

भारत संचार भवन, हरीश चन्द्र माथुर लेन,  
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भारत संचार निगम लिमिटेड  
(भारत सरकार का उद्यम)  
**BHARAT SANCHAR NIGAM LIMITED**  
(A Govt. of India Enterprise)

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**अनुपम श्रीवास्तव**

अध्यक्ष एवं प्रबन्ध निदेशक

**ANUPAM SHRIVASTAVA**

Chairman & Managing Director

February 2, 2015

Dear Shri

You would appreciate that an organization of the size of BSNL providing telecom services in the far-flung areas of our vast country needs to be propelled with required revenue to maintain the desired speed of growth not only with its network but of its employees too. It is simple economics, we need to earn profit from our investment on our infrastructure over the period, as per our plans. Once the desired inflow of revenue falls short, in any of the Circles / SSAs, BSNL growth plan gets jeopardized, which we can ill afford.

Our progress as far as revenue is concerned is being watched at Hon'ble MOC level and he while assuring full support of the government, cautioned to take action against any erring Circle / SSA to keep momentum of growth up.

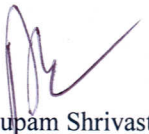
I have also been personally monitoring revenue growth of all circles / SSAs, especially, 45 selected SSAs with more than 100 crores revenue, where revenue growth could be further increased, as per the financial targets assigned to each of them.

Now, in the remaining 50 days of this Financial Year, starting from 9<sup>th</sup> February, 2015, I want all out efforts put in by all teams at all Circles / SSAs to give the extra thrust by earning maximum revenue which would compensate the not so satisfied overall revenue progress of the past three quarters. I am personally monitoring the revenue growth on weekly basis and would like to see surge of collective hard-work in the last 7 weeks. Minimum growth I expect from each Circle / SSA is 20% of the targets assigned for F.Y. 2014-15. We will facilitate top three circles / top SSAs of circles, based on their performance and likewise bottom three circles / bottom SSAs of circles may get ready to face the wrath. I am sure all Circles / SSAs are going to outperform their own efforts of past 45 weeks and will register significant revenue growth in remaining weeks left in current F.Y.

I am looking forward to more sincere, more planned and more vigorous efforts from all of you.

With best wishes,

Yours sincerely,

  
(Anupam Shrivastava)

Shri  
CGM / SSA Head

Telecom Circle,

Copy to all Functional Directors, BSNL Board.

GM (C&M) – to monitor and submit a Bi-weekly performance report to me.