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भारत संचार निगम लिमिटेड
(भारत सरकार का उपक्रम)
BHARAT SANCHAR NIGAM LIMITED
(A Govt. of India Enterprise)
(CIN: U74899DL2000GOI107739, Website: www.bsnl.co.in)

No. - BSNLCO-EBII/12(11)/1/2021-EB-II Dated: 10.01.2022

To

Chief General Managers
All Telecom Circles / Metro Districts.
BSNL.

Subject: - December Month's (2021) Circle Rankings w.r.t. Enterprise Gold Business of FY-2021-2022, regarding.

EB-'Gold' performance i.r.o. various parameters has been monitored in Corporate Office and following rankings (Points) have been calculated for Dec-2021 Month's with reference to this office letter no.- BSNLCO-EBII/11(18)/2/2020-EB-II, dated 09.11.2021:

Rank	Circle	Stage-IV Points as per- 40% weightage of Ach. w.r.t. Prop. Tgts	New Business Points as per - 20% weightage of Ach. w.r.t. Prop. Tgts	New Gold Accounts Penetration Points as per - 10% weightage of Ach. w.r.t. Prop. Tgts	IDC Business Points as per - 10% weightage of Ach. w.r.t. Prop. Tgts	Pvt. Business Points as per - 10% weightage of Ach. w.r.t. Circle Total Ach.	Stage-I Points as per - 10% weightage of Ach. w.r.t. Prop. Tgts	Total Circle Points as per % weightage of Circle Monthly Ach.
1	HR	98.65	16.26	14.40	100.45	23.45	18.01	271.21
2	TS	49.29	30.07	28.24	108.00	28.08	16.24	259.92
3	PB	120.35	3.71	0.00	0.50	125.16	9.57	259.30
4	UW	59.54	45.23	20.00	0.00	70.89	3.80	199.46
5	MP	67.92	8.75	10.00	0.00	51.26	17.72	155.65
6	OR	38.21	41.01	24.00	0.00	31.20	14.87	149.29
7	GJ	38.28	41.22	8.00	0.00	25.59	14.11	127.21
8	HP	47.01	52.32	0.00	0.00	6.31	6.44	112.07
9	JK	103.56	0.00	0.00	0.00	0.00	3.45	107.00
10	CG	46.98	27.24	17.14	0.00	1.83	5.01	98.21
11	KL	37.05	1.60	0.00	0.00	26.53	24.48	89.65
12	UE	31.37	7.77	20.00	0.00	16.82	7.09	83.06
13	UK	26.06	7.40	40.00	0.00	3.06	3.99	80.50
14	KOL	10.41	0.51	60.00	0.00	0.97	4.43	76.31
15	RJ	40.44	2.95	12.00	0.00	9.95	5.42	70.76
16	KT	28.15	7.00	0.00	0.00	16.77	18.15	70.08
17	TN	28.84	4.97	0.00	0.00	16.63	9.43	59.87
18	BR	54.66	0.31	0.00	0.00	0.10	2.81	57.88
19	NE-II	20.98	17.93	0.00	0.00	0.00	7.56	46.47
20	NE-I	35.79	3.46	0.00	0.00	1.11	5.78	46.14
21	AP	21.21	3.83	0.00	0.00	9.43	4.10	38.58
22	MH	10.45	3.06	3.53	0.00	5.56	13.35	35.94
23	JH	9.84	11.64	0.00	0.00	0.15	0.23	21.87
24	CN	9.24	0.12	0.00	0.00	3.53	2.01	14.91
25	AS	2.32	3.02	0.00	0.00	0.00	5.29	10.63
26	AN	0.00	0.00	0.00	0.00	0.00	5.67	5.67
27	WB	1.21	0.00	0.00	0.00	0.32	1.16	2.68

The details of the calculations are also enclosed vide Annexure-I for reference please.

10/01/2022

Encls: As above.

(Prabodh Kumar Shukla)
DGM (EB-II)

Copy to:

- PPS to CMD BSNL - for kind information of CMD BSNL.
- Director (Ent.) - for kind information.

Annexure-I:- Monthly Circle Rankings based on Monthly Gold Targets Achievements

December 2021

Rank	Circle	Stage-IV				New Business				New Gold Acounts Penetration			
		Annual Tgts. (in Rs. Crs.)	December 2021 Achivement (in Rs. Crs.)	%age Ach. w.r.t. Prop. Tgt.	Stage-IV Points as per- 40% weightage of Ach. W.r.t. Prop. Tgts	Annual Tgts. (in Rs. Crs.)	December 2021 Achivement (in Rs. Crs.)	%age Ach. w.r.t. Prop. Tgt.	New Business Points as per - 20% weightage of Ach. W.r.t. Prop. Tgts	Annual Tgts. (in Nos.)	December 2021 Achivement (in Nos.)	%age Ach. w.r.t. Prop. Tgt.	New Gold Accounts Penetration Points as per - 10% weightage of Ach. W.r.t. Prop. Tgts
1)	2)	3)	4)	5)	6)	7)	8)	9)	10)	11)	12)	13)	14)
1	HR	190	39.05	247	98.65	50.00	3.39	81.30	16.26	25	3	144.00	14.40
2	TS	240	24.65	123	49.29	68.00	8.52	150.33	30.07	17	4	282.35	28.24
3	PB	115	28.83	301	120.35	30.00	0.46	18.57	3.71	18	0	0.00	0.00
4	UW	160	19.85	149	59.54	50.00	9.42	226.13	45.23	12	2	200.00	20.00
5	MP	140	19.81	170	67.92	40.00	1.46	43.76	8.75	12	1	100.00	10.00
6	OR	125	9.95	96	38.21	40.00	6.83	205.05	41.01	10	2	240.00	24.00
7	GJ	300	23.93	96	38.28	80.00	13.74	206.12	41.22	15	1	80.00	8.00
8	HP	30	2.94	118	47.01	10.00	2.18	261.58	52.32	4	0	0.00	0.00
9	JK	10	2.16	259	103.56	3.00	0.00	0.00	0.00	5	0	0.00	0.00
10	CG	45	4.40	117	46.98	15.00	1.70	136.20	27.24	7	1	171.43	17.14
11	KL	250	19.30	93	37.05	70.00	0.47	7.99	1.60	23	0	0.00	0.00
12	UE	170	11.11	78	31.37	50.00	1.62	38.85	7.77	12	2	200.00	20.00
13	UK	35	1.90	65	26.06	10.00	0.31	36.98	7.40	3	1	400.00	40.00
14	KOL	40	0.87	26	10.41	10.00	0.02	2.54	0.51	4	2	600.00	60.00
15	RJ	200	16.85	101	40.44	60.00	0.74	14.75	2.95	10	1	120.00	12.00
16	KT	260	15.25	70	28.15	70.00	2.04	35.00	7.00	18	0	0.00	0.00
17	TN	280	16.82	72	28.84	80.00	1.66	24.83	4.97	25	0	0.00	0.00
18	BR	70	7.97	137	54.66	20.00	0.03	1.53	0.31	6	0	0.00	0.00
19	NE-II	10	0.44	52	20.98	3.00	0.22	89.65	17.93	2	0	0.00	0.00
20	NE-I	15	1.12	89	35.79	4.00	0.06	17.31	3.46	2	0	0.00	0.00
21	AP	165	7.29	53	21.21	50.00	0.80	19.16	3.83	14	0	0.00	0.00
22	MH	325	7.08	26	10.45	90.00	1.15	15.30	3.06	34	1	35.29	3.53
23	JH	100	2.05	25	9.84	30.00	1.46	58.21	11.64	3	0	0.00	0.00
24	CN	90	1.73	23	9.24	30.00	0.02	0.60	0.12	13	0	0.00	0.00
25	AS	50	0.24	6	2.32	16.00	0.20	15.08	3.02	15	0	0.00	0.00
26	AN	5	0.00	0	0.00	1.00	0.00	0.00	0.00	1	0	0.00	0.00
27	WB	80	0.20	3	1.21	20.00	0.00	0.00	0.00	6	0	0.00	0.00
Monthly Targets /Ach.		291.67	285.78			83.33	58.48			316	21		

DM (CER-II)
10/01/2022

Annexure-I:- Monthly Circle Rankings based on Monthly Gold Targets Achievements

December 2021

Rank	Circle	IDC Business				Private Business				Stage-I				Total Circle Points as per % Weightage of Circle Monthly Ach.
		Annual Tgts. (in Rs. Crs.)	December 2021 Achivement (in Rs. Crs.)	%age Ach. w.r.t. Prop. Tgt.	IDC Business Points as per - 10% weightage of Ach. W.r.t. Prop. Tgts	Annual Tgts. (20% of Stage-IV Tgts) (in Rs. Crs.)	December 2021 Achivement (in Rs. Crs.)	%age Ach. w.r.t. Prop. Monthly Tgt.	Pvt. Business Points as per - 10% weightage of Ach. W.r.t. Circle Total Ach.	Annual Tgts. (in Rs. Crs.)	December 2021 Achivement (in Rs. Crs.)	%age Ach. w.r.t. Prop. Tgt.	Stage-I Points as per - 10% weightage of Ach. W.r.t. Prop. Tgts	
1)	2)	15)	16)	17)	18)	19)	20)	21)	22)	23)	24)	25)	26)	27) = { 6) + 10) +
1	HR	26.00	21.76	1004.45	100.45	38.00	7.43	234.52	23.45	475	71.27	180.06	18.01	271.21
2	TS	1.00	0.90	1080.00	108.00	48.00	11.23	280.79	28.08	600	81.21	162.42	16.24	259.92
3	PB	2.00	0.01	4.97	0.50	23.00	23.99	1251.61	125.16	288	22.94	95.74	9.57	259.30
4	UW	1.00	0.00	0.00	0.00	32.00	18.90	708.91	70.89	400	12.67	38.02	3.80	199.46
5	MP	2.00	0.00	0.00	0.00	28.00	11.96	512.59	51.26	350	51.68	177.19	17.72	155.65
6	OR	4.00	0.00	0.00	0.00	25.00	6.50	312.05	31.20	313	38.71	148.67	14.87	149.29
7	GJ	2.00	0.00	0.00	0.00	60.00	12.80	255.94	25.59	750	88.22	141.15	14.11	127.21
8	HP	0.50	0.00	0.00	0.00	6.00	0.32	63.07	6.31	75	4.02	64.39	6.44	112.07
9	JK	0.10	0.00	0.00	0.00	2.00	0.00	0.00	0.00	25	0.72	34.47	3.45	107.00
10	CG	0.50	0.00	0.00	0.00	9.00	0.14	18.33	1.83	113	4.70	50.13	5.01	98.21
11	KL	2.50	0.00	0.00	0.00	50.00	11.05	265.25	26.53	625	127.50	244.80	24.48	89.65
12	UE	1.00	0.00	0.00	0.00	34.00	4.77	168.24	16.82	425	25.10	70.88	7.09	83.06
13	UK	0.40	0.00	0.00	0.00	7.00	0.18	30.56	3.06	88	2.91	39.91	3.99	80.50
14	KOL	0.10	0.00	0.00	0.00	8.00	0.06	9.65	0.97	100	3.69	44.33	4.43	76.31
15	RJ	2.00	0.00	0.00	0.00	40.00	3.32	99.53	9.95	500	22.60	54.23	5.42	70.76
16	KT	1.00	0.00	0.00	0.00	52.00	7.27	167.73	16.77	650	98.32	181.52	18.15	70.08
17	TN	2.00	0.00	0.00	0.00	56.00	7.76	166.32	16.63	700	55.03	94.34	9.43	59.87
18	BR	1.00	0.00	0.00	0.00	14.00	0.01	1.03	0.10	175	4.10	28.12	2.81	57.88
19	NE-II	0.10	0.00	0.00	0.00	2.00	0.00	0.00	0.00	25	1.57	75.55	7.56	46.47
20	NE-I	0.10	0.00	0.00	0.00	3.00	0.03	11.10	1.11	38	1.80	57.75	5.78	46.14
21	AP	0.50	0.00	0.00	0.00	33.00	2.59	94.34	9.43	413	14.10	41.02	4.10	38.58
22	MH	6.00	0.00	0.00	0.00	65.00	3.01	55.57	5.56	813	90.36	133.46	13.35	35.94
23	JH	6.00	0.00	0.00	0.00	20.00	0.03	1.52	0.15	250	0.48	2.32	0.23	21.87
24	CN	2.00	0.00	0.00	0.00	18.00	0.53	35.33	3.53	225	3.78	20.13	2.01	14.91
25	AS	1.00	0.00	0.00	0.00	10.00	0.00	0.00	0.00	125	5.52	52.94	5.29	10.63
26	AN	0.10	0.00	0.00	0.00	1.00	0.00	0.00	0.00	13	0.59	56.72	5.67	5.67
27	WB	0.10	0.00	0.00	0.00	16.00	0.04	3.15	0.32	200	1.93	11.59	1.16	2.68
Monthly Targets /Ach.		5.42	22.67			58.33	133.91			729.17	835.55			

Dhawala
DM (ER-II)
10/01/2022