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

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

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

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

Dear Smt. / Shri.

Let me start with congratulating all Circles for achieving a new all-time record for gross SIM activations. We were able to achieve magical figure of 4 Million gross SIM activations (3.85 M Prepaid + post paid + EB CUG) (Annexure-I).

On analyzing the circle wise performance, it is found that Assam (824%), Tamilnadu (595%), NE-I (480%), Chennai (429%), Kolkata(375%), J&K (225%), Haryana (154%), Orrisa (146%), Bihar (143%), Himachal Pradesh(140%), UPE (134%), Karnataka (133%), UPW(131%), Jharkhand(123%), West Bengal(121%), NE-II(119%), Andaman Nicobar (113%), Chhattisgarh(107%), MP(103%), Andhra Pradesh(103%) Telecom circles are able to achieve the given target. I would like to congratulate them for their performance.

Maharashtra (67%) and Uttaranchal (55%) have achieved less than 70% of the target for the March month and these circles need to improve their performance in new FY 2018-19 and monitored by CGMs on daily basis.

Let us start the new Financial Year with a resolution that we shall surpass our past record this year too. I hope keeping in mind the mantra i.e. "YES WE CAN" all the Telecom Circles/Districts will be able to achieve the SIM sale target for April'18 as per Annexure-II.

Your zeal and tireless work day and night has proved that BSNL has bright future with all of you as leaders and with dedicated team. Congratulations once again. Convey the same from my side to your entire team.

With best wishes,

Yours sincerely

  
( R.K. Mittal )

All Chief General Managers,  
Telecom Circles/Districts.

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