

KERALA CIRCLE

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भारत संचार निगम लिमिटेड

(भारत सरकार का उपक्रम)

BHARAT SANCHAR NIGAM LIMITED

(A Govt. of India Enterprise)

MESSAGE

My dear colleagues,

It is with a sad heart I am leaving the charge of the office of the Chief General Manager of the No.1 Circle in BSNL today. At the same time, it also gives me immense pleasure that Kerala Circle achieved total revenue of Rs.3104 crores in 2016-17 with 5% growth over the previous year and a net profit of Rs.709 crores. All Business Areas in the Circle made profit in FY 2016-17. The increase in revenue by the Circle is mainly driven by Consumer Mobility (10%), Infra sharing (50%), EB(27%) FTTH(43%), etc. I thank you all for the wonderful cooperation and team work which made such tremendous growth possible.

In the recently held Heads of Circle Conference, Kerala Circle has been conferred with three Awards - (i) Best MNP performance, (ii) Highest CM revenue and (iii) Maximum Net Broadband connections – during the last year. We are miles ahead of the nearest contender with respect to the net profit. Many of you may be aware that a lot of development activities was undertaken in the Circle in the recent past to enable the Circle to earn more revenue, viz–

- Phase VII+ expansion of GSM network in the Circle has been completed successfully.
- IP-fication of all 3696 3G sites completed in time. IP backhaul ensured in all 3G towers.
- 110 NGN exchanges commissioned under NGN Phase II and the project is completed.
- Important EB projects bagged include (i) IT@School project for provisioning of broadband to LP/UP schools & FTTH to High Schools and (ii) Kerala Police CUG Project for provisioning of 50,000 SIMs.

I would also like to mention here that compared to the last year, revenue is showing downward trend for the last two months with a decrease of 8.77% which is an uncomfortable situation, which needs immediate attention and initiate necessary steps to reverse this trend considering the tough competition from the competitors.

I am happy that the overall performance of the Circle has been exemplary and with the cooperation of all including Unions and Associations we lived as one family and strived hard to achieve the best results for Kerala Circle.

I express my sincere gratitude for the support you have offered me during my tenure as CGM Kerala Circle, which has made my working here enjoyable and a rewarding experience.

I take this opportunity to wish you all the Best and I am sure, Kerala Circle will achieve still greater heights under the leadership of Dr. P.T. Mathew in the coming years.

With best wishes,

Yours sincerely,

(R. Mani)

Chief General Manager

14.06.2017