

R.K. AGARWAL  
DIRECTOR (ENTERPRISE)



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

D.O. BSNL/EB-II/Gold/Sales/(8-2)/2009  
Dated 19<sup>th</sup> April, 2011

Dear Shri Ray,

I would like to congratulate West Bengal Circle on its excellent performance in exceeding the target set for Enterprise Business. West Bengal circle has achieved the sales of Rs26.06 Crore for new business against the target of Rs20.76 crore for the financial year 2010-11. The circle registered an impressive figure of 125% achievement of the annual target, which is quite commendable.

The revenue target for the year 2011-12 for enterprise business has already been communicated and sales target for the new business will also be communicated shortly. I am sure the excellent performance shown by West Bengal Circle will continue in the financial year 2011-12 too. Please convey my appreciation to entire Enterprise Business units of West Bengal Circle.

With regards,

Yours sincerely,

(R.K. Agarwal)

Shri S. Ray,  
Chief General Manager,  
West Bengal Telecom Circle,  
Kolkata

GM (EB).

Congratulations!  
Pl. convey to all of  
your unit. *[Signature]* 21/4.

पंजीकृत एवं नियमित 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-110001  
Website : www.bsnl.in