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

पी.के. पुरवार
अध्यक्ष एवं प्रबन्ध निदेशक
P.K. PURWAR
Chairman & Managing Director

No. BSNLCO-EB-II/11(19/1/2021-EB-II
Dated: 19th April, 2021

Dear Shri Vinod,

Achievement of various parameters against the assigned targets in respect of Enterprise Business-'Gold' had been deliberated and monitored in Corporate Office throughout the Financial Year 2020-21. It gives me immense pleasure to observe that Kerala Circle has acquired business worth Rs. 254 Cr against the annual assigned Stage-IV target of Rs. 191 Crs, i.e., around **133 %** of the target and the Circle is **ranked No. 1** amongst all the Circles of South Zone. The Circle has also surpassed its assigned Stage-I and New Account Penetration. This has become possible only due to your sincere efforts, able guidance, close monitoring and the business acumen.

Shri Sukumaran, GM (EB), Kerala along with his team has done a commendable job by securing business in spite of tough competition in the Telecom sector and Covid pandemic badly affecting the business during whole of the FY. Kerala Circle has also been in a position to book substantial amount of *New Business from the new customers* and *business from private sectors*. IDC business achievement of the Circle is also the highest in South Zone. The Circle has thus performed outstandingly well.

But, at the same time, I am of the strong opinion that extra focus is required in areas like business through tenders, port-in business and VSAT business. I request you to bestow your personal attention in the FY 2021-22, so that improvement is observed in all these areas as well.

I, sincerely, convey my appreciation for exemplary efforts made by you and your team in achieving the various assigned EB targets. I am quite sure that the Circle will continue to bring laurel to our organisation. You are also requested to convey the appreciation to all the members of your team who had been instrumental in all such achievements.


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पंजीकृत एवं निगमित कार्यालय : भारत संचार भवन, हरीश चन्द्र माथुर लेन, जनपथ, नई दिल्ली-110001
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Corporate Identity Number (CIN) : U74899DL2000GOI107739
Website : www.bsnl.co.in

I am quite sure that you and your team will not only continue to keep the same tempo in the FY 2021-22 but put in extra efforts to ensure that the Circle substantially surpasses all the assigned EB targets and sets new records.

With best wishes,

Yours sincerely,



(P.K. Purwar)

Shri C.V. Vinod

Chief General Manager, BSNL
Kerala Telecom Circle,
Thiruvananthapuram.