



No. BSNLCO-COMN/11(15)/129/2023-RSTG

**TIME-BOUND**  
Date: 19.05.2026

To  
All CGMs  
(Territorial Circles)

**Sub: Revised IPMS for Q1 (April 26 -Jun26) of financial year 2026-27.**

**Ref.: 1. Letter of even no. dated 09.04.2026**

**2. Letter of even no. dated 08.05.2026**

In continuation of the ongoing activities related to implementation of the new IPMS framework, the KPIs of Circle heads and their respective weightages applicable to territorial circle CGMs, have been revised based on comprehensive review of our strategic priorities - with particular focus on unlocking value from land assets. It may be noted that the monetization of assets is monitored and reviewed by Member F in DoT.

The revised KPIs are as under:

#### **Summary of Changes**

- **A New KPI, namely, "# of land parcels under mutation process"** has been introduced under the Financial Performance category with a weightage of 5%. This has been incorporated in view of BSNL's focus on unlocking dormant land assets.
- **The weightages assigned to Network QoS KPIs, namely "Composite uptime %" and "Composite MTTR",** have been revised from 10% each to 7.5% each.
- **The weightage of the KPI "Revenue from Non-Core Business Activities – Land Monetization" has been enhanced** from 5% to 10%, reflecting the increased strategic emphasis on land monetization activities at the circle level.
- **The KPI "% Improvement in Asset Productivity"** shall carry 0% weightage during the current evaluation cycle and shall not form part of performance assessment for the present period.

#### **Revised KPI Framework for territorial Circle CGMs**

Role	KPI	Source	New Weightage
<b>CM Growth</b>	Circle CM Revenue (in Lakhs)	SAP-FICO	10%
	# of active customers (units)	IN & B&CCS	10%
<b>CFA Growth</b>	Circle CFA Revenue (in Lakhs)	SAP-FICO	10%
	# of active FTTH connections (unit)	FMS DSCM	10%



Role	KPI	Source	New Weightage
<b>EB Growth</b>	Circle EB Revenue (in Lakhs)	EB Portal	20%
<b>Network QoS</b>	Composite uptime % (BTS, OLT & Media)	CNMC, CFA CRM & Transnet	7.5%
	Composite MTTR (BTS, OLT & Media)	CNMC, CFA CRM & Prabal Plus	7.5%
<b>Financial Performance</b>	# of land parcels under mutation process	SAP-FICO	5%
	Revenue from non-core business activities – land monetization (in Lakhs)	SAP-FICO	10%
	% of ABF collected in Quarter (from CM, CFA and EB)	SAP-FICO	5%
	EBITDA Margin (EBITDA divided by RFS)	SAP FICO	5%

All CGMs are requested to take note of the revised KPIs and align their circle-level action plans accordingly. The IPMS shall be updated to incorporate the above changes, and the revised KPIs shall be applicable from the current quarter onwards.

This issues with the approval of the competent authority.

Encl:-As above

  
(Santosh Dahiya)  
19/5/26  
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