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भारत संचार निगम लिमिटेड  
( भारत सरकार का उद्यम )  
**BHARAT SANCHAR NIGAM LTD.**  
(A Government of India Enterprises)

आर. के. मित्रल  
निदेशक (सी.एम.)  
**R.K. MITTAL**  
Director (C.M.)

D.O. No. 10-5/2016-SCM-CM

3<sup>rd</sup> January, 2018

Dear Smt. / Shri.

At the outset, I wish BSNL family a Very Happy and Prosperous New Year.

Kindly refer to the DO letter of even number dated 04.12.2017, wherein targets of SIM sales for December'2017 were communicated. The SIM sale report for December, 2017 (Annexure-I) shows that efforts have been put by some circles, but still we have marginally failed to achieve M2M target for the month. It is once again emphasized that all CGMs must dedicate personal attention and work towards achieving M2M target for the remaining 3 months of this FY.

It is heartening to note that as many as 9 circles were able to achieve the target set for the month i.e. Kolkata (279%), Chhattisgarh (142%), Assam (123%), Madhya Pradesh (119%), HP (118%), Andaman & Nicobar (116%), Jharkhand (114%), West Bengal (105%), and J&K (104%). I would like to congratulate them for their performance.

Tamil Nadu (63%), Punjab (60%), Rajasthan (58%), Bihar (57%) and Uttaranchal (51%) have achieved less than 70% of the target for the month even when few TSPs are winding up their operations. More focussed approach is required by these circles.

Let us energize our sales staff and channel partners to increase efforts in last these months of this FY 2017-18. I hope all circles will achieve the SIM sale target for January'18 as per Annexure-II.

With best wishes,

Yours sincerely

  
3/1/2018  
(R. K. Mittal)

All Chief General Managers,  
Telecom Circles/Districts.

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