

BSNL EMPLOYEES UNION

MADHYA PRADESH CIRCLE, BHOPAL

B S RAGHUWANSHI
Circle President

PRAKASH SHARMA
Circle Secretary

No.: BSNLEU/ M P CIRCLE / PROBLEMS / 51

DATED 08.05.2017

To
The Chief General Manager Telecom
BSNL, M P Circle, Bhopal.

Sub : **Drastic fall in SIM Sale in M P Circle**

Res Sir,

Kindly peruse DO Letter No 10-5/2016-SCM-CM dated 03.05.2017 of Director (CM) Shri R K Mittal. He has expressed his displeasure on the performance of some circles which have registered drastic fall in SIM Sale in the month of April 2017. **Unfortunately, Our Circle is one of them.**

In March 2017 we achieved peak in Sim Sale with record sale of 165709 SIMs against target of 130579 i.e. 127% of the target given. In western zone our circle ranked II after Gujarat which was on top with 166% sale. In this month BSNL sold 2952251 SIMs all over India despite JIO Effect. **But it is disheartening to note that there is a big slide in SIM Sale in the month of April 2017. Our M P Circle failed to touch the target and our performance is very dismal with sale of 76397 against target of 109050 achieving only 70% of the target. This is alarming situation and our General Secretary Res Com P Abhimanyu has cautioned us to be more alert and look into the reasons for the poor show.** In Nov 2016 also Our performance was poor with achievement of 60% of the targeted sale. Thereafter we showed appreciable comeback and improved the performance.

It is requested to ponder over the causes for the downfall in SIM Sale and also adopt the remedial measures. Hope, You will act swiftly in this regard. **For the betterment of BSNL, we are always at your disposal, if and as and when needed, we assure.**

With kind regards,

Yours Fraternally,

(Prakash Sharma)
Circle Secretary

Copy to : 1. **The General Secretary, BSNLEU, New Delhi**
2 **The Circle President, BSNLEU & All District Secretaries**