4516
CM SALES	Quality of Acquisition (3 Month Retention)	Ratio % with scaling	1	26%	24%	26%	28%
CM	FINALISATON OF PLG 4G SITES	CM	1.2	100%	90%	100%	100%
NWP-SP	4G Saturation Tower Erection	Numeric with scaling	0.6	1030	930	1030	1130
NWP-SP	4G Saturation Tower Commissioning	Numeric with scaling	0.6	250	225	250	275
NWP-SP	4G sites with OFC laid	Numeric with scaling	0.8	214	192	214	235
CM-COMMERCIAL/COM	INCR FOLLWRS SOCIAL MEDIA	Ratio % with scaling	0.2	5	2.5	5	7.5
CM-COMMERCIAL/COM	AVAILABILITY OF BNRS/FLEX AT POS	Ratio % with scaling	0.2	80	60	80	100
		Total	20				
EB Vertical							
CNO	CPAN NODES UPTIME	Ratio % with scaling	1.4	99.20%	98.50%	99.20%	99.50%
CNO	OFC NETWORK RELIABILITY	Ratio % with scaling	1.6	99.00%	98%	99.00%	99.20%
CNO	RETRIVAL OF FAULTY FIBRES	Numeric with scaling	1	4494	3745	4494	5243
CORE N/W PLANNING	OFC N/W EXP /REHABILATION (in Km)	Numeric with scaling	1	59	47	59	71
EB FINANCE	EB REVENUE TARGETS(RS. CRS.)	Amount with scaling	5	27	25.65	27	28.35
EB FINANCE	OUTSTANDING RECOVERY(RS CR)	Amount with scaling	1	7	6.65	7	7.35
ENTERPRISE GOLD	EB SALES RANKING	Numeric with scaling	5	80	70	80	90
LC	MCSC SCORE	Numeric with scaling	1	70	60	70	80
LC	SERVICE ASSURANCE FAULT RATE	Ratio % with scaling	1	0.85%	0.94%	0.85%	0.68%
LC SERVICE DELIVERY	SERV DELV(NET COMMSSG+UPGRADT)	Ratio % with scaling	1	85	70	85	100
MM UNIT	Number of Items made available on GeM out of total number of items procured outside GeM in the previous year 2022-2023	Ratio % with scaling	1	25	20	25	30
		Total	20				

Q3 (FY 2023-24) IPMS for CGM, Madhya Pradesh Circle							
PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
HR Vertical							
LAND MONETISATION I	MON. LAND IDENTIFY FOR MONET.	Numeric with scaling	1	10	8	10	12
LAND MONETISATION I	GRS PROCEED FRM LAND(SALE & RENTING) (CR)	Amount with scaling	3	7.7	5.8	7.7	9.7
LAND MONETISATION	SUBMISSION OF LDD/VALUATION & CLSC REPORT /TA ETC TO BSNLCO	Numeric with scaling	1	2	1	2	3
LAND MONETISATION	REM LAND DATA UPDATION(FICO ASSETS LINKING)	Numeric with scaling	0.5	61	46	61	76
LAND MONETISATION	MC & PC OF LEGAL CASES OF LAND REFERRED TO BSNLCO.	Day	1	8	11	8	5
LAND MONETISATION	MCPC REMOVAL ENCROCHMENT LAND(% of total encroachment)	Ratio % with scaling	1	20	15	20	25
LAND MONETISATION	MC & PC OF MUTATION OF LAND.	Numeric with scaling	1	27	20	27	34
CIVIL WORK	MONITORING CIVIL WORKS WITHIN ALLOTTED BUDGET (% OF FUND ALLOTTED)	Ratio % with scaling	1	90	80	90	100
RENTING TARGET	RENTING TGT(CRS)	Amount with scaling	2	3.5	3.26	3.5	4.1
RENTING TARGET	AREA RENTED OUT(IN % OF TOTAL AREA AVAILABLE).	Ratio % with scaling	1	7.2	7.15	7.2	7.3
RENTING TARGET	AREA IDEN. FOR RENTING (IN % OF TOTAL AREA AVAILABLE)	Ratio % with scaling	1	45	44.75	45	45.5
OJAS	SAVING IN ENERGY COST(RS LAKH)	Amount with scaling	2	34.38	27.51	34.38	41.26
OSM	DISPOSAL OF ITEMS(IN RS.LAKH)	Amount with scaling	1	250	200	250	300
EST/ADM/SR/PG/LEGAL	H.KEEPING/MED.BILL/VEH. & ORS.	Ratio % with scaling	0.5	90	80	90	100
EST/ADM/SR/PG/LEGAL	RTI/PG/PQ/PROB.&EFF./NEPP/ERP	Ratio % with scaling	0.5	90	80	90	100
ACCOUNTAB.&PRODUCTI V	MANAGING IPMS	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL OF SPS PENSION CASES (IN 2 WEEKS)	Ratio % with scaling	0.5	90	80	90	100
ESTABALISHMENT	MAPPING OF COURT CAS & ARB THRU LIMBS	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	COMPL OF 2 TRG / EMP JE above THRU IGOT	Ratio % with scaling	0.3	90	80	90	100
BHARATNET UDYAMI SWIFT TRG	SWIFT TRG TO 50K TIP/UDYAMIS AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	MOTIVATIONAL TRG AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.2	90	80	90	100
		Total	20				

Q3 (FY 2023-24) IPMS for CGM, Madhya Pradesh Circle							
PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
Finance Vertical							
1ST MONTH COLL EFF	%AMT OF BILLD AMT OF OCT/DEC22	Ratio % with scaling	4	77	71	77	83
BDG/COST CONTRL OPEX	10% RED. IN OTHER EXPENSE(CR)	Amount with scaling	2	88.28	92.7	88.28	83.87
COLL.FROM DIF.SOURCE	IMPROVEMENT IN COLL.FIGURE(CR)	Amount with scaling	4	165	156.75	165	173.25
DEBTOR REDUCTION	TRADE RECEIVABLE AS NO OF DAYS	Days	3	60	63	60	57
GROSS PFT MGN(EBITDA	(EBITDA/TOTAL INCOME)*100	Ratio % with scaling	3	2.85%	2.71%	2.85%	2.99%
IMPLEMENT. OF IFC	100%COMPLIA.ALL CRITICAL CTRLS	Numeric with scaling	1	127	124	127	131
RETURN ON INVESTMENT	BETTER ANNUAL ACH. BY 10%	Ratio % with scaling	2	34.3%	32.59%	34.30%	36.02%
IA PARAS	SETTLEMENT OF IA PARAS UP TO 31.03.2020	Numeric with scaling	0.5	6	5	6	7
IA PARAS	SETTLEMENT OF IA PARAS AFTER 31.03.2020	Numeric with scaling	0.5	27	24	27	30
		Total	20				
		G. Total	100				

Q3 (FY 2023-24) IPMS for CGM, NE-I Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CFA Vertical							
CFA Revenue as per Cabinet Approval	Total revenue (Other Than OBD & WIFI)	In Rs Cr with scaling	6	10.95	10.40	10.95	11.50
	OBD (in Lacs)	In Rs Lacs with scaling	0.4	5.00	4.00	5.00	5.25
	WIFI (in Lacs)	In Rs Lacs with scaling	0.4	9.17	7.34	9.17	9.63
CFA-SALES	FTTH Growth (Normal) (In 1000s)	Number with scaling	2	4	3.44	4.00	4.22
	FTTH Growth (BharatNet Utilization)	Number with scaling	1.6	164	131	164	191
	VAS - SIP Trunk/IN #	Number with scaling	0.8	156	125	156	172
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements exchanges	in % with scaling	1.2	98%	97%	98%	99%
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE	in % with scaling	1.2	98%	97%	98%	99%
Landline	24Hrs. Fault Clearence	in % with scaling	0.4	80%	70%	80%	90%
	MTTR of best 80% cleared faults	In Hrs with scaling (reverse)	0.4	8 Hrs	9 Hrs.	8 Hrs	7 Hrs
	Carried Over Faults in terms of % of overall connections	Ratio in % with scaling	0.4	0.40	0.50	0.40	0.35
ADSL-BB	MTTR*	In Hrs with scaling (reverse)	1.2	8 Hrs	10 Hrs.	8 Hrs	6 Hrs
FTTH-BB	MTTR*	In Hrs with scaling (reverse)	1.6	10 Hrs	12 Hrs.	10 Hrs	8 Hrs
Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2	90%	85%	90%	100%
PG Cases	PG Cases Booked on CPGRMAS Portal Average Resolution Time	Days	0.4	7	9	7	5
		Total	20				
# Unit IN connection will be counted as 25 times of numbers of provisioned connections. SIP connection will be as per provisioning.							
* For MTTR, the target be kept as MTTR of best 80% clear faults and not 100% faults.							
CM Vertical							
CM INFRA	TOWER MONTSATON DATA COMPILATION AND VERIFICATION	Date(DDMMYY)	0.4	31.10.2023	30.11.2023	31.10.2023	15.10.2023
CM OPERATIONS	DATA USGE(% CHG W.R.T Q1(23-24)	Ratio % with scaling	0.4	4	2	4	6
CM OPERATIONS	UNIQUEVLR(% CHG W.R.TQ1(23-24)	Ratio % with scaling	0.8	4	3	4	5
CM OPERATIONS	SC SITES AVAILABILTY	Ratio % with scaling	1	96.58	91.45	96.58	98.29
CM OPERATIONS I	CRITICAL SITES AVAILABILITY	Ratio % with scaling	1	94.97	92.63	94.97	97.23
CM OPERATIONS I	IMPORTANT SITES AVAILABILITY	Ratio % with scaling	0.4	92.41	88.91	92.41	94.45
CM OPERATIONS I	NORMAL SITES AVAILABILITY	Ratio % with scaling	0.4	86.38	84.11	86.38	88.65

Q3 (FY 2023-24) IPMS for CGM, NE-I Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CM OPERATIONS II	2G CELLS WITH CDR<2%	Ratio % with scaling	0.2	78.16	75.77	78.16	80.87
CM OPERATIONS II	3G CELLS WITH CDR<2%	Ratio % with scaling	0.2	89.92	87.08	89.92	92.25
CM OPERATIONS II	MTTR (IN MINUTES)	Numeric with scaling	0.6	258	291	258	243
CM REVENUE	POST/PREPAID(SLR)P.SMS ETC(CR)	Amount with scaling	8	14.1	13.04	14.1	14.45
CM SALES	NO OF ACTIVE POS FOR SIM/MONTH	Numeric with scaling	0.8	570	513	570	627
CM SALES	SIM SALES(3 MONTHS)	Numeric with scaling	1.2	10,000	9,000	10,000	11,500
CM SALES I	QOA (3 MONTH RETENTION)	Ratio % with scaling	1	57%	56%	57%	58%
CM	FINALISATON OF PLG 4G SITES	Ratio % with scaling	1.2	100%	90%	100%	100%
NWP-SP	4G Saturation Tower Erection	Numbers	0.6	188	170	188	205
NWP-SP	4G Saturation Tower Commissioning	Numbers	0.6	16	14	16	18
NWP-SP	4G sites with OFC laid	Numbers	0.8	12	10	12	14
CM-COMMERCIAL/COM	INCR FOLLWRS SOCIAL MEDIA	Ratio % with scaling	0.2	5	2.5	5	7.5
CM-COMMERCIAL/COM	AVAILABILITY OF BNRS/FLEX AT POS	Ratio % with scaling	0.2	80	60	80	100
		Total	20				
EB Vertical							
CNO	CPAN NODES UPTIME	Ratio % with scaling	1.4	99.20%	98.50%	99.20%	99.50%
CNO	OFC NETWORK RELIABILITY	Ratio % with scaling	1.6	99.00%	98%	99.00%	99.20%
CNO	RETRIVAL OF FAULTY FIBRES	Numeric with scaling	1	160	133	160	187
CORE N/W PLANNING	OFC N/W EXP /REHABILATION (in Km)	Numeric with scaling	1	13	11	13	16
EB FINANCE	EB REVENUE TARGETS(RS. CRS.)	Amount with scaling	5	1.5	1.4	1.5	1.6
EB FINANCE	OUTSTANDING RECOVERY(RS CR)	Amount with scaling	1	2	1.9	2	2.1
ENTERPRISE GOLD	EB SALES RANKING	Numeric with scaling	5	80	70	80	90
LC	MCSC SCORE	Numeric with scaling	1	70	60	70	80
LC	SERVICE ASSURANCE FAULT RATE	Ratio % with scaling	1	1.20%	1.32%	1.20%	0.96%
LC SERVICE DELIVERY	SERV DELV(NET COMMSSG+UPGRADT)	Ratio % with scaling	1	85	70	85	100
MM UNIT	Number of Items made available on GeM out of total number of items procured outside GeM in the previous year 2022-2023	Ratio % with scaling	1	25	20	25	30
		Total	20				
HR Vertical							
CIVIL	MONT CIVIL WK IN ALLOTTED BUDGT	Ratio % with scaling	1	90	80	90	100
LAND MONETISATION	IDENTIFY LAND FOR MONETISATION	Numeric with scaling	1	2	1	2	3
LAND MONETISATION	LDD/VALUATION&CLSC REPORT/TA	Numeric with scaling	1	2	1	2	3

Q3 (FY 2023-24) IPMS for CGM, NE-I Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
LAND MONETISATION	REM DATA UPDATION	Numeric with scaling	0.5	21	16	21	26
LAND MONETISATION I	GRS PROCED LAND(SALES&RENT CR)	Amount with scaling	3	1.2	0.9	1.2	1.5
LAND MONETISATION I	MCPC OF LAND LEGAL CASES	Days	1	8	11	8	5
LAND MONETISATION II	MCPC OF MUTUTATION OF LAND	Numeric with scaling	1	9	7	9	11
RENTING TARGET	AREA IDEN RENTG(IN% TOTL AREA)	Ratio % with scaling	1	14.7	14.65	14.7	14.75
RENTING TARGET	AREA RENTED OUT(IN% TOTL AREA)	Ratio % with scaling	1	10.32	10.22	10.32	10.42
RENTING TARGET	RENTING TARGET (CR.)	Amount with scaling	2	1.19	1.02	1.19	1.26
OJAS	SAVING IN ENERGY COST(RS LAKH)	Amount with scaling	2	4.85	3.88	4.85	5.83
OSM	DISPOSAL OF ITEMS(IN RS.LAKH)	Amount with scaling	1	37.5	30	37.5	45
EST/ADM/SR/PG/LEGAL	H.KEEPING/MED.BILL/VEH. & ORS.	Ratio % with scaling	0.5	90	80	90	100
EST/ADM/SR/PG/LEGAL	RTI/PG/PQ/PROB.&EFF./NEPP/ERP	Ratio % with scaling	0.5	90	80	90	100
ACCOUNTAB.&PRODUCTI V	MANAGING IPMS	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL OF SPS PENSION CASES (IN 2 WEEKS)	Ratio % with scaling	0.5	90	80	90	100
ESTABALISHMENT	MAPPING OF COURT CAS & ARB THRU LIMBS	Ratio % with scaling	0.5	90	80	90	100
ESTABALISHMENT	DISPOSAL ALL ABSCONDING CASES > 5 yrs	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL ALL ABSCONDING CASES > (3-5) yrs	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	COMPL OF 2 TRG / EMP JE above THRU IGOT	Ratio % with scaling	0.3	90	80	90	100
BHARATNET UDYAMI SWIFT TRG	SWIFT TRG TO 50K TIP/UDYAMIS AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	MOTIVATIONAL TRG AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.2	90	80	90	100
		Total	20				
Finance Vertical							
1ST MONTH COLL EFF	% AMT OF BILLED	Ratio % with scaling	4	79	73	79	85
BDG/COST CONTRL OPEX	10% RED. IN OTHER EXPENSE(CR)	Amount with scaling	2	27.46	28.84	27.46	26.09
COLL.FROM DIF.SOURCE	IMPROVEMENT IN COLL FIG (CR)	Amount with scaling	4	32	30.4	32	33.6
DEBTOR REDUCTION	TRADE RECEIVABLE AS NO OF DAYS	Days	3	60	63	60	57
GROSS PFT MGN(EBITDA	(EBITDA/TOTAL INCOME)*100	Ratio % with scaling	3	-11.36%	-11.93%	-11.36%	-10.79%
IMPLEMENT. OF IFC	100%COMPLIA.ALL CRITICAL CTRLS	Numeric with scaling	1	127	124	127	131

Q3 (FY 2023-24) IPMS for CGM, NE-I Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
RETURN ON INVESTMENT	BETTER ANNUAL ACH. BY 10%	Ratio % with scaling	2	54.28%	51.57%	54.28%	57.00%
IA PARAS	SETTLEMENT OF IA PARAS UP TO 31.03.2020	Numeric with scaling	1	75	71	75	79
		Total	20				
		G. Total	100				

Q3 (FY 2023-24) IPMS for CGM, NE-II Circle							
PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CFA Vertical							
CFA Revenue as per Cabinet Approval	Total revenue (Other Than OBD & WIFI)	In Rs Cr with scaling	6	4.67	4.44	4.67	4.90
	OBD (in Lacs)	In Rs Lacs with scaling	0.4	5.00	4.00	5.00	5.25
	WIFI (in Lacs)	In Rs Lacs with scaling	0.4	1.22	0.98	1.22	1.28
CFA-SALES	FTTH Growth (Normal) (In 1000s)	Number with scaling	2	1	0.86	1.00	1.06
	FTTH Growth (BharatNet Utilization)	Number with scaling	1.6	62	50	62	72
	VAS - SIP Trunk/IN #	Number with scaling	0.8	181	145	181	199
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements exchanges	in % with scaling	1.2	98%	97%	98%	99%
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE	in % with scaling	1.2	98%	97%	98%	99%
Landline	24Hrs. Fault Clearence	in % with scaling	0.4	80%	70%	80%	90%
	MTTR of best 80% cleared faults	In Hrs with scaling (reverse)	0.4	8 Hrs	9 Hrs.	8 Hrs	7 Hrs
	Carried Over Faults in terms of % of overall connections	Ratio in % with scaling	0.4	0.40	0.50	0.40	0.35
ADSL-BB	MTTR*	In Hrs with scaling (reverse)	1.2	8 Hrs	10 Hrs.	8 Hrs	6 Hrs
FTTH-BB	MTTR*	In Hrs with scaling (reverse)	1.6	10 Hrs	12 Hrs.	10 Hrs	8 Hrs
Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2	90%	85%	90%	100%
PG Cases	PG Cases Booked on CPGRMAS Portal Average Resolution Time	Days	0.4	7	9	7	5
		Total	20				
# Unit IN connection will be counted as 25 times of numbers of provisioned connections. SIP connection will be as per provisioning.							
* For MTTR, the target be kept as MTTR of best 80% clear faults and not 100% faults.							
CM Vertical							
CM INFRA	TOWER MONSATON DATA COMPILATION AND VERIFICATION	Date(DDMMYY)	0.4	31.10.2023	30.11.2023	31.10.2023	15.10.2023
CM OPERATIONS	DATA USGE(% CHG W.R.T Q1(23-24)	Ratio % with scaling	0.4	4	2	4	6
CM OPERATIONS	UNIQUEVLR(% CHG W.R.T Q1(23-24)	Ratio % with scaling	0.8	4	3	4	5
CM OPERATIONS	SC SITES AVAILABILTY	Ratio % with scaling	1	94.92	87.3	94.92	97.46
CM OPERATIONS I	CRITICAL SITES AVAILABILITY	Ratio % with scaling	1	89.56	84.68	89.56	94.26
CM OPERATIONS I	IMPORTANT SITES AVAILABILITY	Ratio % with scaling	0.4	90.27	85.78	90.27	92.89
CM OPERATIONS I	NORMAL SITES AVAILABILITY	Ratio % with scaling	0.4	90.84	89.31	90.84	92.37

Q3 (FY 2023-24) IPMS for CGM, NE-II Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CM OPERATIONS II	2G CELLS WITH CDR<2%	Ratio % with scaling	0.2	82.84	80.97	82.84	84.98
CM OPERATIONS II	3G CELLS WITH CDR<2%	Ratio % with scaling	0.2	90.86	88.28	90.86	92.97
CM OPERATIONS II	MTTR (IN MINUTES)	Numeric with scaling	0.6	263	296	263	247
CM REVENUE	POST/PREPAID(SLR)P.SMS ETC(CR)	Amount with scaling	8	10.22	9.45	10.22	10.48
CM SALES	NO OF ACTIVE POS FOR SIM/MONTH	Numeric with scaling	0.8	258	232	258	284
CM SALES	SIM SALES(3 MONTHS)	Numeric with scaling	1.2	12,000	10,800	12,000	13,800
CM SALES I	QOA (3 MONTH RETENTION)	Ratio % with scaling	1	48%	46%	48%	50%
CM	FINALISATON OF PLG 4G SITES	Ratio % with scaling	1.2	100%	90%	100%	100%
NWP-SP	4G Saturation Tower Erection	Numbers	0.6	372	335	372	410
NWP-SP	4G Saturation Tower Commissioning	Numbers	0.6	37	33	37	40
NWP-SP	4G sites with OFC laid	Numbers	0.8	24	21	24	27
CM-COMMERCIAL/COM	INCR FOLLWRS SOCIAL MEDIA	Ratio % with scaling	0.2	5	2.5	5	7.5
CM-COMMERCIAL/COM	AVAILABILITY OF BNRS/FLEX AT POS	Ratio % with scaling	0.2	80	60	80	100
		Total	20				
EB Vertical							
CNO	CPAN NODES UPTIME	Ratio % with scaling	1.4	99.20%	98.50%	99.20%	99.50%
CNO	OFC NETWORK RELIABILITY	Ratio % with scaling	1.6	99.00%	98%	99.00%	99.20%
CNO	RETRIVAL OF FAULTY FIBRES	Numeric with scaling	1	333	277	333	388
CORE N/W PLANNING	OFC N/W EXP /REHABILATION (in Km)	Numeric with scaling	1	10	8	10	12
EB FINANCE	EB REVENUE TARGETS(RS. CRS.)	Amount with scaling	5	1.25	1.2	1.25	1.3
EB FINANCE	OUTSTANDING RECOVERY(RS CR)	Amount with scaling	1	1.5	1.43	1.5	1.58
ENTERPRISE GOLD	EB SALES RANKING	Numeric with scaling	5	80	70	80	90
LC	MCSC SCORE	Numeric with scaling	1	70	60	70	80
LC	SERVICE ASSURANCE FAULT RATE	Ratio % with scaling	1	1.20%	1.32%	1.20%	0.96%
LC SERVICE DELIVERY	SERV DELV(NET COMMSSG+UPGRADT)	Ratio % with scaling	1	85	70	85	100
MM UNIT	Number of Items made available on GeM out of total number of items procured outside GeM in the previous year 2022-2023	Ratio % with scaling	1	25	20	25	30
		Total	20				
HR Vertical							
CIVIL	MONT CIVIL WK IN ALLOTTED BUDGT	Ratio % with scaling	1	90	80	90	100
LAND MONETISATION	IDENTIFY LAND FOR MONETISATION	Numeric with scaling	1	2	1	2	3
LAND MONETISATION	LDD/VALUATION&CLSC REPORT/TA	Numeric with scaling	1	2	1	2	3

Q3 (FY 2023-24) IPMS for CGM, NE-II Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
LAND MONETISATION	REM DATA UPDATION	Numeric with scaling	0.5	8	6	8	10
LAND MONETISATION I	GRS PROCED LAND(SALES&RENT CR)	Amount with scaling	3	1.2	0.9	1.2	1.5
LAND MONETISATION I	MCPC OF LAND LEGAL CASES	Days	1	8	11	8	5
LAND MONETISATION II	MCPC OF MUTUTATION OF LAND	Numeric with scaling	1	7	5	7	9
RENTING TARGET	AREA IDEN RENTG(IN% TOTL AREA)	Ratio % with scaling	1	14	13.75	14	14.25
RENTING TARGET	AREA RENTED OUT(IN% TOTL AREA)	Ratio % with scaling	1	3.21	3.18	3.21	3.24
RENTING TARGET	RENTING TARGET (CR.)	Amount with scaling	3	0.15	0.13	0.15	0.16
OJAS	SAVING IN ENERGY COST(RS LAKH)	Amount with scaling	2	4.72	3.78	4.72	5.67
OSM	DISPOSAL OF ITEMS(IN RS.LAKH)	Amount with scaling	1	37.5	30	37.5	45
EST/ADM/SR/PG/LEGAL	H.KEEPING/MED.BILL/VEH. & ORS.	Ratio % with scaling	0.5	90	80	90	100
EST/ADM/SR/PG/LEGAL	RTI/PG/PQ/PROB.&EFF./NEPP/ERP	Ratio % with scaling	0.5	90	80	90	100
ACCOUNTAB.&PRODUCTI V	MANAGING IPMS	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL OF SPS PENSION CASES (IN 2 WEEKS)	Ratio % with scaling	0.5	90	80	90	100
ESTABALISHMENT	MAPPING OF COURT CAS & ARB THRU LIMBS	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	COMPL OF 2 TRG / EMP JE above THRU IGOT	Ratio % with scaling	0.3	90	80	90	100
BHARATNET UDYAMI SWIFT TRG	SWIFT TRG TO 50K TIP/UDYAMIS AS PER TARGET BY ALTTTC/BSNLCO	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	MOTIVATIONAL TRG AS PER TARGET BY ALTTTC/BSNLCO	Ratio % with scaling	0.2	90	80	90	100
		Total	20				
Finance Vertical							
1ST MONTH COLL EFF	% AMT OF BILLED	Ratio % with scaling	4	62	56	62	68
BDG/COST CONTRL OPEX	10% RED. IN OTHER EXPENSE(CR)	Amount with scaling	2	15.75	16.53	15.75	14.96
COLL.FROM DIF.SOURCE	IMPROVEMENT IN COLL FIG (CR)	Amount with scaling	4	15	14.25	15	15.75
DEBTOR REDUCTION	TRADE RECEIVABLE AS NO OF DAYS	Days	3	60	63	60	57
GROSS PFT MGN(EBITDA	(EBITDA/TOTAL INCOME)*100	Ratio % with scaling	3	-78.43%	-82.35%	-78.43%	-74.51%
IMPLEMENT. OF IFC	100%COMPLIA.ALL CRITICAL CTRLS	Numeric with scaling	1	127	124	127	131
RETURN ON INVESTMENT	BETTER ANNUAL ACH. BY 10%	Ratio % with scaling	2	21.28%	20.22%	21.28%	22.35%

Q3 (FY 2023-24) IPMS for CGM, NE-II Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
IA PARAS	SETTLEMENT OF IA PARAS UP TO 31.03.2020	Numeric with scaling	1	14	13	14	15
		Total	20				
		G. Total	100				

Q3 (FY 2023-24) IPMS for CGM, Punjab Circle							
PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CFA Vertical							
CFA Revenue as per Cabinet Approval	Total revenue (Other Than OBD & WIFI)	In Rs Cr with scaling	6	62.74	59.60	62.74	65.88
	OBD (in Lacs)	In Rs Lacs with scaling	0.4	25.00	20.00	25.00	26.25
	WIFI (in Lacs)	In Rs Lacs with scaling	0.4	203.68	162.94	203.68	213.86
CFA-SALES	FTTH Growth (Normal) (In 1000s)	Number with scaling	2	66.5	57.12	66.50	70.16
	FTTH Growth (BharatNet Utilization)	Number with scaling	1.6	29015	23212	29015	33851
	VAS - SIP Trunk/IN #	Number with scaling	0.8	212	170	212	233
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements exchanges	in % with scaling	1.2	98%	97%	98%	99%
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE	in % with scaling	1.2	98%	97%	98%	99%
Landline	24Hrs. Fault Clearence	in % with scaling	0.4	80%	70%	80%	90%
	MTTR of best 80% cleared faults	In Hrs with scaling (reverse)	0.4	8 Hrs	9 Hrs.	8 Hrs	7 Hrs
	Carried Over Faults in terms of % of overall connections	Ratio in % with scaling	0.4	0.40	0.50	0.40	0.35
ADSL-BB	MTTR*	In Hrs with scaling (reverse)	1.2	8 Hrs	10 Hrs.	8 Hrs	6 Hrs
FTTH-BB	MTTR*	In Hrs with scaling (reverse)	1.6	10 Hrs	12 Hrs.	10 Hrs	8 Hrs
Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2	90%	85%	90%	100%
PG Cases	PG Cases Booked on CPGRMAS Portal Average Resolution Time	Days	0.4	7	9	7	5
		Total	20				
# Unit IN connection will be counted as 25 times of numbers of provisioned connections. SIP connection will be as per provisioning.							
* For MTTR, the target be kept as MTTR of best 80% clear faults and not 100% faults.							
CM Vertical							
CM INFRA	TOWER MONTSATON DATA COMPILATION AND VERIFICATION	Date(DDMMYY)	0.4	31.10.2023	30.11.2023	31.10.2023	15.10.2023
CM OPERATIONS	DATA USGE(% CHG W.R.T Q1(23-24)	Ratio % with scaling	0.4	4	2	4	6
CM OPERATIONS	UNIQUEVLR(% CHG W.R.T Q1(23-24)	Ratio % with scaling	0.8	4	3	4	5
CM OPERATIONS	SC SITES AVAILABILTY	Ratio % with scaling	1	98.4	96.01	98.4	99.2
CM OPERATIONS I	CRITICAL SITES AVAILABILITY	Ratio % with scaling	1	97.62	96.5	97.62	98.69
CM OPERATIONS I	IMPORTANT SITES AVAILABILITY	Ratio % with scaling	0.4	97.31	96.07	97.31	98.04
CM OPERATIONS I	NORMAL SITES AVAILABILITY	Ratio % with scaling	0.4	97.81	97.44	97.81	98.17

Q3 (FY 2023-24) IPMS for CGM, Punjab Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CM OPERATIONS II	2G CELLS WITH CDR <2%	Ratio % with scaling	0.2	82.29	80.36	82.29	84.49
CM OPERATIONS II	3G CELLS WITH CDR <2%	Ratio % with scaling	0.2	94.95	93.52	94.95	96.11
CM OPERATIONS II	MTTR (IN MINUTES)	Numeric with scaling	0.6	123	139	123	116
CM REVENUE	POST/PREPAID(SLR)P.SMS ETC(CR)	Amount with scaling	8	129.75	120.02	129.75	132.99
CM SALES	DAILY AVG IN REVENUE(RS CRS.)	Amount with scaling	0.8	0.57	0.513	0.57	0.627
CM SALES	NO OF ACTIVE POS FOR SIM/MONTH	Numeric with scaling	0.6	4,795	4,316	4,795	5,275
CM SALES	SIM SALES IN 3 MONTHS	Numeric with scaling	0.8	1,65,000	1,48,500	1,65,000	1,89,750
CM SALES I	QOA (3 MONTH RETENTION)	Ratio % with scaling	0.8	35%	33%	35%	37%
CM	FINALISATON OF PLG 4G SITES	Ratio % with scaling	1.2	100%	90%	100%	100%
NWP-SP	4G Saturation Tower Erection	Numbers	0.6	18	16	18	20
NWP-SP	4G Saturation Tower Commissioning	Numbers	0.6	2	1	2	3
NWP-SP	4G sites with OFC laid	Numbers	0.8	9	8	9	10
CM-COMMERCIAL/COM	INCR FOLLWRS SOCIAL MEDIA	Ratio % with scaling	0.2	5	2.5	5	7.5
CM-COMMERCIAL/COM	AVAILABILITY OF BNRS/FLEX AT POS	Ratio % with scaling	0.2	80	60	80	100
		Total	20				
EB Vertical							
CNO	CPAN NODES UPTIME	Ratio % with scaling	1.4	99.20%	98.50%	99.20%	99.50%
CNO	OFC NETWORK RELIABILITY	Ratio % with scaling	1.6	99.00%	98%	99.00%	99.20%
CNO	RETRIVAL OF FAULTY FIBRES	Numeric with scaling	1	1997	1664	1997	2330
CORE N/W PLANNING	OFC N/W EXP /REHABILATION (in Km)	Numeric with scaling	1	44	35	44	53
EB FINANCE	EB REVENUE TARGETS(RS. CRS.)	Amount with scaling	5	30	28.5	30	31.5
EB FINANCE	OUTSTANDING RECOVERY(RS CR)	Amount with scaling	1	8	7.6	8	8.4
ENTERPRISE GOLD	EB SALES RANKING	Numeric with scaling	5	80	70	80	90
LC	MCSC SCORE	Numeric with scaling	1	70	60	70	80
LC	SERVICE ASSURANCE-FAULT RATE	Ratio % with scaling	1	0.75%	0.83%	0.75%	0.60%
LC SERVICE DELIVERY	NET COMMISSIONING+UPGRADATION	Ratio % with scaling	1	85	70	85	100
MM UNIT	Number of Items made available on GeM out of total number of items procured outside GeM in the previous year 2022-2023	Ratio % with scaling	1	25	20	25	30
		Total	20				
HR Vertical							
CIVIL	MONITRING CIVIL WORK IN BUDGET	Ratio % with scaling	0.5	90	80	90	100
LAND MONETISATION	IDENTIFY LAND FOR MONETZ	Numeric with scaling	1	5	4	5	6

Q3 (FY 2023-24) IPMS for CGM, Punjab Circle							
PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
LAND MONETISATION	LDD/VALUATION&CLSC REPORT/TA	Numeric with scaling	1	2	1	2	3
LAND MONETISATION I	GRS PROCEED LAND(SALE&RENT)CR.	Amount with scaling	3	8	6	8	10
LAND MONETISATION I	MCPC OF LEGAL CASES REF TO CO	Days	1	8	11	8	5
LAND MONETISATION I	MCPC OF MUTATION OF LAND	Numeric with scaling	1	10	8	10	13
LAND MONETISATION II	MCPC REMOVAL ENCROCHMENT LAND(% of total encroachment)	Ratio % with scaling	1	20	15	20	25
RENTING TARGET	AREA IDENTFY FOR RENTING	Ratio % with scaling	1	45	44.5	45	45.5
RENTING TARGET	AREA RENTED OUT (IN % OF TOTAL	Ratio % with scaling	1	14.6	14.4	14.6	14.75
RENTING TARGET	RENTING TARGET (IN CR.)	Amount with scaling	2	4.13	3.53	4.13	4.35
OJAS	SAVING IN ENERGY COST(RS LAKH)	Amount with scaling	2	40.14	32.11	40.14	48.17
OSM	DISPOSAL OF ITEMS(IN RS.LAKH)	Amount with scaling	1	225	180	225	270
EST/ADM/SR/PG/LEGAL	H.KEEPING/MED.BILL/VEH. & ORS.	Ratio % with scaling	0.5	90	80	90	100
EST/ADM/SR/PG/LEGAL	RTI/PG/PQ/PROB.&EFF./NEPP/ERP	Ratio % with scaling	0.5	90	80	90	100
ACCOUNTAB.&PRODUCTI V	MANAGING IPMS	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL OF SPS PENSION CASES (IN 2 WEEKS)	Ratio % with scaling	0.5	90	80	90	100
ESTABALISHMENT	MAPPING OF COURT CAS & ARB THRU LIMBS	Ratio % with scaling	0.5	90	80	90	100
ESTABALISHMENT	DISPOSAL ALL ABSCONDING CASES > 5 yrs	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL ALL ABSCONDING CASES > (3-5) yrs	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	COMPL OF 2 TRG / EMP JE above THRU IGOT	Ratio % with scaling	0.3	90	80	90	100
BHARATNET UDYAMI SWIFT TRG	SWIFT TRG TO 50K TIP/UDYAMIS AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	MOTIVATIONAL TRG AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.2	90	80	90	100
		Total	20				
Finance Vertical							
1ST MONTH COLL EFF	%AMT BILLED AMT	Ratio % with scaling	4	87	81	87	90
BDG/COST CONTRL OPEX	10% RED. IN OTHER EXPENSE(CR)	Amount with scaling	2	129.27	135.73	129.27	122.8
COLL.FROM DIF.SOURCE	IMPROVEMENT IN COLL.FIGURE(CR)	Amount with scaling	4	222	210.9	222	233.1
DEBTOR REDUCTION	TRADE RECEIVABLE AS NO OF DAYS	Days	3	60	63	60	57
GROSS PFT MGN(EBITDA	(EBITDA/TOTAL INCOME)*100	Ratio % with scaling	3	-13.65%	-14.33%	-13.65%	-12.96%

Q3 (FY 2023-24) IPMS for CGM, Punjab Circle							
PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
IMPLEMENT. OF IFC	100%COMPLIA.ALL CRITICAL CTRLS	Numeric with scaling	0.5	259	253	259	267
RETURN ON INVESTMENT	BETTER ANNUAL ACH. BY 10%	Ratio % with scaling	2	47.31%	44.94%	47.31%	49.68%
IA PARAS	SETTLEMENT OF IA PARAS UP TO 31.03.2020	Numeric with scaling	0.5	2	1	2	3
IA PARAS	SETTLEMENT OF IA PARAS AFTER 31.03.2020	Numeric with scaling	0.5	41	37	41	45
REVENUE ASSURANCE	IMPLEMENTATION OF REVENUE ASSURANCE	Ratio % with scaling	0.5	98%	95%	98%	100%
		Total	20				
		G. Total	100				

Q3 (FY 2023-24) IPMS for CGM, Odisha Circle							
PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CFA Vertical							
CFA Revenue as per Cabinet Approval	Total revenue (Other Than OBD & WIFI)	In Rs Cr with scaling	6	36.55	34.72	36.55	38.38
	OBD (in Lacs)	In Rs Lacs with scaling	0.4	25.00	20.00	25.00	26.25
	WIFI (in Lacs)	In Rs Lacs with scaling	0.4	54.44	43.55	54.44	57.16
CFA-SALES	FTTH Growth (Normal) (In 1000s)	Number with scaling	2	21	18.04	21.00	22.16
	FTTH Growth (BharatNet Utilization)	Number with scaling	1.6	1563	1250	1563	1823
	VAS - SIP Trunk/IN #	Number with scaling	0.8	290	232	290	319
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements exchanges	in % with scaling	1.2	98%	97%	98%	99%
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE	in % with scaling	1.2	98%	97%	98%	99%
Landline	24Hrs. Fault Clearence	in % with scaling	0.4	80%	70%	80%	90%
	MTTR of best 80% cleared faults	In Hrs with scaling (reverse)	0.4	8 Hrs	9 Hrs.	8 Hrs	7 Hrs
	Carried Over Faults in terms of % of overall connections	Ratio in % with scaling	0.4	0.40	0.50	0.40	0.35
ADSL-BB	MTTR*	In Hrs with scaling (reverse)	1.2	8 Hrs	10 Hrs.	8 Hrs	6 Hrs
FTTH-BB	MTTR*	In Hrs with scaling (reverse)	1.6	10 Hrs	12 Hrs.	10 Hrs	8 Hrs
Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2	90%	85%	90%	100%
PG Cases	PG Cases Booked on CPGRMAS Portal Average Resolution Time	Days	0.4	7	9	7	5
		Total	20				
# Unit IN connection will be counted as 25 times of numbers of provisioned connections. SIP connection will be as per provisioning.							
* For MTTR, the target be kept as MTTR of best 80% clear faults and not 100% faults.							
CM Vertical							
CM INFRA	TOWER MONSATON DATA COMPILATION AND VERIFICATION	Date(DDMMYY)	0.4	31.10.2023	30.11.2023	31.10.2023	15.10.2023
CM OPERATIONS	DATA USGE(% CHG W.R.T Q1(23-24)	Ratio % with scaling	0.4	4	2	4	6
CM OPERATIONS	UNIQUEVLR(% CHG W.R.T Q1(23-24)	Ratio % with scaling	0.8	4	3	4	5
CM OPERATIONS	SC SITES AVAILABILTY	Ratio % with scaling	1	97.77	94.43	97.77	98.89
CM OPERATIONS I	CRITICAL SITES AVAILABILITY	Ratio % with scaling	1	94.21	91.5	94.21	96.81
CM OPERATIONS I	IMPORTANT SITES AVAILABILITY	Ratio % with scaling	0.4	91.18	87.11	91.18	93.56
CM OPERATIONS I	NORMAL SITES AVAILABILITY	Ratio % with scaling	0.4	93.78	92.75	93.78	94.82

Q3 (FY 2023-24) IPMS for CGM, Odisha Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CM OPERATIONS II	2G CELLS WITH CDR<2%	Ratio % with scaling	0.2	71.47	68.35	71.47	75.02
CM OPERATIONS II	3G CELLS WITH CDR<2%	Ratio % with scaling	0.2	90.28	87.54	90.28	92.52
CM OPERATIONS II	MTTR (IN MINUTES)	Numeric with scaling	0.6	174	196	174	164
CM REVENUE	POST/PREPAID(SLR)P.SMS ETC(CR)	Amount with scaling	8	89.88	83.14	89.88	92.13
CM SALES	NO OF ACTIVE POS FOR SIM/MONTH	Numeric with scaling	0.8	7,803	7,023	7,803	8,583
CM SALES	SIM SALES(3 MONTHS)	Numeric with scaling	1.2	1,10,000	99,000	1,10,000	1,26,500
CM SALES I	QOA (3 MONTH RETENTION)	Ratio % with scaling	1	54%	53%	54%	55%
CM	FINALISATON OF PLG 4G SITES	Ratio % with scaling	1.2	100%	90%	100%	100%
NWP-SP	4G Saturation Tower Erection	Numbers	0.6	880	790	880	965
NWP-SP	4G Saturation Tower Commissioning	Numbers	0.6	88	80	88	95
NWP-SP	4G sites with OFC laid	Numbers	0.8	383	345	383	420
CM-COMMERCIAL/COM	INCR FOLLWRS SOCIAL MEDIA	Ratio % with scaling	0.2	5	2.5	5	7.5
CM-COMMERCIAL/COM	AVAILABILITY OF BNRS/FLEX AT POS	Ratio % with scaling	0.2	80	60	80	100
		Total	20				
EB Vertical							
CNO	CPAN NODES UPTIME	Ratio % with scaling	1.4	99.20%	98.50%	99.20%	99.50%
CNO	OFC NETWORK RELIABILITY	Ratio % with scaling	1.6	99.00%	98%	99.00%	99.20%
CNO	RETRIVAL OF FAULTY FIBRES	Numeric with scaling	1	3064	2553	3064	3575
CORE N/W PLANNING	OFC N/W EXP /REHABILATION (in Km)	Numeric with scaling	1	74	59	74	89
EB FINANCE	EB REVENUE TARGETS(RS. CRS.)	Amount with scaling	5	26	25.5	26	27.3
EB FINANCE	OUTSTANDING RECOVERY(RS CR)	Amount with scaling	1	15	14.25	15	15.75
ENTERPRISE GOLD	EB SALES RANKING	Numeric with scaling	5	80	70	80	90
LC	MCSC SCORE	Numeric with scaling	1	70	60	70	80
LC	SERVICE ASSURANCE FAULT RATE	Ratio % with scaling	1	1.20%	1.32%	1.20%	0.96%
LC SERVICE DELIVERY	SERV DELV(NET COMMSSG+UPGRADT)	Ratio % with scaling	1	85	70	85	100
MM UNIT	Number of Items made available on GeM out of total number of items procured outside GeM in the previous year 2022-2023	Ratio % with scaling	1	25	20	25	30
		Total	20				
HR Vertical							
CIVIL	MONT CIVIL WK IN ALLOTTED BUDGT	Ratio % with scaling	0.5	90	80	90	100
LAND MONETISATION	IDENTIFY LAND FOR MONETISATION	Numeric with scaling	1	2	1	2	3
LAND MONETISATION	LDD/VALUATION&CLSC REPORT/TA	Numeric with scaling	1	2	1	2	3

Q3 (FY 2023-24) IPMS for CGM, Odisha Circle							
PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
LAND MONETISATION	REM DATA UPDATION	Numeric with scaling	0.5	72	54	72	90
LAND MONETISATION I	GRS PROCED LAND(SALES&RENT CR)	Amount with scaling	3	1.6	1.2	1.6	2
LAND MONETISATION I	MCPC OF LAND LEGAL CASES	Days	0.5	8	11	8	5
LAND MONETISATION I	MCPC REMOVAL ENCROCHMENT LAND(% of total encroachment)	Ratio % with scaling	1	20	15	20	25
LAND MONETISATION II	MCPC OF MUTUTATION OF LAND	Numeric with scaling	1	34	25	34	42
RENTING TARGET	AREA IDEN RENTG(IN% TOTL AREA)	Ratio % with scaling	1	40.5	40	40.5	41
RENTING TARGET	AREA RENTED OUT(IN% TOTL AREA)	Ratio % with scaling	1	3.75	3.5	3.75	4
RENTING TARGET	RENTING TARGET (CR.)	Amount with scaling	2	1.95	1.67	1.95	2.06
OJAS	SAVING IN ENERGY COST(RS LAKH)	Amount with scaling	2	23.54	18.83	23.54	28.25
OSM	DISPOSAL OF ITEMS(IN RS.LAKH)	Amount with scaling	1	150	120	150	180
EST/ADM/SR/PG/LEGAL	H.KEEPING/MED.BILL/VEH. & ORS.	Ratio % with scaling	0.5	90	80	90	100
EST/ADM/SR/PG/LEGAL	RTI/PG/PQ/PROB.&EFF./NEPP/ERP	Ratio % with scaling	0.5	90	80	90	100
ACCOUNTAB.&PRODUCTI V	MANAGING IPMS	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL OF SPS PENSION CASES (IN 2 WEEKS)	Ratio % with scaling	0.5	90	80	90	100
ESTABALISHMENT	MAPPING OF COURT CAS & ARB THRU LIMBS	Ratio % with scaling	0.5	90	80	90	100
ESTABALISHMENT	DISPOSAL ALL ABSCONDING CASES > 5 yrs	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL ALL ABSCONDING CASES > (3-5) yrs	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	COMPL OF 2 TRG / EMP JE above THRU IGOT	Ratio % with scaling	0.3	90	80	90	100
BHARATNET UDYAMI SWIFT TRG	SWIFT TRG TO 50K TIP/UDYAMIS AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	MOTIVATIONAL TRG AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.2	90	80	90	100
		Total	20				
Finance Vertical							
1ST MONTH COLL EFF	% AMT FOR BILL(QTRLY)	Ratio % with scaling	4	75	69	75	81
BDG/COST CONTRL OPEX	10% RED. IN OTHER EXPENSE(CR)	Amount with scaling	2	69.22	72.68	69.22	65.75
COLL.FROM DIF.SOURCE	IMPROVEMENT IN COLL FIG (CR)	Amount with scaling	4	124	117.8	124	130.2
DEBTOR REDUCTION	TRADE RECEIVABLE AS NO OF DAYS	Days	3	60	63	60	57

Q3 (FY 2023-24) IPMS for CGM, Odisha Circle							
PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
GROSS PFT MGN(EBITDA	(EBITDA/TOTAL INCOME)*100	Ratio % with scaling	3	-2.09%	-2.20%	-2.09%	-1.99%
IMPLEMENT. OF IFC	100%COMPLIA.ALL CRITICAL CTRLS	Numeric with scaling	1	127	124	127	131
RETURN ON INVESTMENT	BETTER ANNUAL ACH. BY 10%	Ratio % with scaling	2	31.25%	29.69%	31.25%	32.82%
IA PARAS	SETTLEMENT OF IA PARAS UP TO 31.03.2020	Numeric with scaling	1	76	72	76	80
		Total	20				
		G. Total	100				

Q3 (FY 2023-24) IPMS for CGM, Rajasthan Circle							
PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CFA Vertical							
CFA Revenue as per Cabinet Approval	Total revenue (Other Than OBD & WIFI)	In Rs Cr with scaling	6	74.44	70.72	74.44	78.16
	OBD (in Lacs)	In Rs Lacs with scaling	0.4	25.00	20.00	25.00	26.25
	WIFI (in Lacs)	In Rs Lacs with scaling	0.4	107.65	86.12	107.65	113.03
CFA-SALES	FTTH Growth (Normal) (In 1000s)	Number with scaling	2	40	34.36	40.00	42.20
	FTTH Growth (BharatNet Utilization)	Number with scaling	1.6	10335	8268	10335	12057
	VAS - SIP Trunk/IN #	Number with scaling	0.8	290	232	290	319
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements exchanges	in % with scaling	1.2	98%	97%	98%	99%
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE	in % with scaling	1.2	98%	97%	98%	99%
Landline	24Hrs. Fault Clearence	in % with scaling	0.4	80%	70%	80%	90%
	MTTR of best 80% cleared faults	In Hrs with scaling (reverse)	0.4	8 Hrs	9 Hrs.	8 Hrs	7 Hrs
	Carried Over Faults in terms of % of overall connections	Ratio in % with scaling	0.4	0.40	0.50	0.40	0.35
ADSL-BB	MTTR*	In Hrs with scaling (reverse)	1.2	8 Hrs	10 Hrs.	8 Hrs	6 Hrs
FTTH-BB	MTTR*	In Hrs with scaling (reverse)	1.6	10 Hrs	12 Hrs.	10 Hrs	8 Hrs
Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2	90%	85%	90%	100%
PG Cases	PG Cases Booked on CPGRMAS Portal Average Resolution Time	Days	0.4	7	9	7	5
		Total	20				
# Unit IN connection will be counted as 25 times of numbers of provisioned connections. SIP connection will be as per provisioning.							
* For MTTR, the target be kept as MTTR of best 80% clear faults and not 100% faults.							
CM Vertical							
CM INFRA	TOWER MONSATON DATA COMPILATION AND VERIFICATION	Date(DDMMYY)	0.4	31.10.2023	30.11.2023	31.10.2023	15.10.2023
CM OPERATIONS	DATA USGE(% CHG W.R.T Q1(23-24)	Ratio % with scaling	0.4	4	2	4	6
CM OPERATIONS	UNIQUEVLR(% CHG W.R.T Q1(23-24)	Ratio % with scaling	0.8	4	3	4	5
CM OPERATIONS	SC SITES AVAILABILTY	Ratio % with scaling	1	98.35	95.87	98.35	99.17
CM OPERATIONS I	CRITICAL SITES AVAILABILITY	Ratio % with scaling	1	98.05	97.14	98.05	98.93
CM OPERATIONS I	IMPORTANT SITES AVAILABILITY	Ratio % with scaling	0.4	96.63	95.07	96.63	97.54
CM OPERATIONS I	NORMAL SITES AVAILABILITY	Ratio % with scaling	0.4	95.38	94.61	95.38	96.15

Q3 (FY 2023-24) IPMS for CGM, Rajasthan Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CM OPERATIONS II	2G CELLS WITH CDR <2%	Ratio % with scaling	0.2	81.52	79.5	81.52	83.82
CM OPERATIONS II	3G CELLS WITH CDR <2%	Ratio % with scaling	0.2	96.94	96.08	96.94	97.65
CM OPERATIONS II	MTTR (IN MINUTES)	Numeric with scaling	0.6	90	101	90	84
CM REVENUE	POST/PREPAID(SLR)P.SMS ETC(CR)	Amount with scaling	8	94.17	87.1	94.17	96.52
CM SALES	NO OF ACTIVE POS FOR SIM/MONTH	Numeric with scaling	0.8	7,677	6,909	7,677	8,445
CM SALES	SIM SALES IN 3 MONTHS	Numeric with scaling	1.2	2,90,000	2,61,000	2,90,000	3,33,500
CM SALES I	QOA (3 MONTH RETENTION)	Ratio % with scaling	1	33%	31%	33%	35%
CM	FINALISATON OF PLG 4G SITES	Ratio % with scaling	1.2	100%	90%	100%	100%
NWP-SP	4G Saturation Tower Erection	Numbers	0.6	880	790	880	965
NWP-SP	4G Saturation Tower Commissioning	Numbers	0.6	250	225	250	275
NWP-SP	4G sites with OFC laid	Numbers	0.8	176	160	176	190
CM-COMMERCIAL/COM	INCR FOLLWRS SOCIAL MEDIA	Ratio % with scaling	0.2	5	2.5	5	7.5
CM-COMMERCIAL/COM	AVAILABILITY OF BNRS/FLEX AT POS	Ratio % with scaling	0.2	80	60	80	100
		Total	20				
EB Vertical							
CNO	CPAN NODES UPTIME	Ratio % with scaling	1.4	99.20%	98.50%	99.20%	99.50%
CNO	OFC NETWORK RELIABILITY	Ratio % with scaling	1.6	99.00%	98%	99.00%	99.20%
CNO	RETRIVAL OF FAULTY FIBRES	Numeric with scaling	1	2741	2284	2741	3198
CORE N/W PLANNING	OFC N/W EXP /REHABILATION (in Km)	Numeric with scaling	1	51	41	51	62
EB FINANCE	EB REVENUE TARGETS(RS. CRS.)	Amount with scaling	5	54	50	54	56.7
EB FINANCE	OUTSTANDING RECOVERY(RS CR)	Amount with scaling	1	13	12.35	13	13.65
ENTERPRISE GOLD	EB SALES RANKING	Numeric with scaling	5	80	70	80	90
LC	MCSC SCORE	Numeric with scaling	1	70	60	70	80
LC	SERVICE ASSURANCE-FAULT RATE	Ratio % with scaling	1	0.75%	0.83%	0.75%	0.60%
LC SERVICE DELIVERY	NET COMMISSIONING+UPGRADATION	Ratio % with scaling	1	85	70	85	100
MM UNIT	Number of Items made available on GeM out of total number of items procured outside GeM in the previous year 2022-2023	Ratio % with scaling	1	25	20	25	30
		Total	20				
HR Vertical							
CIVIL	MONITRING CIVIL WORK IN BUDGET	Ratio % with scaling	0.5	90	80	90	100
LAND MONETISATION	IDENTIFY LAND FOR MONETZ	Numeric with scaling	1	9	7	9	11
LAND MONETISATION	LDD/VALUATION&CLSC REPORT/TA	Numeric with scaling	1	2	1	2	3

Q3 (FY 2023-24) IPMS for CGM, Rajasthan Circle							
PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
LAND MONETISATION	REM DATA UPDATION	Numeric with scaling	0.5	14	10	14	17
LAND MONETISATION I	GRS PROCEED LAND(SALE&RENT)CR.	Amount with scaling	3	1.2	0.9	1.2	1.5
LAND MONETISATION I	MCPC OF LEGAL CASES REF TO CO	Days	1	8	11	8	5
LAND MONETISATION I	MCPC OF MUTATION OF LAND	Numeric with scaling	1	4	3	4	5
LAND MONETISATION II	MCPC REMOVAL ENCROCHMENT LAND(% of total encroachment)	Ratio % with scaling	1	20	15	20	25
RENTING TARGET	AREA IDENTIFY FOR RENTING	Ratio % with scaling	1	51.85	51.7	51.85	52
RENTING TARGET	AREA RENTED OUT (IN % OF TOTAL	Ratio % with scaling	1	15.15	15	15.15	15.25
RENTING TARGET	RENTING TARGET (IN CR.)	Amount with scaling	2	4.32	3.7	4.32	4.56
OJAS	SAVING IN ENERGY COST(RS LAKH)	Amount with scaling	2	60.41	48.33	60.41	72.5
OSM	DISPOSAL OF ITEMS(IN RS.LAKH)	Amount with scaling	1	125	100	125	150
EST/ADM/SR/PG/LEGAL	H.KEEPING/MED.BILL/VEH. & ORS.	Ratio % with scaling	0.5	90	80	90	100
EST/ADM/SR/PG/LEGAL	RTI/PG/PQ/PROB.&EFF./NEPP/ERP	Ratio % with scaling	0.5	90	80	90	100
ACCOUNTAB.&PRODUCTI V	MANAGING IPMS	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL OF SPS PENSION CASES (IN 2 WEEKS)	Ratio % with scaling	0.5	90	80	90	100
ESTABALISHMENT	MAPPING OF COURT CAS & ARB THRU LIMBS	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL ALL ABSCONDING CASES > (3-5) yrs	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	COMPL OF 2 TRG / EMP JE above THRU IGOT	Ratio % with scaling	0.3	90	80	90	100
BHARATNET UDYAMI SWIFT TRG	SWIFT TRG TO 50K TIP/UDYAMIS AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	MOTIVATIONAL TRG AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.2	90	80	90	100
		Total	20				
Finance Vertical							
1ST MONTH COLL EFF	%AMT BILLED AMT	Ratio % with scaling	4	86	80	86	90
BDG/COST CONTRL OPEX	10% RED. IN OTHER EXPENSE(CR)	Amount with scaling	2	92.52	97.15	92.52	87.9
COLL.FROM DIF.SOURCE	IMPROVEMENT IN COLL.FIGURE(CR)	Amount with scaling	4	175	166.25	175	183.75
DEBTOR REDUCTION	TRADE RECEIVABLE AS NO OF DAYS	Days	3	60	63	60	57
GROSS PFT MGN(EBITDA	(EBITDA/TOTAL INCOME) *100	Ratio % with scaling	3	-10.74%	-11.27%	-10.74%	-10.20%
IMPLEMENT. OF IFC	100%COMPLIA.ALL CRITICAL CTRLS	Numeric with scaling	0.5	127	124	127	131

Q3 (FY 2023-24) IPMS for CGM, Rajasthan Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
RETURN ON INVESTMENT	BETTER ANNUAL ACH. BY 10%	Ratio % with scaling	2	34.59%	32.86%	34.59%	36.31%
IA PARAS	SETTLEMENT OF IA PARAS UP TO 31.03.2020	Numeric with scaling	0.5	32	31	32	34
IA PARAS	SETTLEMENT OF IA PARAS AFTER 31.03.2020	Numeric with scaling	0.5	22	20	22	24
REVENUE ASSURANCE	IMPLEMENTATION OF REVENUE ASSURANCE	Ratio % with scaling	0.5	98%	95%	98%	100%
		Total	20				
		G. Total	100				

Q3 (FY 2023-24) IPMS for CGM, Sikkim Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CFA Vertical							
CFA Revenue as per Cabinet Approval	Total revenue (Other Than OBD & WIFI)	In Rs Cr with scaling	6	1.05	1.00	1.05	1.10
	OBD (in Lacs)	In Rs Lacs with scaling	0.4	5.00	4.00	5.00	5.25
	WIFI (in Lacs)	In Rs Lacs with scaling	0.4	0.82	0.66	0.82	0.86
CFA-SALES	FTTH Growth (Normal) (In 1000s)	Number with scaling	3.6	0.5	0.43	0.50	0.53
	VAS - SIP Trunk/IN #	Number with scaling	0.6	56	45	56	62
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements exchanges	in % with scaling	1.2	98%	97%	98%	99%
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE	in % with scaling	1.2	98%	97%	98%	99%
Landline	24Hrs. Fault Clearence	in % with scaling	0.4	80%	70%	80%	90%
	MTTR of best 80% cleared faults	In Hrs with scaling (reverse)	0.6	8 Hrs	9 Hrs.	8 Hrs	7 Hrs
	Carried Over Faults in terms of % of overall connections	Ratio in % with scaling	0.4	0.40	0.50	0.40	0.35
ADSL-BB	MTTR*	In Hrs with scaling (reverse)	1.2	8 Hrs	10 Hrs.	8 Hrs	6 Hrs
FTTH-BB	MTTR*	In Hrs with scaling (reverse)	1.6	10 Hrs	12 Hrs.	10 Hrs	8 Hrs
Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2	90%	85%	90%	100%
PG Cases	PG Cases Booked on CPGRMAS Portal Average Resolution Time	Days	0.4	7	9	7	5
			Total	20			
# Unit IN connection will be counted as 25 times of numbers of provisioned connections. SIP connection will be as per provisioning.							
* For MTTR, the target be kept as MTTR of best 80% clear faults and not 100% faults.							
CM Vertical							
CM OPERATIONS	DATA USGE(% CHG W.R.T Q1(23-24)	Ratio % with scaling	0.4	4	2	4	6
CM OPERATIONS	UNIQUEVLR(% CHG W.R.T Q1(23-24)	Ratio % with scaling	0.8	4	3	4	5
CM OPERATIONS	SC SITES AVAILABILTY	Ratio % with scaling	1	90	75.01	90	95
CM OPERATIONS I	CRITICAL SITES AVAILABILITY	Ratio % with scaling	1	88.7	83.41	88.7	93.78
CM OPERATIONS I	IMPORTANT SITES AVAILABILITY	Ratio % with scaling	0.4	87.9	82.31	87.9	91.16
CM OPERATIONS I	NORMAL SITES AVAILABILITY	Ratio % with scaling	0.4	95.45	94.7	95.45	96.21

Q3 (FY 2023-24) IPMS for CGM, Sikkim Circle							
PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CM OPERATIONS II	2G CELLS WITH CDR<2%	Ratio % with scaling	0.2	87.65	86.3	87.65	89.18
CM OPERATIONS II	3G CELLS WITH CDR<2%	Ratio % with scaling	0.2	90.3	87.56	90.3	92.54
CM OPERATIONS II	MTTR (IN MINUTES)	Numeric with scaling	0.6	304	342	304	285
CM REVENUE	POST/PREPAID(SLR)P.SMS ETC(CR)	Amount with scaling	8	0.23	0.22	0.23	0.24
CM SALES	NO OF ACTIVE POS FOR SIM/MONTH	Numeric with scaling	0.8	36	32	36	40
CM SALES	SIM SALES(3 MONTHS)	Numeric with scaling	1.2	3,500	3,150	3,500	4,025
CM SALES I	QOA (3 MONTH RETENTION)	Ratio % with scaling	1	52%	50%	52%	54%
CM	FINALISATON OF PLG 4G SITES	Ratio % with scaling	1.4	100%	90%	100%	100%
NWP-SP	4G Saturation Tower Erection	Numbers	0.6	5	4	5	6
NWP-SP	4G Saturation Tower Commissioning	Numbers	0.8	1	1	1	2
NWP-SP	4G sites with OFC laid	Numbers	0.8	6	5	6	7
CM-COMMERCIAL/COM	INCR FOLLWRS SOCIAL MEDIA	Ratio % with scaling	0.2	5	2.5	5	7.5
CM-COMMERCIAL/COM	AVAILABILITY OF BNRS/FLEX AT POS	Ratio % with scaling	0.2	80	60	80	100
		Total	20				
EB Vertical							
CNO	CPAN NODES UPTIME	Ratio % with scaling	1.4	99.20%	98.50%	99.20%	99.50%
CNO	OFC NETWORK RELIABILITY	Ratio % with scaling	1.6	99.00%	98%	99.00%	99.20%
CNO	RETRIVAL OF FAULTY FIBRES	Numeric with scaling	1	21	18	21	25
CORE N/W PLANNING	OFC N/W EXP /REHABILATION (in Km)	Numeric with scaling	1	8	7	8	9
EB FINANCE	EB REVENUE TARGETS(RS. CRS.)	Amount with scaling	5	0.25	0.2	0.25	0.5
EB FINANCE	OUTSTANDING RECOVERY(RS CR)	Amount with scaling	1	0.5	0.47	0.5	0.52
ENTERPRISE GOLD	EB SALES RANKING	Numeric with scaling	5	80	70	80	90
LC	MCSC SCORE	Numeric with scaling	1	70	60	70	80
LC	SERVICE ASSURANCE FAULT RATE	Ratio % with scaling	1	1.20%	1.32%	1.20%	0.96%
LC SERVICE DELIVERY	SERV DELV(NET COMMSSG+UPGRADT)	Ratio % with scaling	1	85	70	85	100
MM UNIT	Number of Items made available on GeM out of total number of items procured outside GeM in the previous year 2022-2023	Ratio % with scaling	1	25	20	25	30
		Total	20				

Q3 (FY 2023-24) IPMS for CGM, Sikkim Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
HR Vertical							
CIVIL	MONT CIVIL WK IN ALLOTTED BUDGT	Ratio % with scaling	2	90	80	90	100
LAND MONETISATION	REM DATA UPDATION	Numeric with scaling	1	3	2	3	4
LAND MONETISATION I	MCPC OF LAND LEGAL CASES	Days	2	8	11	8	5
LAND MONETISATION II	MCPC OF MUTATION OF LAND	Numeric with scaling	2	2	1	2	3
OJAS	SAVING IN ENERGY COST(RS LAKH)	Amount with scaling	6	0.68	0.55	0.68	0.82
OSM	DISPOSAL OF ITEMS(IN RS.LAKH)	Amount with scaling	3	10	8	10	12
EST/ADM/SR/PG/LEGAL	H.KEEPING/MED.BILL/VEH. & ORS.	Ratio % with scaling	0.5	90	80	90	100
EST/ADM/SR/PG/LEGAL	RTI/PG/PQ/PROB.&EFF./NEPP/ERP	Ratio % with scaling	0.5	90	80	90	100
ACCOUNTAB.&PRODUCTIV	MANAGING IPMS	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL OF SPS PENSION CASES (IN 2 WEEKS)	Ratio % with scaling	0.5	90	80	90	100
ESTABALISHMENT	MAPPING OF COURT CAS & ARB THRU LIMBS	Ratio % with scaling	0.5	90	80	90	100
ESTABALISHMENT	DISPOSAL ALL ABSCONDING CASES > 5 yrs	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	COMPL OF 2 TRG / EMP JE above THRU IGOT	Ratio % with scaling	0.3	90	80	90	100
BHARATNET UDYAMI SWIFT TRG	SWIFT TRG TO 50K TIP/UDYAMIS AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	MOTIVATIONAL TRG AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.2	90	80	90	100
		Total	20				
Finance Vertical							
1ST MONTH COLL EFF	% AMT FOR BILL(QTRLY)	Ratio % with scaling	4	77	71	77	83
BDG/COST CONTRL OPEX	10% RED. IN OTHER EXPENSE(CR)	Amount with scaling	2	4.18	4.39	4.18	3.97
COLL.FROM DIF.SOURCE	IMPROVEMENT IN COLL FIG (CR)	Amount with scaling	4	1.5	1.43	1.5	1.58
DEBTOR REDUCTION	TRADE RECEIVABLE AS NO OF DAYS	Days	3	60	63	60	57
GROSS PFT MGN(EBITDA	(EBITDA/TOTAL INCOME)*100	Ratio % with scaling	3	-256.44%	-269.26%	-256.44%	-243.62%
IMPLEMENT. OF IFC	100%COMPLIA.ALL CRITICAL CTRLS	Numeric with scaling	2	127	124	127	131

Q3 (FY 2023-24) IPMS for CGM, Sikkim Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
RETURN ON INVESTMENT	BETTER ANNUAL ACH. BY 10%	Ratio % with scaling	2	15.64%	14.86%	15.64%	16.42%
		Total	20				
		G. Total	100				

Q3 (FY 2023-24) IPMS for CGM, Tamil Nadu Circle							
PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CFA Vertical							
CFA Revenue as per Cabinet Approval	Total revenue (Other Than OBD & WIFI)	In Rs Cr with scaling	6	106.75	101.41	106.75	112.09
	OBD (in Lacs)	In Rs Lacs with scaling	0.4	25.00	20.00	25.00	26.25
	WIFI (in Lacs)	In Rs Lacs with scaling	0.4	105.82	84.66	105.82	111.11
CFA-SALES	FTTH Growth (Normal) (In 1000s)	Number with scaling	2	49	42.09	49.00	51.70
	FTTH Growth (BharatNet Utilization)	Number with scaling	1.6	572	458	572	667
	VAS - SIP Trunk/IN #	Number with scaling	0.8	524	419	524	576
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements exchanges	in % with scaling	1.2	98%	97%	98%	99%
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE	in % with scaling	1.2	98%	97%	98%	99%
Landline	24Hrs. Fault Clearence	in % with scaling	0.4	80%	70%	80%	90%
	MTTR of best 80% cleared faults	In Hrs with scaling (reverse)	0.4	8 Hrs	9 Hrs.	8 Hrs	7 Hrs
	Carried Over Faults in terms of % of overall connections	Ratio in % with scaling	0.4	0.40	0.50	0.40	0.35
ADSL-BB	MTTR*	In Hrs with scaling (reverse)	1.2	8 Hrs	10 Hrs.	8 Hrs	6 Hrs
FTTH-BB	MTTR*	In Hrs with scaling (reverse)	1.6	10 Hrs	12 Hrs.	10 Hrs	8 Hrs
Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2	90%	85%	90%	100%
PG Cases	PG Cases Booked on CPGRMAS Portal Average Resolution Time	Days	0.4	7	9	7	5
		Total	20				
# Unit IN connection will be counted as 25 times of numbers of provisioned connections. SIP connection will be as per provisioning.							
* For MTTR, the target be kept as MTTR of best 80% clear faults and not 100% faults.							
CM Vertical							
CM OPERATIONS	DATA USGE(% CHG W.R.T Q1(23-24)	Ratio % with scaling	0.4	4	2	4	6
CM OPERATIONS	UNIQUEVLR(% CHG W.R.T Q1(23-24)	Ratio % with scaling	0.8	4	3	4	5
CM OPERATIONS	SC SITES AVAILABILTY	Ratio % with scaling	1	98.9	97.26	98.9	99.45
CM OPERATIONS I	CRITICAL SITES AVAILABILITY	Ratio % with scaling	1	98.16	97.3	98.16	98.99

Q3 (FY 2023-24) IPMS for CGM, Tamil Nadu Circle							
PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CM OPERATIONS I	IMPORTANT SITES AVAILABILITY	Ratio % with scaling	0.4	97.16	95.85	97.16	97.92
CM OPERATIONS I	NORMAL SITES AVAILABILITY	Ratio % with scaling	0.4	97.19	96.72	97.19	97.66
CM OPERATIONS II	2G CELLS WITH CDR<2%	Ratio % with scaling	0.2	83.88	82.12	83.88	85.88
CM OPERATIONS II	3G CELLS WITH CDR<2%	Ratio % with scaling	0.2	91.18	88.7	91.18	93.22
CM OPERATIONS II	MTTR (IN MINUTES)	Numeric with scaling	0.6	112	127	112	106
CM REVENUE	POST/PREPAID(SLR)P.SMS ETC(CR)	Amount with scaling	8	214.03	197.98	214.03	219.38
CM SALES	NO OF ACTIVE POS FOR SIM/MONTH	Numeric with scaling	0.8	5,495	4,946	5,495	6,045
CM SALES	SIM SALES(3 MONTHS)	Numeric with scaling	1.2	2,40,000	2,16,000	2,40,000	2,76,000
CM SALES I	QOA (3 MONTH RETENTION)	Ratio % with scaling	1	47%	45%	47%	49%
CM	FINALISATON OF PLG 4G SITES	Ratio % with scaling	1.4	100%	90%	100%	100%
NWP-SP	4G Saturation Tower Erecetion	Numbers	0.6	303	275	303	330
NWP-SP	4G Saturation Tower Commissioning	Numbers	0.8	30	27	30	33
NWP-SP	4G sites with OFC laid	Numbers	0.8	27	24	27	29
CM-COMMERCIAL/COM	INCR FOLLWRS SOCIAL MEDIA	Ratio % with scaling	0.2	5	2.5	5	7.5
CM-COMMERCIAL/COM	AVAILABILITY OF BNRS/FLEX AT POS	Ratio % with scaling	0.2	80	60	80	100
Total			20				
EB Vertical							
CNO	CPAN NODES UPTIME	Ratio % with scaling	1.4	99.20%	98.50%	99.20%	99.50%
CNO	OFC NETWORK RELIABILITY	Ratio % with scaling	1.6	99.00%	98%	99.00%	99.20%
CNO	RETRIVAL OF FAULTY FIBRES	Numeric with scaling	1	5618	4682	5618	6555
CORE N/W PLANNING	OFC N/W EXP /REHABILATION (in Km)	Numeric with scaling	1	59	47	59	71
EB FINANCE	EB REVENUE TARGETS(RS. CRS.)	Amount with scaling	5	34	32.3	34	35.7
EB FINANCE	OUTSTANDING RECOVERY(RS CR)	Amount with scaling	1	22	20.9	22	23.1
ENTERPRISE GOLD	EB SALES RANKING	Numeric with scaling	5	80	70	80	90
LC	MCSC SCORE	Numeric with scaling	1	70	60	70	80
LC	SERVICE ASSURANCE FAULT RATE	Ratio % with scaling	1	0.85%	0.94%	0.85%	0.68%
LC SERVICE DELIVERY	SERV DELV(NET COMMSSG+UPGRADT)	Ratio % with scaling	1	85	70	85	100

Q3 (FY 2023-24) IPMS for CGM, Tamil Nadu Circle							
PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
MM UNIT	Number of Items made available on GeM out of total number of items procured outside GeM in the previous year 2022-2023	Ratio % with scaling	1	25	20	25	30
		Total	20				
HR Vertical							
CIVIL	MONT CIVIL WK IN ALLOTTED BUDGT	Ratio % with scaling	1	90	80	90	100
LAND MONETISATION	IDENTIFY LAND FOR MONETISATION	Numeric with scaling	1	10	8	10	12
LAND MONETISATION	LDD/VALUATION&CLSC REPORT/TA	Numeric with scaling	1	2	1	2	3
LAND MONETISATION	REM DATA UPDATION	Numeric with scaling	0.5	22	17	22	28
LAND MONETISATION I	GRS PROCED LAND(SALES&RENT CR)	Amount with scaling	3	20	15	20	25
LAND MONETISATION I	MCPC OF LAND LEGAL CASES	Days	1	8	11	8	5
LAND MONETISATION I	MCPC REMOVAL ENCROCHMENT LAND(% of total encroachment)	Ratio % with scaling	1	20	15	20	25
LAND MONETISATION II	MCPC OF MUTATION OF LAND	Numeric with scaling	1	5	4	5	6
RENTING TARGET	AREA IDEN RENTG(IN% TOTL AREA)	Ratio % with scaling	1	23	22.5	23	24
RENTING TARGET	AREA RENTED OUT(IN% TOTL AREA)	Ratio % with scaling	1	10.5	10.2	10.5	11
RENTING TARGET	RENTING TARGET (CR.)	Amount with scaling	2	13.75	12	13.75	16.09
OJAS	SAVING IN ENERGY COST(RS LAKH)	Amount with scaling	2	68.01	54.41	68.01	81.61
OSM	DISPOSAL OF ITEMS(IN RS.LAKH)	Amount with scaling	1	150	120	150	180
EST/ADM/SR/PG/LEGAL	H.KEEPING/MED.BILL/VEH. & ORS.	Ratio % with scaling	0.5	90	80	90	100
EST/ADM/SR/PG/LEGAL	RTI/PG/PQ/PROB.&EFF./NEPP/ERP	Ratio % with scaling	0.5	90	80	90	100
ACCOUNTAB.&PRODUCTI V	MANAGING IPMS	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL OF SPS PENSION CASES (IN 2 WEEKS)	Ratio % with scaling	0.5	90	80	90	100
ESTABALISHMENT	MAPPING OF COURT CAS & ARB THRU LIMBS	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	COMPL OF 2 TRG / EMP JE above THRU IGOT	Ratio % with scaling	0.3	90	80	90	100
BHARATNET UDYAMI SWIFT TRG	SWIFT TRG TO 50K TIP/UDYAMIS AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.5	90	80	90	100

Q3 (FY 2023-24) IPMS for CGM, Tamil Nadu Circle							
PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
MISSION KARMAYOGI	MOTIVATIONAL TRG AS PER TARGET BY ALTTTC/BSNLCO	Ratio % with scaling	0.2	90	80	90	100
		Total	20				
Finance Vertical							
1ST MONTH COLL EFF	% AMT FOR BILL(QTRLY)	Ratio % with scaling	4	90	84	90	90
BDG/COST CONTRL OPEX	10% RED. IN OTHER EXPENSE(CR)	Amount with scaling	2	132.82	139.47	132.82	126.18
COLL.FROM DIF.SOURCE	IMPROVEMENT IN COLL FIG (CR)	Amount with scaling	4	302	286.9	302	317.1
DEBTOR REDUCTION	TRADE RECEIVABLE AS NO OF DAYS	Days	3	60	63	60	57
GROSS PFT MGN(EBITDA	(EBITDA/TOTAL INCOME)*100	Ratio % with scaling	3	0.70%	0.66%	0.70%	0.73%
IMPLEMENT. OF IFC	100%COMPLIA.ALL CRITICAL CTRLS	Numeric with scaling	0.5	127	124	127	131
RETURN ON INVESTMENT	BETTER ANNUAL ACH. BY 10%	Ratio % with scaling	2	40.94%	38.89%	40.94%	42.99%
IA PARAS	SETTLEMENT OF IA PARAS UP TO 31.03.2020	Numeric with scaling	0.5	158	149	158	166
IA PARAS	SETTLEMENT OF IA PARAS AFTER 31.03.2020	Numeric with scaling	0.5	58	52	58	63
REVENUE ASSURANCE	IMPLEMENTATION OF REVENUE ASSURANCE	Ratio % with scaling	0.5	98%	95%	98%	100%
		Total	20				
		G. Total	100				

Q3 (FY 2023-24) IPMS for CGM, Telangana Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CFA Vertical							
CFA Revenue as per Cabinet Approval	Total revenue (Other Than OBD & WIFI)	In Rs Cr with scaling	6	49.30	46.84	49.30	51.77
	OBD (in Lacs)	In Rs Lacs with scaling	0.4	25.00	20.00	25.00	26.25
	WIFI (in Lacs)	In Rs Lacs with scaling	0.4	28.75	23.00	28.75	30.19
CFA-SALES	FTTH Growth (Normal) (In 1000s)	Number with scaling	2	15	12.89	15.00	15.83
	FTTH Growth (BharatNet Utilization)	Number with scaling	1.6	1046	837	1046	1220
	VAS - SIP Trunk/IN #	Number with scaling	0.8	384	307	384	422
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements exchanges	in % with scaling	1.2	98%	97%	98%	99%
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE	in % with scaling	1.2	98%	97%	98%	99%
Landline	24Hrs. Fault Clearence	in % with scaling	0.4	80%	70%	80%	90%
	MTTR of best 80% cleared faults	In Hrs with scaling (reverse)	0.4	8 Hrs	9 Hrs.	8 Hrs	7 Hrs
	Carried Over Faults in terms of % of overall connections	Ratio in % with scaling	0.4	0.40	0.50	0.40	0.35
ADSL-BB	MTTR*	In Hrs with scaling (reverse)	1.2	8 Hrs	10 Hrs.	8 Hrs	6 Hrs
FTTH-BB	MTTR*	In Hrs with scaling (reverse)	1.6	10 Hrs	12 Hrs.	10 Hrs	8 Hrs
Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2	90%	85%	90%	100%
PG Cases	PG Cases Booked on CPGRMAS Portal Average Resolution Time	Days	0.4	7	9	7	5
		Total	20				
# Unit IN connection will be counted as 25 times of numbers of provisioned connections. SIP connection will be as per provisioning.							
* For MTTR, the target be kept as MTTR of best 80% clear faults and not 100% faults.							
CM Vertical							
CM INFRA	TOWER MONTSATON DATA COMPILATION AND VERIFICATION	Date(DDMMYY)	0.4	31.10.2023	30.11.2023	31.10.2023	15.10.2023
CM OPERATIONS	DATA USGE(% CHG W.R.T Q1(23-24)	Ratio % with scaling	0.4	4	2	4	6
CM OPERATIONS	UNIQUEVLR(% CHG W.R.T Q1(23-24)	Ratio % with scaling	0.8	4	3	4	5
CM OPERATIONS	SC SITES AVAILABILTY	Ratio % with scaling	1	97.07	92.68	97.07	98.54

Q3 (FY 2023-24) IPMS for CGM, Telangana Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CM OPERATIONS I	CRITICAL SITES AVAILABILITY	Ratio % with scaling	1	95.37	93.21	95.37	97.45
CM OPERATIONS I	IMPORTANT SITES AVAILABILITY	Ratio % with scaling	0.4	96.09	94.28	96.09	97.14
CM OPERATIONS I	NORMAL SITES AVAILABILITY	Ratio % with scaling	0.4	95.23	94.43	95.23	96.02
CM OPERATIONS II	2G CELLS WITH CDR<2%	Ratio % with scaling	0.2	84.37	82.67	84.37	86.31
CM OPERATIONS II	3G CELLS WITH CDR<2%	Ratio % with scaling	0.2	89.03	85.93	89.03	91.56
CM OPERATIONS II	MTTR (IN MINUTES)	Numeric with scaling	0.6	132	149	132	124
CM REVENUE	POST/PREPAID(SLR)P.SMS ETC(CR)	Amount with scaling	8	48.22	44.61	48.22	49.43
CM SALES	NO OF ACTIVE POS FOR SIM/MONTH	Numeric with scaling	0.8	2,282	2,054	2,282	2,510
CM SALES	SIM SALES(3 MONTHS)	Numeric with scaling	1.2	1,00,000	90,000	1,00,000	1,15,000
CM SALES I	QOA (3 MONTH RETENTION)	Ratio % with scaling	1	47%	45%	47%	49%
CM	FINALISATON OF PLG 4G SITES	Ratio % with scaling	1.2	100%	90%	100%	100%
NWP-SP	4G Saturation Tower Erection	Numbers	0.6	240	215	240	260
NWP-SP	4G Saturation Tower Commissioning	Numbers	0.6	84	75	84	90
NWP-SP	4G sites with OFC laid	Numbers	0.8	42	38	42	45
CM-COMMERCIAL/COM	INCR FOLLWRS SOCIAL MEDIA	Ratio % with scaling	0.2	5	2.5	5	7.5
CM-COMMERCIAL/COM	AVAILABILITY OF BNRS/FLEX AT POS	Ratio % with scaling	0.2	80	60	80	100
		Total	20				
EB Vertical							
CNO	CPAN NODES UPTIME	Ratio % with scaling	1.6	99.20%	98.50%	99.20%	99.50%
CNO	OFC NETWORK RELIABILITY	Ratio % with scaling	1.6	99.00%	98%	99.00%	99.20%
CNO	RETRIVAL OF FAULTY FIBRES	Numeric with scaling	1	3781	3151	3781	4411
CORE N/W PLANNING	OFC N/W EXP /REHABILITATION (in Km)	Numeric with scaling	1	37	29	37	40
EB FINANCE	EB REVENUE TARGETS(RS. CRS.)	Amount with scaling	5	32	30.4	32	33.6
EB FINANCE	OUTSTANDING RECOVERY(RS CR)	Amount with scaling	1	15	14.25	15	15.75
EB PLATINUM	EB SALES RANKING	Numeric with scaling	2.4	80	70	80	90
ENTERPRISE GOLD	EB SALES RANKING	Numeric with scaling	2.4	80	70	80	90
LC	MCSC SCORE	Numeric with scaling	1	70	60	70	80
LC	SERVICE ASSURANCE FAULT RATE	Ratio % with scaling	1	0.95%	1.05%	0.95%	0.76%
LC SERVICE DELIVERY	SERV DELV(NET COMMSSG+UPGRADT)	Ratio % with scaling	1	85	70	85	100

Q3 (FY 2023-24) IPMS for CGM, Telangana Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
MM UNIT	Number of Items made available on GeM out of total number of items procured outside GeM in the previous year 2022-2023	Ratio % with scaling	1	25	20	25	30
		Total	20				
HR Vertical							
CIVIL	MONT CIVIL WK IN ALLOTTED BUDGT	Ratio % with scaling	1	90	80	90	100
LAND MONETISATION	IDENTIFY LAND FOR MONETISATION	Numeric with scaling	1	9	8	9	10
LAND MONETISATION	LDD/VALUATION&CLSC REPORT/TA	Numeric with scaling	1	3	2	3	4
LAND MONETISATION I	GRS PROCED LAND(SALES&RENT CR)	Amount with scaling	3	4	3	4	5
LAND MONETISATION I	MCPC OF LAND LEGAL CASES	Days	1	8	11	8	5
LAND MONETISATION I	MCPC REMOVAL ENCROACHMENT LAND(% of total encroachment)	Ratio % with scaling	1	20	15	20	25
LAND MONETISATION II	MCPC OF MUTUTATION OF LAND	Numeric with scaling	1	9	7	9	11
RENTING TARGET	AREA IDEN RENTG(IN% TOTL AREA)	Ratio % with scaling	1	53.75	53.6	53.75	54
RENTING TARGET	AREA RENTED OUT(IN% TOTL AREA)	Ratio % with scaling	1	8	7.5	8	8.5
RENTING TARGET	RENTING TARGET (CR.)	Amount with scaling	2.5	5.15	4.4	5.15	5.43
OJAS	SAVING IN ENERGY COST(RS LAKH)	Amount with scaling	2	37.04	29.63	37.04	44.45
OSM	DISPOSAL OF ITEMS(IN RS.LAKH)	Amount with scaling	1	100	80	100	120
EST/ADM/SR/PG/LEGAL	H.KEEPING/MED.BILL/VEH. & ORS.	Ratio % with scaling	0.5	90	80	90	100
EST/ADM/SR/PG/LEGAL	RTI/PQ/PQ/PROB.&EFF./NEPP/ERP	Ratio % with scaling	0.5	90	80	90	100
ACCOUNTAB.&PRODUCTIV	MANAGING IPMS	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL OF SPS PENSION CASES (IN 2 WEEKS)	Ratio % with scaling	0.5	90	80	90	100
ESTABALISHMENT	MAPPING OF COURT CAS & ARB THRU LIMBS	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	COMPL OF 2 TRG / EMP JE above THRU IGOT	Ratio % with scaling	0.3	90	80	90	100
BHARATNET UDYAMI SWIFT TRG	SWIFT TRG TO 50K TIP/UDYAMIS AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	MOTIVATIONAL TRG AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.2	90	80	90	100
		Total	20				

Q3 (FY 2023-24) IPMS for CGM, Telangana Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
Finance Vertical							
1ST MONTH COLL EFF	% AMT FOR BILL(QTRLY)	Ratio % with scaling	4	81	75	81	87
BDG/COST CONTRL OPEX	10% RED. IN OTHER EXPENSE(CR)	Amount with scaling	2	95.19	99.95	95.19	90.43
COLL.FROM DIF.SOURCE	IMPROVEMENT IN COLL FIG (CR)	Amount with scaling	4	540	513	540	567
DEBTOR REDUCTION	TRADE RECEIVABLE AS NO OF DAYS	Days	3	60	63	60	57
GROSS PFT MGN(EBITDA	(EBITDA/TOTAL INCOME)*100	Ratio % with scaling	3	47.19%	44.84%	47.19%	49.55%
IMPLEMENT. OF IFC	100%COMPLIA.ALL CRITICAL CTRLS	Numeric with scaling	0.5	127	124	127	131
RETURN ON INVESTMENT	BETTER ANNUAL ACH. BY 10%	Ratio % with scaling	2	89.31%	84.85%	89.31%	93.78%
IA PARAS	SETTLEMENT OF IA PARAS UP TO 31.03.2020	Numeric with scaling	0.5	29	28	29	31
IA PARAS	SETTLEMENT OF IA PARAS AFTER 31.03.2020	Numeric with scaling	0.5	10	9	10	11
REVENUE ASSURANCE	IMPLEMENTATION OF REVENUE ASSURANCE	Ratio % with scaling	0.5	98%	95%	98%	100%
		Total	20				
		G. Total	100				

Q3 (FY 2023-24) IPMS for CGM, Uttarakhand Circle							
PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CFA Vertical							
CFA Revenue as per Cabinet Approval	Total revenue (Other Than OBD & WIFI)	In Rs Cr with scaling	6	15.46	14.69	15.46	16.23
	OBD (in Lacs)	In Rs Lacs with scaling	0.4	15.00	12.00	15.00	15.75
	WIFI (in Lacs)	In Rs Lacs with scaling	0.4	18.96	15.17	18.96	19.91
CFA-SALES	FTTH Growth (Normal) (In 1000s)	Number with scaling	2	8	6.87	8.00	8.44
	FTTH Growth (BharatNet Utilization)	Number with scaling	1.6	2985	2388	2985	3482
	VAS - SIP Trunk/IN #	Number with scaling	0.6	181	145	181	199
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements exchanges	in % with scaling	1.2	98%	97%	98%	99%
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE	in % with scaling	1.2	98%	97%	98%	99%
Landline	24Hrs. Fault Clearence	in % with scaling	0.4	80%	70%	80%	90%
	MTTR of best 80% cleared faults	In Hrs with scaling (reverse)	0.6	8 Hrs	9 Hrs.	8 Hrs	7 Hrs
	Carried Over Faults in terms of % of overall connections	Ratio in % with scaling	0.4	0.40	0.50	0.40	0.35
ADSL-BB	MTTR*	In Hrs with scaling (reverse)	1.2	8 Hrs	10 Hrs.	8 Hrs	6 Hrs
FTTH-BB	MTTR*	In Hrs with scaling (reverse)	1.6	10 Hrs	12 Hrs.	10 Hrs	8 Hrs
Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2	90%	85%	90%	100%
PG Cases	PG Cases Booked on CPGRMAS Portal Average Resolution Time	Days	0.4	7	9	7	5
		Total	20				
# Unit IN connection will be counted as 25 times of numbers of provisioned connections. SIP connection will be as per provisioning.							
* For MTTR, the target be kept as MTTR of best 80% clear faults and not 100% faults.							
CM Vertical							
CM OPERATIONS	DATA USGE(% CHG W.R.T Q1(23-24)	Ratio % with scaling	0.4	4	2	4	6
CM OPERATIONS	UNIQUEVLR(% CHG W.R.T Q1(23-24)	Ratio % with scaling	0.8	4	3	4	5
CM OPERATIONS	SC SITES AVAILABILTY	Ratio % with scaling	1	96.94	92.34	96.94	98.47
CM OPERATIONS I	CRITICAL SITES AVAILABILITY	Ratio % with scaling	1	95.58	93.52	95.58	97.57

Q3 (FY 2023-24) IPMS for CGM, Uttarakhand Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CM OPERATIONS I	IMPORTANT SITES AVAILABILITY	Ratio % with scaling	0.4	95.29	93.11	95.29	96.56
CM OPERATIONS I	NORMAL SITES AVAILABILITY	Ratio % with scaling	0.4	95.35	94.58	95.35	96.13
CM OPERATIONS II	2G CELLS WITH CDR <2%	Ratio % with scaling	0.2	80.03	77.85	80.03	82.51
CM OPERATIONS II	3G CELLS WITH CDR <2%	Ratio % with scaling	0.2	95.16	93.8	95.16	96.28
CM OPERATIONS II	MTTR (IN MINUTES)	Numeric with scaling	0.6	113	127	113	106
CM REVENUE	POST/PREPAID(SLR)P.SMS ETC(CR)	Amount with scaling	8	28.01	25.91	28.01	28.71
CM SALES	NO OF ACTIVE POS FOR SIM/MONTH	Numeric with scaling	0.8	1,368	1,231	1,368	1,505
CM SALES	SIM SALES IN 3 MONTHS	Numeric with scaling	1.2	66,000	59,400	66,000	75,900
CM SALES I	QOA (3 MONTH RETENTION)	Ratio % with scaling	1	47%	45%	47%	49%
CM	FINALISATON OF PLG 4G SITES	Ratio % with scaling	1.4	100%	90%	100%	100%
NWP-SP	4G Saturation Tower Erecetion	Numbers	0.6	360	324	360	395
NWP-SP	4G Saturation Tower Commissioning	Numbers	0.8	36	32	36	40
NWP-SP	4G sites with OFC laid	Numbers	0.8	25	22	25	28
CM-COMMERCIAL/COM	INCR FOLLWRS SOCIAL MEDIA	Ratio % with scaling	0.2	5	2.5	5	7.5
CM-COMMERCIAL/COM	AVAILABILITY OF BNRS/FLEX AT POS	Ratio % with scaling	0.2	80	60	80	100
Total			20				
EB Vertical							
CNO	CPAN NODES UPTIME	Ratio % with scaling	1.4	99.20%	98.50%	99.20%	99.50%
CNO	OFC NETWORK RELIABILITY	Ratio % with scaling	1.6	99.00%	98%	99.00%	99.20%
CNO	RETRIVAL OF FAULTY FIBRES	Numeric with scaling	1	834	695	834	973
CORE N/W PLANNING	OFC N/W EXP /REHABILATION (in Km)	Numeric with scaling	1	16	13	16	19
EB FINANCE	EB REVENUE TARGETS(RS. CRS.)	Amount with scaling	5	15	14	15	16
EB FINANCE	OUTSTANDING RECOVERY(RS CR)	Amount with scaling	1	9	8.55	9	9.45
ENTERPRISE GOLD	EB SALES RANKING	Numeric with scaling	5	80	70	80	90
LC	MCSC SCORE	Numeric with scaling	1	70	60	70	80
LC	SERVICE ASSURANCE-FAULT RATE	Ratio % with scaling	1	1.20%	1.32%	1.20%	0.96%
LC SERVICE DELIVERY	NET COMMISSIONING+UPGRADATION	Ratio % with scaling	1	85	70	85	100

Q3 (FY 2023-24) IPMS for CGM, Uttarakhand Circle							
PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
MM UNIT	Number of Items made available on GeM out of total number of items procured outside GeM in the previous year 2022-2023	Ratio % with scaling	1	25	20	25	30
		Total	20				
HR Vertical							
CIVIL	MONITRING CIVIL WORK IN BUDGET	Ratio % with scaling	1	90	80	90	100
LAND MONETISATION	IDENTIFY LAND FOR MONETZ	Numeric with scaling	1	2	1	2	3
LAND MONETISATION	LDD/VALUATION&CLSC REPORT/TA	Numeric with scaling	1	2	1	2	3
LAND MONETISATION I	GRS PROCEED LAND(SALE&RENT)CR.	Amount with scaling	3	7	5	7	9
LAND MONETISATION I	MCPC OF LEGAL CASES REF TO CO	Days	1	8	11	8	5
LAND MONETISATION I	MCPC OF MUTATION OF LAND	Numeric with scaling	2	5	4	5	6
RENTING TARGET	AREA IDENTFY FOR RENTING	Ratio % with scaling	1	38.75	38.65	38.75	39
RENTING TARGET	AREA RENTED OUT (IN % OF TOTAL	Ratio % with scaling	1	17	16.95	17	17.1
RENTING TARGET	RENTING TARGET (IN CR.)	Amount with scaling	2.5	1.52	1.3	1.52	1.6
OJAS	SAVING IN ENERGY COST(RS LAKH)	Amount with scaling	2	9.82	7.85	9.82	11.78
OSM	DISPOSAL OF ITEMS(IN RS.LAKH)	Amount with scaling	1	25	20	25	30
EST/ADM/SR/PG/LEGAL	H.KEEPING/MED.BILL/VEH. & ORS.	Ratio % with scaling	0.5	90	80	90	100
EST/ADM/SR/PG/LEGAL	RTI/PG/PQ/PROB.&EFF./NEPP/ERP	Ratio % with scaling	0.5	90	80	90	100
ACCOUNTAB.&PRODUCTI V	MANAGING IPMS	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL OF SPS PENSION CASES (IN 2 WEEKS)	Ratio % with scaling	0.5	90	80	90	100
ESTABALISHMENT	MAPPING OF COURT CAS & ARB THRU LIMBS	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	COMPL OF 2 TRG / EMP JE above THRU IGOT	Ratio % with scaling	0.3	90	80	90	100
BHARATNET UDYAMI SWIFT TRG	SWIFT TRG TO 50K TIP/UDYAMIS AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	MOTIVATIONAL TRG AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.2	90	80	90	100
		Total	20				

Q3 (FY 2023-24) IPMS for CGM, Uttarakhand Circle							
PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
Finance Vertical							
1ST MONTH COLL EFF	%AMT BILLED AMT	Ratio % with scaling	4	78	72	78	84
BDG/COST CONTRL OPEX	10% RED. IN OTHER EXPENSE(CR)	Amount with scaling	2	26.64	27.97	26.64	25.31
COLL.FROM DIF.SOURCE	IMPROVEMENT IN COLL.FIGURE(CR)	Amount with scaling	4	39	37.05	39	40.95
DEBTOR REDUCTION	TRADE RECEIVABLE AS NO OF DAYS	Days	3	60	63	60	57
GROSS PFT MGN(EBITDA	(EBITDA/TOTAL INCOME)*100	Ratio % with scaling	3	-15.38%	-16.15%	-15.38%	-14.61%
IMPLEMENT. OF IFC	100%COMPLIA.ALL CRITICAL CTRLS	Numeric with scaling	0.5	127	124	127	131
RETURN ON INVESTMENT	BETTER ANNUAL ACH. BY 10%	Ratio % with scaling	2	40.58%	38.55%	40.58%	42.61%
IA PARAS	SETTLEMENT OF IA PARAS UP TO 31.03.2020	Numeric with scaling	0.5	81	77	81	85
IA PARAS	SETTLEMENT OF IA PARAS AFTER 31.03.2020	Numeric with scaling	0.5	55	49	55	60
REVENUE ASSURANCE	IMPLEMENTATION OF REVENUE ASSURANCE	Ratio % with scaling	0.5	98%	95%	98%	100%
		Total	20				
		G. Total	100				

Q3 (FY 2023-24) IPMS for CGM, UP (E) Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CFA Vertical							
CFA Revenue as per Cabinet Approval	Total revenue (Other Than OBD & WIFI)	In Rs Cr with scaling	6	45.72	43.43	45.72	48.01
	OBD (in Lacs)	In Rs Lacs with scaling	0.4	15.00	12.00	15.00	15.75
	WIFI (in Lacs)	In Rs Lacs with scaling	0.4	36.70	29.36	36.70	38.54
CFA-SALES	FTTH Growth (Normal) (In 1000s)	Number with scaling	2	14.5	12.46	14.50	15.30
	FTTH Growth (BharatNet Utilization)	Number with scaling	1.6	2961	2369	2961	3454
	VAS - SIP Trunk/IN #	Number with scaling	0.6	215	172	215	237
Project (Bharatnet I /II)	100 % Service ready of UP E	Unit	0.1	99%	80%	99%	100%
	100% CAPITALIZATION OF UPE (Ph-I & II)	Unit	0.1	99%	80%	99%	100%
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements exchanges	in % with scaling	1.2	98%	97%	98%	99%
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE	in % with scaling	1.2	98%	97%	98%	99%
Landline	24Hrs. Fault Clearence	in % with scaling	0.4	80%	70%	80%	90%
	MTTR of best 80% cleared faults	In Hrs with scaling (reverse)	0.4	8 Hrs	9 Hrs.	8 Hrs	7 Hrs
	Carried Over Faults in terms of % of overall connections	Ratio in % with scaling	0.4	0.40	0.50	0.40	0.35
ADSL-BB	MTTR*	In Hrs with scaling (reverse)	1.2	10 Hrs	12 Hrs.	10 Hrs	8 Hrs
FTTH-BB	MTTR*	In Hrs with scaling (reverse)	1.6	10 Hrs	12 Hrs.	10 Hrs	8 Hrs
Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2	90%	85%	90%	100%
PG Cases	PG Cases Booked on CPGRMAS Portal Average Resolution Time	Days	0.4	7	9	7	5
		Total	20				
# Unit IN connection will be counted as 25 times of numbers of provisioned connections. SIP connection will be as per provisioning.							
* For MTTR, the target be kept as MTTR of best 80% clear faults and not 100% faults.							
CM Vertical							
CM OPERATIONS	DATA USGE(% CHG W.R.T Q1(23-24)	Ratio % with scaling	0.4	4	2	4	6
CM OPERATIONS	UNIQUEVLR(% CHG W.R.T Q1(23-24)	Ratio % with scaling	0.8	4	3	4	5
CM OPERATIONS	SC SITES AVAILABILTY	Ratio % with scaling	1	97.29	93.22	97.29	98.64
CM OPERATIONS I	CRITICAL SITES AVAILABILITY	Ratio % with scaling	1	94.51	91.94	94.51	96.98

Q3 (FY 2023-24) IPMS for CGM, UP (E) Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CM OPERATIONS I	IMPORTANT SITES AVAILABILITY	Ratio % with scaling	0.4	90.18	85.64	90.18	92.82
CM OPERATIONS I	NORMAL SITES AVAILABILITY	Ratio % with scaling	0.4	84.92	82.41	84.92	87.43
CM OPERATIONS II	2G CELLS WITH CDR <2%	Ratio % with scaling	0.2	76.23	73.63	76.23	79.18
CM OPERATIONS II	3G CELLS WITH CDR <2%	Ratio % with scaling	0.2	98.31	97.83	98.31	98.7
CM OPERATIONS II	MTTR (IN MINUTES)	Numeric with scaling	0.6	139	157	139	131
CM REVENUE	POST/PREPAID(SLR)P.SMS ETC(CR)	Amount with scaling	8	96.4	89.17	96.4	98.81
CM	FINALISATON OF PLG 4G SITES	Ratio % with scaling	1.4	100%	90%	100%	100%
CM SALES	NO OF ACTIVE POS FOR SIM/MONTH	Numeric with scaling	0.8	6,534	5,881	6,534	7,187
CM SALES	SIM SALES IN 3 MONTHS	Numeric with scaling	1.2	3,50,000	3,15,000	3,50,000	4,02,500
CM SALES I	QOA (3 MONTH RETENTION)	Ratio % with scaling	1	27%	25%	27%	29%
NWP-SP	4G Saturation Tower Erection	Numbers	0.6	56	50	56	60
NWP-SP	4G Saturation Tower Commissioning	Numbers	0.8	5	4	5	6
NWP-SP	4G sites with OFC laid	Numbers	0.8	1	1	1	2
CM-COMMERCIAL/COM	INCR FOLLWRS SOCIAL MEDIA	Ratio % with scaling	0.2	5	2.5	5	7.5
CM-COMMERCIAL/COM	AVAILABILITY OF BNRS/FLEX AT POS	Ratio % with scaling	0.2	80	60	80	100
		Total	20				
EB Vertical							
CNO	CPAN NODES UPTIME	Ratio % with scaling	1.4	99.20%	98.50%	99.20%	99.50%
CNO	OFC NETWORK RELIABILITY	Ratio % with scaling	1.6	99.00%	98%	99.00%	99.20%
CNO	RETRIVAL OF FAULTY FIBRES	Numeric with scaling	1	4036	3363	4036	4709
CORE N/W PLANNING	OFC N/W EXP /REHABILATION (in Km)	Numeric with scaling	1	118	94	118	142
EB FINANCE	EB REVENUE TARGETS(RS. CRS.)	Amount with scaling	5	15	14	15	16
EB FINANCE	OUTSTANDING RECOVERY(RS CR)	Amount with scaling	1	8	7.6	8	8.4
ENTERPRISE GOLD	EB SALES RANKING	Numeric with scaling	5	80	70	80	90
LC	MCSC SCORE	Numeric with scaling	1	70	60	70	80
LC	SERVICE ASSURANCE-FAULT RATE	Ratio % with scaling	1	1.20%	1.32%	1.20%	0.96%
LC SERVICE DELIVERY	NET COMMISSIONING+UPGRADATION	Ratio % with scaling	1	85	70	85	100
MM UNIT	Number of Items made available on GeM out of total number of items procured outside GeM in the previous year 2022-2023	Ratio % with scaling	1	25	20	25	30
		Total	20				

Q3 (FY 2023-24) IPMS for CGM, UP (E) Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
HR Vertical							
CIVIL	MONITRING CIVIL WORK IN BUDGET	Ratio % with scaling	0.5	90	80	90	100
LAND MONETISATION	IDENTIFY LAND FOR MONETZ	Numeric with scaling	1	4	3	4	5
LAND MONETISATION	LDD/VALUATION&CLSC REPORT/TA	Numeric with scaling	1	2	1	2	3
LAND MONETISATION	REM DATA UPDATION	Numeric with scaling	0.5	53	40	53	66
LAND MONETISATION I	GRS PROCEED LAND(SALE&RENT)CR.	Amount with scaling	3	16	12	16	20
LAND MONETISATION I	MCPC OF LEGAL CASES REF TO CO	Days	0.5	8	11	8	5
LAND MONETISATION I	MCPC OF MUTATION OF LAND	Numeric with scaling	1	36	27	36	45
LAND MONETISATION II	MCPC REMOVAL ENCROCHMENT LAND(% of total encroachment)	Ratio % with scaling	1	20	15	20	25
RENTING TARGET	AREA IDENTFY FOR RENTING	Ratio % with scaling	1	43.5	43	43.5	44
RENTING TARGET	AREA RENTED OUT (IN % OF TOTAL	Ratio % with scaling	1	6.1	5.9	6.1	6.25
RENTING TARGET	RENTING TARGET (IN CR.)	Amount with scaling	2	2	1.86	2	2.34
OJAS	SAVING IN ENERGY COST(RS LAKH)	Amount with scaling	2	53.84	43.07	53.84	64.61
OSM	DISPOSAL OF ITEMS(IN RS.LAKH)	Amount with scaling	1	200	160	200	240
EST/ADM/SR/PG/LEGAL	H.KEEPING/MED.BILL/VEH. & ORS.	Ratio % with scaling	0.5	90	80	90	100
EST/ADM/SR/PG/LEGAL	RTI/PG/PQ/PROB.&EFF./NEPP/ERP	Ratio % with scaling	0.5	90	80	90	100
ACCOUNTAB.&PRODUCTI V	MANAGING IPMS	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL OF SPS PENSION CASES (IN 2 WEEKS)	Ratio % with scaling	0.5	90	80	90	100
ESTABALISHMENT	MAPPING OF COURT CAS & ARB THRU LIMBS	Ratio % with scaling	0.5	90	80	90	100
ESTABALISHMENT	DISPOSAL ALL ABSCONDING CASES > 5 yrs	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL ALL ABSCONDING CASES > (3-5) yrs	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	COMPL OF 2 TRG / EMP JE above THRU IGOT	Ratio % with scaling	0.3	90	80	90	100
BHARATNET UDYAMI SWIFT TRG	SWIFT TRG TO 50K TIP/UDYAMIS AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	MOTIVATIONAL TRG AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.2	90	80	90	100
		Total	20				
Finance Vertical							
1ST MONTH COLL EFF	%AMT BILLED AMT	Ratio % with scaling	4	75	69	75	81
BDG/COST CONTRL OPEX	10% RED. IN OTHER EXPENSE(CR)	Amount with scaling	2	201.12	211.18	201.12	191.06

Q3 (FY 2023-24) IPMS for CGM, UP (E) Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
COLL.FROM DIF.SOURCE	IMPROVEMENT IN COLL.FIGURE(CR)	Amount with scaling	4	161	152.95	161	169.05
DEBTOR REDUCTION	TRADE RECEIVABLE AS NO OF DAYS	Days	3	60	63	60	57
GROSS PFT MGN(EBITDA	(EBITDA/TOTAL INCOME)*100	Ratio % with scaling	3	10.58%	10.05%	10.58%	11.11%
IMPLEMENT. OF IFC	100%COMPLIA.ALL CRITICAL CTRLS	Numeric with scaling	0.5	127	124	127	131
RETURN ON INVESTMENT	BETTER ANNUAL ACH. BY 10%	Ratio % with scaling	2	41.34%	39.27%	41.34%	43.40%
IA PARAS	SETTLEMENT OF IA PARAS UP TO 31.03.2020	Numeric with scaling	0.5	29	28	29	31
IA PARAS	SETTLEMENT OF IA PARAS AFTER 31.03.2020	Numeric with scaling	0.5	56	50	56	62
REVENUE ASSURANCE	IMPLEMENTATION OF REVENUE ASSURANCE	Ratio % with scaling	0.5	98%	95%	98%	100%
		Total	20				
		G. Total	100				

Q3 (FY 2023-24) IPMS for CGM, UP (W) Circle							
PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CFA Vertical							
CFA Revenue as per Cabinet Approval	Total revenue (Other Than OBD & WIFI)	In Rs Cr with scaling	6	25.80	24.51	25.80	27.09
	OBD (in Lacs)	In Rs Lacs with scaling	0.4	15.00	12.00	15.00	15.75
	WIFI (in Lacs)	In Rs Lacs with scaling	0.4	23.24	18.59	23.24	24.40
CFA-SALES	FTTH Growth (Normal) (In 1000s)	Number with scaling	2	10	8.59	10.00	10.55
	FTTH Growth (BharatNet Utilization)	Number with scaling	1.6	4215	3372	4215	4917
	VAS - SIP Trunk/IN #	Number with scaling	0.6	209	167	209	230
Project (Bharatnet I /II)	100% CAPITALIZATION UPW (Ph-I &II)	Unit	0.1	99%	80%	99%	100%
	100% SERVICE READY UPW	Unit	0.1	99%	80%	99%	100%
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements exchanges	in % with scaling	1.2	98%	97%	98%	99%
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE	in % with scaling	1.2	98%	97%	98%	99%
Landline	24Hrs. Fault Clearence	in % with scaling	0.4	80%	70%	80%	90%
	MTTR of best 80% cleared faults	In Hrs with scaling (reverse)	0.4	8 Hrs	9 Hrs.	8 Hrs	7 Hrs
	Carried Over Faults in terms of % of overall connections	Ratio in % with scaling	0.4	0.40	0.50	0.40	0.35
ADSL-BB	MTTR*	In Hrs with scaling (reverse)	1.2	10 Hrs	12 Hrs.	10 Hrs	8 Hrs
FTTH-BB	MTTR*	In Hrs with scaling (reverse)	1.6	10 Hrs	12 Hrs.	10 Hrs	8 Hrs
Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2	90%	85%	90%	100%
PG Cases	PG Cases Booked on CPGRMAS Portal Average Resolution Time	Days	0.4	7	9	7	5
		Total	20				
# Unit IN connection will be counted as 25 times of numbers of provisioned connections. SIP connection will be as per provisioning.							
* For MTTR, the target be kept as MTTR of best 80% clear faults and not 100% faults.							
CM Vertical							
CM INFRA	TOWER MONSATON DATA COMPILATION AND VERIFICATION	Date(DDMMYY)	0.4	31.10.2023	30.11.2023	31.10.2023	15.10.2023
CM OPERATIONS	DATA USGE(% CHG W.R.T Q1(23-24)	Ratio % with scaling	0.4	4	2	4	6
CM OPERATIONS	UNIQUEVLR(% CHG W.R.T Q1(23-24)	Ratio % with scaling	0.8	4	3	4	5
CM OPERATIONS	SC SITES AVAILABILTY	Ratio % with scaling	1	97.28	93.21	97.28	98.64

Q3 (FY 2023-24) IPMS for CGM, UP (W) Circle							
PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CM OPERATIONS I	CRITICAL SITES AVAILABILITY	Ratio % with scaling	1	95.47	93.35	95.47	97.51
CM OPERATIONS I	IMPORTANT SITES AVAILABILITY	Ratio % with scaling	0.4	92.9	89.63	92.9	94.81
CM OPERATIONS I	NORMAL SITES AVAILABILITY	Ratio % with scaling	0.4	89.3	87.52	89.3	91.08
CM OPERATIONS II	2G CELLS WITH CDR <2%	Ratio % with scaling	0.2	76.97	74.46	76.97	79.83
CM OPERATIONS II	3G CELLS WITH CDR <2%	Ratio % with scaling	0.2	98.2	97.69	98.2	98.61
CM OPERATIONS II	MTTR (IN MINUTES)	Numeric with scaling	0.6	128	144	128	120
CM REVENUE	POST/PREPAID(SLR)P.SMS ETC(CR)	Amount with scaling	8	114.54	105.95	114.54	117.4
CM SALES	NO OF ACTIVE POS FOR SIM/MONTH	Numeric with scaling	0.8	4,156	3,740	4,156	4,572
CM SALES	SIM SALES IN 3 MONTHS	Numeric with scaling	1.2	2,30,000	2,07,000	2,30,000	2,64,500
CM SALES I	QOA (3 MONTH RETENTION)	Ratio % with scaling	1	23%	21%	23%	25%
CM	FINALISATON OF PLG 4G SITES	Ratio % with scaling	1.2	100%	90%	100%	100%
NWP-SP	4G Saturation Tower Erection	Numbers	0.6	60	64	60	65
NWP-SP	4G Saturation Tower Commissioning	Numbers	0.6	6	5	6	7
NWP-SP	4G sites with OFC laid	Numbers	0.8	6	5	6	7
CM-COMMERCIAL/COM	INCR FOLLWRS SOCIAL MEDIA	Ratio % with scaling	0.2	5	2.5	5	7.5
CM-COMMERCIAL/COM	AVAILABILITY OF BNRS/FLEX AT POS	Ratio % with scaling	0.2	80	60	80	100
		Total	20				
EB Vertical							
CNO	CPAN NODES UPTIME	Ratio % with scaling	1.6	99.20%	98.50%	99.20%	99.50%
CNO	OFC NETWORK RELIABILITY	Ratio % with scaling	1.6	99.00%	98%	99.00%	99.20%
CNO	RETRIVAL OF FAULTY FIBRES	Numeric with scaling	1	2737	2280	2737	3193
CORE N/W PLANNING	OFC N/W EXP /REHABILATION (in Km)	Numeric with scaling	1	44	35	44	53
EB FINANCE	EB REVENUE TARGETS(RS. CRS.)	Amount with scaling	5	17	16.05	17	18
EB FINANCE	OUTSTANDING RECOVERY(RS CR)	Amount with scaling	1	7	6.65	7	7.35
ENTERPRISE GOLD	EB SALES RANKING	Numeric with scaling	2.4	80	70	80	90
EB PLATINUM/INMARSAT	EB SALES RANKING	Numeric with scaling	2.4	80	70	80	90
LC	MCSC SCORE	Numeric with scaling	1	70	60	70	80
LC	SERVICE ASSURANCE-FAULT RATE	Ratio % with scaling	1	1.20%	1.32%	1.20%	0.96%
LC SERVICE DELIVERY	NET COMMISSIONING+UPGRADATION	Ratio % with scaling	1	85	70	85	100
MM UNIT	Number of Items made available on GeM out of total number of items procured outside GeM in the previous year 2022-2023	Ratio % with scaling	1	25	20	25	30
		Total	20				

Q3 (FY 2023-24) IPMS for CGM, UP (W) Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
HR Vertical							
CIVIL	MONITRING CIVIL WORK IN BUDGET	Ratio % with scaling	0.5	90	80	90	100
LAND MONETISATION	IDENTIFY LAND FOR MONETZ	Numeric with scaling	1	8	6	8	10
LAND MONETISATION	LDD/VALUATION&CLSC REPORT/TA	Numeric with scaling	1	2	1	2	3
LAND MONETISATION	REM DATA UPDATION	Numeric with scaling	0.5	7	5	7	9
LAND MONETISATION I	GRS PROCEED LAND(SALE&RENT)CR.	Amount with scaling	3	3.2	2.4	3.2	4
LAND MONETISATION I	MCPC OF LEGAL CASES REF TO CO	Days	1	8	11	8	5
LAND MONETISATION I	MCPC OF MUTATION OF LAND	Numeric with scaling	1	2	1	2	3
LAND MONETISATION II	MCPC REMOVAL ENCROCHMENT LAND(% of total encroachment)	Ratio % with scaling	1	20	15	20	25
RENTING TARGET	AREA IDENTFY FOR RENTING	Ratio % with scaling	1	32.5	31.95	32.5	33
RENTING TARGET	AREA RENTED OUT (IN % OF TOTAL	Ratio % with scaling	1	6.88	6.82	6.88	6.95
RENTING TARGET	RENTING TARGET (IN CR.)	Amount with scaling	2	1.15	0.99	1.15	1.22
OJAS	SAVING IN ENERGY COST(RS LAKH)	Amount with scaling	2	34.94	27.95	34.94	41.93
OSM	DISPOSAL OF ITEMS(IN RS.LAKH)	Amount with scaling	1	200	160	200	240
EST/ADM/SR/PG/LEGAL	H.KEEPING/MED.BILL/VEH. & ORS.	Ratio % with scaling	0.5	90	80	90	100
EST/ADM/SR/PG/LEGAL	RTI/PG/PQ/PROB.&EFF./NEPP/ERP	Ratio % with scaling	0.5	90	80	90	100
ACCOUNTAB.&PRODUCTI V	MANAGING IPMS	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL OF SPS PENSION CASES (IN 2 WEEKS)	Ratio % with scaling	0.5	90	80	90	100
ESTABALISHMENT	MAPPING OF COURT CAS & ARB THRU LIMBS	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL ALL ABSCONDING CASES > (3-5) yrs	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	COMPL OF 2 TRG / EMP JE above THRU IGOT	Ratio % with scaling	0.3	90	80	90	100
BHARATNET UDYAMI SWIFT TRG	SWIFT TRG TO 50K TIP/UDYAMIS AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	MOTIVATIONAL TRG AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.2	90	80	90	100
		Total	20				
Finance Vertical							
1ST MONTH COLL EFF	%AMT BILLED AMT	Ratio % with scaling	4	74	68	74	80
BDG/COST CONTRL OPEX	10% RED. IN OTHER EXPENSE(CR)	Amount with scaling	2	62.41	65.53	62.41	59.29
COLL.FROM DIF.SOURCE	IMPROVEMENT IN COLL.FIGURE(CR)	Amount with scaling	4	259	246.05	259	271.95
DEBTOR REDUCTION	TRADE RECEIVABLE AS NO OF DAYS	Days	3	60	63	60	57

Q3 (FY 2023-24) IPMS for CGM, UP (W) Circle							
PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
GROSS PFT MGN(EBITDA	(EBITDA/TOTAL INCOME)*100	Ratio % with scaling	3	35.09%	33.34%	35.09%	36.85%
IMPLEMENT. OF IFC	100%COMPLIA.ALL CRITICAL CTRLS	Numeric with scaling	0.5	127	124	127	131
RETURN ON INVESTMENT	BETTER ANNUAL ACH. BY 10%	Ratio % with scaling	2	50.11%	47.60%	50.11%	52.61%
IA PARAS	SETTLEMENT OF IA PARAS UP TO 31.03.2020	Numeric with scaling	0.5	42	40	42	44
IA PARAS	SETTLEMENT OF IA PARAS AFTER 31.03.2020	Numeric with scaling	0.5	52	46	52	57
REVENUE ASSURANCE	IMPLEMENTATION OF REVENUE ASSURANCE	Ratio % with scaling	0.5	98%	95%	98%	100%
		Total	20				
		G. Total	100				

Q3 (FY 2023-24) IPMS for CGM, West Bengal Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CFA Vertical							
CFA Revenue as per Cabinet Approval	Total revenue (Other Than OBD & WIFI)	In Rs Cr with scaling	6	17.83	16.94	17.83	18.72
	OBD (in Lacs)	In Rs Lacs with scaling	0.4	15.00	12.00	15.00	15.75
	WIFI (in Lacs)	In Rs Lacs with scaling	0.4	61.78	49.42	61.78	64.87
CFA-SALES	FTTH Growth (Normal) (In 1000s)	Number with scaling	2	19.5	16.75	19.50	20.57
	FTTH Growth (BharatNet Utilization)	Number with scaling	1.6	7184	5747	7184	8381
	VAS - SIP Trunk/IN #	Number with scaling	0.6	84	67	84	92
Project (Bharatnet I /II)	100% CAPITALIZATION WBTC	Unit	0.1	99%	80%	99%	100%
	50% Service Ready WBTC phase 1+		0.1	50%	40%	50%	55%
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements exchanges	in % with scaling	1.2	98%	97%	98%	99%
Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE	in % with scaling	1.2	98%	97%	98%	99%
Landline	24Hrs. Fault Clearence	in % with scaling	0.4	80%	70%	80%	90%
	MTTR of best 80% cleared faults	In Hrs with scaling (reverse)	0.4	8 Hrs	9 Hrs.	8 Hrs	7 Hrs
	Carried Over Faults in terms of % of overall connections	Ratio in % with scaling	0.4	0.40	0.50	0.40	0.35
ADSL-BB	MTTR*	In Hrs with scaling (reverse)	1.2	8 Hrs	10 Hrs.	8 Hrs	6 Hrs
FTTH-BB	MTTR*	In Hrs with scaling (reverse)	1.6	10 Hrs	12 Hrs.	10 Hrs	8 Hrs
Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2	90%	85%	90%	100%
PG Cases	PG Cases Booked on CPGRMAS Portal Average Resolution Time	Days	0.4	7	9	7	5
		Total	20				
# Unit IN connection will be counted as 25 times of numbers of provisioned connections. SIP connection will be as per provisioning.							
* For MTTR, the target be kept as MTTR of best 80% clear faults and not 100% faults.							
CM Vertical							
CM INFRA	TOWER MONSATON DATA COMPILATION AND VERIFICATION	Date(DDMMYY)	0.4	31.10.2023	30.11.2023	31.10.2023	15.10.2023
CM OPERATIONS	DATA USGE(% CHG W.R.T Q1(23-24)	Ratio % with scaling	0.4	4	2	4	6
CM OPERATIONS	UNIQUEVLR(% CHG W.R.T Q1(23-24)	Ratio % with scaling	0.8	4	3	4	5
CM OPERATIONS	SC SITES AVAILABILTY	Ratio % with scaling	1	98.27	95.67	98.27	99.13

Q3 (FY 2023-24) IPMS for CGM, West Bengal Circle

PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
CM OPERATIONS I	CRITICAL SITES AVAILABILITY	Ratio % with scaling	1	97.28	96.01	97.28	98.51
CM OPERATIONS I	IMPORTANT SITES AVAILABILITY	Ratio % with scaling	0.4	96.66	95.11	96.66	97.56
CM OPERATIONS I	NORMAL SITES AVAILABILITY	Ratio % with scaling	0.4	96.59	96.03	96.59	97.16
CM OPERATIONS II	2G CELLS WITH CDR<2%	Ratio % with scaling	0.2	80.28	78.12	80.28	82.73
CM OPERATIONS II	3G CELLS WITH CDR<2%	Ratio % with scaling	0.2	91.02	88.49	91.02	93.09
CM OPERATIONS II	MTTR (IN MINUTES)	Numeric with scaling	0.6	179	202	179	168
CM REVENUE	POST/PREPAID(SLR)P.SMS ETC(CR)	Amount with scaling	8	47.03	43.5	47.03	48.2
CM SALES	NO OF ACTIVE POS FOR SIM/MONTH	Numeric with scaling	0.8	3,917	3,525	3,917	4,309
CM SALES	SIM SALES(3 MONTHS)	Numeric with scaling	1.2	1,05,000	94,500	1,05,000	1,20,750
CM SALES I	QOA (3 MONTH RETENTION)	Ratio % with scaling	1	52%	50%	52%	54%
CM	FINALISATON OF PLG 4G SITES	Ratio % with scaling	1.2	100%	90%	100%	100%
NWP-SP	4G Saturation Tower Erection	Numbers	0.6	24	21	24	27
NWP-SP	4G Saturation Tower Commissioning	Numbers	0.6	2	1	2	3
NWP-SP	4G sites with OFC laid	Numbers	0.8	2	1	2	3
CM-COMMERCIAL/COM	INCR FOLLWRS SOCIAL MEDIA	Ratio % with scaling	0.2	5	2.5	5	7.5
CM-COMMERCIAL/COM	AVAILABILITY OF BNRS/FLEX AT POS	Ratio % with scaling	0.2	80	60	80	100
		Total	20				
EB Vertical							
CNO	CPAN NODES UPTIME	Ratio % with scaling	1.4	99.20%	98.50%	99.20%	99.50%
CNO	OFC NETWORK RELIABILITY	Ratio % with scaling	1.6	99.00%	98%	99.00%	99.20%
CNO	RETRIVAL OF FAULTY FIBRES	Numeric with scaling	1	1034	862	1034	1207
CORE N/W PLANNING	OFC N/W EXP /REHABILATION (in Km)	Numeric with scaling	1	74	59	74	89
EB FINANCE	EB REVENUE TARGETS(RS. CRS.)	Amount with scaling	5	20	19	20	21
EB FINANCE	OUTSTANDING RECOVERY(RS CR)	Amount with scaling	1	5	4.75	5	5.25
ENTERPRISE GOLD	EB SALES RANKING	Numeric with scaling	5	80	70	80	90
LC	MCSC SCORE	Numeric with scaling	1	70	60	70	80
LC	SERVICE ASSURANCE FAULT RATE	Ratio % with scaling	1	1.20%	1.32%	1.20%	0.96%
LC SERVICE DELIVERY	SERV DELV(NET COMMSSG+UPGRADT)	Ratio % with scaling	1	85	70	85	100
MM UNIT	Number of Items made available on GeM out of total number of items procured outside GeM in the previous year 2022-2023	Ratio % with scaling	1	25	20	25	30
		Total	20				

Q3 (FY 2023-24) IPMS for CGM, West Bengal Circle							
PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
HR Vertical							
CIVIL	MONT CIVIL WK IN ALLOTTED BUDGT	Ratio % with scaling	0.5	90	80	90	100
LAND MONETISATION	IDENTIFY LAND FOR MONETISATION	Numeric with scaling	1	2	1	2	3
LAND MONETISATION	LDD/VALUATION&CLSC REPORT/TA	Numeric with scaling	1	2	1	2	3
LAND MONETISATION I	GRS PROCED LAND(SALES&RENT CR)	Amount with scaling	3	4.8	3.6	4.8	6
LAND MONETISATION I	MCPC OF LAND LEGAL CASES	Days	1	8	11	8	5
LAND MONETISATION II	MCPC OF MUTATION OF LAND	Numeric with scaling	1	9	7	9	11
RENTING TARGET	AREA IDEN RENTG(IN% TOTL AREA)	Ratio % with scaling	1	36	35.5	36	36.5
RENTING TARGET	AREA RENTED OUT(IN% TOTL AREA)	Ratio % with scaling	1	2.5	2	2.5	3
RENTING TARGET	RENTING TARGET (CR.)	Amount with scaling	2	0.75	0.7	0.75	0.88
LAND MONETISATION II	MCPC REMOVAL ENCROCHMENT LAND(% of total encroachment)	Ratio % with scaling	1	20	15	20	25
OJAS	SAVING IN ENERGY COST(RS LAKH)	Amount with scaling	2	26.46	21.17	26.46	31.75
OSM	DISPOSAL OF ITEMS(IN RS.LAKH)	Amount with scaling	1	250	200	250	300
EST/ADM/SR/PG/LEGAL	H.KEEPING/MED.BILL/VEH. & ORS.	Ratio % with scaling	0.5	90	80	90	100
EST/ADM/SR/PG/LEGAL	RTI/PG/PQ/PROB.&EFF./NEPP/ERP	Ratio % with scaling	0.5	90	80	90	100
ACCOUNTAB.&PRODUCTIV	MANAGING IPMS	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL OF SPS PENSION CASES (IN 2 WEEKS)	Ratio % with scaling	0.5	90	80	90	100
ESTABALISHMENT	MAPPING OF COURT CAS & ARB THRU LIMBS	Ratio % with scaling	0.5	90	80	90	100
ESTABALISHMENT	DISPOSAL ALL ABSCONDING CASES > 5 yrs	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL ALL ABSCONDING CASES > (3-5) yrs	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	COMPL OF 2 TRG / EMP JE above THRU IGOT	Ratio % with scaling	0.3	90	80	90	100
BHARATNET UDYAMI SWIFT TRG	SWIFT TRG TO 50K TIP/UDYAMIS AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.5	90	80	90	100
MISSION KARMAYOGI	MOTIVATIONAL TRG AS PER TARGET BY ALTTC/BSNLCO	Ratio % with scaling	0.2	90	80	90	100
		Total	20				
Finance Vertical							
1ST MONTH COLL EFF	% AMT OF BILLED	Ratio % with scaling	4	81	75	81	87
BDG/COST CONTRL OPEX	10% RED. IN OTHER EXPENSE(CR)	Amount with scaling	2	62.11	65.22	62.11	59.01

Q3 (FY 2023-24) IPMS for CGM, West Bengal Circle							
PROJECT/FUNCTION/JOB ROLE	KPI DESCRIPTION	Quantifiable Unit	WEIGHTAGE	TARGET	GOOD	VERY GOOD	EXCEL
COLL.FROM DIF.SOURCE	IMPROVEMENT IN COLL FIG (CR)	Amount with scaling	4	70	66.5	70	73.5
DEBTOR REDUCTION	TRADE RECEIVABLE AS NO OF DAYS	Days	3	60	63	60	57
GROSS PFT MGN(EBITDA)	(EBITDA/TOTAL INCOME)*100	Ratio % with scaling	3	-71.75%	-75.34%	-71.75%	-68.17%
IMPLEMENT. OF IFC	100%COMPLIA.ALL CRITICAL CTRLS	Numeric with scaling	2	143	140	143	148
RETURN ON INVESTMENT	BETTER ANNUAL ACH. BY 10%	Ratio % with scaling	2	19.68%	18.70%	19.68%	20.66%
		Total	20				
		G. Total	100				

Q3 (FY 2023-24) IPMS for CGM, CNTX-East Circle							
Job Role	KPI Description	KPI Type	Weightage	Target	Good	V Good	Excellent
CNO	CPAN NODES UPTIME	Ratio % with scaling	5	99.2%	98.5%	99.2%	99.5%
CNO	OFC NETWORK RELIABILITY	Ratio % with scaling	5	99.0%	98%	99.0%	99.2%
CNO	RETRIVAL OF FAULTY FIBRES	Numeric with scaling	5	835	696	835	974
CNO-I	MPLS ROUTER UPTIME	Ratio % with scaling	5	99.5%	99.0%	99.5%	99.9%
CNO-I	OTN INTRA REGION LINK UPTIME	Ratio % with scaling	4	98%	97%	98%	99%
CNO-I	OTN INTER REGION LINK UPTIME	Ratio % with scaling	4	97%	96%	97%	98%
CNO-II	REHAB. OF FAULTY ROUTES (RKM)	Numeric with scaling	5	100	80	100	120
CNO-II	REDUC. IN SPAN LOSS OF OTN NW	Ratio % with scaling	2	10	8	10	12
CORE N/W PLANNING	OFC N/W EXP /REHABILITATION (in Km)	Numeric with scaling	5	147	118	147	177
NFS PROJECT	Provisioning of Pwr spply for LC-MCEU (Pkg - C & D)	Numeric with scaling	5	20	19	20	21
NFS PROJECT	MAKING OFC LINKS UTILIZABLE	Ratio % with scaling	5	60	55	60	65
TF	CWIP(Rs. Cr)	Numeric with scaling	6	55.09	60.599	55.09	49.581
TF	INVENTORY (Rs. Cr)	Numeric with scaling	6	26.19	28.809	26.19	23.571
PERFORMANCE	EXCEPTIONAL PERFORMANCE (ASSESSED BY REPORTING OFFICER)	Ratio % with scaling	5	90	80	90	100
CIVIL	MONITRING CIVIL WORK IN BUDGET	Ratio % with scaling	1	90	80	90	100
LAND MONETISATION	REM DATA UPDATION	Numeric with scaling	2	2	1	2	2
LAND MONETISATION I	HANDING OVER SURPLUS SITES(L&B)	Ratio % with scaling	2	80	60	80	100
LAND MONETISATION I	MCPC OF MUTATION OF LAND	Numeric with scaling	2	5	4	5	6
OSM	DISPOSAL OF ITEMS(IN RS.LAKH)	Amount with scaling	3	18.75	15	18.75	22.5
EST/ADM/SR/PG/LEGAL	H.KEEPING/MED.BILL/VEH. & ORS.	Ratio % with scaling	0.40	90	80	90	100
EST/ADM/SR/PG/LEGAL	RTI/PG/PQ/PROB.&EFF./NEPP/ERP	Ratio % with scaling	0.40	90	80	90	100
ACCOUNTAB.&PRODUCTIV	MANAGING IPMS	Ratio % with scaling	0.4	90	80	90	100
ESTABLISHMENT	DISPOSAL OF SPS PENSION CASES (IN 2 WEEKS)	Ratio % with scaling	0.50	90	80	90	100
ESTABALISHMENT	MAPPING OF COURT CAS & ARB THRU LIMBS	Ratio % with scaling	0.50	90	80	90	100
ESTABLISHMENT	DISPOSAL ALL ABSCONDING CASES > (3-5) yrs	Ratio % with scaling	0.50	90	80	90	100

Q3 (FY 2023-24) IPMS for CGM, CNTX-East Circle							
Job Role	KPI Description	KPI Type	Weightage	Target	Good	V Good	Excellent
MISSION KARMAYOGI	COMPL OF 2 TRG / EMP JE above THRU IGOT	Ratio % with scaling	0.3	90	80	90	100
BDG/COST CONTRL OPEX	10% RED. IN OTHER EXPENSE(CR)	Amount with scaling	15	13.48	14.16	13.48	12.81
IMPLEMENT. OF IFC	100%COMPLIA.ALL CRITICAL CTRLS	Numeric with scaling	4	127	124	127	131
IA PARAS	SETTLEMENT OF IA PARAS UP TO 31.03.2020	Numeric with scaling	1	12	11	12	13
		Total	100				

Q3 (FY 2023-24) IPMS for CGM, CNTX-West Circle							
Job Role	KPI Description	KPI Type	Weightage	Target	Good	V Good	Excellent
CNO	CPAN NODES UPTIME	Ratio % with scaling	5	99.2%	98.5%	99.2%	99.5%
CNO	OFC NETWORK RELIABILITY	Ratio % with scaling	5	99.0%	98%	99.0%	99.2%
CNO	RETRIVAL OF FAULTY FIBRES	Numeric with scaling	5	1868	1557	1868	2179
CNO-I	MPLS ROUTER UPTIME	Ratio % with scaling	5	99.5%	99.0%	99.5%	99.9%
CNO-I	OTN INTRA REGION LINK UPTIME	Ratio % with scaling	4	98%	97%	98%	99%
CNO-I	OTN INTER REGION LINK UPTIME	Ratio % with scaling	4	97%	96%	97%	98%
CNO-II	REHAB. OF FAULTY ROUTES (RKM)	Numeric with scaling	6	300	250	300	350
CNO-II	REDUC. IN SPAN LOSS OF OTN NW	Ratio % with scaling	4	10	8	10	12
CORE N/W PLANNING	OFC N/W EXP /REHABILATION (in Km)	Numeric with scaling	6	368	294	368	443
NFS PROJECT	Provisioning of Pwr spply for LC-MCEU (Pkg - C & D)	Numeric with scaling	5	9	8	9	10
NFS PROJECT	MAKING OFC LINKS UTILIZABLE	Numeric with scaling	5	94	93	94	95
TF	CWIP(Rs. Cr)	Numeric with scaling	4	31.48	34.628	31.48	28.332
TF	INVENTORY (Rs. Cr)	Numeric with scaling	4	21.08	23.188	21.08	18.972
PERFORMANCE	EXCEPTIONAL PERFORMANCE (ASSESSED BY REPORTING OFFICER)	Ratio % with scaling	5	90	80	90	100
CIVIL	MONITRING CIVIL WORK IN BUDGET	Ratio % with scaling	2	90	80	90	100
LAND MONETISATION I	HANDING OVER SURPLUS SITES(L&B	Ratio % with scaling	2	80	60	80	100
LAND MONETISATION I	MCPC OF MUTATION OF LAND	Numeric with scaling	3	3	2	3	4
OSM	DISPOSAL OF ITEMS(IN RS.LAKH)	Amount with scaling	3	25	20	25	30
EST/ADM/SR/PG/LEGAL	H.KEEPING/MED.BILL/VEH. & ORS.	Ratio % with scaling	0.50	90	80	90	100
EST/ADM/SR/PG/LEGAL	RTI/PG/PQ/PROB.&EFF./NEPP/ERP	Ratio % with scaling	0.50	90	80	90	100
ACCOUNTAB.&PRODUCTIV	MANAGING IPMS	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL OF SPS PENSION CASES (IN 2 WEEKS)	Ratio % with scaling	0.50	90	80	90	100
ESTABALISHMENT	MAPPING OF COURT CAS & ARB THRU LIMBS	Ratio % with scaling	0.50	90	80	90	100
MISSION KARMAYOGI	COMPL OF 2 TRG / EMP JE above THRU IGOT	Ratio % with scaling	0.5	90	80	90	100
BDG/COST CONTRL OPEX	10% RED. IN OTHER EXPENSE(CR)	Amount with scaling	12	34.57	36.3	34.57	32.85

Q3 (FY 2023-24) IPMS for CGM, CNTX-West Circle							
Job Role	KPI Description	KPI Type	Weightage	Target	Good	V Good	Excellent
IMPLEMENT. OF IFC	100%COMPLIA.ALL CRITICAL CTRLS	Numeric with scaling	6	127	124	127	131
IA PARAS	SETTLEMENT OF IA PARAS UP TO 31.03.2020	Numeric with scaling	2	7	6	7	8
		Total	100				

Q3 (FY 2023-24) IPMS for CGM, CNTX-South Circle							
Job Role	KPI Description	KPI Type	Weightage	Target	Good	V Good	Excellent
CNO	CPAN NODES UPTIME	Ratio % with scaling	3	99.2%	98.5%	99.2%	99.5%
CNO	OFC NETWORK RELIABILITY	Ratio % with scaling	3	99.0%	98%	99.0%	99.2%
CNO	RETRIVAL OF FAULTY FIBRES	Numeric with scaling	3	1773	1478	1773	2069
CNO-I	MPLS ROUTER UPTIME	Ratio % with scaling	3	99.5%	99.0%	99.5%	99.9%
CNO-I	OTN INTRA REGION LINK UPTIME	Ratio % with scaling	2	98%	97%	98%	99%
CNO-I	OTN INTER REGION LINK UPTIME	Ratio % with scaling	2	97%	96%	97%	98%
CNO-II	REHAB. OF FAULTY ROUTES (RKM)	Numeric with scaling	3	100	80	100	120
CNO-II	REDUC. IN SPAN LOSS OF OTN NW	Ratio % with scaling	2	10	8	10	12
CORE N/W PLANNING	OFC N/W EXP /REHABILATION (in Km)	Numeric with scaling	3	191	153	191	230
EB FINANCE	EB REVENUE TARGETS(RS. CRS.)	Amount with scaling	20	29	27.55	29	30.45
EB FINANCE	OUTSTANDING RECOVERY(RS CR)	Amount with scaling	5	13	12.35	13	13.65
EB PLATINUM	EB SALES RANKING	Numeric with scaling	10	80	70	80	90
NFS PROJECT	INCREMENTAL OFC WORKS(KM)	Numeric with scaling	3	14	12	14	16
NFS PROJECT	MAKING OFC LINKS UTILIZABLE	Ratio % with scaling	3	90	88	90	92
NFS PROJECT	Provisioning of Pwr spply for LC-MCEU (Pkg - C & D)	Numeric with scaling	3	1	1	1	2
TF	CWIP(Rs. Cr)	Numeric with scaling	3	63.93	70.323	63.93	57.537
TF	INVENTORY (Rs. Cr)	Ratio % with scaling	3	26.22	28.842	26.22	23.598
CIVIL	MONITRING CIVIL WORK IN BUDGET	Ratio % with scaling	1	90	80	90	100
LAND MONETISATION I	HANDING OVER SURPLUS SITES(L&B	Ratio % with scaling	2	80	60	80	100
LAND MONETISATION I	MCPC OF MUTATION OF LAND	Numeric with scaling	2	4	3	4	5
LAND MONETISATION	REM DATA UPDATION	Numeric with scaling	2	1	1	1	1
OSM	DISPOSAL OF ITEMS(IN RS.LAKH)	Amount with scaling	3	12.5	10	12.5	15
EST/ADM/SR/PG/LEGAL	H.KEEPING/MED.BILL/VEH. & ORS.	Ratio % with scaling	0.30	90	80	90	100
EST/ADM/SR/PG/LEGAL	RTI/PG/PQ/PROB.&EFF./NEPP/ERP	Ratio % with scaling	0.30	90	80	90	100
ACCOUNTAB.&PRODUCTIV	MANAGING IPMS	Ratio % with scaling	0.30	90	80	90	100
ESTABLISHMENT	DISPOSAL OF SPS PENSION CASES (IN 2 WEEKS)	Ratio % with scaling	0.40	90	80	90	100
ESTABALISHMENT	MAPPING OF COURT CAS & ARB THRU LIMBS	Ratio % with scaling	0.40	90	80	90	100

Q3 (FY 2023-24) IPMS for CGM, CNTX-South Circle							
Job Role	KPI Description	KPI Type	Weightage	Target	Good	V Good	Excellent
MISSION KARMAYOGI	COMPL OF 2 TRG / EMP JE above THRU IGOT	Ratio % with scaling	0.3	90	80	90	100
BDG/COST CONTRL OPEX	10% RED. IN OTHER EXPENSE(CR)	Amount with scaling	5	31.68	33.27	31.68	30.1
COLL.FROM DIF.SOURCE	IMPROVEMENT IN COLL.FIGURE(CR)	Amount with scaling	5	28.00	26.60	28.00	29.40
DEBTOR REDUCTION	TRADE RECEIVABLE AS NO OF DAYS	Days	2	60	63	60	57
IMPLEMENT. OF IFC	100%COMPLIA.ALL CRITICAL CTRLS	Numeric with scaling	1	127	124	127	131
IA PARAS	SETTLEMENT OF IA PARAS UP TO 31.03.2020	Numeric with scaling	1	34	32	34	36
		Total	100				

Q3 (FY 2023-24) IPMS for CGM, CNTX-NER Circle							
Job Role	KPI Description	KPI Type	Weightage	Target	Good	V Good	Excellent
CNO	CPAN NODES UPTIME	Ratio % with scaling	3	99.2%	98.5%	99.2%	99.5%
CNO	OFC NETWORK RELIABILITY	Ratio % with scaling	3	99.0%	98%	99.0%	99.2%
CNO	RETRIVAL OF FAULTY FIBRES	Numeric with scaling	3	246	205	246	287
CNO-I	MPLS ROUTER UPTIME	Ratio % with scaling	3	99.5%	99.0%	99.5%	99.9%
CNO-I	OTN INTRA REGION LINK UPTIME	Ratio % with scaling	3	98%	97%	98%	99%
CNO-I	OTN INTER REGION LINK UPTIME	Ratio % with scaling	3	97%	96%	97%	98%
CNO-II	REHAB. OF FAULTY ROUTES (RKM)	Numeric with scaling	3	75	60	75	90
CNO-II	REDUC. IN SPAN LOSS OF OTN NW	Ratio % with scaling	2	10	8	10	12
CORE N/W PLANNING	OFC N/W EXP /REHABILATION (in Km)	Numeric with scaling	4	110	88	110	133
NFS PROJECT	AT OF IPMPLS ARMY STATIONS	Numeric with scaling	4	28	26	28	30
NFS PROJECT	MAKING OFC LINKS UTILIZABLE	Ratio % with scaling	4	60	55	60	65
NFS PROJECT	Provisioning of Pwr sply for LC-MCEU (Pkg C & D)	Numeric with scaling	4	51	50	51	52
TF	CWIP(Rs. Cr)	Numeric with scaling	4	46.38	51.018	46.38	41.742
TF	INVENTORY (Rs. Cr)	Numeric with scaling	4	17.19	18.909	17.19	15.471
PERFORMANCE	EXCEPTIONAL PERFORMANCE (ASSESSED BY REPORTING OFFICER)	Ratio % with scaling	20	90	80	90	100
CIVIL	MONITRING CIVIL WORK IN BUDGET	Ratio % with scaling	1	90	80	90	100
LAND MONETISATION I	MCPC OF MUTATION OF LAND	Numeric with scaling	3	5	4	5	6
LAND MONETISATION I	HANDING OVER SURPLUS SITES(L&B	Ratio % with scaling	2	80	60	80	100
OSM	DISPOSAL OF ITEMS(IN RS.LAKH)	Amount with scaling	3	25	20	25	30
EST/ADM/SR/PG/LEGAL	H.KEEPING/MED.BILL/VEH. & ORS.	Ratio % with scaling	0.50	90	80	90	100
EST/ADM/SR/PG/LEGAL	RTI/PG/PQ/PROB.&EFF./NEPP/ERP	Ratio % with scaling	0.50	90	80	90	100
ACCOUNTAB.&PRODUCTIV	MANAGING IPMS	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL OF SPS PENSION CASES (IN 2 WEEKS)	Ratio % with scaling	0.50	90	80	90	100
ESTABALISHMENT	MAPPING OF COURT CAS & ARB THRU LIMBS	Ratio % with scaling	0.50	90	80	90	100
ESTABALISHMENT	DISPOSAL ALL ABSCONDING CASES > 5 yrs	Ratio % with scaling	0.50	90	80	90	100

Q3 (FY 2023-24) IPMS for CGM, CNTX-NER Circle							
Job Role	KPI Description	KPI Type	Weightage	Target	Good	V Good	Excellent
ESTABLISHMENT	DISPOSAL ALL ABSCONDING CASES > (3-5) yrs	Ratio % with scaling	0.50	90	80	90	100
MISSION KARMAYOGI	COMPL OF 2 TRG / EMP JE above THRU IGOT	Ratio % with scaling	0.5	90	80	90	100
BDG/COST CONTRL OPEX	10% RED. IN OTHER EXPENSE(CR)	Amount with scaling	12	8.37	8.79	8.37	7.95
IMPLEMENT. OF IFC	100%COMPLIA.ALL CRITICAL CTRLS	Numeric with scaling	8	127	124	127	131
		Total	100				

Q3 (FY 2023-24) IPMS for CGM, CNTX-North Circle							
Job Role	KPI Description	KPI Type	Weightage	Target	Good	V Good	Excellent
CNO	CPAN NODES UPTIME	Ratio % with scaling	2	99.2%	98.5%	99.2%	99.5%
CNO	OFC NETWORK RELIABILITY	Ratio % with scaling	2	99.0%	98%	99.0%	99.2%
CNO	RETRIVAL OF FAULTY FIBRES	Numeric with scaling	2	1546	1288	1546	1803
CNO-I	MPLS ROUTER UPTIME	Ratio % with scaling	2	99.5%	99.0%	99.5%	99.9%
CNO-I	OTN INTRA REGION LINK UPTIME	Ratio % with scaling	2	98%	97%	98%	99%
CNO-I	OTN INTER REGION LINK UPTIME	Ratio % with scaling	2	97%	96%	97%	98%
CNO-II	REHAB. OF FAULTY ROUTES (RKM)	Numeric with scaling	2	250	200	250	300
CNO-II	REDUC. IN SPAN LOSS OF OTN NW	Ratio % with scaling	2	10	8	10	12
CORE N/W PLANNING	OFC N/W EXP /REHABILATION (in Km)	Numeric with scaling	2	279	223	279	336
EB FINANCE	EB REVENUE TARGETS(RS. CRS.)	Amount with scaling	20	116	110.2	116	121.8
EB FINANCE	OUTSTANDING RECOVERY(RS CR)	Amount with scaling	5	100	95	100	105
EB PLATINUM	EB SALES RANKING	Numeric with scaling	10	80	70	80	90
NFS PROJECT	AT OF IPMPLS ARMY STATIONS	Numeric with scaling	2	170	168	170	171
NFS PROJECT	INCREMENTAL OFC WORKS(KM)	Numeric with scaling	2	420	400	420	440
NFS PROJECT	Provisioning of Pwr spply for LC-MCEU (Pkg - C & D)	Numeric with scaling	2	72	70	72	75
NFS PROJECT	MAKING OFC LINKS UTILIZABLE	Ratio % with scaling	2	95	93	95	97
TF	CWIP(Rs. Cr)	Numeric with scaling	4	49	53.9	49	44.1
TF	INVENTORY (Rs. Cr)	Numeric with scaling	4	43.92	48.312	43.92	39.528
CIVIL	MONITRING CIVIL WORK IN BUDGET	Ratio % with scaling	1	90	80	90	100
LAND MONETISATION	LM 1 NO. THRU DEV. MODEL	Ratio % with scaling	1	80	60	80	100
LAND MONETISATION	MCPC OF LEGAL CASES REF TO CO	Days	1	8	11	8	5
LAND MONETISATION	MCPC REMOVAL ENCROCHMENT LAND(% of total encroachment)	Ratio % with scaling	1	20	15	20	25
LAND MONETISATION I	HANDING OVER SURPLUS SITES(L&B)	Ratio % with scaling	1	80	60	80	100
LAND MONETISATION I	MCPC OF MUTATION OF LAND	Numeric with scaling	1	5	4	5	6
RENTING TARGET	AREA IDENTFY FOR RENTING	Ratio % with scaling	1	10.91	10.7	10.91	11
RENTING TARGET	AREA RENTED OUT (IN % OF TOTAL	Ratio % with scaling	1	4	3.97	4	4.25
RENTING TARGET	RENTING TARGET (IN CR.)	Amount with scaling	3	0.25	0.23	0.25	0.29
OJAS	SAVING IN ENERGY COST(RS LAKH)	Amount with scaling	2.00	2.05	1.64	2.05	2.47
OSM	DISPOSAL OF ITEMS(IN RS.LAKH)	Amount with scaling	1.00	25	20	25	30

Q3 (FY 2023-24) IPMS for CGM, CNTX-North Circle							
Job Role	KPI Description	KPI Type	Weightage	Target	Good	V Good	Excellent
EST/ADM/SR/PG/LLEGAL	H.KEEPING/MED.BILL/VEH. & ORS.	Ratio % with scaling	0.50	90	80	90	100
EST/ADM/SR/PG/LLEGAL	RTI/PG/PQ/PROB.&EFF./NEPP/ERP	Ratio % with scaling	0.50	90	80	90	100
ACCOUNTAB.&PRODUCTIV	MANAGING IPMS	Ratio % with scaling	0.5	90	80	90	100
ESTABLISHMENT	DISPOSAL OF SPS PENSION CASES (IN 2 WEEKS)	Ratio % with scaling	0.50	90	80	90	100
ESTABALISHMENT	MAPPING OF COURT CAS & ARB THRU LIMBS	Ratio % with scaling	0.50	90	80	90	100
ESTABALISHMENT	DISPOSAL ALL ABSCONDING CASES > 5 yrs	Ratio % with scaling	0.50	90	80	90	100
ESTABLISHMENT	DISPOSAL ALL ABSCONDING CASES > (3-5) yrs	Ratio % with scaling	0.50	90	80	90	100
MISSION KARMAYOGI	COMPL OF 2 TRG / EMP JE above THRU IGOT	Ratio % with scaling	0.5	90	80	90	100
BDG/COST CONTRL OPEX	10% RED. IN OTHER EXPENSE(CR)	Amount with scaling	3	145.08	152.34	145.08	137.83
COLL.FROM DIF.SOURCE	IMPROVEMENT IN COLL.FIGURE(CR)	Amount with scaling	4	239.00	227.05	239.00	250.95
DEBTOR REDUCTION	TRADE RECEIVABLE AS NO OF DAYS	Days	2	60	63	60	57
IMPLEMENT. OF IFC	100%COMPLIA.ALL CRITICAL CTRLS	Numeric with scaling	2	132	129	132	136
IA PARAS	SETTLEMENT OF IA PARAS UP TO 31.03.2020	Numeric with scaling	1	46	43	46	48
IA PARAS	SETTLEMENT OF IA PARAS AFTER 31.03.2020	Numeric with scaling	1	46	41	46	51
		Total	100				