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भारत संचार निगम लिमिटेड
(भारत सरकार का उद्यम)
BHARAT SANCHAR NIGAM LIMITED
(A Govt. of India Enterprise)

पी.के. पुरवार

अध्यक्ष एवं प्रबन्ध निदेशक

P.K. PURWAR

Chairman & Managing Director

No. 3-6/2022-RSTG

Dated: 05.06.2023

To

All CGMs BSNL

Sub: Top Leaders of BSNL 2022-23

I would also like to extend my heartfelt appreciation to Heads of Circles who have topped in their categories in terms of annual revenue growth in the financial year 2022-23 and consistent all round performance in terms of final IPMS scores. They are as mentioned below:

Category I circles: Shri R Sharma (CGM MH) and Shri CV Vinod (CGM TN)
Category II circles: Shri S Rajhans (CGM MP) and Shri RN Palai (CGM OD)
Category III circles: Shri PK Singh (CGM CHG) and Shri JS Sahota (CGM HP)
Core Network circles: Shri RK Goyal (CGM CNTX North)

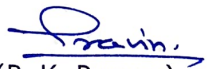
For their dynamism, ownership and initiative, BSNL Corporate Office is pleased to honor them with the following rewards:

- ❖ CMDs gold medal and silver medal for outstanding contribution to BSNL.
- ❖ Certificate of Merit.

Further, the bios of the concerned CGMs and brief write-ups on the initiatives they have taken have been published in Volume II of the 'Top Leaders of BSNL' award publication (enclosed). The publication shall also be uploaded on the BSNL website and on the intranet and now onwards, will be published half-yearly.

I urge all employees to feel inspired by our 'Top Leaders of BSNL 2022-23' to take initiatives for better service delivery, customer care, revenue growth and reduction of operational costs.

With best wishes to all,


(P. K. Purwar)

TOP LEADERS OF BSNL



VOL II

MAY, 2023

Top Leader of BSNL

SHRI ROHIT SHARMA, belongs to the 1986 batch of ITS. He is BE in Electronics & Telecommunications from Govt. Engg. College, Jabalpur and further MBA in Marketing from IGNOU. He was awarded with Sanchar Seva Padak in 2002.



CGM, MAHARASHTRA

He is nature lover and does regular trekking and tree plantations. He practises yoga and does walking regularly. He is also a good sportsman.



He took over charge of CGM, Maharashtra on 1st Oct 2022 and since then, has taken a series of new key initiatives for improvement of QoS, network availability and MTTR. With vast experience as SSA Head in MP, Punjab & Uttarakhand Circle, Western & Northern Project wings and as CGM CNTX West, he has prioritised taking care of OFC routes with replacement of lossy fibre, addition of new routes and, optimisation of OTN equipment

He started Out of Box Initiatives on DPR – Daily Performance Report Monitoring System for all executives & JEs, Digital Marketing, Felicitation of Best Performers, QoS monitoring & improvement. He has taken Fiberisation work in mission mode and more than 90% leased lines converted from copper.

Under his dynamic leadership, MH circle is doing best and achieved number of milestones in FY 2022-23. March 2023 Cash Collection target achievement by 105.52%. Rs. 554 Cr collected against target of 525 Cr (EB Vertical collection ~410 Cr). Achievement for year 22-23 is 109.2% (Collection done for Rs. 2160 Cr against target of 1978 Cr. FY 2022-23 P&L is EBITDA Positive with 84+ Cr. EB Gold target achievement by 110.67%. (332 Cr against 330 Cr).

Top Leader of BSNL

SHRI C.V.VINOD, belongs to the 1985 batch of ITS. He is AMIE/MBA(Marketing).

He has 37 years experience in Telecom Operations/ Planning/ Marketing/ Administration/ Training.



Having volunteered in the 777 signal corps, he has a keen interest in reading books on philosophy, gardening, walking, social work, student and adult counselling. He also has vast teaching experience.



CGM, TAMIL NADU

He took over charge of CGM, Tamil Nadu on August 2022. He has taken various initiatives for Revenue Growth such as encouraging BA heads to make their own business plan for financial year and having detailed review with BA. Also, reviewing ARPU of FTTH, and encouraging BA to set their internal “NET PROVISIONING” target.

Other steps taken for revenue growth include review of revenue leakage reports and un billed counts, sector wise focus in enterprise Business, rigorous follow up for outstanding with regular review, recognizing performers and taking unions and associations in confidence with briefings on important matters whenever possible.

For improving QoS, he has encouraged BA heads to do RCA with data mining from reports in OMCR, FMS and CFA DASHBOARD, TEEVRA and review of the same by circle office vertical head on weekly basis. Regular weekly review upto TIP level /cluster level on MTTR , pending leads , provision /clearance within 24 hours, with vertical head. Maintain good communication channels across employees.

Top Leader of BSNL

SHRI SATYANAND RAJHANS, belongs to the 1986 of Indian Telecommunication Service. He completed B.Tech from REC Kurukshetra in 1986 and joined DOT on 20.02.1989.

Earlier he has worked as CGM Telecom Stores & Telecom Factory, Kolkata during the period 2011-16.



He looks forward to explore new places and catching up on some life time memories. He loves listening to music. He enjoys watching cricket and movies.

CGM, MADHYA PRADESH

He has adopted a very multifaceted approach towards work since his tenure at the helm of CGM from August 2021 has exhibited an exemplary role in the overall performance of Madhya Pradesh Circle.

As CGM MP, he focused on the growth in all verticals with significant improvement in revenue and cash collection. He visited all the 34 Operational Areas of MP Circle in order to do a root cause analysis, bridging the gap and to boost up the field staff to perform in all segments. He visited all the important senior bureaucrats of Bhopal and the Hon'ble Ministers of the State for gaining goodwill for BSNL and accordingly a large number of Enterprise Business was awarded to BSNL MP Circle on nomination basis resulting in performance of MP Circle as TOP Performer in EB Segment. He holds regular video/audio conference with all BA/OA Heads for monitoring the achievements w.r.t targets assigned for all verticals. His key initiative on FTTH penetration to new areas, building an amicable relationship with TIP/FTTH Partners, SLA Partners, System Integrators and Field staff which has shown remarkable improvement in CFA Segment.



Top Leader of BSNL

SHRI R N PALAI, belongs to the 1989 batch of ITS. He completed Engineering degree in E&TC in 1987, PGP Public Policy Management in 2022 and has received training in Germany and France.

He has 35 years of service in Telecom and IT field in private, DoT, BSNL and State Government in various capacities.



He has a keen interest in reading books and traveling to historic places. Also, he is interested in scientific discoveries and Vedic Science.



CGM, ODISHA

He joined Odisha Telecom on 11th July 2022 as CGM. An officer of high commitment to work and problem solving ability, many challenges have been resolved with his active involvement. Stagnation of technology upscaling and network expansion were major barriers for customer growth and revenue. Breakthrough in settling pending agreement with major customers such as State IT Department, MCL, OSCB, OCAC are few examples. The growth in EB segment accounts for 7%.

Providing exclusive Telecom solutions in two Stadiums for Hockey World Cup in Jan 2023 was strategic for which BSNL received Certificate of Appreciation from Hon'ble Chief Minister of Odisha. Focus was on retention of mobile customers than acquisition, the result is growth of 11.86%. FTTH segment was focussed which resulted in net addition of 12.7K subscribers with revenue growth of 17%. Active customer engagement led to better collection compliances. In the face of evolving challenges, He has shown leadership to enable Odisha Circle with revenue growth of 5.29% with Rs 623Crore in FY 2022-23.

Top Leader of BSNL

SHRI PK SINGH, belongs to the 1985 batch of ITS. He was awarded Sanchar Padak for speedy restoration/ provisioning of telecom services in the aftermath of the devastating Tsunami that struck Andaman & Nicobar islands on 26th December 2004.



His hobbies are Yoga & meditation, reading books, listening to light/ sugam/ classical music, cooking and baking and learning languages.



CGM, CHHATTISGARH

A very dynamic officer, he has taken many initiatives. He has focused on rehabilitation of critical OFC routes. MNG-PAN & CPAN equipment has been re-located at critical stations i.e. Bastar & Korba to complete the ring. Other measures include, increase in number of TIP from 137 to 224, judicious planning of OLTs in the untapped areas having less/no competition, implementation of FTTH failure communication to multiple levels i.e. TIP, BBC & NIB, target allotment to TIPs & BBCs and its regular review and closing of low loading exchanges & ensuring the conversion of working connection into FTTH, thereby reducing MTTR (and SLA Penalties) & increasing customer satisfaction and Revenue growth. In EB, focus has been given to non-conventional business i.e. M2M, Multicast & Wi-Fi and total solution services (instead of selling only BW) to various state government departments to add revenue and compensate price-fall effect. Increase in average IN Revenue per day by more than 7% over last year through extensive SMS/OBD to customers & Retailers.

Top Leader of BSNL

SHRI JASWINDER SINGH SAHOTA, belongs to the 1985 batch of ITS. He completed his B.E in Electronics and Communication Engineering from Punjab Engineering College, Chandigarh in the year 1985. He was awarded with “Sanchar Sewa Padak” in year 2008.



His hobbies are travelling, learning new things, gardening and listening to soft music. He truly believes in this Shloka: उद्यमेन हि सिध्यन्ति कार्याणि नमनोरथैः। न हि सुप्तस्य सिंहस्य प्रविशन्ति मुखे मृगाः॥



CGM, HIMACHAL PRADESH

A very Dynamic & result oriented Officer, he took over the charge of CGM, HP in Jan 2021 and since then he has taken many initiatives for growth of Revenue, EB Business, FTTH & improvement in QOS parameters of CM, Transmission Network, LL, FTTH and BB. Due to his close monitoring, visionary steps and dynamic leadership, HP Circle has achieved many Milestones in every vertical. HP Circle has been consistently ranked among TOP 3 Circles in Mera Circle Sarvshrestha Circle since start of this challenge in Dec'2021 till Mar'2023.

He has an excellent coordination and persuasion with State Govt & various other Departments which resulted in acquiring many big projects/Business to HP Circle from State Govt. viz Smart School Project (Rs 300 Cr.), Special Assistance Project (Rs 293 Cr.) etc. FTTH Business in HP has grown manifold due to his constant monitoring and excellent strategy. Penetration of FTTH in HP with respect to population is 3rd highest in PAN India. Number of FTTH-BB has increased from 9800 in Dec'20 to 50000 in Apr,2023 & number of OLTs increased from 200 to 690.

Top Leader of BSNL

SHRI RAMESH KUMAR GOYAL, belongs to the 1987 batch of Indian Telecom Service. He is BE (Electronics & Communications) from Delhi University and Post Graduate in Public Policy Management from MDI, Gurugram.



His hobbies are travelling, listening to music and reading books. He has a keen interest in astrology.

CGM, Core Networks North

A very dynamic and focused officer, he has vast experience of working in various fields of telecom, both in India and abroad. He has a wide exposure of working in HR field as well and has worked in various capacities during last 34 years in different organizations like BSNL, MTNL, TCIL, TEC, DOT etc. Presently, he is posted as CGM (CNTX-North) and is responsible for the Development, Operation and Maintenance of long distance telecom network in Northern regions spread over 8 states. Two enterprise platinum units of BSNL are operational in CNTX-North area. He has taken many initiatives for improvement in quality of service and revenue growth which includes rehabilitation of OFC network, timely clearance of faults by using various IT tools, regular meetings with field staff, optimal utilization of telecom equipment, traffic analysis and re-routing of traffic in a timely manner and regular meetings with enterprise platinum customers.

