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

अनुपम श्रीवास्तव

अध्यक्ष एवं प्रबन्ध निदेशक
ANUPAM SHRIVASTAVA
 Chairman & Managing Director

D.O. No.: 27-1/2017/EB-I
 Dated: 13th April, 2017

Dear Shri Anantharam,

The financial year 2016-17 has come to an end and sales data for Platinum segment of enterprise business have been compiled. Accordingly, I would like to put on record that EB Platinum unit of Hyderabad in your circle has acquired business worth Rs. 114 crores against the annual targets of Rs. 100 crores. Achievement in stage-I funnel is Rs. 377 crores against the targets of Rs. 350 crores. This comes out to be 114% and 108% of the Stage-IV and Stage-I targets. New account penetration achievement is 15 against the set target of 5 i.e. 300% and is highest amongst all the platinum units. All this could become possible with your sincere efforts, able guidance, close monitoring of business and business acumen. Shri C.V. Satyanarayan PGM (EB-Platinum) Hyderabad along with his team has done a remarkable job in achieving both sales funnel and new account penetration targets.

This achievement indicates that there is no dearth of business opportunities in the market and we must further increase our market share as well as revenues. I hope in this financial year, your Enterprise Business team will work with new zeal and enthusiasm to achieve even better results. I am confident that dedicated efforts will be made to ensure that the booked businesses actually converts into revenue of the circle by commissioning of the services for which customers have already made payments. I also expect that Enterprise Business unit will be kept properly strengthened by posting suitable, sufficient and efficient staff.

I convey my heartiest appreciation for exemplary efforts made by you and your team in achieving the targets. I am sure that you will continue to bring laurel to our organisation. Convey my appreciation to all the members of your team.

With best wishes,

Yours sincerely,

(Anupam Shrivastava)

Shri. L. Anantharam,
 CGM, TS Telecom Circle,
 Hyderabad.

पंजीकृत एवं निगमित कार्यालय : भारत संचार भवन, हरिश्चन्द्र माथुर लेन, जनपथ, नई दिल्ली-110001
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