

Calcutta Telephones

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

ए के गर्ग

मुख्य महाप्रबंधक

A K Garg

Chief General Manager

No. CGM/MISC/VI/10-11

Date : March 10, 2011

To

Sri Dipak Sahoo
Circle Secretary
AIGETOA
Calcutta Telephones
Kolkata – 700 001

Sub: Project to earn more revenues

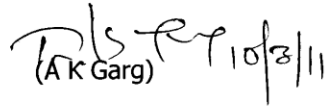
Dear Sir,

The financial year 2010-11 is near to an end. Almost 3 weeks are left. To improve our revenue position in the current financial year we may take up "improve revenue for BSNL" as a project for the next 3 weeks.

Some of the salient points for increasing the revenue are enclosed.

You are requested to actively participate in the project and bring it to the notice of all your members. Your cooperation is highly solicited.

Sincerely yours,


(A K Garg) 10/3/11

Encls: as above

Improve Revenues – Earn More
Project for last three weeks of fy 10 - 11

- Maximise uptime for BTSs/Node Bs
- Maximise uptime of Exchanges / DSLAMs
- Selling & commissioning of more BB / LL
- Prompt disposal of customers billing grievance
- Revenue through name change
- Old recovery
- Old pending Court cases of billing & out of court settlement thereof
- Bill reminder for early payment
- Closed cases - conversion from deposit to adjst. of o/s bills for land line & lease lines outstanding
- Selling of 3G Data Card – Much higher speed expedited from 11-03-11
- Selling of EVDO Data Card through franchisee
- Improve selling of 2G / 3G SIM
- Selling of FWP
- Selling of Payari Jodi
- Selling of IFWT
- Lease line – issue of bills & recovery
- Quick disposal of billing complaint for non working period of commissioning date – All issues may be settled in one week time – Bills may be revised and recovery pursued.
- Conversion from deposit to revenue – lease line
- Outstanding IUC charge
- Improve sales through CSC
- Encourage DSA for selling more
- Enrol more DSAs
- Increase sales through Franchisee
- Publicity at retailers shop
- Supervise Sales - encourage / enable Uddan/ Vijay / Smile teams
- Billing & recovery of Port Charges / Space & infrastructure charges
- Expedite the process of Road widening / Fly Over Project / Metro Project / diversion of cable / damage restoration
- Internet connection on GPON
- Tower sharing
- Disposal of E-10B / AC Plant etc. by IP Unit
- Disposal of scrapped items – Vehicles / batteries – PP / AC Unit etc. by field / MM unit.