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

To

The PGMF/SR. GMF/GMF/DGMF & Circle IFAs.

No: **BSNLCO-COMN/11(21)/69/2020-ESTT-FIN**
June, 2021.

Dated at New Delhi 25th

Sub: **KPI's for the Financial Year 2021-22 for Circle IFAs for IPMS Purpose -Reg.**

On the basis of implementation of KPIs for IFA's on pilot basis in Q4 of 2020-21 for South Zone Circle, the revised KPI's parameter for the Financial Year 2021-22 for the Circle IFA's of Territorial Circles is enclosed.

Quarterly and Yearly targets in respect of these KPI's are being finalized by the concerned Finance Section at BSNLCO and will be intimated to the Circle IFA's by 5th of July 2021..

Circle IFA's are requested to finalize the KPIs for IPMS for IFA's of their BA's for the Financial Year 2021-22 on similar lines and take appropriate measures that the Quarterly/Yearly KPI's targets assigned by BSNLCO is achieved. The Quarterly achievements may be emailed at gfcbsnlco@gmail.com by 20 days from the end of the quarter.

(Rajiv Kumar)
GM (EF/FC/R&P)
BSNLCO New Delhi

Copy to :

1. PS to Director (Finance) BSNLCO for information please.
2. Sr. GM (CA)/Sr. GM (CBB)/Sr. GM (CFA-TR)/Sr. GM (Taxation) to finalize the Quarterly/Yearly Target and intimate the same to the Circle IFA's latest by 5th July, 2021.

PARAMETER OF CIRCLE IFAs

Parameters	Items no. as per DoT MoU of 2020-21	Evaluation Criteria/Parameters	Marks/ weighted (A)	Nodal Section at BSNL CO for target setting & measuring achievement	Parameters(KPI)	MOU Target for the year 2021-22	Achievement Against Target (C)	Marks Obtained (D) =(C/B*A)
DoT MOU Parameters	I	Turnover - Revenue from Operations (Net of Taxes) (Rs. In Crores)	10	CA	Revenue achievement as compared to Quarterly target from all Revenue Verticals			
	II	Reduction in operating: Loss / Deficit over the previous year (%)	20	CA	EBIDITA Achievement wrt Quarterly Target			
	III	Return of investment: - Reduction in Total Expenses as a % of Total Income as compared to previous year (%)	10	CA	Reduction in Total Expenses as a % of Total Income as compared to previous year (%)			
	VI	CAPEX	5	CA	Capitalisation of AUC: % of AUC at the start of the quarter that has been capitalised at the end of the quarter			
			5	CA	Ageing of AUC: % of AUC more than 2 years old to Total AUC			
	VIII	Trade Receivable (Net) as number of days of Revenue from Operations (Gross) (No of Days)	10	CA	Trade Receivable (Net) as No.of days of revenue from operations(Gross)			
	IX	Reduction in Claims against the Company not acknowledged as debt (overall claims) (%)	3	CA	Reduction in Contingent liability at the end of quarter compared with that at the start of Quarter			
Non MOU Parameters	A	Collection from all sources	10	CBB	Achievement wrt Quarterly cash Collection Target			
	B	Unlinked Debits/Credits in BRS	2	CBB	More than 1 month Unlinked Debits/Credits in BRS to be NIL at the end of quarter			
	C	Reduction in Audit Qualifications	5	CA	Decrease in no of Audit Qualifications wrt Auditors Report			
	D	Overall Achievement in Aishwarya Recovery Target wrt as per agewise target prescribed.	10	CFA-TR	% achievement wrt the Quarterly Target			
	E	TDS compliances	5	Taxation	Default as per TRACES site during the quarter			
	F	ITC availment	5	CA/Taxation	Timely Invoice Processing: Minimum GR/IR Items more than 1 month old			