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BSNLCO-COMN/11(15)/2/2022 -Restg

Dated 02.09.2025

To

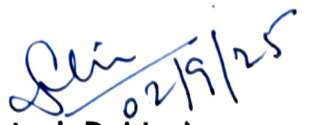
All CGMs (Territorial Circles)
BSNL

Sub: Supplementary window with edit facility for revised Revenue KPI's/weightage in respect of CFA vertical targets of Q2 (Jul-2025 to Sept-2025) IPMS reg.

As per Approval of DIR CFA, the Revenue Targets for the Territorial circles are to consolidated into one KPIs i.e. " Total Revenue" and the revised targets with weightages of the said KPIs are attached as Annexure.

In this regard, the supplementary window with EDIT facility will be opened from **02.09.2025 to 09.09.2025** to enter the revised CFA revenue KPI targets/weightages for Q2(Jul 25 to Sept.25) IPMS.

This is issued with the approval of competent authority.


(Santosh Dahiya)
DGM (Restg.)
BSNL CO ND

Encl: Annexure : Revised Targets Received from IPMS Nodal of CFA Vertical.

Copy to:

1. CFA, IPMS Nodal BSNL CO (for information)
2. DGM(ERP), BSNL CO (for necessary action)

Annexure

Q2 (FY 2025-26) IPMS Targets for CGM AN Circle								
Vertical	Job Role	KPI Description	KPI Type	Weightage	Q2 Target	Good	V Good	Excellent
CFA	CFA-SALES	Total FTTH Growth (Normal)	Number with scaling	2.00	2500	2187.5	2500	2562.5
CFA	CFA-SALES	FTTH Growth (BharatNet Utilization)	Number with scaling	2.00	856	770	856	942
CFA	CFA-SALES	SIP Concurrent Channels (in 1000s)	Number with scaling	1.00	0.03	0.024	0.03	0.033
CFA	Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE (% of OLT above 98%)	in % with scaling	3.00	80	79	80	80.5
CFA	FTTH-BB	MTTR of best 85% cleared faults	In Hrs with scaling (reverse)	3.00	8	9	8	7.5
CFA	Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2.00	90	85	90	100
CFA	CFA Revenue	Total revenue	In Rs Cr with scaling	7.00	8.5	8.48	8.50	8.52

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Q2 (FY 2025-26) IPMS Targets for CGM AP Circle								
Vertical	Job Role	KPI Description	KPI Type	Weightage	Q2 Target	Good	V Good	Excellent
CFA	CFA-SALES	Total FTTH Growth (Normal)	Number with scaling	2.00	32000	28000	32000	32800
CFA	CFA-SALES	FTTH Growth (BharatNet Utilization)	Number with scaling	2.00	5469	4922	5469	6016
CFA	CFA-SALES	SIP Concurrent Channels (in 1000s)	Number with scaling	1.00	2.25	1.8	2.25	2.475
CFA	Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE (% of OLT above 98%)	in % with scaling	3.00	80	79	80	80.5
CFA	FTTH-BB	MTTR of best 85% cleared faults	In Hrs with scaling (reverse)	3.00	8	9	8	7.5
CFA	Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2.00	90	85	90	100
CFA	CFA Revenue	Total revenue	In Rs Cr with scaling	7.00	58.75	58.64	58.75	58.90

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Q2 (FY 2025-26) IPMS Targets for CGM Assam Circle								
Vertical	Job Role	KPI Description	KPI Type	Weightage	Q2 Target	Good	V Good	Excellent
CFA	CFA-SALES	Total FTTH Growth (Normal)	Number with scaling	2.00	5000	4375	5000	5125
CFA	CFA-SALES	FTTH Growth (BharatNet Utilization)	Number with scaling	2.00	6482	5834	6482	7130
CFA	CFA-SALES	SIP Concurrent Channels (in 1000s)	Number with scaling	1.00	0.03	0.024	0.03	0.033
CFA	Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE (% of OLT above 98%)	in % with scaling	3.00	80	79	80	80.5
CFA	FTTH-BB	MTTR of best 85% cleared faults	In Hrs with scaling (reverse)	3.00	8	9	8	7.5
CFA	Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2.00	90	85	90	100
CFA	CFA Revenue	Total revenue	In Rs Cr with scaling	7.00	15.25	15.22	15.25	15.29

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Q2 (FY 2025-26) IPMS Targets for CGM Bihar Circle								
Vertical	Job Role	KPI Description	KPI Type	Weightage	Q2 Target	Good	V Good	Excellent
CFA	CFA-SALES	Total FTTH Growth (Normal)	Number with scaling	2.00	12500	10937.5	12500	12812.5
CFA	CFA-SALES	FTTH Growth (BharatNet Utilization)	Number with scaling	2.00	71968	64771	71968	79165
CFA	CFA-SALES	SIP Concurrent Channels (in 1000s)	Number with scaling	1.00	0.48	0.384	0.48	0.528
CFA	Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE (% of OLT above 98%)	in % with scaling	3.00	80	79	80	80.5
CFA	FTTH-BB	MTTR of best 85% cleared faults	In Hrs with scaling (reverse)	3.00	8	9	8	7.5
CFA	Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2.00	90	85	90	100
CFA	CFA Revenue	Total revenue	In Rs Cr with scaling	7.00	37	36.93	37.00	37.09

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Q2 (FY 2025-26) IPMS Targets for CGM CG Circle								
Vertical	Job Role	KPI Description	KPI Type	Weightage	Q2 Target	Good	V Good	Excellent
CFA	CFA-SALES	Total FTTH Growth (Normal)	Number with scaling	2.00	6500	5687.5	6500	6662.5
CFA	CFA-SALES	FTTH Growth (BharatNet Utilization)	Number with scaling	2.00	6962	6266	6962	7658
CFA	CFA-SALES	SIP Concurrent Channels (in 1000s)	Number with scaling	1.00	0.09	0.072	0.09	0.099
CFA	Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE (% of OLT above 98%)	in % with scaling	3.00	80	79	80	80.5
CFA	FTTH-BB	MTTR of best 85% cleared faults	In Hrs with scaling (reverse)	3.00	8	9	8	7.5
CFA	Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2.00	90	85	90	100
CFA	CFA Revenue	Total revenue	In Rs Cr with scaling	7.00	22.5	22.46	22.50	22.56

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Q2 (FY 2025-26) IPMS Targets for CGM Chennai Metro District								
Vertical	Job Role	KPI Description	KPI Type	Weightage	Q2 Target	Good	V Good	Excellent
CFA	CFA-SALES	Total FTTH Growth (Normal)	Number with scaling	4.00	25000	21875	25000	25625
CFA	CFA-SALES	SIP Concurrent Channels (in 1000s)	Number with scaling	1.00	1.46	1.168	1.46	1.606
CFA	Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE (% of OLT above 98%)	in % with scaling	3.00	80	79	80	80.5
CFA	FTTH-BB	MTTR of best 85% cleared faults	In Hrs with scaling (reverse)	3.00	8	9	8	7.5
CFA	Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2.00	90	85	90	100
CFA	CFA Revenue	Total revenue	In Rs Cr with scaling	7.00	42.5	42.42	42.50	42.61

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Q2 (FY 2025-26) IPMS Targets for CGM Gujrat Circle								
Vertical	Job Role	KPI Description	KPI Type	Weightage	Q2 Target	Good	V Good	Excellent
CFA	CFA-SALES	Total FTTH Growth (Normal)	Number with scaling	2.00	18500	16188	18500	18963
CFA	CFA-SALES	FTTH Growth (BharatNet Utilization)	Number with scaling	2.00	28497	25647	28497	31347
CFA	CFA-SALES	SIP Concurrent Channels (in 1000s)	Number with scaling	1.00	1.4	1.12	1.4	1.54
CFA	Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE (% of OLT above 98%)	in % with scaling	3.00	80	79	80	80.5
CFA	FTTH-BB	MTTR of best 85% cleared faults	In Hrs with scaling (reverse)	3.00	8	9	8	7.5
CFA	Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2.00	90	85	90	100
CFA	CFA Revenue	Total revenue	In Rs Cr with scaling	7.00	66.5	66.38	66.50	66.67

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Q2 (FY 2025-26) IPMS Targets for CGM HP Circle								
Vertical	Job Role	KPI Description	KPI Type	Weightage	Q2 Target	Good	V Good	Excellent
CFA	CFA-SALES	Total FTTH Growth (Normal)	Number with scaling	2.00	11000	9625	11000	11275
CFA	CFA-SALES	FTTH Growth (BharatNet Utilization)	Number with scaling	2.00	1122	1010	1122	1234
CFA	CFA-SALES	SIP Concurrent Channels (in 1000s)	Number with scaling	1.00	0.13	0.104	0.13	0.143
CFA	Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE (% of OLT above 98%)	in % with scaling	3.00	80	79	80	80.5
CFA	FTTH-BB	MTTR of best 85% cleared faults	In Hrs with scaling (reverse)	3.00	8	9	8	7.5
CFA	Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2.00	90	85	90	100
CFA	CFA Revenue	Total revenue	In Rs Cr with scaling	7.00	21.5	21.46	21.50	21.55

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Q2 (FY 2025-26) IPMS Targets for CGM Haryana Circle								
Vertical	Job Role	KPI Description	KPI Type	Weightage	Q2 Target	Good	V Good	Excellent
CFA	CFA-SALES	Total FTTH Growth (Normal)	Number with scaling	2.00	26000	22750	26000	26650
CFA	CFA-SALES	FTTH Growth (BharatNet Utilization)	Number with scaling	2.00	14135	12722	14135	15549
CFA	CFA-SALES	SIP Concurrent Channels (in 1000s)	Number with scaling	1.00	0.41	0.328	0.41	0.451
CFA	Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE (% of OLT above 98%)	in % with scaling	3.00	80	79	80	80.5
CFA	FTTH-BB	MTTR of best 85% cleared faults	In Hrs with scaling (reverse)	3.00	8	9	8	7.5
CFA	Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2.00	90	85	90	100
CFA	CFA Revenue	Total revenue	In Rs Cr with scaling	7.00	88.25	88.09	88.25	88.47

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Q2 (FY 2025-26) IPMS Targets for CGM J&K Circle								
Vertical	Job Role	KPI Description	KPI Type	Weightage	Q2 Target	Good	V Good	Excellent
CFA	CFA-SALES	Total FTTH Growth (Normal)	Number with scaling	2.00	8000	7000	8000	8200
CFA	CFA-SALES	FTTH Growth (BharatNet Utilization)	Number with scaling	2.00	3737	3363	3737	4111
CFA	CFA-SALES	SIP Concurrent Channels (in 1000s)	Number with scaling	1.00	0.01	0.008	0.01	0.011
CFA	Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE (% of OLT above 98%)	in % with scaling	3.00	80	79	80	80.5
CFA	FTTH-BB	MTTR of best 85% cleared faults	In Hrs with scaling (reverse)	3.00	8	9	8	7.5
CFA	Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2.00	90	85	90	100
CFA	CFA Revenue	Total revenue	In Rs Cr with scaling	7.00	11.5	11.48	11.50	11.53

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Q2 (FY 2025-26) IPMS Targets for CGM Jharkhand Circle								
Vertical	Job Role	KPI Description	KPI Type	Weightage	Q2 Target	Good	V Good	Excellent
CFA	CFA-SALES	Total FTTH Growth (Normal)	Number with scaling	2.00	4500	3937.5	4500	4612.5
CFA	CFA-SALES	FTTH Growth (BharatNet Utilization)	Number with scaling	2.00	11912	10721	11912	13103
CFA	CFA-SALES	SIP Concurrent Channels (in 1000s)	Number with scaling	1.00	0.11	0.088	0.11	0.121
CFA	Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE (% of OLT above 98%)	in % with scaling	3.00	80	79	80	80.5
CFA	FTTH-BB	MTTR of best 85% cleared faults	In Hrs with scaling (reverse)	3.00	8	9	8	7.5
CFA	Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2.00	90	85	90	100
CFA	CFA Revenue	Total revenue	In Rs Cr with scaling	7.00	23.75	23.71	23.75	23.81

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Q2 (FY 2025-26) IPMS Targets for CGM Kolkata Metro District								
Vertical	Job Role	KPI Description	KPI Type	Weightage	Q2 Target	Good	V Good	Excellent
CFA	CFA-SALES	Total FTTH Growth (Normal)	Number with scaling	2.00	14000	12250	14000	14350
CFA	CFA-SALES	FTTH Growth (BharatNet Utilization)	Number with scaling	2.00	1000	900	1000	1100
CFA	CFA-SALES	SIP Concurrent Channels (in 1000s)	Number with scaling	1.00	0.28	0.224	0.28	0.308
CFA	Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE (% of OLT above 98%)	in % with scaling	3.00	80	79	80	80.5
CFA	FTTH-BB	MTTR of best 85% cleared faults	In Hrs with scaling (reverse)	3.00	8	9	8	7.5
CFA	Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2.00	90	85	90	100
CFA	CFA Revenue	Total revenue	In Rs Cr with scaling	7.00	25	24.96	25.00	25.06

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Q2 (FY 2025-26) IPMS Targets for CGM Kerala Circle								
Vertical	Job Role	KPI Description	KPI Type	Weightage	Q2 Target	Good	V Good	Excellent
CFA	CFA-SALES	Total FTTH Growth (Normal)	Number with scaling	2.00	58000	50750	58000	59450
CFA	CFA-SALES	FTTH Growth (BharatNet Utilization)	Number with scaling	2.00	13073	11766	13073	14380
CFA	CFA-SALES	SIP Concurrent Channels (in 1000s)	Number with scaling	1.00	3.49	2.792	3.49	3.839
CFA	Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE (% of OLT above 98%)	in % with scaling	3.00	80	79	80	80.5
CFA	FTTH-BB	MTTR of best 85% cleared faults	In Hrs with scaling (reverse)	3.00	8	9	8	7.5
CFA	Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2.00	90	85	90	100
CFA	CFA Revenue	Total revenue	In Rs Cr with scaling	7.00	146.25	145.99	146.25	146.62

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Q2 (FY 2025-26) IPMS Targets for CGM Karnataka Circle								
Vertical	Job Role	KPI Description	KPI Type	Weightage	Q2 Target	Good	V Good	Excellent
CFA	CFA-SALES	Total FTTH Growth (Normal)	Number with scaling	2.00	31000	27125	31000	31775
CFA	CFA-SALES	FTTH Growth (BharatNet Utilization)	Number with scaling	2.00	21659	19493	21659	23825
CFA	CFA-SALES	SIP Concurrent Channels (in 1000s)	Number with scaling	1.00	0.96	0.768	0.96	1.056
CFA	Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE (% of OLT above 98%)	in % with scaling	3.00	80	79	80	80.5
CFA	FTTH-BB	MTTR of best 85% cleared faults	In Hrs with scaling (reverse)	3.00	8	9	8	7.5
CFA	Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2.00	90	85	90	100
CFA	CFA Revenue	Total revenue	In Rs Cr with scaling	7.00	131.25	131.01	131.25	131.58

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Q2 (FY 2025-26) IPMS Targets for CGM MH Circle								
Vertical	Job Role	KPI Description	KPI Type	Weightage	Q2 Target	Good	V Good	Excellent
CFA	CFA-SALES	Total FTTH Growth (Normal)	Number with scaling	2.00	32000	28000	32000	32800
CFA	CFA-SALES	FTTH Growth (BharatNet Utilization)	Number with scaling	2.00	20501	18451	20501	22551
CFA	CFA-SALES	SIP Concurrent Channels (in 1000s)	Number with scaling	1.00	0.68	0.544	0.68	0.748
CFA	Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE (% of OLT above 98%)	in % with scaling	3.00	80	79	80	80.5
CFA	FTTH-BB	MTTR of best 85% cleared faults	In Hrs with scaling (reverse)	3.00	8	9	8	7.5
CFA	Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2.00	90	85	90	100
CFA	CFA Revenue	Total revenue	In Rs Cr with scaling	7.00	213.5	213.12	213.50	214.03

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Q2 (FY 2025-26) IPMS Targets for CGM MP Circle								
Vertical	Job Role	KPI Description	KPI Type	Weightage	Q2 Target	Good	V Good	Excellent
CFA	CFA-SALES	Total FTTH Growth (Normal)	Number with scaling	2.00	16000	14000	16000	16400
CFA	CFA-SALES	FTTH Growth (BharatNet Utilization)	Number with scaling	2.00	15477	13929	15477	17025
CFA	CFA-SALES	SIP Concurrent Channels (in 1000s)	Number with scaling	1.00	0.34	0.272	0.34	0.374
CFA	Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE (% of OLT above 98%)	in % with scaling	3.00	80	79	80	80.5
CFA	FTTH-BB	MTTR of best 85% cleared faults	In Hrs with scaling (reverse)	3.00	8	9	8	7.5
CFA	Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2.00	90	85	90	100
CFA	CFA Revenue	Total revenue	In Rs Cr with scaling	7.00	68.75	68.63	68.75	68.92

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Q2 (FY 2025-26) IPMS Targets for CGM NE-I Circle								
Vertical	Job Role	KPI Description	KPI Type	Weightage	Q2 Target	Good	V Good	Excellent
CFA	CFA-SALES	Total FTTH Growth (Normal)	Number with scaling	2.00	3000	2625	3000	3075
CFA	CFA-SALES	FTTH Growth (BharatNet Utilization)	Number with scaling	2.00	2384	2146	2384	2622
CFA	CFA-SALES	SIP Concurrent Channels (in 1000s)	Number with scaling	1.00	0.03	0.024	0.03	0.033
CFA	Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE (% of OLT above 98%)	in % with scaling	3.00	80	79	80	80.5
CFA	FTTH-BB	MTTR of best 85% cleared faults	In Hrs with scaling (reverse)	3.00	8	9	8	7.5
CFA	Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2.00	90	85	90	100
CFA	CFA Revenue	Total revenue	In Rs Cr with scaling	7.00	11.5	11.48	11.50	11.53

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Q2 (FY 2025-26) IPMS Targets for CGM NE-II Circle								
Vertical	Job Role	KPI Description	KPI Type	Weightage	Q2 Target	Good	V Good	Excellent
CFA	CFA-SALES	Total FTTH Growth (Normal)	Number with scaling	2.00	600	525	600	615
CFA	CFA-SALES	FTTH Growth (BharatNet Utilization)	Number with scaling	2.00	461	415	461	507
CFA	CFA-SALES	SIP Concurrent Channels (in 1000s)	Number with scaling	1.00	0.03	0.024	0.03	0.033
CFA	Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE (% of OLT above 98%)	in % with scaling	3.00	80	79	80	80.5
CFA	FTTH-BB	MTTR of best 85% cleared faults	In Hrs with scaling (reverse)	3.00	8	9	8	7.5
CFA	Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2.00	90	85	90	100
CFA	CFA Revenue	Total revenue	In Rs Cr with scaling	7.00	5	4.99	5.00	5.01

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Q2 (FY 2025-26) IPMS Targets for CGM Odisha Circle								
Vertical	Job Role	KPI Description	KPI Type	Weightage	Q2 Target	Good	V Good	Excellent
CFA	CFA-SALES	Total FTTH Growth (Normal)	Number with scaling	2.00	9500	8312.5	9500	9737.5
CFA	CFA-SALES	FTTH Growth (BharatNet Utilization)	Number with scaling	2.00	13629	12266	13629	14992
CFA	CFA-SALES	SIP Concurrent Channels (in 1000s)	Number with scaling	1.00	0.24	0.192	0.24	0.264
CFA	Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE (% of OLT above 98%)	in % with scaling	3.00	80	79	80	80.5
CFA	FTTH-BB	MTTR of best 85% cleared faults	In Hrs with scaling (reverse)	3.00	8	9	8	7.5
CFA	Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2.00	90	85	90	100
CFA	CFA Revenue	Total revenue	In Rs Cr with scaling	7.00	34	33.94	34.00	34.09

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Q2 (FY 2025-26) IPMS Targets for CGM Punjab Circle								
Vertical	Job Role	KPI Description	KPI Type	Weightage	Q2 Target	Good	V Good	Excellent
CFA	CFA-SALES	Total FTTH Growth (Normal)	Number with scaling	2.00	39000	34125	39000	39975
CFA	CFA-SALES	FTTH Growth (BharatNet Utilization)	Number with scaling	2.00	23501	21151	23501	25851
CFA	CFA-SALES	SIP Concurrent Channels (in 1000s)	Number with scaling	1.00	0.74	0.592	0.74	0.814
CFA	Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE (% of OLT above 98%)	in % with scaling	3.00	80	79	80	80.5
CFA	FTTH-BB	MTTR of best 85% cleared faults	In Hrs with scaling (reverse)	3.00	8	9	8	7.5
CFA	Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2.00	90	85	90	100
CFA	CFA Revenue	Total revenue	In Rs Cr with scaling	7.00	75	74.87	75.00	75.19

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Q2 (FY 2025-26) IPMS Targets for CGM Rajasthan Circle								
Vertical	Job Role	KPI Description	KPI Type	Weightage	Q2 Target	Good	V Good	Excellent
CFA	CFA-SALES	Total FTTH Growth (Normal)	Number with scaling	2.00	25000	21875	25000	25625
CFA	CFA-SALES	FTTH Growth (BharatNet Utilization)	Number with scaling	2.00	42129	37916	42129	46342
CFA	CFA-SALES	SIP Concurrent Channels (in 1000s)	Number with scaling	1.00	0.3	0.24	0.3	0.33
CFA	Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE (% of OLT above 98%)	in % with scaling	3.00	80	79	80	80.5
CFA	FTTH-BB	MTTR of best 85% cleared faults	In Hrs with scaling (reverse)	3.00	8	9	8	7.5
CFA	Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2.00	90	85	90	100
CFA	CFA Revenue	Total revenue	In Rs Cr with scaling	7.00	88	87.84	88.00	88.22

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Q2 (FY 2025-26) IPMS Targets for CGM Sikkim Circle								
Vertical	Job Role	KPI Description	KPI Type	Weightage	Q2 Target	Good	V Good	Excellent
CFA	CFA-SALES	Total FTTH Growth (Normal)	Number with scaling	2.00	400	350	400	410
CFA	CFA-SALES	FTTH Growth (BharatNet Utilization)	Number with scaling	2.00	8	7	8	9
CFA	CFA-SALES	SIP Concurrent Channels (in 1000s)	Number with scaling	1.00	0.01	0.008	0.01	0.011
CFA	Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE (% of OLT above 98%)	in % with scaling	3.00	80	79	80	80.5
CFA	FTTH-BB	MTTR of best 85% cleared faults	In Hrs with scaling (reverse)	3.00	8	9	8	7.5
CFA	Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2.00	90	85	90	100
CFA	CFA Revenue	Total revenue	In Rs Cr with scaling	7.00	1.25	1.25	1.25	1.25

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Q2 (FY 2025-26) IPMS Targets for CGM Telangana Circle								
Vertical	Job Role	KPI Description	KPI Type	Weightage	Q2 Target	Good	V Good	Excellent
CFA	CFA-SALES	Total FTTH Growth (Normal)	Number with scaling	2.00	10000	8750	10000	10250
CFA	CFA-SALES	FTTH Growth (BharatNet Utilization)	Number with scaling	2.00	3081	2773	3081	3389
CFA	CFA-SALES	SIP Concurrent Channels (in 1000s)	Number with scaling	1.00	4.46	3.568	4.46	4.906
CFA	Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE (% of OLT above 98%)	in % with scaling	3.00	80	79	80	80.5
CFA	FTTH-BB	MTTR of best 85% cleared faults	In Hrs with scaling (reverse)	3.00	8	9	8	7.5
CFA	Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2.00	90	85	90	100
CFA	CFA Revenue	Total revenue	In Rs Cr with scaling	7.00	44.76	44.68	44.76	44.87

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Q2 (FY 2025-26) IPMS Targets for CGM Tamil Nadu Circle								
Vertical	Job Role	KPI Description	KPI Type	Weightage	Q2 Target	Good	V Good	Excellent
CFA	CFA-SALES	Total FTTH Growth (Normal)	Number with scaling	2.00	62000	54250	62000	63550
CFA	CFA-SALES	FTTH Growth (BharatNet Utilization)	Number with scaling	2.00	1200	1080	1200	1320
CFA	CFA-SALES	SIP Concurrent Channels (in 1000s)	Number with scaling	1.00	1.38	1.104	1.38	1.518
CFA	Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE (% of OLT above 98%)	in % with scaling	3.00	80	79	80	80.5
CFA	FTTH-BB	MTTR of best 85% cleared faults	In Hrs with scaling (reverse)	3.00	8	9	8	7.5
CFA	Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2.00	90	85	90	100
CFA	CFA Revenue	Total revenue	In Rs Cr with scaling	7.00	122.5	122.28	122.50	122.81

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Q2 (FY 2025-26) IPMS Targets for CGM Uttarakhand Circle								
Vertical	Job Role	KPI Description	KPI Type	Weightage	Q2 Target	Good	V Good	Excellent
CFA	CFA-SALES	Total FTTH Growth (Normal)	Number with scaling	2.00	6000	5250	6000	6150
CFA	CFA-SALES	FTTH Growth (BharatNet Utilization)	Number with scaling	2.00	2892	2603	2892	3181
CFA	CFA-SALES	SIP Concurrent Channels (in 1000s)	Number with scaling	1.00	0.13	0.104	0.13	0.143
CFA	Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE (% of OLT above 98%)	in % with scaling	3.00	80	79	80	80.5
CFA	FTTH-BB	MTTR of best 85% cleared faults	In Hrs with scaling (reverse)	3.00	8	9	8	7.5
CFA	Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2.00	90	85	90	100
CFA	CFA Revenue	Total revenue	In Rs Cr with scaling	7.00	17.5	17.47	17.50	17.54

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Q2 (FY 2025-26) IPMS Targets for CGM UP (E) Circle								
Vertical	Job Role	KPI Description	KPI Type	Weightage	Q2 Target	Good	V Good	Excellent
CFA	CFA-SALES	Total FTTH Growth (Normal)	Number with scaling	2.00	14000	12250	14000	14350
CFA	CFA-SALES	FTTH Growth (BharatNet Utilization)	Number with scaling	2.00	61320	55188	61320	67452
CFA	CFA-SALES	SIP Concurrent Channels (in 1000s)	Number with scaling	1.00	0.51	0.408	0.51	0.561
CFA	Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE (% of OLT above 98%)	in % with scaling	3.00	80	79	80	80.5
CFA	FTTH-BB	MTTR of best 85% cleared faults	In Hrs with scaling (reverse)	3.00	8	9	8	7.5
CFA	Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2.00	90	85	90	100
CFA	CFA Revenue	Total revenue	In Rs Cr with scaling	7.00	67.25	67.13	67.25	67.42

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Q2 (FY 2025-26) IPMS Targets for CGM UP (W) Circle								
Vertical	Job Role	KPI Description	KPI Type	Weightage	Q2 Target	Good	V Good	Excellent
CFA	CFA-SALES	Total FTTH Growth (Normal)	Number with scaling	2.00	11000	9625	11000	11275
CFA	CFA-SALES	FTTH Growth (BharatNet Utilization)	Number with scaling	2.00	29610	26649	29610	32571
CFA	CFA-SALES	SIP Concurrent Channels (in 1000s)	Number with scaling	1.00	0.09	0.072	0.09	0.099
CFA	Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE (% of OLT above 98%)	in % with scaling	3.00	80	79	80	80.5
CFA	FTTH-BB	MTTR of best 85% cleared faults	In Hrs with scaling (reverse)	3.00	8	9	8	7.5
CFA	Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2.00	90	85	90	100
CFA	CFA Revenue	Total revenue	In Rs Cr with scaling	7.00	30	29.95	30.00	30.08

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Q2 (FY 2025-26) IPMS Targets for CGM West Bengal Circle								
Vertical	Job Role	KPI Description	KPI Type	Weightage	Q2 Target	Good	V Good	Excellent
CFA	CFA-SALES	Total FTTH Growth (Normal)	Number with scaling	2.00	24000	21000	24000	24600
CFA	CFA-SALES	FTTH Growth (BharatNet Utilization)	Number with scaling	2.00	21386	19247	21386	23525
CFA	CFA-SALES	SIP Concurrent Channels (in 1000s)	Number with scaling	1.00	0.03	0.024	0.03	0.033
CFA	Core+Access(NGN/BBNW) Network(QOS)	Uptime of Network elements OLTE (% of OLT above 98%)	in % with scaling	3.00	80	79	80	80.5
CFA	FTTH-BB	MTTR of best 85% cleared faults	In Hrs with scaling (reverse)	3.00	8	9	8	7.5
CFA	Partner Support	FTTH Partner Payout <15 Days	in % with scaling	2.00	90	85	90	100
CFA	CFA Revenue	Total revenue	In Rs Cr with scaling	7.00	36.25	36.18	36.25	36.34

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