

भारत संचार भवन, हरीश चन्द्र माथुर लेन,
जनपथ, नई दिल्ली - 110001, भारत
दूरभाष कार्यालय : +91-11-23372424
फैक्स : +91-11-23372444
ई-मेल : cmdbsnl@bsnl.co.in
Bharat Sanchar Bhawan, H.C. Mathur Lane,
Janpath, New Delhi - 110001, India
Ph. : +91-11-23372424
Fax : +91-11-23372444
E-mail : cmdbsnl@bsnl.co.in



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-I/11(20)/10/2020-EB-I
Dated: 28-09-2020

Dear Shri

The importance of Enterprise Business for the survival of BSNL has been impressed upon at various forums. As per the data available in EB portal, around 90% of the Enterprise Business booked is from Government sector. There is a huge untapped business potential in private sector too which urgently needs to be targeted. To tap this Private sector business, extra efforts are required from all of us especially from field EB teams so as to keep the pace vis-à-vis other telecom operators. For retaining the Govt. businesses also, time and again, it has been requested that circle heads to have regular meetings with key officers including Chief Secretary, Secretaries of various departments and with other commercially important customers not only to give them update about our offerings and capabilities but also to know about their future requirements.

A list of top 500 customers based on revenue earnings during FY 2019-20 has been prepared in corporate office for ready reference. Circles should prepare a list of top 100 private companies based on their annual revenue. Regular interactions with top level officials from these companies will always give us an upper edge over our competitors in knowing their requirements and to timely provide turnkey solutions as required by them. It has been observed many a times that if we approach any organization well in time, there are quite bright chances to get business on nomination basis.

You are thereby requested to either meet personally or depute EB heads in your circles to meet the heads of these companies to grab the business. You are also requested to submit fortnightly report in the following format to EB-I unit in corporate office at eb1.bsnlco@gmail.com.

S.N.	Company Name	Name & desg. of person met	BSNL officer Desg.	Met on Date	Details of the meeting	Value of Business Grabbed

With best wishes,

Yours sincerely


(P.K Purwar)

To

Shri
Chief General Manager,
Gujarat/Karnataka/Chennai/Telangana/Kolkata
Maharashtra Telecom Circle /NTR /STP/STR

पंजीकृत एवं निगमित कार्यालय : भारत संचार भवन, हरीश चन्द्र माथुर लेन, जनपथ, नई दिल्ली-110001
Regd. & Corporate Office : Bharat Sanchar Bhawan, Harish Chandra Mathur Lane, Janpath, New Delhi-110 001
Corporate Identity Number (CIN) : U74899DL2000GOI107739
Website : www.bsnl.co.in