



BHARAT SANCHAR NIGAM LIMITED

(A GOVT.OF INDIA ENTERPRISE)

O/o The Chief General Manager Telecom, Maharashtra Circle

D- Wing 6th Floor, Santacruz West, Mumbai- 400 054

To

All SSA's Head/IFA's of SSA
BSNL MH Circle

F/TRA/TARGET/2019-20/28

dated 06/05/2019

Sub.- Circle wise Enterprise Business Revenue targets for the year 2019-20 – reg.

SSA wise Revenue Target for the Financial Year 2019-20 is attached herewith for information and necessary action. These revenue targets for lease lines shall also be part of the GPMS scorecard for the year 2019-20.

It is requested to ensure that all efforts should be taken to achieve the target and to achieve maximum collection efficiency.

This is issued with the approval of Competent Authority.

Encl. – As above.

Dy. General Manager (TR)
O/o CGMT, MH Circle, Mumbai

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Business Planning- Enterprise Section
BSNL Corporate office
7th Floor, Bharat Sanchar Bhawan
H C Mathur Lane, New Delhi-110001



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

No: I20-2/2019-BP-ENT

Dated: 18.04.2019

To

1. All CGMs BSNL Circles/ Districts/ NTR/STP
2. All PGMs/GMs (EB-Circle/City)

Subject: - Circle wise Enterprise Business Revenue targets for the year 2019-20- regarding

The competent authority has approved the Circle-wise Enterprise Business Revenue targets for leased circuits for the year 2019-20. All concerned may kindly take note of the same. These revenue targets for leased lines shall also be part of the GPMS scorecard for the year 2019-20.

2. Circle-wise breakup of the same is as follows:

Name of Circle/ District	Targets for 2019-20 (in Rs. Crore)
A & N	19
ANDHRA PRADESH	113
ASSAM	33
BIHAR	78
CHHATTISGARH	41
GUJARAT	197
HARYANA	98
HIMACHAL PRADESH	29
JHARKHAND	39
J & K	17
KARNATAKA	448
KERALA	172
M.P.	74
MAHARASHTRA	1275
N.E.I	13
N.E.II	9
ORISSA	93
PUNJAB	55
RAJASTHAN	113
TAMIL NADU	205
TELANGANA	167
U.P. (EAST)	87
U.P.(WEST)	48
UTTARANCHAL	29
WEST BENGAL	40
KOLKATA TD	142
CHENNAI TD	183
NTR	1154
STP	129
Total	5100

N. K. Goel
(N. K. Goel) 18/4/2019

Pr. General Manager (BP-Ent)

Copy to :-

- 1) PPS to CMD BSNL
- 2) All Directors BSNL Board.
- 3) PGM/Sr.GM/GM (EB-I/EB-II/Fin-Ent/CB&B/CP&M/LC), BSNL C.O.

.B Revenue Target for the year 2019-20 (LC BCA) *MH circle*
(EB taking LC Only) (Amount in Crs)

Sr No	Name Of SSA	EB Target 2019-20
1	Ahmednagar	3.66
2	Akola	4.02
3	Amravati	1.48
4	Aurangabad	8.37
5	Beed	3.25
6	Bhandara	2.60
7	Buldhana	4.11
8	Chandrapur	0.78
9	Dhule	1.43
10	Gadchiroli	1.98
11	Goa	8.03
12	Jalgaon	2.78
13	Jalna	1.26
14	Kalyan	2.71
15	Kolhapur	7.27
16	Latur	1.28
17	Nagpur	20.17
18	Nanded	2.16
19	Nashik	6.40
20	Osmanabad	1.53
21	Parbhani	0.81
22	Pune	122.44
23	Raigad	1.50
24	Ratnagiri	5.09
25	Sangli	4.37
26	Satara	3.91
27	Sindhudurg	1.84
28	Solapur	3.28
29	Wardha	0.32
30	Yavatmal	3.17
31	Central Billing (MHM) Mumbai	1042.99
	Total	1275.00

B Revenue Target for the year 2019-20**MH**

(Amount in crs)

Sr No	Name Of SSA	EB Target 2019-20
1	Ahmednagar	32.11
2	Akola	23.84
3	Amravati	20.41
4	Aurangabad	38.75
5	Beed	17.79
6	Bhandara	22.99
7	Buldhana	19.01
8	Chandrapur	13.95
9	Dhule	23.12
10	Gadchiroli	10.79
11	Goa	53.2
12	Jalgaon	28.32
13	Jalna	12.78
14	Kalyan	108.11
15	Kolhapur	49.63
16	Latur	14.72
17	Nagpur	98.63
18	Nanded	18.52
19	Nashik	62
20	Osmanabad	11.43
21	Parbhani	13.01
22	Pune	244.68
23	Raigad	48.73
24	Ratnagiri	31.97
25	Sangli	26.55
26	Satara	29.26
27	Sindhudurg	15.54
28	Solapur	28.95
29	Wardha	20.64
30	Yavatmal	17.12
	Central Billing (MHM)	
33	Mumbai	118.45
	Total	1275.00

Note: LC Revenue Owning