Restructuring Cell, Corporate Office, 7<sup>th</sup> Floor, Bharat Sanchar Bhavan, Janpath, New Delhi-110001 Tel No 23710400 / 23037137



No. 3-2/2022-RSTG

То

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All the CGMs (Territorial Circles), CGM(CNTX(E/W/S/N/NER), BSNL.

Sub:- GPMS Scorecards for Territorial and Maintenance Circles for the Month of August & September 2022.

Please find enclosed herewith the GPMS Scorecards of Territorial Circles and Maintenance Circles for the month of August and September 2022, along with the targets. Accordingly the GPMS Scorecards for the Business Areas may be prepared for the month of August and September 2022 by the Circles along with targets and the copy of the same may be conveyed to this office by e-mail on <u>dmrestg1@gmail.com</u> by 22.8.2022.

The GPMS Scorecards will be available in the GPMS portal <u>www.gpms.bsnl.co.in</u> in due course. All the Circles are requested that the achievement data may be populated in the GPMS Portal by  $5^{\text{th}}$  October 2022.

This is issued with the approval of Competent Authority.

PGM(Restg./WS&I)

<u>URGENT</u> TIME-BOUND

Date: 18.08.2022

Encl: - As above

Copy to:

- 1. PPS to CMD, BSNL for information.
- 2. PPS to DIR(CFA/EB/CM/HR/Fin) BSNL CO
- 3. PGM(EB-II), Nodal for EB Vertical
- 4. PGM(Regulations/VAS), Nodal for CM Vertical
- 5. GM(NWO-BB&IN/ CFA), Nodal for CFA Vertical
- 6. GM(EF), Nodal for FIN Vertical
- 7. GM(LM), Nodal for HR Vertical

				G	PMS FOR A & N CIRC	LE FOR	THE MONTH O	F AUGUS	T AND SE	PTEMBE	R 2022			
	Parameter	PROJECT/FUNCTION/JOB	KPIID	Quantifiable	KPI DESCRIPTION	WEIGHT	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted	Remarks
		ROLE		Unit		AGE							Score	
		Group Name: Consumer	Fixed /		r		Group Weightage :			1	1			
		FTTH Growth (Normal)	A1		As per Gross additions targets given to Circles	7	5740	>60% to <=70%	>70% to <=80%	>80				
Α	Sales	FTTH Growth (BharatNet)	A2		As per revised Gross additions targets given to Circles(attached)	7	20	>60% to <=70%	>70% to <=80%	>80				
					As per Gross additions targets	_		>80% to						-
в		VAS - SIP Trunk	B1	Number	given to Circles	1	2	<=90%	>90% to <=95%	>95%				
5		VAS - Others (PRI/IN/OBD)	B2		As per Gross additions targets given to Circles	7	2	>80% to <=90%	>90% to <=95%	>95%				
С		Core+Access(NGN/BBNW) Network	C1	in %	Uptime of Network elements	4	99%	>75% to <=80%	>80% & <=99%	>99%				
			D1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
D		ADSL-BB	D2	In Hrs	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
	QoS		D3	in %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
			E1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
Е		FTTH-BB	E2	IN Hrs.	MTTR*	3	<8 Hrs		>8 to 10 Hrs	<8 Hrs				
			E3	ln %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
F	Revenue	Total CFA Revenue	F1		As per CFA Revenue targets given to Circles (Cr)	50	7.53	>80% to <=90%	>90% to <=95%	>95%				
		Total Weightage:100				100	Total Weighted Score:							
		Total Weighted Score Normalized		0 0	kent as MTTR of best 80% cleared									

	PROJECT/FUNCTION	KPI II	Quantifiable Unit	KPI DESCRIPTION	WEIGHT AGE	TARGET	PL GOOD	VERY GOOD	PL EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
	Group Name: Consumer Mo	biity				Group Weightage : 30							
A	Project (Mission 500)	A1	Number	Survey of 100% Villages by 15- Sept-2022	15	256	90%	95%	100%				
		A2	Percentage	Identification of Sites by 30-Sept- 2022	10	100%	90%	95%	100%				
В	Sales	B1	Number	Sim sale	3	5,500	75%	90%	100%				
		B2	Amount	Ctopup	3	0.087	90%	95%	100%				
		B3	Number	POS	3	225	75%	90%	100%				
		В4	%	Quality of Acquisition (3 M Retention)	3	60%	80%	90%	100%				
С	Operations	C1	Number	VLR	2	322478	98%	99%	100%				
		C2	GB	Data Traffic	1	4322584	98%	99%	100%				
		C3	%	SC Sites availabilty	3	99.8%	95%	98%	100%				
		C4	%	Critical Sites availabilty	2	99.0%	95%	98%	100%				
		C5	%	Important Sites availability	1	98.0%	95%	98%	100%				
		C6	%	Normal Sites availability	1	97.0%	95%	98%	100%				
		C7	Hours	MTTR	1	1.22	95%	98%	100%				
		C8	%	2G Call Drop Rate	1	<2%	95%	98%	100%				
		C9	%	3G Call Drop Rate	1	<2%	95%	98%	100%				
D	Revenue	D	In Rs Cr	Revenue from Postpaid, IN Prepaid, Push SMS, Incoming International SMS, IUC/Port/Infra/Tower, LWE & Other Revenue	50	9	80%	90%	100%				
	Total Weightage: 100				100	Total Weighted Score:							

	Total Weighted Score Normalize	d to Gr	un Weigtage: 6	8									
	Total weighted beore Normalize	u to un	Jup weiginge. o					1					
	PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable Unit	KPI DESCRIPTION	WEIGHTA GE	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
	Group Name: Enterprise					Group Weightage : 2	20						
Α	Enterprise Gold												ĺ
	Stage-IV EB Sales	A1	Rs. Crs.	Stage-IV EB Sales	15%	1.67	1	1.34	1.67				
	New Business	A2	Rs. Crs.	New Business	4%	0.33	0.2	0.26	0.33				
	Private Business	A3	Rs. Crs.	Private Business	4%	0.17	0.1	0.14	0.17				í
В	EB Revenue												Í
	EB Revenue	B1	Rs. Crs.	EB Revenue	50%	0.86	0.52	0.69	0.86				
	Outstanding Recovery	B2	Rs. Crs.	Outstanding Recovery	8%	2.00	1.2	1.6	2				ſ
~	Core Network												[
С	Operations						0	0	0				i i
	OFC Network Reliability	C1	%	OFC Network Reliability	7%	≥99%	97%	98%	99%				[
	Equipment Uptime	C2	%	Equipment Uptime	3%	≥ 99%	97%	98%	99%				ſ
	Retrival of faulty fibre	C3	%	Retrival of faulty fibre	3%	18	10.8	14.4	18				í
D	LC												
	LC Service Delivery	D1	75% of Leased Circuits (New+Upgradat ion) to be commissioned in 30 days	New and Upgradation Circuits Commisioning Target	3%	9	5	7	9				
	LC Fault Rate	D2	%	Overall Service Assurance parameter	3%	0.50%	1%	1%	1%				
	Total Weighted Score				100%								
	Total Weighted Score Normalized to Group Weigtage:												
	Consolidated Score Achieved												

	Group Name: Land Mone	tisatio	on and EW			Group Weightage :1	0					
A	Land Monetisation Target	A1	No.	Identification of land for Monetisation	10%	1	0	0	1			
		A2	Month	(a) LDD within 2 months of identification of property. (b) Valuation and CLSC Report.within 2 months of identification of property. (c) TA, CLSC and publicity of monetization within 2 months of identification of property.	25%	1	0	0	1			
		A3	Month	REM Data updation	5%	56	28	39	56			1
В	Renting Target	B1	Square metre	Space Audit / Identification of vacant Plinth Area (Bldgs/Qtrs) (26% of Total Plinth area 107.51 lakh = 26.94 lakh sqm)	15%	350	250	300	350			
		B2	Square metre	Actual space rented out	15%	75	60	70	75			
		В3	Rupees in Cr	Half Yearly Renting Target Assigned for FY 2022-23 = 161 Cr	30%	0.08	0.04	0.06	0.08			
С	Implementation of One BidgOne Power Plant-One Battery Bank- Onearca.(OBOPOBOA)											
D	Use of New and renewable energy			Vertical axis wind energy (against horizontal axis wind turbine)								
	Total Weightage:		•		100%	Total Weighted Score:	•	•	•	•		1
	Total Weighted Score Normalized	to Group	Weigtage:		•	• •						

 Group Name: Finance	Group Weightage : 20
Group Name: Consumer Mobiity	Group Weightage : 30

	_	r							1	1			
A	Revenue from Mobile Services		In Rs Cr	Revenue from Postpaid,IN	5								
				Prepaid, Push SMS, Incoming									
				International SMS,									
				IUC/Portl/nfra/Tower,LWE & Other		9							
				Revenue(For Aug & Sept,22									
				Combined)									
				(# Plz see note below)									
-	Group Name: Consumer	Fixed /	Access	()		Group Weightage : 2	20	1					
в	Revenue From CFA Services		In Rs Cr	Revenue from LL,BB,FTTH, IN, USO	4	eren erengen ger	ſ		ſ				ſ
D				subsidy, IUC PSTN,Port Infra,	-								
				IDC,WIFI,New CFA Business,Other									
				CFA Revenues(For Aug & Sept,22		7.53							
				Combined)									
				Combined)									
	Group Name: Enterprise	Rusine	ess vertical			Group Weightage : 2	20		1				1
C	Revenue From Enterprise		In Rs Cr	Revenue from	4	ereup treignage :	1						
U	Services			Circuits, DarkFibre, NOFN, INMARSAT									
	00111003			,Govt Projects, Other EB		0.86							
				Revenues(For Aug & Sept,22		0.00							
				Combined)									
	Total Weightage:				Total Weig	hted Score:							
	Total Weighted Score Normalized t	o Group	Weigtage:		Total Weig								
	Group Name: Land Mone					Group Weightage :1	0						1
	Croup Hallor Land Hollo	lioulio				oroup morginago ri	ř						
-													
	Group Name: Overall Financi	al Dorfe	ormance			Group Weightage : 20							I
		arrent				Group Weightage : 20	r	1	r – – – – – – – – – – – – – – – – – – –		r	r	
D	Gross Profit Margin(EBITDA)			Improvement in EBITDA figures at		71%							
D	Gloss Floit Margin(EBITDA)			the end of Sept'22 wrt the Last year		/ 1 /8							
			In Percentage	corresponding month end figures	3								
			-	corresponding month end ligures									
	Return on Investment (Asset			Improvement in Asset Turnver Ratio									
	Turnover Ratio)			at the end of Sept'22 wrt the Last									
E	runover realoy		In Percentage	year corresponding month end	2	39%							
				figures									
				Reduction in Other Expenses as per									
-				Sch. 37( Admin & Operating		0							
F	Budget/Cost Control on OPEX		In Rs Cr	Expenses)at the end of Sept'22 wrt	2	9							
				the Last year corresponding month									
	+			end figures					1				┥───┤
	Total Collection from different			Improvement in Collection figures			1						
G			In Rs Cr		4	10							
-	Channels/Sources.			for Aug22 & Sept'22 wrt the Last									
				year corresponding 2 months figures									
				% Amount where billed amount of		The first month collection							
н	Ist Month Collection Efficiency		in %	Aug &Sept22 is collected in first	4	efficiency target from all postpaid services is <b>90%</b> of							
				month.		ABF of the month.	1						
	1						1				1	1	
1	Debtor Reduction: Trade			Trade Receivable(Net) as number of									
h	Receivable(Net) as number of		No of days	days of Revenue from Operations at	3	60		1					
ľ	days of Revenue from Operations		or days	the end of Sept'22 wrt the Last year				1					
				corresponding month end figures			1						
	Implementaion of Internal		Nee	100 % Compliance of all Critical	0	404	1						
J	Financial Control		Nos.	Controls	2	131							
	Total Weightage: 100				Total Weig	hted Score: 0							
	Total Weighted Score Normalized t	to Group	Weigtage: 0										
	Consolidated Score Achieved												

				(	<b>SPMS FOR AP CIRCLE</b>	FOR T	HE MONTH C	OF AUGUS	T AND SE	PTEMBE	R 2022			
	Parameter	PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable Unit	KPI DESCRIPTION	WEIGH TAGE	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
		Group Name: Consumer F	ixed A	ccess		-	Group Weightag	ge : 20					1 1	
		FTTH Growth (Normal)	A1	Number	As per Gross additions targets given to Circles	7	24360	>60% to <=70%	>70% to <=80%	>80				
Α	Sales	FTTH Growth (BharatNet)	A2	Number	As per revised Gross additions targets given to Circles(attached)	7	20	>60% to <=70%	>70% to <=80%	>80				
в	,	VAS - SIP Trunk	B1	Number	As per Gross additions targets given to Circles	7	26	>80% to <=90%	>90% to <=95%	>95%				
5		VAS - Others (PRI/IN/OBD)	B2	Number	As per Gross additions targets given to Circles	7	10	>80% to <=90%	>90% to <=95%	>95%				
с		Core+Access(NGN/BBNW) Network	C1	in %	Uptime of Network elements	4	99%	>75% to <=80%	>80% & <=99%	>99%				
			D1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
D		ADSL-BB	D2	In Hrs	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
	QoS		D3	in %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
			E1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
Е		FTTH-BB	E2	IN Hrs.	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
			E3	In %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
F	Revenue	Total CFA Revenue	F1	in %	As per CFA Revenue targets given to Circles (Cr)	50	45.10	>80% to <=90%	>90% to <=95%	>95%				
		Total Weightage:100				100	Total Weighted Score	e:						
		Total Weighted Score Normalized		0 0	ept as MTTR of best 80% cleared fa		•							

	PROJECT/FUNCTION	KPI ID	Quantifiable Unit	KPI DESCRIPTION	WEIGHT AGE	TARGET	PL GOOD	VERY GOOD	PL EXCEL	АСНУТ	Marks Achieved	Weighted Score	Remarks
	Group Name: Consumer Mo	biity		• •		<b>Group Weightag</b>		•					
A	Project (Mission 500)	A1	Number	Survey of 100% Villages by 15- Sept-2022	15	3352	90%	95%	100%				
		A2	Percentage	Identification of Sites by 30-Sept- 2022	10	100%	90%	95%	100%				
В	Sales	B1	Number	Sim sale	3	1,17,625	75%	90%	100%				
		B2	Amount	Ctopup	3	0.893	90%	95%	100%				
		B3	Number	POS	3	5,672	75%	90%	100%				
		B4	%	Quality of Acquisition (3 M Retention)	3	60%	80%	90%	100%				
С	Operations	C1	Number	VLR	2	5592862	98%	99%	100%				
		C2	GB	Data Traffic	1	7460327	98%	99%	100%				
		C3	%	SC Sites availabilty	3	99.8%	95%	98%	100%				
		C4	%	Critical Sites availabilty	2	99.0%	95%	98%	100%				
		C5	%	Important Sites availability	1	98.0%	95%	98%	100%				
		C6	%	Normal Sites availability	1	97.0%	95%	98%	100%				
		C7	Hours	MTTR	1	1.17	95%	98%	100%				
		C8	%	2G Call Drop Rate	1	<2%	95%	98%	100%				
		C9	%	3G Call Drop Rate	1	<2%	95%	98%	100%				
D	Revenue	D	In Rs Cr	Revenue from Postpaid, IN Prepaid, Push SMS, Incoming International SMS, IUC/Port/Infra/Tower, LWE & Other Revenue	50	42	80%	90%	100%				
	Total Weightage: 100	•	•		100	Total Weighted Score:	•	•	•	•	•		
	Total Weighted Score Normal	ized to Gro	oup Weigtage: 6	.8		•							

	PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable Unit	KPI DESCRIPTION	WEIGHTA	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
	Group Name: Enterprise			•		Group Weightage	9:20	•			•		
Α	Enterprise Gold												
	Stage-IV EB Sales	A1	Rs. Crs.	Stage-IV EB Sales	15%	30.00	18	24	30				
	New Business	A2	Rs. Crs.	New Business	4%	6.67	4	5.34	6.67				
	Private Business	A3	Rs. Crs.	Private Business	4%	10.00	6	8	10				
В	EB Revenue												
	EB Revenue	B1	Rs. Crs.	EB Revenue	50%	8.97	5.38	7.18	8.97				
	Outstanding Recovery	B2	Rs. Crs.	Outstanding Recovery	8%	6.00	3.6	4.8	6				
с	Core Network Operations												
	OFC Network Reliability	C1	%	OFC Network Reliability	7%	≥99%	97%	98%	99%				
	Equipment Uptime	C2	%	Equipment Uptime	3%	≥ 99%	97%	98%	99%				
	Retrival of faulty fibre	C3	%	Retrival of faulty fibre	3%	2627	1576	2102	2627				
D	LC												
	LC Service Delivery	D1		New and Upgradation Circuits Commisioning Target	3%	204	122	163	204				
	LC Fault Rate	D2	%	Overall Service Assurance parameter	3%	0.50%	1%	1%	1%				
	Total Weighted Score				100%								
	Total Weighted Score Normalized to Group Weigtage:												
	Consolidated Score Achieved												

	Group Name: Land Monet	sation	and EW			Group Weightage	:10				
A	Land Monetisation Target	A1	No.	Identification of land for Monetisation	10%	25	10	15	25		
		A2	Month	<ul> <li>(a) LDD within 2 months of identification of property. (b)</li> <li>Valuation and CLSC Report.within 2 months of identification of property.</li> <li>(c) TA, CLSC and publicity of monetization within 2 months of identification of property.</li> </ul>	25%	10	3	5	10		
		A3	Month	REM Data updation	5%	1013	507	709	1013		
в	Renting Target	B1	Square metre	Space Audit / Identification of vacant Plinth Area (Bldgs/Qtrs) (26% of Total Plinth area 107.51 lakh = 26.94 lakh sqm)	15%	84035	64642	77570	84035		
		B2	Square metre	Actual space rented out	15%	24000	9696	14544	24000		
		B3	Rupees in Cr	Half Yearly Renting Target Assigned for FY 2022-23 = 161 Cr	30%	5.00	2.5	3.5	5		
С	Implementation of One BidgOne Power Plant-One Battery Bank- Onearca.(OBOPOBOA)										
D	Use of New and renewable energy			Vertical axis wind energy (against horizontal axis wind turbine)							
	Total Weightage:					Total Weighted Score:				 	
	Total Weighted Score Normalized t	o Group	Weigtage:		•	•					
						<b>A W C C</b>					

 Group Name: Finance	Group Weightage : 20
Group Name: Consumer Mobiity	Group Weightage : 30

A	Revenue from Mobile Services  Group Name: Consumer Fixed A Revenue From CFA Services	In Rs Cr Access In Rs Cr	Revenue from Postpaid,IN Prepaid,Push SMS,Incoming International SMS, IUC/PortI/nfra/Tower,LWE & Other Revenue(For Aug & Sept,22 Combined) (# PIz see note below) Revenue from LL,BB,FTTH, IN, USO subsidy, IUC PSTN,Port Infra, IDC,WIFI,New CFA Business,Other CFA Revenues(For Aug & Sept,22 Combined)	5	42 Group Weightage 45.11	: 20						
	Group Name: Enterprise Busine	ss vertical			Group Weightage	· 20	1		1			1
С	Revenue From Enterprise Services	In Rs Cr	Revenue from Circuits,DarkFibre,NOFN,INMARSAT, Govt Projects, Other EB Revenues(For Aug & Sept,22 Combined)	4	8.79	. 20						
	Total Weightage:		Combined)	Total Weig	hted Score:							
	Total Weighted Score Normalized to Grou	Weigtage:		rotar welg							1	
	Group Name: Land Monetisatio				Group Weightage	.10						1
	Croup Name: Land Monetisation				Group Weightage							
-												
	Group Name: Overall Financial Perfo	rmance			Group Weightage : 2	20		1				
D	Gross Profit Margin(EBITDA)	In Percentage	Improvement in EBITDA figures at the end of Sept'22 wrt the Last year corresponding month end figures	3	-24%							
F	Return on Investment (Asset Turnover Rat	In Percentage	Improvement in Asset Turnver Ratio at the end of Sept'22 wrt the Last year corresponding month end figures	2	14%							
			Reduction in Other Expenses as per Sch. 37( Admin & Operating Expenses)at the end of Sept'22 wrt the Last year corresponding month end figures									
F	Budget/Cost Control on OPEX	In Rs Cr	Improvement in Collection figures for Aug22 & Sept'22 wrt the Last year	2	94							
G	Total Collection from different Channels/S	oun RS Cr	corresponding 2 months figures % Amount where billed amount of Aug &Sept22 is collected in first	4	103	I	1	_	<u> </u>	1		
н	Ist Month Collection Efficiency	in %	month.	4	The first month collection	efficiency target	from all postpaid s	ervices is 90% of	ABF of the mon	ith.		
1	Debtor Reduction: Trade Receivable(Net)	as No of days	Trade Receivable(Net) as number of days of Revenue from Operations at the end of Sept'22 wrt the Last year corresponding month end figures	3	60							
L.	Implementation of Internal Einspeich Control	Noc	100 % Compliance of all Critical Controls	2	131							
3	Implementaion of Internal Financial Contro Total Weightage: 100	INUS.	Controls	Z Total Waia	131 hted Score: 0	1	1	1	1	1	+	+
	Total Weighted Score Normalized to Grou	Weigtage: 0		rotal weig							+	
	Consolidated Score Achieved	weiglage. 0									1	
	Consolidated Scole Achieved		1							1		1

					GPMS ASSAM CIRCLE FOR TH	E MONTI	I OF AU	GUST AN	ND SEPTER	<b>IBER 20</b>	22			
	Parameter	PROJECT/FUNCTION/JOB	KPIID	Quantifiable	KPI DESCRIPTION	WEIGHT	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
		ROLE		Unit		AGE								
		Group Name: Consumer	Fixed A	ccess			Group We	ightage : 2	0			•		1
Α		FTTH Growth (Normal)	A1	Number	As per Gross additions targets given to Circles	7	6800	>60% to <=70%	>70% to <=80%	>80				
^	Sales	FTTH Growth (BharatNet)	A2	Number	As per revised Gross additions targets given to Circles(attached)	7	110	>60% to <=70%	>70% to <=80%	>80				
в	-	VAS - SIP Trunk	B1	Number	As per Gross additions targets given to Circles	7	12	>80% to <=90%	>90% to <=95%	>95%				
		VAS - Others (PRI/IN/OBD)	B2	Number	As per Gross additions targets given to Circles	7	6	>80% to <=90%	>90% to <=95%	>95%				
с		Core+Access(NGN/BBNW) Network	C1	in %	Uptime of Network elements	4	99%	>75% to <=80%	>80% & <=99%	>99%				
			D1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
D		ADSL-BB	D2	In Hrs	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
	QoS		D3	in %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
			E1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
Е		FTTH-BB	E2	IN Hrs.	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
			E3	In %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
				1				>80% to						
F	Revenue	Total CFA Revenue	F1	in %	As per CFA Revenue targets given to Circles (Cr)	50	8.08	>80% to <=90%	>90% to <=95%	>95%				'
		Total Weightage:100				100	Total Weighted Score:							
		Total Weighted Score Normalized	to Group	Weigtage:										

	PROJECT/FUNCTION	KPI II	Quantifiable Unit	KPI DESCRIPTION	WEIGHT AGE	TARGET	PL GOOD	VERY GOOD	PL EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
	Group Name: Consumer Mo	oiity				Group Weig	htage : 30						
A	Project (Mission 500)	A1	Number	Survey of 100% Villages by 15-Sept-2022	15	693	90%	95%	100%				
		A2	Percentage	Identification of Sites by 30-Sept-2022	10	100%	90%	95%	100%				
В	Sales	B1	Number	Sim sale	3	50,000	75%	90%	100%				
		B2	Amount	Ctopup	3	0.238	90%	95%	100%				
		B3	Number	POS	3	1,826	75%	90%	100%				
		B4	%	Quality of Acquisition (3 M Retention)	3	60%	80%	90%	100%				
С	Operations	C1	Number	VLR	2	1523302	98%	99%	100%				
		C2	GB	Data Traffic	1	2572175	98%	99%	100%				
		C3	%	SC Sites availabilty	3	99.8%	95%	98%	100%				
		C4	%	Critical Sites availabilty	2	99.0%	95%	98%	100%				
		C5	%	Important Sites availability	1	98.0%	95%	98%	100%				
		C6	%	Normal Sites availability	1	97.0%	95%	98%	100%				
		C7	Hours	MTTR	1	3.13	95%	98%	100%				
		C8	%	2G Call Drop Rate	1	<2%	95%	98%	100%				
		C9	%	3G Call Drop Rate	1	<2%	95%	98%	100%				
D	Revenue	D	In Rs Cr	Revenue from Postpaid, IN Prepaid, Push SMS, Incoming International SMS, IUC/Port/Infra/Tower, LWE & Other Revenue	50	33	80%	90%	100%				
	Total Weightage: 100		•		100	Total	•	•					
						Weighted Score:							
	Total Weighted Score Normali	zed to Gro	oup Weigtage: 6	8									
	PROJECT/FUNCTION/JOB ROLI	KPIID	Quantifiable Unit	KPI DESCRIPTION	WEIGHTA		PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
	Group Name: Enterprise	•	•	•	·	Group We	ightage : 2	0		•		•	•
Α	Enterprise Gold						Ĭ						
	Stage-IV EB Sales	A1	Rs. Crs.	Stage-IV EB Sales	15%	11.67	7	9.34	11.67				
	New Business	A2	Rs. Crs.	New Business	4%	3.33	2	2.66	3.33				

	Private Business	A3	Rs. Crs.	Private Business	4%	0.83	0.5	0.66	0.83		
3	EB Revenue	73	113. 013.	i iivate business	470	0.05	0.5	0.00	0.05		
,	EB Revenue	B1	Rs. Crs.	EB Revenue	50%	6.22	3.73	4.98	6.22		
	Outstanding Recovery	B2	Rs. Crs.	Outstanding Recovery	8%	4.00	2.4	3.2	4		
;	Core Network Operations										
	OFC Network Reliability	C1	%	OFC Network Reliability	7%	≥99%	97%	98%	99%		
	Equipment Uptime	C2	%	Equipment Uptime	3%	≥ 99%	97%	98%	99%		
	Retrival of faulty fibre	C3	%	Retrival of faulty fibre	3%	1387	832	1110	1387		
)	LC										
	LC Service Delivery	D1	75% of Leased Circuits (New+Upgradat ion) to be commissioned in 30 days	New and Upgradation Circuits Commisioning Target	3%	339	203	271	339		
	LC Fault Rate	D2	%	Overall Service Assurance parameter	3%	1.20%	2%	2%	1%		
	Total Weighted Score				100%						
	Total Weighted Score Normalized to Group Weigtage:										
	Consolidated Score Achieved										
	Group Name: Land Monet				-		ightage :10		-	 <b>1</b>	
A	Land Monetisation Target	A1	No.	Identification of land for Monetisation	10%	8	3	5	8		
		A2	Month	(a) LDD within 2 months of identification of property. (b) Valuation and CLSC Report.within 2 months of identification of property. (c) TA, CLSC and publicity of monetization within 2 months of identification of property.	25%	3	1	2	3		
		A3	Month	REM Data updation	5%	301	151	211	301		
В	Renting Target	B1	Square metre	Space Audit / Identification of vacant Plinth Area (Bldgs/Qtrs) (26% of Total Plinth area 107.51 lakh = 26.94 lakh sqm)	15%	82907	63775	76530	82907		
		B2	Square metre	Actual space rented out	15%	19930	9566	14349	19930		
		B3	Rupees in Cr	Half Yearly Renting Target Assigned for FY 2022-23 = 161 Cr	30%	2.50	1.25	1.75	2.5		
С	Implementation of One BidgOne Power Plant-One Battery Bank- Onearca.(OBOPOBOA)										
D	Use of New and renewable energy			Vertical axis wind energy (against horizontal axis wind turbine)							
	Total Weightage:				100%	Total Weighted Score:					
	Total Weighted Score Normalized to	o Group	Weigtage:							 	

	Group Name: Finance					Group We	ightage : 20	)					-
	Group Name: Consumer I	Mobiity	/			Group We	ightage : 30	)					
A	Revenue from Mobile Services		In Rs Cr	Revenue from Postpaid,IN Prepaid,Push SMS,Incoming International SMS, IUC/PortI/nfra/Tower,LWE & Other Revenue(For Aug & Sept,22 Combined) (# PIz see note below)	5	33							
	Group Name: Consumer I	Fixed /	Access	•••		Group We	ightage : 20	)					
В	Revenue From CFA Services		In Rs Cr	Revenue from LL,BB,FTTH, IN, USO subsidy, IUC PSTN,Port Infra, IDC,WIFI,New CFA Business,Other CFA Revenues(For Aug & Sept,22 Combined)	4	8.07							
	Group Name: Enterprise	Busine	ss vertical			Group We	ightage : 20	)					
С	Revenue From Enterprise Services	6	In Rs Cr	Revenue from Circuits,DarkFibre,NOFN,INMARSAT,Govt Projects, Other EB Revenues(For Aug & Sept,22 Combined)	4	6.22							
	Total Weightage:			•	Total Weig	hted Score:							
	Total Weighted Score Normalized t	to Group	Weigtage:										
	Group Name: Land Monet	tisatior	n and EW			Group We	ightage :10						
	Group Name: Overall Financi	al Perfo	rmance	1		Group Weig	htage : 20	•	1	1	n	1	<del></del>
D	Gross Profit Margin(EBITDA)		In Percentage	Improvement in EBITDA figures at the end of Sept'22 wrt the Last year corresponding month end figures	3	-231%							

1	Return on Investment (Asset Turnov	er Ratio	1	1	I		ĺ			1	1	1	1 1
				Improvement in Asset Turnver Ratio at the end of Sept'22 wrt									
E			In Percentage	the Last year corresponding month end figures	2	4%							
				Reduction in Other Expenses as per Sch. 37( Admin &									
				Operating Expenses)at the end of Sept'22 wrt the Last year									
F	Budget/Cost Control on OPEX		In Rs Cr	corresponding month end figures	2	42							
				Improvement in Collection figures for Aug22 & Sept'22 wrt the									
G	Total Collection from different Chan	nels/Sou	In Rs Cr	Last year corresponding 2 months figures	4	29							
				% Amount where billed amount of Aug &Sept22 is collected in									
Н	Ist Month Collection Efficiency		in %	first month.	4	The first month	collection efficie	ncy target from all p	ostpaid service	s is 90% of ABF	of the month.		
				Trade Receivable(Net) as number of days of Revenue from									
				Operations at the end of Sept'22 wrt the Last year									
I	Debtor Reduction: Trade Receivable	e(Net) as		corresponding month end figures	3	60							
J	Implementaion of Internal Financial	Control	Nos.	100 % Compliance of all Critical Controls	2	131							
	Total Weightage: 100				Total Weigh	ted Score: 0							
	Total Weighted Score Normalized to	Group	Weigtage: 0										
	Consolidated Score Achieved												

					GPMS FOR BIHAR CIRCLE FOR	THE MON	ITH OF A	UGUST	AND SEPT	EMBER :	2022			
	Parameter	PROJECT/FUNCTION/JOB	KPIID	Quantifiable	KPI DESCRIPTION	WEIGHT	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
		ROLE		Unit		AGE								
		Group Name: Consumer F	Fixed A	ccess	T		Group We	ightage : 20	0					
		FTTH Growth (Normal)	A1	Number	As per Gross additions targets given to Circles	7	6640	>60% to <=70%	>70% to <=80%	>80				
^	Sales	FTTH Growth (BharatNet)	A2	Number	As per revised Gross additions targets given to Circles(attached)	7	110	>60% to <=70%	>70% to <=80%	>80				
в		VAS - SIP Trunk	B1	Number	As per Gross additions targets given to Circles	7	12	>80% to <=90%	>90% to <=95%	>95%				
		VAS - Others (PRI/IN/OBD)	B2	Number	As per Gross additions targets given to Circles	7	12	>80% to <=90%	>90% to <=95%	>95%				
с		Core+Access(NGN/BBNW) Network	C1	in %	Uptime of Network elements	4	99%	>75% to <=80%	>80% & <=99%	>99%				
			D1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
D		ADSL-BB	D2	In Hrs	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				<u> </u>
	QoS		D3	in %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				l
			E1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
Е		FTTH-BB	E2	IN Hrs.	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
			E3	In %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
					<u>.</u>									
F	Revenue	Total CFA Revenue	F1	in %	As per CFA Revenue targets given to Circles (Cr)	50	11.13	>80% to <=90%	>90% to <=95%	>95%				
		Total Weightage:100				100	Total Weighted Score:							
		Total Weighted Score Normalized t	o Group	Weigtage:										

	PROJECT/FUNCTION	KPI ID	Quantifiable Unit	KPI DESCRIPTION	WEIGHT AGE	TARGET	PL GOOD	VERY GOOD	PL EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
	Group Name: Consumer Mobii	ty	ome		AGE	Group Weig	htage : 30	1					
А	Project (Mission 500)	A1	Number	Survey of 100% Villages by 15-Sept-2022	15	346	90%	95%	100%				
	5 ( )	A2	Percentage	Identification of Sites by 30-Sept-2022	10	100%	90%	95%	100%				
в	Sales	B1	Number	Sim sale	3	1,00,000	75%	90%	100%				
		B2	Amount	Ctopup	3	0.382	90%	95%	100%				
		B3	Number	POS	3	9,664	75%	90%	100%				
		B4	%	Quality of Acquisition (3 M Retention)	3	60%	80%	90%	100%				
С	Operations	C1	Number	VLR	2	1888634	98%	99%	100%				
		C2	GB	Data Traffic	1	4207004	98%	99%	100%				
		C3	%	SC Sites availabilty	3	99.8%	95%	98%	100%				
		C4	%	Critical Sites availabilty	2	99.0%	95%	98%	100%				
		C5	%	Important Sites availability	1	98.0%	95%	98%	100%				
		C6	%	Normal Sites availability	1	97.0%	95%	98%	100%				
		C7	Hours	MTTR	1	5.2	95%	98%	100%				
		C8	%	2G Call Drop Rate	1	<2%	95%	98%	100%				
		C9	%	3G Call Drop Rate	1	<2%	95%	98%	100%				
D	Revenue	D	In Rs Cr	Revenue from Postpaid, IN Prepaid, Push SMS, Incoming International SMS, IUC/Port/Infra/Tower, LWE & Other Revenue	50	45	80%	90%	100%				
	Total Weightage: 100				100	Total							
						Weighted Score:							
	Total Weighted Score Normalize	d to Gro	up Weigtage: 6.	8									
	PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable Unit	KPI DESCRIPTION	WEIGHTA	-	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
	Group Name: Enterprise					Group We	ightage : 20	D					
Α	Enterprise Gold												
	Stage-IV EB Sales	A1	Rs. Crs.	Stage-IV EB Sales	15%	14.17	8.5	11.34	14.17				

	New Business	A2	Rs. Crs.	New Business	4%	2.50	1.5	2	2.5		
	Private Business	A3	Rs. Crs.	Private Business	4%	1.67	1.0	1.34	1.67		
	EB Revenue	/10			.,.						
	EB Revenue	B1	Rs. Crs.	EB Revenue	50%	4.09	2.45	3.27	4.09		
	Outstanding Recovery	B2	Rs. Crs.	Outstanding Recovery	8%	4.00	2.4	3.2	4		
	Core Network Operations										
	OFC Network Reliability	C1	%	OFC Network Reliability	7%	≥99%	97%	98%	99%		
	Equipment Uptime	C2	%	Equipment Uptime	3%	≥ 99%	97%	98%	99%		
	Retrival of faulty fibre	C3	%	Retrival of faulty fibre	3%	1579	947	1263	1579		
	LC										
	LC Service Delivery	D1	75% of Leased Circuits (New+Upgradat ion) to be commissioned in 30 days	New and Upgradation Circuits Commisioning Target	3%	702	421	561	702		
	LC Fault Rate	D2	%	Overall Service Assurance parameter	3%	2.10%	3%	3%	2%		
	Total Weighted Score				100%						
	Total Weighted Score Normalized to Group Weigtage:										
	Consolidated Score Achieved										
	Group Name: Land Monet	isatio	n and EW			Group Wei	ightage :10				
A	Land Monetisation Target	A1	No.	Identification of land for Monetisation	10%	9	3	5	9		
		A2	Month	(a) LDD within 2 months of identification of property. (b) Valuation and CLSC Report. within 2 months of identification of property. (c) TA, CLSC and publicity of monetization within 2 months of identification of property.	25%	4	1	2	4		
		A3	Month	REM Data updation	5%	349	175	244	349		
В	Renting Target	B1	Square metre	Space Audit / Identification of vacant Plinth Area (Bldgs/Qtrs) (26% of Total Plinth area 107.51 lakh = 26.94 lakh sqm)	15%	72867	56052	67262	72867		
		B2	Square metre	Actual space rented out	15%	17516	8408	12612	17516		
		B3	Rupees in Cr	Half Yearly Renting Target Assigned for FY 2022-23 = 161 Cr	30%	3.00	1.5	2.1	3		
С	Implementation of One BidgOne Power Plant-One Battery Bank- Onearca.(OBOPOBOA)										
D	Use of New and renewable energy			Vertical axis wind energy (against horizontal axis wind turbine)							
	Total Weightage:				100%	Total Weighted Score:					
	Total Weighted Score Normalized to	-									

	Group Name: Finance					Group We	ightage : 20	0			
	Group Name: Consumer M	/lobiity	/			Group We	ightage : 30	0			
A	Revenue from Mobile Services		In Rs Cr	Revenue from Postpaid,IN Prepaid,Push SMS,Incoming International SMS, IUC/PortI/infa/Tower,LWE & Other Revenue(For Aug & Sept,22 Combined) (# PIz see note below)	5	45					
	Group Name: Consumer F	ixed A	Access			Group We	ightage : 20	0			
В	Revenue From CFA Services		In Rs Cr	Revenue from LL,BB,FTTH, IN, USO subsidy, IUC PSTN,Port Infra, IDC,WIFI,New CFA Business,Other CFA Revenues(For Aug & Sept,22 Combined)		11.13					
	Group Name: Enterprise E	Busine	ss vertical			Group We	ightage : 20	D			
С	Revenue From Enterprise Services		In Rs Cr	Revenue from Circuits,DarkFibre,NOFN,INMARSAT,Govt Projects, Other EB Revenues(For Aug & Sept,22 Combined)	4	4.09					
	Total Weightage:		•		Total Weig	hted Score:					
	Total Weighted Score Normalized to	o Group	Weigtage:								
	Group Name: Land Monet	isatior	n and EW			Group We	ightage :10	)			
	Group Name: Overall Financia	al Perfo	ormance			Group Weig	ghtage : 20				

D	Gross Profit Margin(EBITDA)	Î.	1	Improvement in EBITDA figures at the end of Sept'22 wrt the	3	21%		1			1	
_	, , , , , , , , , , , , , , , , , , , ,			Last year corresponding month end figures	-							
	Return on Investment (Asset Turnov	ver Ratio										
				Improvement in Asset Turnver Ratio at the end of Sept'22 wrt								
E			In Percentage	the Last year corresponding month end figures	2	11%						
				Reduction in Other Expenses as per Sch. 37( Admin &								
				Operating Expenses)at the end of Sept'22 wrt the Last year								
F	Budget/Cost Control on OPEX		In Rs Cr	corresponding month end figures	2	33						
				Improvement in Collection figures for Aug22 & Sept'22 wrt the								
G	Total Collection from different Chan	nels/Sou	In Rs Cr	Last year corresponding 2 months figures	4	32						
				% Amount where billed amount of Aug &Sept22 is collected in								
Н	Ist Month Collection Efficiency		in %	first month.	4	The first month	collection efficie	ncy target from all	oostpaid services	is 90% of ABF	of the month.	
				Trade Receivable(Net) as number of days of Revenue from								
				Operations at the end of Sept'22 wrt the Last year								
1	Debtor Reduction: Trade Receivable	e(Net) as	No of days	corresponding month end figures	3	60						
J	Implementaion of Internal Financial	Control	Nos.	100 % Compliance of all Critical Controls	2	131						
	Total Weightage: 100				Total Weigl	hted Score: 0						
	Total Weighted Score Normalized to	o Group \	Neigtage: 0									
	Consolidated Score Achieved											

				GPMS	FOR CHATTISGARH C	IRCLE	FOR THE MO	NTH OF A	UGUST A	ND SEPT	EMBER	2022		
	Parameter	PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable Unit	KPI DESCRIPTION	WEIGHT AGE	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
		Group Name: Consumer	Fixed	Access	L		Group Weightag	e : 20						
		FTTH Growth (Normal)	A1		As per Gross additions targets given to Circles	7	5200	>60% to <=70%	>70% to <=80%	>80				
Α	Sales	FTTH Growth (BharatNet)	A2		As per revised Gross additions targets given to Circles(attached)	7	110	>60% to <=70%	>70% to <=80%	>80				
		VAS - SIP Trunk	<b>D</b> 4	Number	As per Gross additions targets	7		>80% to	>90% to <=95%	05%				
в		VAS - SIP Trunk	B1	Number	given to Circles	1	6	<=90%	>90% to <=95%	>95%				
_		VAS - Others (PRI/IN/OBD)	B2	Number	As per Gross additions targets given to Circles	7	2	>80% to <=90%	>90% to <=95%	>95%				
С		Core+Access(NGN/BBNW) Network	C1	in %	Uptime of Network elements	4	99%	>75% to <=80%	>80% & <=99%	>99%				
			D1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
D		ADSL-BB	D2	In Hrs	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
	QoS		D3	in %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
			E1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
Е		FTTH-BB	E2	IN Hrs.	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
			E3	In %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
F	Revenue	Total CFA Revenue	F1		As per CFA Revenue targets given to Circles (Cr)	50	8.61	>80% to <=90%	>90% to <=95%	>95%				
		Total Weightage:100				100	Total Weighted Score:							
		Total Weighted Score Normalized	to Group	o Weigtage:										

		PROJECT/FUNCTION		Quantifiable Unit	KPI DESCRIPTION	WEIGHT AGE	TARGET	PL GOOD	VERY GOOD	PL EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
		Group Name: Consumer Mob	iity				Group Weightage : 3	30						
A		Project (Mission 500)	A1	Number	Survey of 100% Villages by 15- Sept-2022	15	1435	90%	95%	100%				
			A2	Percentage	Identification of Sites by 30-Sept- 2022	10	100%	90%	95%	100%				
в		Sales	B1	Number	Sim sale	3	40,000	75%	90%	100%				
			B2	Amount	Ctopup	3	0.268	90%	95%	100%				
			B3	Number	POS	3	3,165	75%	90%	100%				
			B4	%	Quality of Acquisition (3 M Retention)	3	60%	80%	90%	100%				
С		Operations	C1	Number	VLR	2	1220793	98%	99%	100%				
			C2	GB	Data Traffic	1	3409272	98%	99%	100%				
			C3	%	SC Sites availabilty	3	99.8%	95%	98%	100%				
			C4	%	Critical Sites availabilty	2	99.0%	95%	98%	100%				
			C5	%	Important Sites availability	1	98.0%	95%	98%	100%				
			C6	%	Normal Sites availability	1	97.0%	95%	98%	100%				
			C7		MTTR	1	3.02	95%	98%	100%				
			C8		2G Call Drop Rate	1	<2%	95%	98%	100%				
			C9		3G Call Drop Rate	1	<2%	95%	98%	100%				
D		Revenue	D	In Rs Cr	Revenue from Postpaid, IN Prepaid, Push SMS, Incoming International SMS, IUC/Port/Infra/Tower, LWE & Other Revenue	50	20	80%	90%	100%				
		Total Weightage: 100	•	•		100	Total Weighted Score:	•	•	•	•	•		
	1	Total Weighted Score Normaliz	zed to G	roup Weigtage:	6.8								ł	1
													1	

	PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable	KPI DESCRIPTION	WEIGHTA	TARGET	PL GOOD	VERY GOOD	PL EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
			Unit		GE	-							
	Group Name: Enterprise					Group Weightage	9:20	•					
Α	Enterprise Gold												
	Stage-IV EB Sales	A1	Rs. Crs.	Stage-IV EB Sales	15%	10.00	6	8	10				
	New Business			New Business	4%	2.50	1.5	2	2.5				
	Private Business	A3	Rs. Crs.	Private Business	4%	1.67	1	1.34	1.67				
в	EB Revenue												
	EB Revenue			EB Revenue	50%	1.56	0.94	1.25	1.56				
	Outstanding Recovery	B2	Rs. Crs.	Outstanding Recovery	8%	4.00	2.4	3.2	4				
с	Core Network												
C I	Operations												
	OFC Network Reliability	C1	%	OFC Network Reliability	7%	≥99%	97%	98%	99%				
	Equipment Uptime	C2	%	Equipment Uptime	3%	≥ 99%	97%	98%	99%				
	Retrival of faulty fibre	C3	%	Retrival of faulty fibre	3%	2163	1298	1730	2163				
D	LC												
	LC Service Delivery	D1		New and Upgradation Circuits Commisioning Target	3%	123	73	98	123				
	LC Fault Rate	D2	%	Overall Service Assurance parameter	3%	1.20%	2%	2%	1%				
	Total Weighted Score				100%								
	Total Weighted Score Normalized to Group Weigtage:												
	Consolidated Score Achieved						1						

	Group Name: Land Mon	etisatio	on and EW			Group Weightage	:10				
A	Land Monetisation Target	A1	No.	Identification of land for Monetisation	10%	7	3	4	7		
		A2	Month	(a) LDD within 2 months of identification of property. (b) Valuation and CLSC Report.within 2 months of identification of property. (c) TA, CLSC and publicity of monetization within 2 months of identification of property.	25%	3	1	2	3		
		A3	Month	REM Data updation	5%	291	146	204	291		
В	Renting Target	B1	Square metre	Space Audit / Identification of vacant Plinth Area (Bldgs/Qtrs) (26% of Total Plinth area 107.51 lakh = 26.94 lakh sqm)	15%	35000	26397	31676	35000		
		B2	Square metre	Actual space rented out	15%	8249	3960	5939	8249		
		В3	Rupees in Cr	Half Yearly Renting Target Assigned for FY 2022-23 = 161 Cr	30%	0.70	0.35	0.49	0.7		
С	Implementation of One Bidg One Power Plant-One Battery Bank-Onearca.(OBOPOBOA)										
D	Use of New and renewable energy			Vertical axis wind energy (against horizontal axis wind turbine)							
	Total Weightage:				100%	Total Weighted Score:					
	Total Weighted Score Normalize	d to Grou	p Weigtage:		•	•					

	Group Name: Finance				Group Weightage	: 20			
	Group Name: Consumer Me	obiity			Group Weightage	: 30			
A	Revenue from Mobile Services	In Rs Cr	Revenue from Postpaid,IN Prepaid,Push SMS,Incoming International SMS, IUC/PortI/nfra/Tower,LWE & Other Revenue(For Aug & Sept,22 Combined) (# PIz see note below)	5	20				

l	Group Name: Consumer F	ived Access			Group Weightage	· 20						
В	Revenue From CFA Services	In Rs Cr	Revenue from LL,BB,FTTH, IN, USO	4	Group weightage	. 20	T	1	1			
В	Revenue From CFA Services	in Ks Cr	subsidy, IUC PSTN,Port Infra, IDC,WIFI,New CFA Business,Other CFA Revenues(For Aug & Sept,22 Combined)	4	8.61							
	Group Name: Enterprise E	Business vertical			Group Weightage	: 20						<u> </u>
С	Revenue From Enterprise Services		Revenue from	4	e.eup meiginage	0						1
-			Circuits,DarkFibre,NOFN,INMARSAT, Govt Projects, Other EB Revenues(For Aug & Sept,22 Combined)		1.56							
	Total Weightage:		· ·	Total Weig	hted Score:							
	Total Weighted Score Normalized to	o Group Weigtage:										
	Group Name: Land Monet	isation and EW			Group Weightage	:10						
												1
	Group Name: Overall Financia	al Performance	•	•	Group Weightage : 2	20	•		•	•	•	
												1
D	Gross Profit Margin(EBITDA)	In Percentage	Improvement in EBITDA figures at the end of Sept'22 wrt the Last year corresponding month end figures	3	-11%							
	Return on Investment (Asset Turnov											
E		In Percentage	Improvement in Asset Turnver Ratio at the end of Sept'22 wrt the Last year corresponding month end figures	2	9%							
-			Reduction in Other Expenses as per Sch. 37( Admin & Operating Expenses)at the end of Sept'22 wrt the Last year corresponding month end figures									
F	Budget/Cost Control on OPEX	In Rs Cr	end ligures	2	39							
C	Total Collection from different Chan		Improvement in Collection figures for Aug22 & Sept'22 wrt the Last year corresponding 2 months figures		28							
G			% Amount where billed amount of Aug &Sept22 is collected in first	4		l						
Н	Ist Month Collection Efficiency	in %	month.	4	The first month collection	efficiency target	from all postpaid se	rvices is 90% of	ABF of the mon	th.		
1	Debtor Reduction: Trade Receivable	e(Net) aNo of days	Trade Receivable(Net) as number of days of Revenue from Operations at the end of Sept'22 wrt the Last year corresponding month end figures	3	60							
	Implementation of Internal Financial	ControlNon	100 % Compliance of all Critical Controls	2	131							
J	Implementaion of Internal Financial Total Weightage: 100	Contro Nos.	Controls	∠ Totol Wci≃	131 hted Score: 0	1	1	1	1	1	1	+
	Total Weightage: 100 Total Weighted Score Normalized to	Croup Woigtoge: 0		TOTAL WEIG	nieu Score. U						1	╂─────
	Consolidated Score Normalized to	o Group weiglage: 0										1
	Consolidated Score Achieved		1							1		J

				G	PMS FOR CHENNAI TD CIRCLE FO	OR THE M	ONTH O	F AUGUS	ST AND SE	PTEMBE	R 2022			
	Parameter	PROJECT/FUNCTION/JOB	KPIID	Quantifiable	KPI DESCRIPTION	WEIGHT	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
		ROLE		Unit		AGE								
		Group Name: Consumer	Fixed A	ccess			Group We	eightage : 20	0					
Α		FTTH Growth (Normal)	A1	Number	As per Gross additions targets given to Circles	7	10040	>60% to <=70%	>70% to <=80%	>80				
~	Sales	FTTH Growth (BharatNet)	A2	Number	As per revised Gross additions targets given to Circles(attached)	7	20	>60% to <=70%	>70% to <=80%	>80				
в	-	VAS - SIP Trunk	B1	Number	As per Gross additions targets given to Circles	7	4	>80% to <=90%	>90% to <=95%	>95%				
		VAS - Others (PRI/IN/OBD)	B2	Number	As per Gross additions targets given to Circles	7	10	>80% to <=90%	>90% to <=95%	>95%				
с		Core+Access(NGN/BBNW) Network	C1	in %	Uptime of Network elements	4	99%	>75% to <=80%	>80% & <=99%	>99%				
			D1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
D		ADSL-BB	D2	In Hrs	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
	QoS		D3	in %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
			E1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
Е		FTTH-BB	E2	IN Hrs.	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
			E3	In %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
F	Revenue	Total CFA Revenue	F1	in %	As per CFA Revenue targets given to Circles (Cr)	50	35.64	>80% to <=90%	>90% to <=95%	>95%				
		Total Weightage:100	1	1			Total Weighted Score:	<=90%	1	1	L	1		
	1	Total Weighted Score Normalized	to Group	Weigtage:										

	PROJECT/FUNCTION	KPI ID	Quantifiable Unit	KPI DESCRIPTION	WEIGHTA GE	TARGET	PL GOOD	VERY GOOD	PL EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
	Group Name: Consumer Mobi	ity				Group Weig	htage : 30						
A	Project (Mission 500)	A1	Number	Survey of 100% Villages by 15-Sept-2022	15	0	90%	95%	100%				
		A2	Percentage	Identification of Sites by 30-Sept-2022	10	100%	90%	95%	100%				
В	Sales	B1	Number	Sim sale	3	50,000	75%	90%	100%				
		B2	Amount	Ctopup	3	0.219	90%	95%	100%				
		B3	Number	POS	3	1,155	75%	90%	100%				
		B4	%	Quality of Acquisition (3 M Retention)	3	60%	80%	90%	100%				
С	Operations	C1	Number	VLR	2	887690	98%	99%	100%				
		C2	GB	Data Traffic	1	1553244	98%	99%	100%				
		C3	%	SC Sites availabilty	3	99.8%	95%	98%	100%				
		C4	%	Critical Sites availabilty	2	99.0%	95%	98%	100%				
		C5	%	Important Sites availability	1	98.0%	95%	98%	100%				
		C6	%	Normal Sites availability	1	97.0%	95%	98%	100%				
		C7	Hours	MTTR	1	3.17	95%	98%	100%				
		C8	%	2G Call Drop Rate	1	<2%	95%	98%	100%				
		C9	%	3G Call Drop Rate	1	<2%	95%	98%	100%				
D	Revenue	D	In Rs Cr	Revenue from Postpaid, IN Prepaid, Push SMS, Incoming International SMS, IUC/Port/Infra/Tower, LWE & Other Revenue	50	28	80%	90%	100%				
	Total Weightage: 100				100	Total							
						Weighted Score:							
	Total Weighted Score Normalize	ed to Gro	oup Weigtage: 6.	8									
	PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable Unit	KPI DESCRIPTION	WEIGHTAG	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
	Group Name: Enterprise			•		Group We	ightage : 2	0	•	•	•		
Α	Enterprise Gold												
	Stage-IV EB Sales	A1	Rs. Crs.	Stage-IV EB Sales	10%	16.67	10	13.34	16.67				
	New Business	A2	Rs. Crs.	New Business	1.5%	3.33	2	2.66	3.33				

			<b>D</b> 0								1	1
	Private Business	A3	Rs. Crs.	Private Business	1.5%	3.33	2	2.66	3.33			
В	EB Platinum											
	Stage-IV EB Sales	B1	Rs. Crs.	Stage-IV EB Sales	10%	58.33	35	46.66	58.33			
	New Business	B2	Rs. Crs.	New Business	1.5%	11.66	7	9.33	11.66			
	Private Business	B3	Rs. Crs.	Private Business	1.5%	16.66	10	13.33	16.66			
С	EB Revenue											
	EB Revenue	C1	Rs. Crs.	EB Revenue	50%	9.96	5.98	7.97	9.96			
	Outstanding Recovery	C2	Rs. Crs.	Outstanding Recovery	6%	20.00	12	16	20			
D	Core Network Operations											
	OFC Network Reliability	D1	%	OFC Network Reliability	7%	≥99%	97%	98%	99%			
	Equipment Uptime	D2	%	Equipment Uptime	3%	≥ 99%	97%	98%	99%			
	Retrival of faulty fibre	D3	%	Retrival of faulty fibre	2%	375	225	300	375			
E	LC											
	LC Service Delivery	E1	75% of Leased Circuits (New+Upgradat ion) to be commissioned in 30 days	New and Upgradation Circuits Commisioning Target	3%	135	81	108	135			
	LC Fault Rate	E2	%	Overall Service Assurance parameter	3%	1.20%	2%	2%	1%			
	Total Weighted Score				100%							
	Total Weighted Score Normalized to Group Weigtage:											
	Consolidated Score Achieved											

	Group Name: Land Monet	isatior	n and EW			Group We	ightage :10				
A	Land Monetisation Target	A1	No.	Identification of land for Monetisation	10%	3	1	2	3		
		A2	Month	(a) LDD within 2 months of identification of property. (b) Valuation and CLSC Report.within 2 months of identification of property. (c) TA, CLSC and publicity of monetization within 2 months of identification of property.	25%	3	1	2	3		
		A3	Month	REM Data updation	5%	112	56	78	112		
В	Renting Target	B1	Square metre	Space Audit / Identification of vacant Plinth Area (Bldgs/Qtrs) (26% of Total Plinth area 107.51 lakh = 26.94 lakh sqm)	15%	72480	49000	66905	72480		
		B2	Square metre	Actual space rented out	15%	80000	78000	79000	80000		
		В3	Rupees in Cr	Half Yearly Renting Target Assigned for FY 2022-23 = 161 Cr	30%	4.50	2.25	3.15	4.5		
С	Implementation of One BidgOne Power Plant-One Battery Bank- Onearca.(OBOPOBOA)										
D	Use of New and renewable energy			Vertical axis wind energy (against horizontal axis wind turbine)							
	Total Weightage:				100%	Total Weighted Score:					
	Total Weighted Score Normalized t	o Group	Weigtage:								

	Group Name: Finance				Group Wei	ghtage : 20			
	Group Name: Consumer Mob	oiity			Group Wei	ghtage : 30			
A	Revenue from Mobile Services	In Rs Cr	Revenue from Postpaid,IN Prepaid,Push SMS,Incoming International SMS, IUC/PortI/Infa/Tower,LWE & Other Revenue(For Aug & Sept,22 Combined) (# Plz see note below)	5	28				
	Group Name: Consumer Fixe	d Access			Group Wei	ghtage : 20			
В	Revenue From CFA Services	In Rs Cr	Revenue from LL,BB,FTTH, IN, USO subsidy, IUC PSTN,Port Infra, IDC,WIFI,New CFA Business,Other CFA Revenues(For Aug & Sept,22 Combined)	4	35.64				
	Group Name: Enterprise Bus	iness vertical			Group Wei	ghtage : 20			
С	Revenue From Enterprise Services	In Rs Cr	Revenue from Circuits,DarkFibre,NOFN,INMARSAT,Govt Projects, Other EB Revenues(For Aug & Sept,22 Combined)	4	9.9				
	Total Weightage:			Total Weig	nted Score:				
	Total Weighted Score Normalized to Gr	oup Weigtage:	·						
	Group Name: Land Monetisat	tion and EW			Group Wei	ghtage :10			

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	Group Name: Overall Financia	al Perfo	rmance			Group Weig	ghtage : 20						
D	Gross Profit Margin(EBITDA)			Improvement in EBITDA figures at the end of Sept'22 wrt the	3	-19%							
			In Percentage	Last year corresponding month end figures									
	Return on Investment (Asset Turnor	ver Ratio	)										
				Improvement in Asset Turnver Ratio at the end of Sept'22 wrt									
E			In Percentage	the Last year corresponding month end figures	2	15%							
				Reduction in Other Expenses as per Sch. 37( Admin &									
				Operating Expenses)at the end of Sept'22 wrt the Last year									
F	Budget/Cost Control on OPEX		In Rs Cr	corresponding month end figures	2	52							
				Improvement in Collection figures for Aug22 & Sept'22 wrt the									
G	Total Collection from different Chan	nels/Sou	i In Rs Cr	Last year corresponding 2 months figures	4	103							
				% Amount where billed amount of Aug &Sept22 is collected in									
Н	Ist Month Collection Efficiency		in %	first month.	4	The first month	collection efficie	ency target from all	postpaid service	s is 90% of ABF	of the month.		
				Trade Receivable(Net) as number of days of Revenue from									
				Operations at the end of Sept'22 wrt the Last year									
I	Debtor Reduction: Trade Receivabl			corresponding month end figures	3	60							
J	Implementaion of Internal Financial	Control	Nos.	100 % Compliance of all Critical Controls	2	131							
	Total Weightage: 100				Total Weigh	nted Score: 0							
	Total Weighted Score Normalized to	o Group	Weigtage: 0										
	Consolidated Score Achieved												

				GPM	IS FOR GUJARAT CIRC	CLE FO	R THE MONT	TH OF AUG	UST AND	SEPTEM	<b>BER 20</b>	22		
	Parameter	PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable Unit	KPI DESCRIPTION	WEIGH TAGE	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
		Group Name: Consumer I	Fixed A	ccess	I	_	Group Weightag	ge: 20						
		FTTH Growth (Normal)	A1	Number	As per Gross additions targets given to Circles	7	12260	>60% to <=70%	>70% to <=80%	>80				
Α	Sales	FTTH Growth (BharatNet)	A2	Number	As per revised Gross additions targets given to Circles(attached)	7	110	>60% to <=70%	>70% to <=80%	>80				
в		VAS - SIP Trunk	B1	Number	As per Gross additions targets given to Circles	7	20	>80% to <=90%	>90% to <=95%	>95%				
Ь		VAS - Others (PRI/IN/OBD)	B2	Number	As per Gross additions targets given to Circles	7	6	>80% to <=90%	>90% to <=95%	>95%				
С		Core+Access(NGN/BBNW) Network	C1	in %	Uptime of Network elements	4	99%	>75% to <=80%	>80% & <=99%	>99%				
			D1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
D		ADSL-BB	D2	In Hrs	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
	QoS		D3	in %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
			E1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
Е		FTTH-BB	E2	IN Hrs.	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
			E3	In %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
F	Revenue	Total CFA Revenue	F1	in %	As per CFA Revenue targets given to Circles (Cr)	50	39.33	>80% to <=90%	>90% to <=95%	>95%				
		Total Weightage:100				100	Total Weighted Score	e:						
		Total Weighted Score Normalized		0 0	ant as MTTD of boot 900/ cleared fo									

	PROJECT/FUNCTION	KPI ID	Quantifiable Unit	KPI DESCRIPTION	WEIGHT AGE	TARGET	PL GOOD	VERY GOOD	PL EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
	Group Name: Consumer Mobi	ity		•		Group Weightag	e:30						
A	Project (Mission 500)	A1	Number	Survey of 100% Villages by 15- Sept-2022	15	585	90%	95%	100%				
		A2	Percentage	Identification of Sites by 30-Sept- 2022	10	100%	90%	95%	100%				
В	Sales	B1	Number	Sim sale	3	1,25,000	75%	90%	100%				
		B2	Amount	Ctopup	3	0.592	90%	95%	100%				
		B3	Number	POS	3	6,010	75%	90%	100%				
		B4	%	Quality of Acquisition (3 M Retention)	3	60%	80%	90%	100%				
С	Operations	C1	Number	VLR	2	2877129	98%	99%	100%				
	-	C2	GB	Data Traffic	1	10832245	98%	99%	100%				
		C3	%	SC Sites availabilty	3	99.8%	95%	98%	100%				
		C4	%	Critical Sites availabilty	2	99.0%	95%	98%	100%				
		C5	%	Important Sites availability	1	98.0%	95%	98%	100%				
		C6	%	Normal Sites availability	1	97.0%	95%	98%	100%				
		C7	Hours	MTTR	1	3.93	95%	98%	100%				
		C8	%	2G Call Drop Rate	1	<2%	95%	98%	100%				
		C9	%	3G Call Drop Rate	1	<2%	95%	98%	100%				
D	Revenue	D	In Rs Cr	Revenue from Postpaid, IN Prepaid, Push SMS, Incoming International SMS, IUC/Port/Infra/Tower, LWE & Other Revenue	50	88	80%	90%	100%				
	Total Weightage: 100	•	•		100	Total Weighted Score:	•		·	•	•		
	Total Weighted Score Normalize	ed to Gro	up Weigtage: 6	.8	•								

			1										
	PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable Unit	KPI DESCRIPTION	WEIGHTA GE	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
	Group Name: Enterprise		•	•		Group Weightage	e : 20	•	•			•	
Α	Enterprise Gold												
	Stage-IV EB Sales	A1	Rs. Crs.	Stage-IV EB Sales	10%	50.00	30	40	50				
	New Business	A2	Rs. Crs.	New Business	1.5%	10.00	6	8	10				
	Private Business	A3	Rs. Crs.	Private Business	1.5%	20.00	12	16	20				
В	EB Platinum												
	Stage-IV EB Sales	B1	Rs. Crs.	Stage-IV EB Sales	10%	41.67	25	33.34	41.67				
	New Business	B2	Rs. Crs.	New Business	1.5%	6.67	4	5.34	6.67				
	Private Business	B3	Rs. Crs.	Private Business	1.5%	15	9	12	15				
С	EB Revenue												
	EB Revenue	C1	Rs. Crs.	EB Revenue	50%	8.76	5.26	7.01	8.76				
	Outstanding Recovery	C2	Rs. Crs.	Outstanding Recovery	6%	15.00	9	12	15				
D	Core Network Operations												
	OFC Network Reliability	D1	%	OFC Network Reliability	7%	≥99%	97%	98%	99%				
	Equipment Uptime	D2	%	Equipment Uptime	3%	≥ 99%	97%	98%	99%				
	Retrival of faulty fibre	D3	%	Retrival of faulty fibre	2%	6423	3854	5138	6423				
E	LC												
	LC Service Delivery	E1		New and Upgradation Circuits Commisioning Target	3%	498	298	398	498				
	LC Fault Rate	E2	%	Overall Service Assurance parameter	3%	1.20%	2%	2%	1%				
	Total Weighted Score				100%								
	Total Weighted Score Normalized to Group Weigtage:												
	Consolidated Score Achieved												

	Group Name: Land Moneti	sation	and EW			Group Weightage	:10				
A	Land Monetisation Target	A1	No.	Identification of land for Monetisation	10%	40	16	24	40		
		A2	Month	<ul> <li>(a) LDD within 2 months of identification of property. (b)</li> <li>Valuation and CLSC Report. within 2 months of identification of property.</li> <li>(c) TA, CLSC and publicity of monetization within 2 months of identification of property.</li> </ul>	25%	16	4	8	16		
		A3	Month	REM Data updation	5%	1598	799	1119	1598		
В	Renting Target	B1	Square metre	Space Audit / Identification of vacant Plinth Area (Bldgs/Qtrs) (26% of Total Plinth area 107.51 lakh = 26.94 lakh sgm)	150/	177000	131916	158299	177000		
		B2	Square metre	Actual space rented out	15%	54000	19787	29681	54000		
		B3	Rupees in Cr	Half Yearly Renting Target Assigned for FY 2022-23 = 161 Cr	30%	8.50	4.25	5.95	8.5		
С	Implementation of One BidgOne Power Plant-One Battery Bank- Onearca.(OBOPOBOA)										
D	Use of New and renewable energy			Vertical axis wind energy (against horizontal axis wind turbine)							
	Total Weightage:					Total Weighted Score:					
	Total Weighted Score Normalized t	Weigtage:		•	•						

	Group Name: Finance	Group Weightage : 20
	Group Name: Consumer Mobiity	Group Weightage : 30

A	Revenue from Mobile Services Group Name: Consumer F Revenue From CFA Services	Fixed A	In Rs Cr ccess In Rs Cr	Revenue from Postpaid,IN Prepaid,Push SMS,Incoming International SMS, IUC/PortI/nfra/Tower,LWE & Other Revenue(For Aug & Sept,22 Combined) (# PIz see note below) Revenue from LL,BB,FTTH, IN, USO subsidy, IUC PSTN,Port Infra, IDC,WIFI,New CFA Business,Other CFA Revenues(For Aug & Sept,22 Combined)	5	88 Group Weightage	: 20						
				Combinedy		39.33							
	Group Name: Enterprise E	Busines	ss vertical			Group Weightage	: 20						
С	Revenue From Enterprise Services	S	In Rs Cr	Revenue from Circuits,DarkFibre,NOFN,INMARSAT, Govt Projects, Other EB Revenues(For Aug & Sept,22 Combined)	4	8.76							
	Total Weightage:			Combined)	Total Weig	hted Score:							
	Total Weighted Score Normalized	to Group	Weigtage:									1	
	Group Name: Land Monet	isation	and EW			Group Weightage	:10						
	Group Name: Overall Financia	al Perfo	mance		-	Group Weightage : 2	0						
D	Gross Profit Margin(EBITDA)		In Percentage	Improvement in EBITDA figures at the end of Sept'22 wrt the Last year corresponding month end figures	3	9%							
F	Return on Investment (Asset Turno	over Ratio	In Percentage	Improvement in Asset Turnver Ratio at the end of Sept'22 wrt the Last year corresponding month end figures	2	16%							
				Reduction in Other Expenses as per Sch. 37( Admin & Operating Expenses)at the end of Sept'22 wrt the Last year corresponding month									
F	Budget/Cost Control on OPEX		In Rs Cr	end figures	2	108							
G	Total Collection from different Cha	innels/So	u In Rs Cr	Improvement in Collection figures for Aug22 & Sept'22 wrt the Last year corresponding 2 months figures	4	181							
				% Amount where billed amount of				•					
н	Ist Month Collection Efficiency		in %	Aug &Sept22 is collected in first	4	<b>771 6 1 1 1</b>	or 1	c 11		ADD 64			
п	Ist Month Collection Efficiency	I	in %	month.	4	The first month collection	etticiency target	trom all postpaid se	rvices is 90% of	ABF of the mon	th.		
1	Debtor Reduction: Trade Receivab		No of dovo	Trade Receivable(Net) as number of days of Revenue from Operations at the end of Sept'22 wrt the Last year corresponding month end figures	3	60							
<u> </u>		ne(net) a	u uays	100 % Compliance of all Critical	3	00		1				1	
J	Implementaion of Internal Financia	al Control	Nos.	Controls	2	131		1					
	Total Weightage: 100		•		Total Weig	hted Score: 0		•			•		
	Total Weighted Score Normalized	to Group	Weigtage: 0										
	Consolidated Score Achieved												
			-										

				GPM	S FOR HARYANA CIRC	CLE FO	R THE MONT	TH OF AUC	SUST AND	SEPTEN	<b>IBER 20</b>	22		
	Parameter	PROJECT/FUNCTION/JOB	KPIID	Quantifiable	KPI DESCRIPTION	WEIGH	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
		ROLE		Unit		TAGE								
		Group Name: Consumer I	Fixed A	ccess	-		Group Weightag					•		
		FTTH Growth (Normal)	A1	Number	As per Gross additions targets given to Circles	7	15340	>60% to <=70%	>70% to <=80%	>80				
Α	Sales	FTTH Growth (BharatNet)	A2	Number	As per revised Gross additions targets given to Circles(attached)	7	420	>60% to <=70%	>70% to <=80%	>80				
в	-	VAS - SIP Trunk	B1	Number	As per Gross additions targets given to Circles	7	16	>80% to <=90%	>90% to <=95%	>95%				
		VAS - Others (PRI/IN/OBD)	B2	Number	As per Gross additions targets given to Circles	7	6	>80% to <=90%	>90% to <=95%	>95%				
с		Core+Access(NGN/BBNW) Network	C1	in %	Uptime of Network elements	4	99%	>75% to <=80%	>80% & <=99%	>99%				
			D1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
D		ADSL-BB	D2	In Hrs	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
	QoS		D3	in %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
			E1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
Е		FTTH-BB	E2	IN Hrs.	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
			E3	In %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
F	Revenue	Total CFA Revenue	F1	in %	As per CFA Revenue targets given to Circles (Cr)	50	36.29	>80% to <=90%	>90% to <=95%	>95%				
		Total Weightage:100				100	Total Weighted Score	e:						
		Total Weighted Score Normalized	to Group	Weigtage:										

	PROJECT/FUNCTION	KPI ID	Quantifiable Unit	KPI DESCRIPTION	WEIGHT AGE	TARGET	PL GOOD	VERY GOOD	PL EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
	Group Name: Consumer Mobi	ity				<b>Group Weightag</b>	e : 30						
A	Project (Mission 500)	A1	Number	Survey of 100% Villages by 15- Sept-2022	15	11							
		A2	Percentage	Identification of Sites by 30-Sept- 2022	10	100%							
В	Sales	B1	Number	Sim sale	3	80,000							
		B2	Amount	Ctopup	3	0.454							
		B3	Number	POS	3	5,353							
		В4	%	Quality of Acquisition (3 M Retention)	3	60%							
С	Operations	C1	Number	VLR	2	1969975	1932805	1951390	1969975				
	_	C2	GB	Data Traffic	1	5626796	5303795	5462909	5626796				
		C3	%	SC Sites availabilty	3	99.8%	95%	98%	100%				
		C4	%	Critical Sites availabilty	2	99.0%	95%	98%	100%				
		C5	%	Important Sites availability	1	98.0%	95%	98%	100%				
		C6	%	Normal Sites availability	1	97.0%	95%	98%	100%				
		C7	Hours	MTTR	1	1.88	95%	98%	100%				
		C8	%	2G Call Drop Rate	1	<2%	95%	98%	100%				
		C9	%	3G Call Drop Rate	1	<2%	95%	98%	100%				
D	Revenue	D	In Rs Cr	Revenue from Postpaid, IN Prepaid, Push SMS, Incoming International SMS, IUC/Port/Infra/Tower, LWE & Other Revenue	50	20							
	Total Weightage: 100		•		100	Total Weighted Score:		•	•	•	•		
	Total Weighted Score Normalize	ed to Gro	up Weigtage: 6.	.8		•							

		1	1				1						[
	PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable	KPI DESCRIPTION	WEIGHTA	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
			Unit		GE		_	_	_			-	1
	Group Name: Enterprise					Group Weightage	e : 20						
Α	Enterprise Gold												Í
	Stage-IV EB Sales	A1	Rs. Crs.	Stage-IV EB Sales	15%	41.67	25	33.34	41.67				i
	New Business	A2	Rs. Crs.	New Business	4%	13.33	8	10.66	13.33				í
	Private Business	A3	Rs. Crs.	Private Business	4%	16.67	10	13.34	16.67				i
в	EB Revenue												i
	EB Revenue	B1	Rs. Crs.	EB Revenue	50%	20.76	12.46	16.61	20.76				í
	Outstanding Recovery	B2	Rs. Crs.	Outstanding Recovery	8%	5.00	3	4	5				i
с	Core Network Operations												
	OFC Network Reliability	C1	%	OFC Network Reliability	7%	≥99%	97%	98%	99%				i
	Equipment Uptime	C2	%	Equipment Uptime	3%	≥ 99%	97%	98%	99%				í
	Retrival of faulty fibre	C3	%	Retrival of faulty fibre	3%	2166	1300	1733	2166				í
D	LC												l
	LC Service Delivery	D1	75% of Leased Circuits (New+Upgradat ion) to be commissioned in 30 days	New and Upgradation Circuits Commisioning Target	3%	188	112	150	188				
	LC Fault Rate	D2	%	Overall Service Assurance parameter	3%	0.50%	1%	1%	1%				l
	Total Weighted Score				100%								í .
	Total Weighted Score Normalized to Group Weigtage:												
	Consolidated Score Achieved												1

	Group Name: Land Monet	isation	and EW			Group Weightage	e :10				
A	Land Monetisation Target	A1	No.	Identification of land for Monetisation	10%	6	2	3	6		
		A2	Month	<ul> <li>(a) LDD within 2 months of identification of property. (b) Valuation and CLSC Report. within 2 months of identification of property.</li> <li>(c) TA, CLSC and publicity of monetization within 2 months of identification of property.</li> </ul>	25%	3	1	2	3		
		A3	Month	REM Data updation	5%	226	113	158	226		
В	Renting Target	B1	Square metre	Space Audit / Identification of vacant Plinth Area (Bldgs/Qtrs) (26% of Total Plinth area 107.51 lakh = 26.94 lakh sqm)	15%	62000	44519	53423	62000		
		B2	Square metre	Actual space rented out	15%	13912	6678	10017	13912		
		B3	Rupees in Cr	Half Yearly Renting Target Assigned for FY 2022-23 = 161 Cr	30%	3.00	1.5	2.1	3		
с	Implementation of One BidgOne Power Plant-One Battery Bank- Onearca.(OBOPOBOA)										
D	Use of New and renewable energy			Vertical axis wind energy (against horizontal axis wind turbine)							
	Total Weightage:				100%	Total Weighted Score:					
	Total Weighted Score Normalized	Total Weighted Score Normalized to Group Weigtage:									

Group Name: Finance	Group Weightage : 20
Group Name: Consumer Mobiity	Group Weightage : 30

				i.								
A	Revenue from Mobile Services	In Rs Cr	Revenue from Postpaid,IN	5								
			Prepaid,Push SMS,Incoming									
			International SMS,									
			IUC/Portl/nfra/Tower,LWE & Other Revenue(For Aug & Sept,22									
			Combined)									
			(# Plz see note below)		20							
	Group Name: Consumer Fixe	4 4 9 9 9 9 9	(# PIZ See Hote below)		Group Weightage	. 20						
В	Revenue From CFA Services	In Rs Cr	Revenue from LL,BB,FTTH, IN, USO	4	Group weightage	. 20		1		1		1
D	Revenue From OFA Services	11113 01	subsidy, IUC PSTN,Port Infra,	-								
			IDC,WIFI,New CFA Business,Other									
			CFA Revenues(For Aug & Sept,22									
			Combined)									
			,		36.28							
	Group Name: Enterprise Busi	ness vertical			Group Weightage	: 20						•
С	Revenue From Enterprise Services	In Rs Cr	Revenue from	4	o cop cog cog							
-			Circuits, DarkFibre, NOFN, INMARSAT,									
			Govt Projects, Other EB									
			Revenues(For Aug & Sept,22									
			Combined)		20.76							
	Total Weightage:			Total Weig	hted Score:							
	Total Weighted Score Normalized to Gr				•							
	Group Name: Land Monetisat	ion and EW			Group Weightage	:10						
	Group Name: Overall Financial Pe	rformance			Group Weightage : 2	20						
D	Gross Profit Margin(EBITDA)		Improvement in EBITDA figures at	3	-27%							
			the end of Sept'22 wrt the Last year									
			corresponding month end figures									
		In Percentage										
	Return on Investment (Asset Turnover I	Ratio	Improvement in Asset Turnver Ratio									
			at the end of Sept'22 wrt the Last									
E		In Dereenters	year corresponding month end figures	2	100/							
E		In Percentage	Reduction in Other Expenses as per	2	12%							
			Sch. 37( Admin & Operating									
			Expenses)at the end of Sept'22 wrt									
			the Last year corresponding month									
F	Budget/Cost Control on OPEX	In Rs Cr	end figures	2	68							
			Improvement in Collection figures for			1		1				
			Aug22 & Sept'22 wrt the Last year			1		1				
G	Total Collection from different Channels	/Sou In Rs Cr	corresponding 2 months figures	4	62							
			% Amount where billed amount of									
l			Aug &Sept22 is collected in first									
Н	Ist Month Collection Efficiency	in %	month.	4	The first month collection	efficiency target	from all postpaid se	rvices is 90% of	ABF of the mon	th.		
			Trade Dessinghla/high as avail (			1		1		1		
			Trade Receivable(Net) as number of days of Revenue from Operations at			1		1				
			the end of Sept'22 wrt the Last year					1				
h	Debtor Reduction: Trade Receivable(Net	et) as No of days	corresponding month end figures	3	60	1		1				
	Bestor Reduction. Trade Receivable(Ne	sty active of days	100 % Compliance of all Critical		00	1	1	+		1		
J	Implementaion of Internal Financial Cor	ntrol Nos.	Controls	2	131			1				
	Total Weightage: 100		1	Total Weig	hted Score: 0							
	Total Weighted Score Normalized to Gr	oup Weigtage: 0		1.000 1101							1	
	Consolidated Score Achieved	110igiago: 0									1	
L										1	1	

			(	<b>GPMS FOR</b>	R HIMACHAL PRADES	H CIRC	LE FOR THE	MONTH O	F AUGUST	AND SE	PTEMB	ER 2022		
	Parameter	PROJECT/FUNCTION/JOB	KPIID	Quantifiable	KPI DESCRIPTION	WEIGH	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
		ROLE		Unit		TAGE								
		Group Name: Consumer I	Fixed A	ccess			Group Weighta					_		
		FTTH Growth (Normal)	A1	Number	As per Gross additions targets given to Circles	7	6760	>60% to <=70%	>70% to <=80%	>80				
Α	Sales	FTTH Growth (BharatNet)	A2	Number	As per revised Gross additions targets given to Circles(attached)	7	20	>60% to <=70%	>70% to <=80%	>80				
в	-	VAS - SIP Trunk	B1	Number	As per Gross additions targets given to Circles	7	10	>80% to <=90%	>90% to <=95%	>95%				
D		VAS - Others (PRI/IN/OBD)	B2	Number	As per Gross additions targets given to Circles	7	2	>80% to <=90%	>90% to <=95%	>95%				
								750( )						
С		Core+Access(NGN/BBNW) Network	C1	in %	Uptime of Network elements	4	99%	>75% to <=80%	>80% & <=99%	>99%				
			D1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
D		ADSL-BB	D2	In Hrs	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
	QoS		D3	in %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
			E1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
Е		FTTH-BB	E2	IN Hrs.	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
			E3	In %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
F	Revenue	Total CFA Revenue	F1	in %	As per CFA Revenue targets given to Circles (Cr)	50	9.82	>80% to <=90%	>90% to <=95%	>95%				
		Total Weightage:100	•	•	· · · · · · · · · · · · · · · · · · ·	100	Total Weighted Scor	e:				•		
		Total Weighted Score Normalized	to Group	Weigtage:		•	•							

	PROJECT/FUNCTION	KPI ID	Quantifiable Unit	KPI DESCRIPTION	WEIGHT AGE	TARGET	PL GOOD	VERY GOOD	PL EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
	Group Name: Consumer Mobi	ity				<b>Group Weightage</b>	: 30						
A	Project (Mission 500)	A1	Number	Survey of 100% Villages by 15- Sept-2022	15	1643							
		A2	Percentage	Identification of Sites by 30-Sept- 2022	10	100%							
В	Sales	B1	Number	Sim sale	3	35,000							
		B2	Amount	Ctopup	3	0.252							
		B3	Number	POS	3	2,376							
		B4	%	Quality of Acquisition (3 M Retention)	3	60%							
С	Operations	C1	Number	VLR	2	1171749	1149641	1160695	1171749				
	-	C2	GB	Data Traffic	1	2083300	1963710	2022621	2083300				
		C3	%	SC Sites availabilty	3	99.8%	95%	98%	100%				
		C4	%	Critical Sites availabilty	2	99.0%	95%	98%	100%				
		C5	%	Important Sites availability	1	98.0%	95%	98%	100%				
		C6	%	Normal Sites availability	1	97.0%	95%	98%	100%				
		C7	Hours	MTTR	1	2.48	95%	98%	100%				
		C8	%	2G Call Drop Rate	1	<2%	95%	98%	100%				
		C9	%	3G Call Drop Rate	1	<2%	95%	98%	100%				
D	Revenue	D	In Rs Cr	Revenue from Postpaid, IN Prepaid, Push SMS, Incoming International SMS, IUC/Port/Infra/Tower, LWE & Other Revenue	50	17							
	Fotal Weightage: 100					Total Weighted Score:	•	•	·		•		
	Total Weighted Score Normalize	d to Gro	oup Weigtage: 6.	8									

												-	1
	PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable	KPI DESCRIPTION	WEIGHTA	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
			Unit		GE								1
	Group Name: Enterprise					Group Weightag	e:20						
Α	Enterprise Gold												l
	Stage-IV EB Sales	A1	Rs. Crs.	Stage-IV EB Sales	15%	7.50	4.5	6	7.5				í
	New Business	A2	Rs. Crs.	New Business	4%	2.50	1.5	2	2.5				í
	Private Business	A3	Rs. Crs.	Private Business	4%	0.83	0.5	0.66	0.83				í
в	EB Revenue												l
	EB Revenue	B1	Rs. Crs.	EB Revenue	50%	3.67	2.2	2.94	3.67				í
	Outstanding Recovery	B2	Rs. Crs.	Outstanding Recovery	8%	1.50	0.9	1.2	1.5				i .
с	Core Network Operations												
	OFC Network Reliability	C1	%	OFC Network Reliability	7%	≥99%	97%	98%	99%				í
	Equipment Uptime	C2	%	Equipment Uptime	3%	≥ 99%	97%	98%	99%				í .
	Retrival of faulty fibre	C3	%	Retrival of faulty fibre	3%	506	304	405	506				í
D	LC												l
	LC Service Delivery	D1	75% of Leased Circuits (New+Upgradat ion) to be commissioned in 30 days	New and Upgradation Circuits Commisioning Target	3%	154	92	123	154				
	LC Fault Rate	D2	%	Overall Service Assurance parameter	3%	0.50%	1%	1%	1%				ł
	Total Weighted Score		1		100%				1				1
	Total Weighted Score Normalized to Group Weigtage:												 I
	Consolidated Score Achieved										1		i

	Group Name: Land Monet	isatior	and EW			Group Weightage	:10						
A	Land Monetisation Target	A1	No.	Identification of land for Monetisation	10%	5	2	3	5				
		A2	Month	<ul> <li>(a) LDD within 2 months of identification of property. (b)</li> <li>Valuation and CLSC Report. within 2 months of identification of property.</li> <li>(c) TA, CLSC and publicity of monetization within 2 months of identification of property.</li> </ul>	25%	3	1	2	3				
		A3	Month	REM Data updation	5%	190	95	133	190				
В	Renting Target	B1	Square metre	Space Audit / Identification of vacant Plinth Area (Bldgs/Qtrs) (26% of Total Plinth area 107.51 lakh = 26.94 lakh sqm)	15%	27128	20868	25041	27128				
		B2	Square metre	Actual space rented out	15%	6521	3130	4695	6521				
		B3	Rupees in Cr	Half Yearly Renting Target Assigned for FY 2022-23 = 161 Cr	30%	0.63	0.32	0.44	0.63				
С	Implementation of One BidgOne Power Plant-One Battery Bank- Onearca.(OBOPOBOA)												
D	Use of New and renewable energy			Vertical axis wind energy (against horizontal axis wind turbine)									
	Total Weightage:	•	•	•	Total Weig	phted Score:	•		•	•	•		1
	Total Weighted Score Normalized t	to Group	Weigtage:									1	1

Group Name: Finance	Group Weightage : 20
Group Name: Consumer Mobiity	Group Weightage : 30

A	Revenue from Mobile Services			Revenue from Postpaid,IN Prepaid,Push SMS,Incoming International SMS, IUC/PortI/nfra/Tower,LWE & Other Revenue(For Aug & Sept,22 Combined) (# Plz see note below)	5	17 Group Weightage	: 20						
в	Revenue From CFA Services		In Rs Cr	Revenue from LL,BB,FTTH, IN, USO	4								
				subsidy, IUC PSTN,Port Infra, IDC,WIFI,New CFA Business,Other CFA Revenues(For Aug & Sept,22 Combined)		9.82							
	Group Name: Enterprise E	Busines	ss vertical			Group Weightage	: 20					•	
С	Revenue From Enterprise Services	3	In Rs Cr	Revenue from Circuits,DarkFibre,NOFN,INMARSAT, Govt Projects, Other EB Revenues(For Aug & Sept,22 Combined)	4	3.67							
	Total Weightage:			o o mbinody	Total Weig	hted Score:			1				
	Total Weighted Score Normalized	to Group	Weigtage:										
	Group Name: Land Monet	isation	and EW			Group Weightage	:10						
	Group Name: Overall Financia	I Perfor	mance			Group Weightage : 2	0						
D	Gross Profit Margin(EBITDA)		In Percentage	Improvement in EBITDA figures at the end of Sept'22 wrt the Last year corresponding month end figures	3	-32%							
E	Return on Investment (Asset Turno	over Ratio	In Percentage	Improvement in Asset Turnver Ratio at the end of Sept'22 wrt the Last year corresponding month end figures	2	13%							
F	Budget/Cost Control on OPEX		In Rs Cr	Reduction in Other Expenses as per Sch. 37( Admin & Operating Expenses)at the end of Sept'22 wrt the Last year corresponding month end figures	2	22							
				Improvement in Collection figures for Aug22 & Sept'22 wrt the Last year									
G	Total Collection from different Cha	nnels/Sou	IN RS Cr	corresponding 2 months figures % Amount where billed amount of	4	23		1		1			<u> </u>
				Aug &Sept22 is collected in first									
н	Ist Month Collection Efficiency		in %	month.	4	The first month collection	efficiency target	from all postpaid se	rvices is 90% of	ABF of the mon	th.		
1	Debtor Reduction: Trade Receivab	le(Net) a	No of days	Trade Receivable(Net) as number of days of Revenue from Operations at the end of Sept'22 wrt the Last year corresponding month end figures	3	60							
		, .		100 % Compliance of all Critical	l l					İ		1	
J	Implementaion of Internal Financia	I Control	Nos.	Controls	2	131							
	Total Weightage: 100				Total Weig	hted Score: 0							
	Total Weighted Score Normalized	to Group	Weigtage: 0										
	Consolidated Score Achieved			1									

				GF	MS FOR JHARKHAND CIRCLE F	OR THE N	IONTH C	OF AUGU	ST AND SE	PTEMB	ER 2022			
	Parameter	PROJECT/FUNCTION/JOB	KPIID	Quantifiable	KPI DESCRIPTION	WEIGHT	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
		ROLE		Unit		AGE								
		Group Name: Consumer I	Fixed /	Access		•	Group We	eightage : 20	)					
A		FTTH Growth (Normal)	A1	Number	As per Gross additions targets given to Circles	7	8960	>60% to <=70%	>70% to <=80%	>80				
^	Sales	FTTH Growth (BharatNet)	A2	Number	As per revised Gross additions targets given to Circles(attached)	7	320	>60% to <=70%	>70% to <=80%	>80				
в	-	VAS - SIP Trunk	B1	Number	As per Gross additions targets given to Circles	7	6	>80% to <=90%	>90% to <=95%	>95%				
_		VAS - Others (PRI/IN/OBD)	B2	Number	As per Gross additions targets given to Circles	7	4	>80% to <=90%	>90% to <=95%	>95%				
с		Core+Access(NGN/BBNW) Network	C1	in %	Uptime of Network elements	4	99%	>75% to <=80%	>80% & <=99%	>99%				
			D1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
D		ADSL-BB	D2	In Hrs	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
	QoS		D3	in %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
			E1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
Е		FTTH-BB	E2	IN Hrs.	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
			E3	In %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
				T										
F	Revenue	Total CFA Revenue	F1	in %	As per CFA Revenue targets given to Circles (Cr)	50	6.98	>80% to <=90%	>90% to <=95%	>95%				
		Total Weightage:100				100	Total Weighted Score:							
		Total Weighted Score Normalized t	to Group	Weigtage:									T	

	PROJECT/FUNCTION		Quantifiable Unit	KPI DESCRIPTION	WEIGHT AGE	TARGET	PL GOOD	VERY GOOD	PL EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
	Group Name: Consumer Mobii	ity	•	•		Group Weig	htage : 30		•	•	•		
А	Project (Mission 500)	A1	Number	Survey of 100% Villages by 15-Sept-2022	15	1620							
		A2	Percentage	Identification of Sites by 30-Sept-2022	10	100%							
В	Sales	B1	Number	Sim sale	3	60,000							
		B2	Amount	Ctopup	3	0.132							
		B3	Number	POS	3	4,180							
		B4	%	Quality of Acquisition (3 M Retention)	3	60%							
С	Operations	C1	Number	VLR	2	1059757	1039761	1049759	1059757				
		C2	GB	Data Traffic	1	2351066	2216105	2282588	2351066				
		C3	%	SC Sites availabilty	3	99.8%	95%	98%	100%				
		C4	%	Critical Sites availabilty	2	99.0%	95%	98%	100%				
		C5	%	Important Sites availability	1	98.0%	95%	98%	100%				
		C6	%	Normal Sites availability	1	97.0%	95%	98%	100%				
		C7	Hours	MTTR	1	2.88	95%	98%	100%				
		C8	%	2G Call Drop Rate	1	<2%	95%	98%	100%				
		C9	%	3G Call Drop Rate	1	<2%	95%	98%	100%				
D	Revenue	D		Revenue from Postpaid, IN Prepaid, Push SMS, Incoming International SMS, IUC/Port/Infra/Tower, LWE & Other Revenue	50	11							
	Total Weightage: 100				100	Total Weighted Score:							
	Total Weighted Score Normalize	d to Gro	oup Weigtage: 6.	8									
	0												
	PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable Unit	KPI DESCRIPTION	WEIGHTA GE	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
-	Group Name: Enterprise	L	Unit	1	GE	Group We	eightage : 20	D	1	1	1	1	
Α	Enterprise Gold						l l						
<u> </u>	Stage-IV EB Sales	A1	Rs. Crs.	Stage-IV EB Sales	15%	13.33	8	10.66	13.33				
	New Business	A2	Rs. Crs.	New Business	4%	4.17	2.5	3.34	4.17				

	Private Business	A3	Rs. Crs.	Private Business	4%	1.33	0.8	1.06	1.33		
в	EB Revenue										
	EB Revenue	B1	Rs. Crs.	EB Revenue	50%	2.25	1.35	1.8	2.25		
	Outstanding Recovery	B2	Rs. Crs.	Outstanding Recovery	8%	6.00	3.6	4.8	6		
с	Core Network Operations										
	OFC Network Reliability	C1	%	OFC Network Reliability	7%	≥99%	97%	98%	99%		
	Equipment Uptime	C2	%	Equipment Uptime	3%	≥ 99%	97%	98%	99%		
	Retrival of faulty fibre	C3	%	Retrival of faulty fibre	3%	1044	626	835	1044		
D	LC										
	LC Service Delivery	D1	75% of Leased Circuits (New+Upgradat ion) to be commissioned in 30 days	New and Upgradation Circuits Commisioning Target	3%	594	356	475	594		
	LC Fault Rate	D2	%	Overall Service Assurance parameter	3%	2.00%	3%	2%	2%		
	Total Weighted Score				100%						
	Total Weighted Score Normalized to Group Weigtage:										
	Consolidated Score Achieved										

	Group Name: Land Monet	tisatio	n and EW			Group We	ightage :10				
A	Land Monetisation Target	A1	No.	Identification of land for Monetisation	10%	4	2	3	4		
		A2	Month	(a) LDD within 2 months of identification of property. (b) Valuation and CLSC Report.within 2 months of identification of property. (c) TA, CLSC and publicity of monetization within 2 months of identification of property.	25%	3	1	2	3		
		A3	Month	REM Data updation	5%	161	81	113	161		
В	Renting Target	B1	Square metre	Space Audit / Identification of vacant Plinth Area (Bldgs/Qtrs) (26% of Total Plinth area 107.51 lakh = 26.94 lakh sqm)	15%	45064	33000	41597	45064		
		B2	Square metre	Actual space rented out	15%	10833	5200	7799	10833		
		В3	Rupees in Cr	Half Yearly Renting Target Assigned for FY 2022-23 = 161 Cr	30%	1.75	0.88	1.23	1.75		
с	Implementation of One BidgOne Power Plant-One Battery Bank- Onearca.(OBOPOBOA)										
D	Use of New and renewable energy			Vertical axis wind energy (against horizontal axis wind turbine)							
	Total Weightage:				100%	Total Weighted Score:					
-	Total Weighted Score Normalized t	to Group	Weigtage:								

	Group Name: Finance				Group We	ightage : 20			
	Group Name: Consumer Mo	biity			Group We	ightage : 30			
A	Revenue from Mobile Services	In Rs Cr	Revenue from Postpaid,IN Prepaid,Push SMS,Incoming International SMS, IUC/PortI/nfra/Tower,LWE & Other Revenue(For Aug & Sept,22 Combined) (# PIz see note below)	5	11				
	Group Name: Consumer Fix	ed Access			Group We	ightage : 20			
В	Revenue From CFA Services	In Rs Cr	Revenue from LL,BB,FTTH, IN, USO subsidy, IUC PSTN,Port Infra, IDC,WIFI,New CFA Business,Other CFA Revenues(For Aug & Sept,22 Combined)		6.98				
	Group Name: Enterprise Bus	siness vertio	al		Group We	ightage : 20			
С	Revenue From Enterprise Services	In Rs Cr	Revenue from Circuits, DarkFibre, NOFN, INMARSAT, Govt Projects, Other EB Revenues (For Aug & Sept, 22 Combined)	4	2.25				
	Total Weightage:			Total Weig	phted Score:		•	•	
	Total Weighted Score Normalized to G	roup Weigtage:							
	Group Name: Land Monetisa	ation and EV	1		Group We	ightage :10			
	Group Name: Overall Financial P	Performance			Group Weig	ghtage : 20			

D	Gross Profit Margin(EBITDA)	I	İ.	Improvement in EBITDA figures at the end of Sept'22 wrt the	3	44%			Î	1	Ì	Î.	1 1
_	о (			Last year corresponding month end figures									
	Return on Investment (Asset Turnov	ver Ratio	)										
				Improvement in Asset Turnver Ratio at the end of Sept'22 wrt									
E			In Percentage	the Last year corresponding month end figures	2	10%							
				Reduction in Other Expenses as per Sch. 37( Admin &									
				Operating Expenses)at the end of Sept'22 wrt the Last year									
F	Budget/Cost Control on OPEX		In Rs Cr	corresponding month end figures	2	25							
				Improvement in Collection figures for Aug22 & Sept'22 wrt the									
G	Total Collection from different Chan	nels/Sou	In Rs Cr	Last year corresponding 2 months figures	4	20							
				% Amount where billed amount of Aug &Sept22 is collected in									
Н	Ist Month Collection Efficiency		in %	first month.	4	The first month	collection efficie	ncy target from all	postpaid service	s is 90% of ABF	of the month.		
				Trade Receivable(Net) as number of days of Revenue from									
				Operations at the end of Sept'22 wrt the Last year									
I	Debtor Reduction: Trade Receivable	e(Net) as	No of days	corresponding month end figures	3	60							
J	Implementaion of Internal Financial	Control	Nos.	100 % Compliance of all Critical Controls	2	131							
	Total Weightage: 100				Total Weigl	hted Score: 0							
	Total Weighted Score Normalized to	o Group \	Weigtage: 0										
	Consolidated Score Achieved												

				G	PMS FOR J&K CIRCLE	E FOR 1	HE MONTH O	OF AUGUS	ST AND SE	PTEMBE	R 2022			
	Parameter	PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable Unit		WEIGH TAGE	TARGET	PL_GOOD			ACHVT	Marks Achieved	Weighted Score	Remarks
		Group Name: Consumer I	Fixed A	ccess	•		Group Weightag	e : 20	•			•		
		FTTH Growth (Normal)	A1	Number	As per Gross additions targets given to Circles	7	6360	>60% to <=70%	>70% to <=80%	>80				
Α	Sales	FTTH Growth (BharatNet)	A2	Number	As per revised Gross additions targets given to Circles(attached)	7	20	>60% to <=70%	>70% to <=80%	>80				
в		VAS - SIP Trunk	B1	Number	As per Gross additions targets given to Circles	7	8	>80% to <=90%	>90% to <=95%	>95%				
		VAS - Others (PRI/IN/OBD)	B2	Number	As per Gross additions targets given to Circles	7	2	>80% to <=90%	>90% to <=95%	>95%				
С	_	Core+Access(NGN/BBNW) Network	C1	in %	Uptime of Network elements	4	99%	>75% to <=80%	>80% & <=99%	>99%				
			D1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
D		ADSL-BB	D2	In Hrs	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
	QoS		D3	in %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
			E1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
Е		FTTH-BB	E2	IN Hrs.	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
			E3	In %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
F	Revenue	Total CFA Revenue	F1	in %	As per CFA Revenue targets given to Circles (Cr)	50	12.65	>80% to <=90%	>90% to <=95%	>95%				
		Total Weightage:100				100	Total Weighted Score	:						
		Total Weighted Score Normalized		0 0	opt as MTTP of bast 80% cleared fr									

	PROJECT/FUNCTION	KPI ID		KPI DESCRIPTION	WEIGHT	TARGET	PL GOOD	VERY GOOD	PL EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
	Group Name: Consumer Mobi	itv	Unit		AGE	Group Weighta	ge: 30						<u> </u>
A	Project (Mission 500)	A1	Number	Survey of 100% Villages by 15- Sept-2022	15	370							
		A2	Percentage	Identification of Sites by 30-Sept- 2022	10	100%							
В	Sales	B1	Number	Sim sale	3	35,000							
		B2	Amount	Ctopup	3	0.156							
		B3	Number	POS	3	1,171							
		B4	%	Quality of Acquisition (3 M Retention)	3	60%							
С	Operations	C1	Number	VLR	2	687496	674524	681010	687496				1
		C2	GB	Data Traffic	1	1045334	985327	1014887	1045334				
		C3	%	SC Sites availabilty	3	99.8%	95%	98%	100%				
		C4	%	Critical Sites availabilty	2	99.0%	95%	98%	100%				
		C5	%	Important Sites availability	1	98.0%	95%	98%	100%				
		C6	%	Normal Sites availability	1	97.0%	95%	98%	100%				
		C7	Hours	MTTR	1	2.5	95%	98%	100%				
		C8	%	2G Call Drop Rate	1	<2%	95%	98%	100%				
		C9	%	3G Call Drop Rate	1	<2%	95%	98%	100%				
D	Revenue	D	In Rs Cr	Revenue from Postpaid, IN Prepaid, Push SMS, Incoming International SMS, IUC/Port/Infra/Tower, LWE & Other Revenue	50	30							
	Total Weightage: 100		•	•	100	Total Weighted		•		•	•		1
						Score:							1
	Total Weighted Score Normalize	ed to Gro	oup Weigtage: 6	.8									

												-	
	PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable	KPI DESCRIPTION	WEIGHTA	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
			Unit		GE								1
	Group Name: Enterprise					Group Weightag	e : 20						
Α	Enterprise Gold												
	Stage-IV EB Sales	A1	Rs. Crs.	Stage-IV EB Sales	15%	2.50	1.5	2	2.5				
	New Business	A2	Rs. Crs.	New Business	4%	0.83	0.5	0.66	0.83				l
	Private Business	A3	Rs. Crs.	Private Business	4%	0.33	0.2	0.26	0.33				ĺ
в	EB Revenue												
	EB Revenue	B1	Rs. Crs.	EB Revenue	50%	1.27	0.76	1.02	1.27				
	Outstanding Recovery	B2	Rs. Crs.	Outstanding Recovery	8%	2.00	1.2	1.6	2				
с	Core Network Operations												
	OFC Network Reliability	C1	%	OFC Network Reliability	7%	≥99%	97%	98%	99%				
	Equipment Uptime	C2	%	Equipment Uptime	3%	≥ 99%	97%	98%	99%				1
	Retrival of faulty fibre	C3	%	Retrival of faulty fibre	3%	22	13	18	22				ĺ
D	LC												
	LC Service Delivery	D1	75% of Leased Circuits (New+Upgradat ion) to be commissioned in 30 days	New and Upgradation Circuits Commisioning Target	3%	150	90	120	150				
	LC Fault Rate	D2	%	Overall Service Assurance parameter	3%	1.20%	2%	2%	1%				
	Total Weighted Score				100%								
	Total Weighted Score Normalized to Group Weigtage:												
	Consolidated Score Achieved												

	Group Name: Land Monet	sation	n and EW			Group Weightage	:10						
A	Land Monetisation Target	A1	No.	Identification of land for Monetisation	10%	3	1	2	3				
		A2	Month	<ul> <li>(a) LDD within 2 months of identification of property. (b)</li> <li>Valuation and CLSC Report.within 2 months of identification of property.</li> <li>(c) TA, CLSC and publicity of monetization within 2 months of identification of property.</li> </ul>	25%	3	1	2	3				
		A3	Month	REM Data updation	5%	82	41	57	82				
В	Renting Target	B1	Square metre	Space Audit / Identification of vacant Plinth Area (Bldgs/Qtrs) (26% of Total Plinth area 107.51 lakh = 26.94 lakh sqm)	150/	10000	9800	9900	10000				
		B2	Square metre	Actual space rented out	15%	4128	1981	2972	4128				
		B3	Rupees in Cr	Half Yearly Renting Target Assigned for FY 2022-23 = 161 Cr	30%	0.45	0.23	0.32	0.45				
С	Implementation of One BidgOne Power Plant-One Battery Bank- Onearca.(OBOPOBOA)												
D	Use of New and renewable energy			Vertical axis wind energy (against horizontal axis wind turbine)									
	Total Weightage:				100%	Total Weighted Score:							
-	Total Weighted Score Normalized	o Group	Weigtage:			•							1
	•											•	

Group Name: Finance	Group Weightage : 20
Group Name: Consumer Mobiity	Group Weightage : 30

A B	Revenue from Mobile Services         Group Name: Consumer Fix         Revenue From CFA Services	In Rs Cr	Revenue from Postpaid,IN Prepaid,Push SMS,Incoming International SMS, IUC/PortI/nfra/Tower,LWE & Other Revenue(For Aug & Sept,22 Combined) (# PIz see note below) Revenue from LL,BB,FTTH, IN, USO subsidy, IUC PSTN,Port Infra, IDC,WIFI,New CFA Business,Other CFA Revenues(For Aug & Sept,22 Combined)	5	30 Group Weightage							
-	Group Name: Enterprise Bu		<b>b</b> (		Group Weightage	: 20	T	<b>1</b>	1	1	T	
С	Revenue From Enterprise Services	In Rs Cr	Revenue from Circuits,DarkFibre,NOFN,INMARSAT, Govt Projects, Other EB Revenues(For Aug & Sept,22 Combined)	4	1.27							
	Total Weightage:			Total Weig	hted Score:							
	Total Weighted Score Normalized to 0	Group Weigtage:										
	Group Name: Land Monetisa	ation and EW			Group Weightage	:10						
	Group Name: Overall Financial P	Performance			Group Weightage : 2	0						
D	Gross Profit Margin(EBITDA)	In Percentage	Improvement in EBITDA figures at the end of Sept'22 wrt the Last year corresponding month end figures	3	-14%							
E	Return on Investment (Asset Turnove	r Ratic In Percentage	Improvement in Asset Turnver Ratio at the end of Sept'22 wrt the Last year corresponding month end figures	2	17%							
F	Budget/Cost Control on OPEX	In Rs Cr	Reduction in Other Expenses as per Sch. 37( Admin & Operating Expenses)at the end of Sept'22 wrt the Last year corresponding month end figures	2	47							
			Improvement in Collection figures for Aug22 & Sept'22 wrt the Last year									
G	Total Collection from different Channe	eis/Souin RS Cr	corresponding 2 months figures % Amount where billed amount of	4	28	l	1			1		┼───┤
1			Aug &Sept22 is collected in first								1	
н	Ist Month Collection Efficiency	in %	month.	4	The first month collection of	efficiency target	from all postpaid se	ervices is 90% of	ABF of the mon	th.		
I	Debtor Reduction: Trade Receivable(	Net) as No of days	Trade Receivable(Net) as number of days of Revenue from Operations at the end of Sept'22 wrt the Last year corresponding month end figures	3	60							
1.			100 % Compliance of all Critical	_			1	1			1	
J	Implementaion of Internal Financial Co	ontrol Nos.	Controls	2	131	l	1	1				↓]
	Total Weightage: 100			Total Weig	hted Score: 0							ļ]
	Total Weighted Score Normalized to 0	Group Weigtage: 0	1									ļ]
L	Consolidated Score Achieved		1								1	I

				GPN	<b>IS FOR KERALA CIRC</b>	LE FOF	R THE MONT	H OF AUG	UST AND S	SEPTEM	BER 202	2		
	Parameter	PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable Unit	KPI DESCRIPTION	WEIGH TAGE	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
		Group Name: Consumer	Fixed A	ccess	•		Group Weightag	ge : 20	•			•		
		FTTH Growth (Normal)	A1	Number	As per Gross additions targets given to Circles	7	72140	>60% to <=70%	>70% to <=80%	>80				
Α	Sales	FTTH Growth (BharatNet)	A2	Number	As per revised Gross additions targets given to Circles(attached)	7	20	>60% to <=70%	>70% to <=80%	>80				
в		VAS - SIP Trunk	B1	Number	As per Gross additions targets given to Circles	7	36	>80% to <=90%	>90% to <=95%	>95%				
D		VAS - Others (PRI/IN/OBD)	B2	Number	As per Gross additions targets given to Circles	7	10	>80% to <=90%	>90% to <=95%	>95%				
с		Core+Access(NGN/BBNW) Network	C1	in %	Uptime of Network elements	4	99%	>75% to <=80%	>80% & <=99%	>99%				
			D1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
D		ADSL-BB	D2	In Hrs	MTTR*	3	<8 Hrs		>8 to 10 Hrs	<8 Hrs				
	QoS		D3	in %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
			E1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
Е		FTTH-BB	E2	IN Hrs.	MTTR*	3	<8 Hrs		>8 to 10 Hrs	<8 Hrs				
			E3	In %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
F	Revenue	Total CFA Revenue	F1	in %	As per CFA Revenue targets given to Circles (Cr)	50	103.50	>80% to <=90%	>90% to <=95%	>95%				
		Total Weightage:100						Total Weighted Score:						
		Total Weighted Score Normalized		0 0	ant as MTTP of heat 90% alcored fo									

		PROJECT/FUNCTION	KPI ID	Quantifiable Unit	KPI DESCRIPTION	WEIGHT AGE	TARGET	PL GOOD	VERY GOOD	PL EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
	1	Group Name: Consumer Mobi	ity				Group Weightage :	30						
A		Project (Mission 500)	A1	Number	Survey of 100% Villages by 15- Sept-2022	15	292							
			A2	Percentage	Identification of Sites by 30-Sept- 2022	10	100%							
В		Sales	B1	Number	Sim sale	3	1,20,000							
			B2	Amount	Ctopup	3	2.182							
			B3	Number	POS	3	7,993							
			В4	%	Quality of Acquisition (3 M Retention)	3	60%							
С		Operations	C1	Number	VLR	2	7052750	6919680	6986215	7052750				
			C2	GB	Data Traffic	1	18035638	17335292	17681998	18035638				
			C3	%	SC Sites availabilty	3	99.8%	95%	98%	100%				
			C4	%	Critical Sites availabilty	2	99.0%	95%	98%	100%				
			C5	%	Important Sites availability	1	98.0%	95%	98%	100%				
			C6	%	Normal Sites availability	1	97.0%	95%	98%	100%				
			C7	Hours	MTTR	1	1.33	95%	98%	100%				
			C8	%	2G Call Drop Rate	1	<2%	95%	98%	100%				
			C9	%	3G Call Drop Rate	1	<2%	95%	98%	100%				
D		Revenue	D		Revenue from Postpaid, IN Prepaid, Push SMS, Incoming International SMS, IUC/Port/Infra/Tower, LWE & Other Revenue	50	165							
		Total Weightage: 100	•	•	·	100	Total Weighted Score:	•	·	•	•			
		Total Weighted Score Normalize	ed to Gro	up Weigtage: 6.	.8	•	•							

	PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable	KPI DESCRIPTION	WEIGHTA	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
			Unit		GE						indino / telleveu	incligitieu bebre	
	Group Name: Enterprise				-	Group Weightag	e : 20	1					
Α	Enterprise Gold												
	Stage-IV EB Sales	A1	Rs. Crs.	Stage-IV EB Sales	15%	50.00	30	40	50				
	New Business	A2	Rs. Crs.	New Business	4%	10.00	6	8	10				[
	Private Business	A3	Rs. Crs.	Private Business	4%	20.00	12	16	20				[
В	EB Revenue												
	EB Revenue	B1	Rs. Crs.	EB Revenue	50%	12.11	7.27	9.69	12.11				
	Outstanding Recovery	B2	Rs. Crs.	Outstanding Recovery	8%	8.00	4.8	6.4	8				ĺ
с	Core Network Operations												
	OFC Network Reliability	C1	%	OFC Network Reliability	7%	≥99%	97%	98%	99%				[
	Equipment Uptime	C2	%	Equipment Uptime	3%	≥ 99%	97%	98%	99%				
	Retrival of faulty fibre	C3	%	Retrival of faulty fibre	3%	554	332	443	554				
D	LC												
	LC Service Delivery	D1	75% of Leased Circuits (New+Upgradat ion) to be commissioned in 30 days	New and Upgradation Circuits Commisioning Target	3%	266	159	212	266				
	LC Fault Rate	D2	%	Overall Service Assurance parameter	3%	0.50%	1%	1%	1%				
	Total Weighted Score				100%								
	Total Weighted Score Normalized to Group Weigtage:												
	Consolidated Score Achieved												

	Group Name: Land Monet	isation	and EW			Group Weightage	e :10					
A	Land Monetisation Target	A1	No.	Identification of land for Monetisation	10%	19	7	11	19			
		A2	Month	<ul> <li>(a) LDD within 2 months of identification of property. (b)</li> <li>Valuation and CLSC Report. within 2 months of identification of property.</li> <li>(c) TA, CLSC and publicity of monetization within 2 months of identification of property.</li> </ul>	25%	7	2	4	7			
		A3	Month	REM Data updation	5%	741	371	519	741			
В	Renting Target	B1	Square metre	Space Audit / Identification of vacant Plinth Area (Bldgs/Qtrs) (26% of Total Plinth area 107.51 lakh = 26.94 lakh som)	150/	163025	110000	150485	163025			
		B2	Square metre	Actual space rented out	15%	39189	18811	28216	39189			
		B3	Rupees in Cr	Half Yearly Renting Target Assigned for FY 2022-23 = 161 Cr	30%	8.00	4	5.6	8			
С	Implementation of One BidgOne Power Plant-One Battery Bank- Onearca.(OBOPOBOA)											
D	Use of New and renewable energy			Vertical axis wind energy (against horizontal axis wind turbine)								
	Total Weightage:	Total Weightage:										
	Total Weighted Score Normalized	to Group	Weigtage:									

Group Name: Finance	Group Weightage : 20
Group Name: Consumer Mobiity	Group Weightage : 30

A	Revenue from Mobile Services Group Name: Consumer Fix Revenue From CFA Services	In Rs Cr ed Access In Rs Cr	Revenue from Postpaid,IN Prepaid,Push SMS,Incoming International SMS, IUC/PortI/nfra/Tower,LWE & Other Revenue(For Aug & Sept,22 Combined) (# Plz see note below) Revenue from LL,BB,FTTH, IN, USO subsidy, IUC PSTN,Port Infra,	5	165 Group Weightage	: 20						
			IDC,WIFI,New CFA Business,Other CFA Revenues(For Aug & Sept,22 Combined)		100.5							
	One Nema Enternica Bu				103.5	. 00						
с	Group Name: Enterprise Bu	In Rs Cr	Revenue from	4	Group Weightage	: 20	1	1	1	1	1	1
C	Revenue From Enterprise Services	In Rs Cr	Circuits,DarkFibre,NOFN,INMARSAT, Govt Projects, Other EB Revenues(For Aug & Sept,22 Combined)	4	12.11							
	Total Weightage:		Combined)	Total Weig	hted Score:				I			
	Total Weighted Score Normalized to	Group Weigtage		Total Wolg								
	Group Name: Land Monetisa				Group Weightage	:10						
					e.eup meiginage							
	Group Name: Overall Financial F	Performance			Group Weightage : 2	20		•			•	
						ľ		1	T			
D	Gross Profit Margin(EBITDA)	In Percentage	Improvement in EBITDA figures at the end of Sept'22 wrt the Last year corresponding month end figures	3	12%							
E	Return on Investment (Asset Turnove		Improvement in Asset Turnver Ratio at the end of Sept'22 wrt the Last year corresponding month end figures	2	18%							
			Reduction in Other Expenses as per Sch. 37( Admin & Operating Expenses)at the end of Sept'22 wrt the Last year corresponding month	2								
F	Budget/Cost Control on OPEX	In Rs Cr	end figures	2	160							
G	Total Collection from different Channe		Improvement in Collection figures for Aug22 & Sept'22 wrt the Last year corresponding 2 months figures	4	215							
<u> </u>			% Amount where billed amount of	-	215		1	1	1	1		
			Aug &Sept22 is collected in first									
Н	Ist Month Collection Efficiency	in %	month.	4	The first month collection	efficiency targe	t from all postpaid	services is 90% o	f ABF of the mor	nth.	-	
1	Debtor Reduction: Trade Receivable(	Net) as No of days	Trade Receivable(Net) as number of days of Revenue from Operations at the end of Sept'22 wrt the Last year corresponding month end figures	3	60							
			100 % Compliance of all Critical	-								1
J	Implementaion of Internal Financial C	ontrol Nos.	Controls	2	131							
	Total Weightage: 100			Total Weig	hted Score: 0							
	Total Weighted Score Normalized to	Group Weigtage: 0										
	Consolidated Score Achieved											

				GPMS	FOR KARNATAKA CI	RCLE F	OR THE MONT	TH OF AU	JGUST AN	D SEPTE	MBER 2	022		
	Parameter	PROJECT/FUNCTION/JOB	KPIID	Quantifiable	KPI DESCRIPTION	WEIGH	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
		ROLE		Unit		TAGE								
		Group Name: Consumer I	Fixed A	ccess	•		Group Weightage	: 20						
		FTTH Growth (Normal)	A1	Number	As per Gross additions targets given to Circles	7	31860	>60% to <=70%	>70% to <=80%	>80				
A	Sales	FTTH Growth (BharatNet)	A2	Number	As per revised Gross additions targets given to Circles(attached)	7	320	>60% to <=70%	>70% to <=80%	>80				
в		VAS - SIP Trunk	B1	Number	As per Gross additions targets given to Circles	7	22	>80% to <=90%	>90% to <=95%	>95%				
		VAS - Others (PRI/IN/OBD)	B2	Number	As per Gross additions targets given to Circles	7	12	>80% to <=90%	>90% to <=95%	>95%				
С		Core+Access(NGN/BBNW) Network	C1	in %	Uptime of Network elements	4	99%	>75% to <=80%	>80% & <=99%	>99%				
			D1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
D		ADSL-BB	D2	In Hrs	MTTR*	3	<8 Hrs		>8 to 10 Hrs	<8 Hrs				
	QoS		D3	in %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
			E1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
Е		FTTH-BB	E2	IN Hrs.	MTTR*	3	<8 Hrs		>8 to 10 Hrs	<8 Hrs				
			E3	In %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
F	Revenue	Total CFA Revenue	F1	in %	As per CFA Revenue targets given to Circles (Cr)	50	86.90	>80% to <=90%	>90% to <=95%	>95%				
		Total Weightage:100				100	Total Weighted Score:							
		Total Weighted Score Normalized	to Group	Weigtage:										

	PROJECT/FUNCTION	KPI ID	Quantifiable Unit	KPI DESCRIPTION	WEIGHT AGE	TARGET	PL GOOD	VERY GOOD	PL EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
	Group Name: Consumer Mobi	ity	•	•		Group Weightage :	30	•			•	•	
A	Project (Mission 500)	A1	Number	Survey of 100% Villages by 15- Sept-2022	15	1048							
		A2	Percentage	Identification of Sites by 30-Sept- 2022	10	100%							
В	Sales	B1	Number	Sim sale	3	1,00,000							
	1	B2	Amount	Ctopup	3	0.929							
		B3	Number	POS	3	4,375							
		В4	%	Quality of Acquisition (3 M Retention)	3	60%							
С	Operations	C1	Number	VLR	2	3535420	3468714	3502067	3535420				
	-	C2	GB	Data Traffic	1	8191721	7873627	8031100	8191721				
		C3	%	SC Sites availabilty	3	99.8%	95%	98%	100%				
		C4	%	Critical Sites availabilty	2	99.0%	95%	98%	100%				
		C5	%	Important Sites availability	1	98.0%	95%	98%	100%				
		C6		Normal Sites availability	1	97.0%	95%	98%	100%				
		C7	Hours	MTTR	1	1.4	95%	98%	100%				
		C8	%	2G Call Drop Rate	1	<2%	95%	98%	100%				
		C9	%	3G Call Drop Rate	1	<2%	95%	98%	100%				
D	Revenue	D		Revenue from Postpaid, IN Prepaid, Push SMS, Incoming International SMS, IUC/Port/Infra/Tower, LWE & Other Revenue	50	97							
	Total Weightage: 100				100	Total Weighted Score:							
	 Total Weighted Score Normalize	d to Gro	up Weigtage: 6	8	1	00010.							
	Total weighted beore normalize		ap noightee. 0.	<u> </u>									

	PROJECT/FUNCTION/JOB ROLE	1	Quantifiable	KPI DESCRIPTION	WEIGHTA	TARGET	PL_GOOD	VERY GOOD	PL EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
		KPIID	Unit		GE						inditio / telleveu	incligitica baore	nemano
	Group Name: Enterprise		0	•		Group Weightage	e : 20						
Α	Enterprise Gold												
	Stage-IV EB Sales	A1	Rs. Crs.	Stage-IV EB Sales	10%	53.33	32	42.66	53.33				
	New Business	A2	Rs. Crs.	New Business	1.5%	8.33	5	6.66	8.33				
	Private Business	A3	Rs. Crs.	Private Business	1.5%	20.83	12.5	16.66	20.83				
В	EB Platinum												
	Stage-IV EB Sales	B1	Rs. Crs.	Stage-IV EB Sales	10%	100	60	80	100				
	New Business	B2	Rs. Crs.	New Business	1.5%	13.33	8	10.66	13.33				
	Private Business	B3	Rs. Crs.	Private Business	1.5%	16.66	10	13.33	16.66				
С	EB Revenue												
	EB Revenue	C1	Rs. Crs.	EB Revenue	50%	26.84	16.1	21.47	26.84				
	Outstanding Recovery	C2	Rs. Crs.	Outstanding Recovery	6%	20.00	12	16	20				
D	Core Network Operations												
	OFC Network Reliability	D1	%	OFC Network Reliability	7%	≥99%	97%	98%	99%				
	Equipment Uptime	D2	%	Equipment Uptime	3%	≥ 99%	97%	98%	99%				
	Retrival of faulty fibre	D3	%	Retrival of faulty fibre	2%	3901	2341	3121	3901				
E	LC												
	LC Service Delivery	E1	75% of Leased Circuits (New+Upgradat ion) to be commissioned in 30 days	New and Upgradation Circuits Commisioning Target	3%	374	224	299	374				
	LC Fault Rate	E2	%	Overall Service Assurance parameter	3%	1.20%	2%	2%	1%				
	Total Weighted Score				100%								
	Total Weighted Score Normalized to Group Weigtage:												
	Consolidated Score Achieved												

	Group Name: Land Monet	sation	and EW			Group Weightage	:10					
A	Land Monetisation Target	A1	No.	Identification of land for Monetisation	10%	33	13	20	33			
		A2	Month	<ul> <li>(a) LDD within 2 months of identification of property. (b)</li> <li>Valuation and CLSC Report. within 2 months of identification of property.</li> <li>(c) TA, CLSC and publicity of monetization within 2 months of identification of property.</li> </ul>	25%	13	3	7	13			
		A3	Month	REM Data updation	5%	1304	652	913	1304			
В	Renting Target	B1	Square metre	Space Audit / Identification of vacant Plinth Area (Bldgs/Qtrs) (26% of Total Plinth area 107.51 lakh = 26.94 lakh sqm)	1 = 0/	177000	102537	123044	177000			
		B2	Square metre	Actual space rented out	15%	48000	15381	23071	48000			
		B3	Rupees in Cr	Half Yearly Renting Target Assigned for FY 2022-23 = 161 Cr	30%	9.00	4.5	6.3	9			
С	Implementation of One BidgOne Power Plant-One Battery Bank- Onearca.(OBOPOBOA)											
D	Use of New and renewable energy			Vertical axis wind energy (against horizontal axis wind turbine)								
	Total Weightage:				100%	Total Weighted Score:						
	Total Weighted Score Normalized	o Group	Weigtage:			•						1
	·										•	•

Group Name: Finance	Group Weightage : 20
Group Name: Consumer Mobiity	Group Weightage : 30

A	Revenue from Mobile Services Group Name: Consumer Fix Revenue From CFA Services	In Rs Cr ed Access In Rs Cr	Revenue from Postpaid,IN Prepaid,Push SMS,Incoming International SMS, IUC/PortI/nfa/Tower,LWE & Other Revenue(For Aug & Sept,22 Combined) (# PIz see note below) Revenue from LL,BB,FTTH, IN, USO subsidy, IUC PSTN,Port Infra, IDC,WIFI,New CFA Business,Other	5	97 Group Weightage	: 20						
			CFA Revenues(For Aug & Sept,22 Combined)									
	Crown Names Enternaise Bur				86.9 Group Weightage	. 20		1	1			
С	Group Name: Enterprise Bus Revenue From Enterprise Services	In Rs Cr	Revenue from	4	Group weightage	. 20	1	T	1			
C	Revenue From Enterprise Services		Circuits,DarkFibre,NOFN,INMARSAT, Govt Projects, Other EB Revenues(For Aug & Sept,22	4								
-			Combined)		26.84							
	Total Weightage:			Total Weig	hted Score:							
	Total Weighted Score Normalized to 0											
	Group Name: Land Monetisa	ation and EW	1	r	Group Weightage	:10	1	-		1	1	
												-
	Group Name: Overall Financial P	Performance	1	r	Group Weightage : 2	0	1	-		1	1	
D	Orres Destit Massie (EDITDA)			0	15%							-
D	Gross Profit Margin(EBITDA)	In Percentage	Improvement in EBITDA figures at the end of Sept'22 wrt the Last year corresponding month end figures	3	15%							
E	Return on Investment (Asset Turnove	r Ratio	Improvement in Asset Turnver Ratio at the end of Sept'22 wrt the Last year corresponding month end figures	2	15%							
<u> </u>		III Feicentage	Reduction in Other Expenses as per	2								
			Sch. 37( Admin & Operating Expenses)at the end of Sept'22 wrt the Last year corresponding month									
F	Budget/Cost Control on OPEX	In Rs Cr	end figures	2	144							
			Improvement in Collection figures for Aug22 & Sept'22 wrt the Last year									
G	Total Collection from different Channe	eis/Sou In Rs Cr	corresponding 2 months figures % Amount where billed amount of	4	217		I		I			
			Aug &Sept22 is collected in first									
н	Ist Month Collection Efficiency	in %	month.	4	The first month collection	efficiency target	from all postpaid s	ervices is 90% of	ABF of the mon	ith.		
	Debtor Reduction: Trade Receivable(	Not) of No. of down	Trade Receivable(Net) as number of days of Revenue from Operations at the end of Sept'22 wrt the Last year corresponding month end figures	2	60							
	Deptor Reduction: Trade Receivable(I	iver) as two of days	100 % Compliance of all Critical	3	00					+	1	
J	Implementaion of Internal Financial C	ontrol Nos.	Controls	2	131							
-	Total Weightage: 100		•	Total Weig	hted Score: 0							
<u> </u>	Total Weighted Score Normalized to 0	Group Weigtage: 0										
	Consolidated Score Achieved										1	1

				GPMS	FOR KOLKATA TD CI	RCLE F	OR THE MON	TH OF AU	JGUST AN	D SEPTE	MBER 2	2022		
	Parameter	PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable Unit	KPI DESCRIPTION	WEIGH TAGE	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
		Group Name: Consumer I	Fixed A	ccess	1		Group Weightage	: 20	•			-I I		
		FTTH Growth (Normal)	A1	Number	As per Gross additions targets given to Circles	7	3700	>60% to <=70%	>70% to <=80%	>80				
Α	Sales	FTTH Growth (BharatNet)	A2	Number	As per revised Gross additions targets given to Circles(attached)	7	20	>60% to <=70%	>70% to <=80%	>80				
в		VAS - SIP Trunk	B1	Number	As per Gross additions targets given to Circles	7	4	>80% to <=90%	>90% to <=95%	>95%				
5		VAS - Others (PRI/IN/OBD)	B2	Number	As per Gross additions targets given to Circles	7	0	>80% to <=90%	>90% to <=95%	>95%				
С		Core+Access(NGN/BBNW) Network	C1	in %	Uptime of Network elements	4	99%	>75% to <=80%	>80% & <=99%	>99%				
			D1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
D		ADSL-BB	D2	In Hrs	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
	QoS		D3	in %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
			E1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
Е		FTTH-BB	E2	IN Hrs.	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
			E3	In %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
				<u> </u>	As per CFA Revenue targets given			>80% to						
F	Revenue	Total CFA Revenue	F1	in %	to Circles (Cr)	50	22.39	<=90%	>90% to <=95%	>95%				
		Total Weightage:100				100	Total Weighted Score:							
		Total Weighted Score Normalized t			ant on MTTD of boot 000/ cleared f									

	PROJECT/FUNCTION			KPI DESCRIPTION		TARGET	PL GOOD	VERY GOOD	PL EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
	Group Name: Consumer Mobi		Unit		AGE	Group Weightage : 3	i0						L
A	Project (Mission 500)	A1	Number	Survey of 100% Villages by 15- Sept-2022	15	0							
		A2	Percentage	Identification of Sites by 30-Sept- 2022	10	100%							
В	Sales	B1	Number	Sim sale	3	80,000							
		B2	Amount	Ctopup	3	0.223							
		B3	Number	POS	3	3,079							
		В4	%	Quality of Acquisition (3 M Retention)	3	60%							
С	Operations	C1	Number	VLR	2	1162209	1140281	1151245	1162209				
	-	C2	GB	Data Traffic	1	3274665	3086686	3179286	3274665				
		C3	%	SC Sites availabilty	3	99.8%	95%	98%	100%				
		C4	%	Critical Sites availabilty	2	99.0%	95%	98%	100%				
		C5	%	Important Sites availability	1	98.0%	95%	98%	100%				
		C6	%	Normal Sites availability	1	97.0%	95%	98%	100%				
		C7	Hours	MTTR	1	2.82	95%	98%	100%				
		C8	%	2G Call Drop Rate	1	<2%	95%	98%	100%				
		C9	%	3G Call Drop Rate	1	<2%	95%	98%	100%				
D	Revenue	D	In Rs Cr	Revenue from Postpaid, IN Prepaid, Push SMS, Incoming International SMS, IUC/Port/Infra/Tower, LWE & Other Revenue	50	47							

	Total Weightage: 100				100	Total Weighted Score:							
	Total Weighted Score Normalized	d to Gro	oup Weigtage: 6.	8			-			-	-		
	PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable Unit	KPI DESCRIPTION	WEIGHTAG	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
	Group Name: Enterprise			ł		Group Weightage	: 20	l	•		4		
Α	Enterprise Gold												
~	Stage-IV EB Sales	A1	Rs. Crs.	Stage-IV EB Sales	10%	6.67	4	5.34	6.67				
	New Business	A2	Rs. Crs.	New Business	1.5%	1.17	0.7	0.94	1.17				
	Private Business	A3	Rs. Crs.	Private Business	1.5%	1.17	0.7	0.94	1.17				1
В	EB Platinum												ſ
-	Stage-IV EB Sales	B1	Rs. Crs.	Stage-IV EB Sales	10%	13.33	8	10.66	13.33		1		
	New Business	B2	Rs. Crs.	New Business	1.5%	1.66	1	1.33	1.66				
	Private Business	B3	Rs. Crs.	Private Business	1.5%	0.83	0.5	0.66	0.83				1
С	EB Revenue												ſ
-	EB Revenue	C1	Rs. Crs.	EB Revenue	50%	5.33	3.2	4.26	5.33				
	Outstanding Recovery	C2	Rs. Crs.	Outstanding Recovery	6%	35.00	21	28	35				
D	Core Network Operations												
	OFC Network Reliability	D1	%	OFC Network Reliability	7%	≥99%	97%	98%	99%				ſ
	Equipment Uptime	D2	%	Equipment Uptime	3%	≥ 99%	97%	98%	99%				
	Retrival of faulty fibre	D3	%	Retrival of faulty fibre	2%	0	0	0	0				I
E	LC												
	LC Service Delivery	E1		New and Upgradation Circuits Commisioning Target	3%	102	61	81	102				
	LC Fault Rate	E2	%	Overall Service Assurance parameter	3%	1.20%	2%	2%	1%				
	Total Weighted Score				100%								
	Total Weighted Score Normalized to Group Weigtage:												
	Consolidated Score Achieved												I

	Group Name: Land Monet	isatior	and EW			Group Weightage	:10				
A	Land Monetisation Target	A1	No.	Identification of land for Monetisation	10%	3	1	2	3		
		A2	Month	(a) LDD within 2 months of identification of property. (b) Valuation and CLSC Report.within 2 months of identification of property. (c) TA, CLSC and publicity of monetization within 2 months of identification of property.	25%	3	1	2	3		
		A3	Month	REM Data updation	5%	70	35	49	70		
В	Renting Target	B1	Square metre	Space Audit / Identification of vacant Plinth Area (Bldgs/Qtrs) (26% of Total Plinth area 107.51 lakh = 26.94 lakh sqm)	15%	95000	70168	84202	95000		
		B2	Square metre	Actual space rented out	15%	21928	4000	15788	21928		
		B3	Rupees in Cr	Half Yearly Renting Target Assigned for FY 2022-23 = 161 Cr	30%	2.50	1.25	1.75	2.5		
С	Implementation of One BidgOne Power Plant-One Battery Bank- Onearca.(OBOPOBOA)										
D	Use of New and renewable energy			Vertical axis wind energy (against horizontal axis wind turbine)							
	Total Weightage:				100%	Total Weighted Score:					

	Total Weighted Score Normalized to	0.00p .	reigiagei									I	
	Group Name: Finance					Group Weightage	• 20						
	Group Name: Consumer N	lobiity				Group Weightage							
٨	Revenue from Mobile Services	lobility	In Rs Cr	Revenue from Postpaid,IN	5	Group weightage	. 30			1	T	1	1
				Prepaid, Push SMS, Incoming International SMS, IUC/Portl/nfra/Tower,LWE & Other Revenue(For Aug & Sept,22 Combined) (# Plz see note below)	5	47							
	Group Name: Consumer F	ived A	22922			Group Weightage	· 20						
В	Revenue From CFA Services		In Rs Cr	Revenue from LL,BB,FTTH, IN, USO	4	Group Weightage	. 20						
				subsidy, IUC PSTN,Port Infra, IDC,WIFI,New CFA Business,Other CFA Revenues(For Aug & Sept,22 Combined)		22.39							
	Group Name: Enterprise B	Busines	ss vertical	T.		Group Weightage	: 20						
С	Revenue From Enterprise Services		In Rs Cr	Revenue from	4	a and a second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second s							
				Circuits, DarkFibre, NOFN, INMARSAT, Govt Projects, Other EB Revenues(For Aug & Sept, 22 Combined)		5.33							
	Total Weightage:			<b>1</b> • • • • • • • • •	Total Weigl			•	•		•		
	Total Weighted Score Normalized to	o Group V	Veigtage:										
	Group Name: Land Monet	isation	and EW			Group Weightage	:10						
		<u> </u>											
	Group Name: Overall Financia	al Perfor	rmance			Group Weightage : 2	U	T			T	Т	ı
D	Gross Profit Margin(EBITDA)		In Percentage	Improvement in EBITDA figures at the end of Sept'22 wrt the Last year corresponding month end figures	3	-25%							
	Return on Investment (Asset Turnov	ver Ratio)	)										
E		1	In Percentage	Improvement in Asset Turnver Ratio at the end of Sept'22 wrt the Last year corresponding month end figures	2	6%							
F	Budget/Cost Control on OPEX		In Rs Cr	Reduction in Other Expenses as per Sch. 37( Admin & Operating Expenses)at the end of Sept'22 wrt the Last year corresponding month end figures	2	46							
G	Total Collection from different Chan	nels/Sour	In Rs Cr	Improvement in Collection figures for Aug22 & Sept'22 wrt the Last year corresponding 2 months figures	4	95							
н	Ist Month Collection Efficiency		in %	% Amount where billed amount of Aug &Sept22 is collected in first month.	4	The first month collection of	fficiency target	from all postnaid set	vices is 90% of	ABF of the mont	h.		
	Debtor Reduction: Trade Receivable	e(Net) as		Trade Receivable(Net) as number of days of Revenue from Operations at the end of Sept'22 wrt the Last year corresponding month end figures	3	60		· · · · · · · · · · · · · · · · · · ·					
				100 % Compliance of all Critical	-	30						1	
J	Implementaion of Internal Financial	Control	Nos.	Controls	2	265							
	Total Weightage: 100				Total Weig	nted Score: 0							
	Total Weighted Score Normalized to	o Group V	Veigtage: 0	I							1		
	Consolidated Score Achieved												

				GPMS	FOR MAHARASHTRA (	CIRCLE	FOR THE MO	NTH OF	AUGUST A	ND SEP	TEMBER	2022		
	Parameter	PROJECT/FUNCTION/JOB	KPII	Quantifiable	KPI DESCRIPTION	WEIGH	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
		ROLE	D	Unit		TAGE								
		Group Name: Consumer I	ixed	Access	•		Group Weightage	: 20				•		
		FTTH Growth (Normal)	A1	Number	As per Gross additions targets given to Circles	7	31460	>60% to <=70%	>70% to <=80%	>80				
Α	Sales	FTTH Growth (BharatNet)	A2	Number	As per revised Gross additions targets given to Circles(attached)	7	320	>60% to <=70%	>70% to <=80%	>80				
в		VAS - SIP Trunk	B1		As per Gross additions targets given to Circles	7	32	>80% to <=90%	>90% to <=95%	>95%				
		VAS - Others (PRI/IN/OBD)	B2	Number	As per Gross additions targets given to Circles	7	10	>80% to <=90%	>90% to <=95%	>95%				
С		Core+Access(NGN/BBNW) Network	C1	in %	Uptime of Network elements	4	99%	>75% to <=80%	>80% & <=99%	>99%				
			D1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
D		ADSL-BB	D2	In Hrs	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
	QoS		D3	in %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
			E1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
Е		FTTH-BB	E2	IN Hrs.	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
			E3	In %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
F	Revenue	Total CFA Revenue	F1		As per CFA Revenue targets given to Circles (Cr)	50	102.13	>80% to <=90%	>90% to <=95%	>95%				
		Total Weightage:100				100	Total Weighted Score:							
		Total Weighted Score Normalized	to Gro	up Weigtage:										

	PROJECT/FUNCTION		Quantifiable Unit		WEIGHT AGE	TARGET	PL GOOD	VERY GOOD	PL EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
	Group Name: Consumer Mobi	ity		•		Group Weightage :	30	•			•	•	
A	Project (Mission 500)	A1	Number	Survey of 100% Villages by 15- Sept-2022	15	2425	90%	95%	100%				
		A2	Percentage	Identification of Sites by 30-Sept- 2022	10	100%	90%	95%	100%				
В	Sales	B1	Number	Sim sale	3	1,50,000	75%	90%	100%				
		B2	Amount	Ctopup	3	1.029	90%	95%	100%				
i i		В3	Number	POS	3	8,737	75%	90%	100%				
		B4	%	Quality of Acquisition (3 M Retention)	3	60%	80%	90%	100%				
С	Operations	C1	Number	VLR	2	4236509	98%	99%	100%				
		C2	GB	Data Traffic	1	16933752	98%	99%	100%				
		C3	%	SC Sites availabilty	3	99.8%	95%	98%	100%				
		C4	%	Critical Sites availabilty	2	99.0%	95%	98%	100%				
		C5	%	Important Sites availability	1	98.0%	95%	98%	100%				
		C6	%	Normal Sites availability	1	97.0%	95%	98%	100%				
		C7	Hours	MTTR	1	3.47	95%	98%	100%				
		C8	%	2G Call Drop Rate	1	<2%	95%	98%	100%				
		C9	%	3G Call Drop Rate	1	<2%	95%	98%	100%				
D	Revenue	D	In Rs Cr	Revenue from Postpaid, IN Prepaid, Push SMS, Incoming International SMS, IUC/Port/Infra/Tower, LWE & Other Revenue	50	127	80%	90%	100%				
	Total Weightage: 100	al Weightage: 100						•		•	•		
						Total Weighted Score:							1
	Total Weighted Score Normalize	ed to G	roup Weigtage:	6.8									

	PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable	KPI DESCRIPTION	WEIGHTA	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
			Unit		GE								<u>.                                    </u>
	Group Name: Enterprise					Group Weightage	: 20						
Α	Enterprise Gold												1
	Stage-IV EB Sales	A1	Rs. Crs.	Stage-IV EB Sales	8%	55.00	33	44	55				
	New Business	A2	Rs. Crs.	New Business	1.0%	13.33	8	10.66	13.33				
	Private Business	A3	Rs. Crs.	Private Business	1.0%	21.67	13	17.34	21.67				
в	EB Platinum (MUMBAI)						0	0	0				
	Stage-IV EB Sales	B1	Rs. Crs.	Stage-IV EB Sales	8%	208.33	125	166.66	208.33				
	New Business	B2	Rs. Crs.	New Business	1.0%	41.66	25	33.33	41.66				
	Private Business	B3	Rs. Crs.	Private Business	1.0%	23.33	14	18.66	23.33				
С	EB Platinum (PUNE)												
-	Stage-IV EB Sales	C1	Rs. Crs.	Stage-IV EB Sales	5%	13.33	8	10.66	13.33				
	New Business	C2	Rs. Crs.	New Business	1.0%	1.67	1	1.34	1.67				
	Private Business	C3	Rs. Crs.	Private Business	1.0%	4.17	2.5	3.34	4.17				
D	EB Revenue												
_	EB Revenue	D1	Rs. Crs.	EB Revenue	50%	102.62	61.57	82.1	102.62				
	Outstanding Recovery	D2	Rs. Crs.	Outstanding Recovery	5%	100.00	60	80	100				
E	Core Network Operations												
	OFC Network Reliability		%	OFC Network Reliability	7%	≥99%	97%	98%	99%				
	Equipment Uptime	E2	%	Equipment Uptime	3%	≥ 99%	97%	98%	99%				1
	Retrival of faulty fibre	E3	%	Retrival of faulty fibre	2%	7425	4455	5940	7425				1
F	LC												1
	LC Service Delivery	F1	75% of Leased Circuits (New+Upgradat ion) to be commissioned in 30 days	New and Upgradation Circuits Commisioning Target	3%	1147	688	917	1147				
	LC Fault Rate	F2	%	Overall Service Assurance parameter		1.20%	2%	2%	1%				
	Total Weighted Score				100%								
	Total Weighted Score Normalized to Group Weigtage:												
	Consolidated Score Achieved												

	Group Name: Land Monet	isatio	on and EW			Group Weightage	:10				
A	Land Monetisation Target	A1	No.	Identification of land for Monetisation	10%	46	18	27	46		
		A2	Month	(a) LDD within 2 months of identification of property. (b) Valuation and CLSC Report. within 2 months of identification of property. (c) TA, CLSC and publicity of monetization within 2 months of identification of property.	25%	18	5	9	18		
		A3	Month	REM Data updation	5%	1829	915	1280	1829		
В	Renting Target	B1	Square metre	Space Audit / Identification of vacant Plinth Area (Bldgs/Qtrs) (26% of Total Plinth area 107.51 lakh = 26.94 lakh sqm)	15%	350000	245122	300000	350000		
		B2	Square metre	Actual space rented out	15%	76601	36768	55152	76601		
		B3	Rupees in Cr	Half Yearly Renting Target Assigned for FY 2022-23 = 161 Cr	30%	34.00	17	23.8	34		
С	Implementation of One BidgOne Power Plant-One Battery Bank- Onearca.(OBOPOBOA)										
D	Use of New and renewable energy			Vertical axis wind energy (against horizontal axis wind turbine)							
	Total Weightage:	tal Weightage:									
	Total Weighted Score Normalized	to Grou	up Weigtage:		•	•					

	Group Name: Finance				Group Weightage	. 20						
		- h !! 6 -			Group Weightage							
	Group Name: Consumer M			_	Group weightage	: 30					1	
A	Revenue from Mobile Services	In Rs Cr	Revenue from Postpaid, IN Prepaid, Push SMS, Incoming International SMS, IUC/Portl/nfra/Tower,LWE & Other Revenue(For Aug & Sept,22 Combined) (# PIz see note below)	5	127							
	Group Name: Consumer Fi	xed Access	(		Group Weightage	· 20						
в	Revenue From CFA Services	In Rs Cr	Revenue from LL,BB,FTTH, IN, USO	4	Group Weightage	. 20		1				1
			Subsidy, IUC PSTN,Port Infra, IDC,WIFI,New CFA Business,Other CFA Revenues(For Aug & Sept,22 Combined)	-	102.13							
	Group Name: Enterprise B	usiness vertical			<b>Group Weightage</b>	: 20						
C	Revenue From Enterprise Services	In Rs Cr	Revenue from Circuits, DarkFibre, NOFN, INMARSAT, Govt Projects, Other EB Revenues(For Aug & Sept, 22 Combined)	4	102.62							
	Total Weightage:			Total Weig	hted Score:							
	Total Weighted Score Normalized to	o Group Weigtage:										
	Group Name: Land Monetis	sation and EW			Group Weightage	:10						
	Group Name: Overall Financial	Performance			Group Weightage : 2	0						
D	Gross Profit Margin(EBITDA)	In Percentage	Improvement in EBITDA figures at the end of Sept'22 wrt the Last year corresponding month end figures	3	-29%							
F	Return on Investment (Asset Turnov		Improvement in Asset Turnver Ratio at the end of Sept'22 wrt the Last year corresponding month end figures	2	7%							
F	Budget/Cost Control on OPEX	In Rs Cr	Reduction in Other Expenses as per Sch. 37( Admin & Operating Expenses)at the end of Sept'22 wrt the Last year corresponding month end figures	2	275							
			Improvement in Collection figures for Aug22 & Sept'22 wrt the Last year									
G	Total Collection from different Chan	nels/S In Rs Cr	corresponding 2 months figures % Amount where billed amount of Aug &Sept22 is collected in first	4	279			I	1			
Н	Ist Month Collection Efficiency	in %	month.	4	The first month collection e	fficiency target	from all postpaid se	rvices is 90% of	ABF of the mon	th.		
1	Debtor Reduction: Trade Receivable		Trade Receivable(Net) as number of days of Revenue from Operations at the end of Sept'22 wrt the Last year corresponding month end figures 100 % Compliance of all Critical	3	60							
la –	Implementaion of Internal Financial	ControNos	Controls	2	285				1			
-	Total Weightage: 100			- Total Weig	hted Score: 0		1	1	I	1	1	
	Total Weighted Score Normalized to	Group Weigtage: 0		1. Jul 11 Ely							1	1
	Consolidated Score Achieved									1	1	
	Conconduced Coole / Ionic/Ed		1							1	1	

				(	<b>SPMS FOR MP CIRCLE</b>	FOR T	HE MONTH O	F AUGUS	T AND SE	PTEMBE	R 2022			
	Parameter	PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable Unit	KPI DESCRIPTION	WEIGH TAGE	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
		Group Name: Consumer	Fixed A	ccess			Group Weightag	e:20				•		
	-	FTTH Growth (Normal)	A1	Number	As per Gross additions targets given to Circles	7	14040	>60% to <=70%	>70% to <=80%	>80				
Α	Sales	FTTH Growth (BharatNet)	A2	Number	As per revised Gross additions targets given to Circles(attached)	7	160	>60% to <=70%	>70% to <=80%	>80				
в		VAS - SIP Trunk	B1	Number	As per Gross additions targets given to Circles	7	18	>80% to <=90%	>90% to <=95%	>95%				
ь		VAS - Others (PRI/IN/OBD)	B2	Number	As per Gross additions targets given to Circles	7	16	>80% to <=90%	>90% to <=95%	>95%				
с		Core+Access(NGN/BBNW) Network	C1	in %	Uptime of Network elements	4	99%	>75% to <=80%	>80% & <=99%	>99%				
			D1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
D		ADSL-BB	D2	In Hrs	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
	QoS		D3	in %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				l
			E1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
Е		FTTH-BB	E2	IN Hrs.	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				l
			E3	In %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				ļ
F	Revenue	Total CFA Revenue	F1	in %	As per CFA Revenue targets given to Circles (Cr)	50	25.35	>80% to <=90%	>90% to <=95%	>95%				
		Total Weightage:100				100	Total Weighted Score							
		Total Weighted Score Normalized		0 0	opt as MTTP of bast 80% cleared fo									

	PROJECT/FUNCTION		Quantifiable Unit	KPI DESCRIPTION	WEIGHT AGE	TARGET	PL GOOD	VERY GOOD	PL EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
	Group Name: Consumer Mobi		Unit		AGE	Group Weightag	ge : 30						L
A	Project (Mission 500)	A1	Number	Survey of 100% Villages by 15- Sept-2022	15	3191	90%	95%	100%				
		A2	Percentage	Identification of Sites by 30-Sept- 2022	10	100%	90%	95%	100%				
В	Sales	B1	Number	Sim sale	3	1,20,000	75%	90%	100%				
	1	B2	Amount	Ctopup	3	0.387	90%	95%	100%				
	1	B3	Number	POS	3	5,604	75%	90%	100%				
		B4	%	Quality of Acquisition (3 M Retention)	3	60%	80%	90%	100%				
С	Operations	C1	Number	VLR	2	2103216	98%	99%	100%				
È	-	C2	GB	Data Traffic	1	6025849	98%	99%	100%				
	1	C3	%	SC Sites availabilty	3	99.8%	95%	98%	100%				
	1	C4	%	Critical Sites availabilty	2	99.0%	95%	98%	100%				
		C5	%	Important Sites availability	1	98.0%	95%	98%	100%				
		C6	%	Normal Sites availability	1	97.0%	95%	98%	100%				
		C7	Hours	MTTR	1	3.37	95%	98%	100%				
		C8	%	2G Call Drop Rate	1	<2%	95%	98%	100%				
		C9	%	3G Call Drop Rate	1	<2%	95%	98%	100%				
D	Revenue	D	In Rs Cr	Revenue from Postpaid, IN Prepaid, Push SMS, Incoming International SMS, IUC/Port/Infra/Tower, LWE & Other Revenue	50	29	80%	90%	100%				
	Total Weightage: 100		•	•	100	Total Weighted	•	•	•		•		
	 					Score:							
	Total Weighted Score Normalize	d to Gro	oup Weigtage: 6	.8									

	PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable	KPI DESCRIPTION	WEIGHTA	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
			Unit		GE								
	Group Name: Enterprise					Group Weightage	e : 20						
Α	Enterprise Gold												
	Stage-IV EB Sales	A1	Rs. Crs.	Stage-IV EB Sales	15%	27.50	16.5	22	27.5				
	New Business	A2	Rs. Crs.	New Business	4%	5.00	3	4	5				
	Private Business	A3	Rs. Crs.	Private Business	4%	8.33	5	6.66	8.33				
В	EB Revenue												
	EB Revenue	B1	Rs. Crs.	EB Revenue	50%	2.97	1.78	2.38	2.97				
	Outstanding Recovery	B2	Rs. Crs.	Outstanding Recovery	8%	4.00	2.4	3.2	4				
с	Core Network Operations												I
	OFC Network Reliability	C1	%	OFC Network Reliability	7%	≥99%	97%	98%	99%				
	Equipment Uptime	C2	%	Equipment Uptime	3%	≥ 99%	97%	98%	99%				
	Retrival of faulty fibre	C3	%	Retrival of faulty fibre	3%	4898	2939	3918	4898				
D	LC												
	LC Service Delivery	D1	75% of Leased Circuits (New+Upgradat ion) to be commissioned in 30 days	New and Upgradation Circuits Commisioning Target	3%	266	159	212	266				
	LC Fault Rate	D2	%	Overall Service Assurance parameter	3%	1.20%	2%	2%	1%				1
	Total Weighted Score				100%								
	Total Weighted Score Normalized to Group Weigtage:												
	Consolidated Score Achieved												

	Group Name: Land Moneti	sation	and EW			Group Weightage	:10				
A	Land Monetisation Target	A1	No.	Identification of land for Monetisation	10%	34	14	20	34		
		A2	Month	<ul> <li>(a) LDD within 2 months of identification of property. (b)</li> <li>Valuation and CLSC Report.within 2 months of identification of property.</li> <li>(c) TA, CLSC and publicity of monetization within 2 months of identification of property.</li> </ul>	25%	13	3	7	13		
		A3	Month	REM Data updation	5%	1360	680	952	1360		
В	Renting Target	B1	Square metre	Space Audit / Identification of vacant Plinth Area (Bldgs/Qtrs) (26% of Total Plinth area 107.51 lakh = 26.94 lakh sqm)	150/	181000	117786	141343	181000		
		B2	Square metre	Actual space rented out	15%	36808	17668	26502	36808		
		B3	Rupees in Cr	Half Yearly Renting Target Assigned for FY 2022-23 = 161 Cr	30%	6.75	3.38	4.73	6.75		
С	Implementation of One BidgOne Power Plant-One Battery Bank- Onearca.(OBOPOBOA)										
D	Use of New and renewable energy			Vertical axis wind energy (against horizontal axis wind turbine)							
	Total Weightage:				100%	Total Weighted Score:					
	Total Weighted Score Normalized t	o Group	Weigtage:			•					

Group Name: Finance	Group Weightage : 20
Group Name: Consumer Mobiity	Group Weightage : 30

A	Revenue from Mobile Services  Group Name: Consumer Fixed Revenue From CFA Services	In Rs Cr Access In Rs Cr	Revenue from Postpaid,IN Prepaid,Push SMS,Incoming International SMS, IUC/PortI/nfra/Tower,LWE & Other Revenue(For Aug & Sept,22 Combined) (# PIz see note below) Revenue from LL,BB,FTTH, IN, USO subsidy, IUC PSTN,Port Infra, IDC,WIFI,New CFA Business,Other CFA Revenues(For Aug & Sept,22 Combined)	5	29 Group Weightage 25.35	: 20						
	Group Name: Enterprise Busin	ess vertical			Group Weightage	• 20						
С	Revenue From Enterprise Services	In Rs Cr	Revenue from Circuits,DarkFibre,NOFN,INMARSAT, Govt Projects, Other EB Revenues(For Aug & Sept,22 Combined)	4	2.97							
	Total Weightage:	1		Total Weig	hted Score:			•				
	Total Weighted Score Normalized to Grou	p Weigtage:										
	Group Name: Land Monetisatio	n and EW			Group Weightage	:10						
	Group Name: Overall Financial Perf	ormance			Group Weightage : 2	0						
D	Gross Profit Margin(EBITDA)	In Percentage	Improvement in EBITDA figures at the end of Sept'22 wrt the Last year corresponding month end figures	3	-28%							
E	Return on Investment (Asset Turnover Ra	tio In Percentage	Improvement in Asset Turnver Ratio at the end of Sept'22 wrt the Last year corresponding month end figures	2	8%							
_			Reduction in Other Expenses as per Sch. 37( Admin & Operating Expenses)at the end of Sept'22 wrt the Last year corresponding month									
F	Budget/Cost Control on OPEX	In Rs Cr	end figures	2	75	ļ					1	
G	Total Collection from different Channels/S	oy In Rs Cr	Improvement in Collection figures for Aug22 & Sept'22 wrt the Last year corresponding 2 months figures	4	55							
			% Amount where billed amount of									
	lat Marth Callestia 511	i= 0(	Aug &Sept22 is collected in first									
Н	Ist Month Collection Efficiency	in %	month.	4	The first month collection	etticiency target	trom all postpaid se	rvices is 90% of	ABF of the mon	h.	1	
1	Debtor Reduction: Trade Receivable(Net)	asNo of days	Trade Receivable(Net) as number of days of Revenue from Operations at the end of Sept'22 wrt the Last year corresponding month end figures 100 % Compliance of all Critical	3	60							
J	Implementaion of Internal Financial Contr	Nos.	Controls	2	131							
-	Total Weightage: 100			- Total Weig	hted Score: 0	1	1	1	1	1	1	1
	Total Weighted Score Normalized to Grou	p Weigtage: 0									1	1
	Consolidated Score Achieved											1

					GPMS FOR NE1 CIRCLE FOR TH	E MONT	H OF AUGUS	AND SE	PTEMBER	2022				
	Parameter	PROJECT/FUNCTION/JOB	KPIID	Quantifiable Unit	KPI DESCRIPTION	WEIGH	TARGET		VERY_GOOD		ACHVT	Marks Achieved	Weighted Score	Remarks
		ROLE				TAGE								
		Group Name: Consumer	Fixed A	ccess			Group Weightage							
		FTTH Growth (Normal)	A1	Number	As per Gross additions targets given to Circles	7	4340	>60% to <=70%	>70% to <=80%	>80				
Α	Sales	FTTH Growth (BharatNet)	A2	Number	As per revised Gross additions targets given to Circles(attached)	7	20	>60% to <=70%	>70% to <=80%	>80				
в		VAS - SIP Trunk	B1	Number	As per Gross additions targets given to Circles	7	6	>80% to <=90%	>90% to <=95%	>95%				
		VAS - Others (PRI/IN/OBD)	B2	Number	As per Gross additions targets given to Circles	7	4	>80% to <=90%	>90% to <=95%	>95%				
с		Core+Access(NGN/BBNW) Network	C1	in %	Uptime of Network elements	4	99%	>75% to <=80%	>80% & <=99%	>99%				
			D1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
D		ADSL-BB	D2	In Hrs	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
	QoS		D3	in %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
			E1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
Е		FTTH-BB	E2	IN Hrs.	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
			E3	In %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
F	Revenue	Total CFA Revenue	F1	in %	As per CFA Revenue targets given to Circles (Cr)	50	7.64	>80% to <=90%	>90% to <=95%	>95%				
		Total Weightage:100	Weightage:100											
1		Total Weighted Score Normalized t	o Group V	Veigtage:										

		PROJECT/FUNCTION	KPI ID	Quantifiable Unit	KPI DESCRIPTION	WEIGHTA GE	TARGET	PL GOOD	VERY GOOD	PL EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
		Group Name: Consumer Mobil	ty				Group Weightage : 30	0						
A		Project (Mission 500)	A1	Number	Survey of 100% Villages by 15-Sept-2022	15	2109	90%	95%	100%				
		5 ( )	A2	Percentage	Identification of Sites by 30-Sept-2022	10	100%	90%	95%	100%				
В		Sales	B1	Number	Sim sale	3	25,000	75%	90%	100%				
		1	B2	Amount	Ctopup	3	0.121	90%	95%	100%				
		1	B3	Number	POS	3	725	75%	90%	100%				
		1	B4	%	Quality of Acquisition (3 M Retention)	3	60%	80%	90%	100%				
С		Operations	C1	Number	VLR	2	443668	98%	99%	100%				
			C2	GB	Data Traffic	1	1919253	98%	99%	100%				
			C3	%	SC Sites availabilty	3	99.8%	95%	98%	100%				
			C4	%	Critical Sites availabilty	2	99.0%	95%	98%	100%				
			C5	%	Important Sites availability	1	98.0%	95%	98%	100%				
			C6	%	Normal Sites availability	1	97.0%	95%	98%	100%				
			C7	Hours	MTTR	1	2.75	95%	98%	100%				
			C8	%	2G Call Drop Rate	1	<2%	95%	98%	100%				
			C9	%	3G Call Drop Rate	1	<2%	95%	98%	100%				
D		Revenue	D	In Rs Cr	Revenue from Postpaid, IN Prepaid, Push SMS, Incoming International SMS, IUC/Port/Infra/Tower, LWE & Other Revenue	50	12	80%	90%	100%				
		Total Weightage: 100			•	100	Total Weighted Score:					•		
		Total Weighted Score Normalized	d to Gro	up Weigtage: 6.8										
		PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable Unit	KPI DESCRIPTION	WEIGHTA GE	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
		Group Name: Enterprise					Group Weightage	: 20						
Α		Enterprise Gold												
		Stage-IV EB Sales	A1	Rs. Crs.	Stage-IV EB Sales	15%	3.33	1.998	2.66	3.33				
		New Business	A2	Rs. Crs.	New Business	4%	0.67	0.402	0.54	0.67				
		Private Business	A3	Rs. Crs.	Private Business	4%	0.33	0.198	0.26	0.33				
в		EB Revenue												
		EB Revenue	B1	Rs. Crs.	EB Revenue	50%	0.49	0.294	0.39	0.49				
		Outstanding Recovery	B2	Rs. Crs.	Outstanding Recovery	8%	2.00	1.2	1.6	2				
с		Core Network Operations												
	1	OFC Network Reliability	C1	%	OFC Network Reliability	7%	≥99%	97%	98%	99%	1		1	

	Equipment Uptime	C2	%	Equipment Uptime	3%	≥ 99%	97%	98%	99%		
	Retrival of faulty fibre	C3	%	Retrival of faulty fibre	3%	85	51	68	85		
D	LC										
	LC Service Delivery	D1	75% of Leased Circuits (New+Upgradation) to be commissioned in 30 days	New and Upgradation Circuits Commisioning Target	3%	111	66	88	111		
	LC Fault Rate	D2	%	Overall Service Assurance parameter	3%	1.20%	2%	2%	1%		
	Total Weighted Score				100%						
	Total Weighted Score Normalized to Group Weigtage:										
	Consolidated Score Achieved										

	Group Name: Land Monet	isation	and EW			Group Weightage	:10				
A	Land Monetisation Target	A1	No.	Identification of land for Monetisation	10%	6	2	4	6		
		A2	Month	(a) LDD within 2 months of identification of property. (b) Valuation and CLSC Report.within 2 months of identification of property. (c) TA, CLSC and publicity of monetization within 2 months of identification of property.	25%	3	1	2	3		
		A3	Month	REM Data updation	5%	242	121	169	242		
В	Renting Target	B1	Square metre	Space Audit / Identification of vacant Plinth Area (Bldgs/Qtrs) (26% of Total Plinth area 107.51 lakh = 26.94 lakh sqm)	15%	22000	20000	21000	22000		
		B2	Square metre	Actual space rented out	15%	11672	5603	8404	11672		
		В3	Rupees in Cr	Half Yearly Renting Target Assigned for FY 2022-23 = 161 Cr	30%	1.75	0.88	1.23	1.75		
С	Implementation of One BidgOne Power Plant-One Battery Bank- Onearca.(OBOPOBOA)										
D	Use of New and renewable energy			Vertical axis wind energy (against horizontal axis wind turbine)							
	Total Weightage:				100%	Total Weighted Score:					
Total Weighted Score Normalized to Group Weigtage:											

	Group Name: Finance				Group Weightage	: 20					
	Group Name: Consumer Mob	piitv			Group Weightage	: 30					
A	Revenue from Mobile Services	In Rs Cr	Revenue from Postpaid,IN Prepaid,Push SMS,Incoming International SMS, IUC/PortIvfra/Tower,LWE & Other Revenue(For Aug & Sept,22 Combined) (# PIz see note below)	5	12						
	Group Name: Consumer Fixe	ed Access			Group Weightage	: 20					
В	Revenue From CFA Services	In Rs Cr	Revenue from LL,BB,FTTH, IN, USO subsidy, IUC PSTN,Port Infra, IDC,WIFI,New CFA Business,Other CFA Revenues(For Aug & Sept,22 Combined)	4	7.65						
	Group Name: Enterprise Bus	iness vertical			Group Weightage	: 20					
С	Revenue From Enterprise Services	In Rs Cr	Revenue from Circuits, DarkFibre, NOFN, INMARSAT, Govt Projects, Other EB Revenues (For Aug & Sept, 22 Combined)	4	0.49						
	Total Weightage:	•		Total Weig	hted Score:						
	Total Weighted Score Normalized to Gr	oup Weigtage:									
	Group Name: Land Monetisat	tion and EW			Group Weightage	:10					
	Group Name: Overall Financial Pe	arfarman co			Group Weightage : 2						
	Group Name: Overall Financial Fi	errormance			Group weightage . 2			1	1		<b>—</b>
D	Gross Profit Margin(EBITDA)	In Percentage	Improvement in EBITDA figures at the end of Sept'22 wrt the Last year corresponding month end figures	3	70%						
E	Return on Investment (Asset Turnover R	Ratio) In Percentage	Improvement in Asset Turnver Ratio at the end of Sept'22 wrt the Last year corresponding month end figures	2	36%						
F	Budget/Cost Control on OPEX	In Rs Cr	Reduction in Other Expenses as per Sch. 37(Admin & Operating Expenses)at the end of Sept'22 wrt the Last year corresponding month end figures	2	22						
G	Total Collection from different Channels/		Improvement in Collection figures for Aug22 & Sept'22 wrt the Last year corresponding 2 months figures	4	15						
н	Ist Month Collection Efficiency	in %	% Amount where billed amount of Aug &Sept22 is collected in first month.	4	The first month collection	efficiency target	from all postpaid s	ervices is 90% of	ABF of the mont	h.	
I	Debtor Reduction: Trade Receivable(Ne	et) as No of days	Trade Receivable(Net) as number of days of Revenue from Operations at the end of Sept'22 wrt the Last year corresponding month end figures	3	60						
J	Implementaion of Internal Financial Cont	trol Nos.	100 % Compliance of all Critical Controls	2	131						
	Total Weightage: 100			Total Weig	hted Score: 0						
	Total Weighted Score Normalized to Gre	oup Weigtage: 0									

				GF	MS FOR NE-2 CIRCLE FOR	R THE M	ONTH OF AU	IGUST AN	ID SEPTEN	<b>IBER 202</b>	22			
	Parameter	PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable Unit	KPI DESCRIPTION	WEIGHT	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
		Group Name: Consumer	Fixed A	Access			Group Weightag	ge:20	•			•		
Α		FTTH Growth (Normal)	A1	Number	As per Gross additions targets given to Circles	7	2100	>60% to <=70%	>70% to <=80%	>80				
^	Sales	FTTH Growth (BharatNet)	A2	Number	As per revised Gross additions targets given to Circles(attached)	7	20	>60% to <=70%	>70% to <=80%	>80				
в		VAS - SIP Trunk	B1	Number	As per Gross additions targets given to Circles	7	6	>80% to <=90%	>90% to <=95%	>95%				
_		VAS - Others (PRI/IN/OBD)	B2	Number	As per Gross additions targets given to Circles	7	4	>80% to <=90%	>90% to <=95%	>95%				
с		Core+Access(NGN/BBNW) Network	C1	in %	Uptime of Network elements	4	99%	>75% to <=80%	>80% & <=99%	>99%				
			D1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
D		ADSL-BB	D2	In Hrs	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
	QoS		D3	in %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
			E1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
Е		FTTH-BB	E2	IN Hrs.	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
			E3	In %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
F	Revenue	Total CFA Revenue	F1	in %	As per CFA Revenue targets given to Circles (Cr)	50	2.91	>80% to <=90%	>90% to <=95%	>95%				
		Total Weightage:100				100	Total Weighted Score	9:						
		Total Weighted Score Normalized	to Group	Weigtage:										

	PROJECT/FUNCTION	KPI ID	Quantifiable Unit	KPI DESCRIPTION	WEIGHTA GE	TARGET	PL GOOD	VERY GOOD	PL EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
	Group Name: Consumer Mobil	ty			GE	Group Weightage :	30		1				
А	Project (Mission 500)	A1	Number	Survey of 100% Villages by 15-Sept-2022	15	3008	90%	95%	100%				
		A2	Percentage	Identification of Sites by 30-Sept-2022	10	100%	90%	95%	100%				
в	Sales	B1	Number	Sim sale	3	25.000	75%	90%	100%				
		B2	Amount	Ctopup	3	0.078	90%	95%	100%				
		B3	Number	POS	3	448	75%	90%	100%				
		B4	%	Quality of Acquisition (3 M Retention)	3	60%	80%	90%	100%				
С	Operations	C1	Number	VLR	2	412997	98%	99%	100%				
-			GB	Data Traffic	1	1058628	98%	99%	100%				
		C3	%	SC Sites availabilty	3	99.8%	95%	98%	100%				
		C4	%	Critical Sites availabilty	2	99.0%	95%	98%	100%				
		C5	%	Important Sites availability	1	98.0%	95%	98%	100%				
		C6	%	Normal Sites availability	1	97.0%	95%	98%	100%				
		C7	Hours	MTTR	1	3.42	95%	98%	100%				
		C8	%	2G Call Drop Rate	1	<2%	95%	98%	100%				
		C9	%	3G Call Drop Rate	1	<2%	95%	98%	100%				
D	Revenue	D	In Rs Cr	Revenue from Postpaid, IN Prepaid, Push SMS, Incoming International SMS, IUC/Port/Infra/Tower, LWE & Other Revenue	50	7	80%	90%	100%				
	Total Weightage: 100				100	Total Weighted			•				
						Score:							
	Total Weighted Score Normalize	d to Gro	up Weigtage: 6.8			I	-	1	1	1			
	PROJECT /FUNCTION /IOD DOLE	KPIID	Overstifishin Unit	KPI DESCRIPTION	WEIGHTAG	TARGET	DL COOD	VERY GOOD		ACIDIT	Marilia Ashiawad	Waishted Course	Demender
	PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable Unit	<b>KPI DESCRIPTION</b>	E	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
	Group Name: Enterprise					Group Weightag	ge : 20						
Α	Enterprise Gold												
	Stage-IV EB Sales	A1	Rs. Crs.	Stage-IV EB Sales	15%	3.33	2	2.66	3.33				
	New Business	A2	Rs. Crs.	New Business	4%	0.83	0.5	0.66	0.83				

				-							
	Private Business	A3	Rs. Crs.	Private Business	4%	0.33	0.2	0.26	0.33		
В	EB Revenue										
	EB Revenue	B1	Rs. Crs.	EB Revenue	50%	0.28	0.17	0.22	0.28		
	Outstanding Recovery	B2	Rs. Crs.	Outstanding Recovery	8%	1.00	0.6	0.8	1		
~	Core Network										
C	Operations										
	OFC Network Reliability	C1	%	OFC Network Reliability	7%	≥99%	97%	98%	99%		
	Equipment Uptime	C2	%	Equipment Uptime	3%	≥ 99%	97%	98%	99%		
	Retrival of faulty fibre	C3	%	Retrival of faulty fibre	3%	0	0	0	0		
D	LC										
	LC Service Delivery		75% of Leased Circuits (New+Upgradation) to be commissioned in 30 days	New and Upgradation Circuits Commisioning Target	3%	137	82	109	137		
	LC Fault Rate	D2	%	Overall Service Assurance parameter	3%	2.00%	3%	3%	2%		
	Total Weighted Score				100%						
	Total Weighted Score Normalized to Group Weigtage:										
	Consolidated Score Achieved										

-	Group Name: Land Monet	isatior	n and EW			Group Weightage	e :10				
A	Land Monetisation Target	A1	No.	Identification of land for Monetisation	10%	5	2	3	5		
		A2	Month	(a) LDD within 2 months of identification of property. (b) Valuation and CLSC Report.within 2 months of identification of property. (c) TA, CLSC and publicity of monetization within 2 months of identification of property.		3	1	2	3		
		A3	Month	REM Data updation	5%	180	90	126	180		
В	Renting Target	B1	Square metre	Space Audit / Identification of vacant Plinth Area (Bldgs/Qtrs) (26% of Total Plinth area 107.51 lakh = 26.94 lakh sqm)	15%	5500	5000	5200	5500		
		B2	Square metre	Actual space rented out	15%	5514	900	3970	5514		
		B3	Rupees in Cr	Half Yearly Renting Target Assigned for FY 2022-23 = 161 Cr	30%	0.33	0.17	0.23	0.33		
С	Implementation of One BidgOne Power Plant-One Battery Bank- Onearca.(OBOPOBOA)										
D	Use of New and renewable energy			Vertical axis wind energy (against horizontal axis wind turbine)							
	Total Weightage:				100%	Total Weighted Score:					
	Total Weighted Score Normalized t	o Group	Weigtage:		•	•					

	Group Name: Finance				Group Weightag	je : 20					
	Group Name: Consumer Mo	obiity			Group Weightag	je : 30					
A	Revenue from Mobile Services	In Rs Cr	Revenue from Postpaid,IN Prepaid,Push SMS,Incoming International SMS, IUC/PortI/nfra/Tower,LWE & Other Revenue(For Aug & Sept,22 Combined) (# Plz see note below)	5	7						
	Group Name: Consumer Fix	ced Access			Group Weightag	e : 20					
В	Revenue From CFA Services	In Rs Cr	Revenue from LL,BB,FTTH, IN, USO subsidy, IUC PSTN,Port Infra, IDC,WIFI,New CFA Business,Other CFA Revenues(For Aug & Sept,22 Combined)	4	2.91						
	Group Name: Enterprise Bu	isiness vertical			Group Weightag	je : 20					
С	Revenue From Enterprise Services	In Rs Cr	Revenue from Circuits,DarkFibre,NOFN,INMARSAT,Govt Projects, Other EB Revenues(For Aug & Sept,22 Combined)	4	0.28						
	Total Weightage:			Total Weig	hted Score:						
	Total Weighted Score Normalized to G	Group Weigtage:									
	Group Name: Land Monetis	ation and EW			Group Weightag	je :10	_				
						-	-				
	Group Name: Overall Financial I	Performance			Group Weightage :	: 20					
					Croup treightage		1	1	I		1
D	Gross Profit Margin(EBITDA)	In Percentage	Improvement in EBITDA figures at the end of Sept'22 wrt the Last year corresponding month end figures	3	-151%						

1	Return on Investment (Asset Turnov	ver Ratio	1	Improvement in Asset Turnver Ratio at the end of Sept'22 wrt the Last year corresponding									
E			In Percentage	month end figures	2	3%							
F	Budget/Cost Control on OPEX		In Rs Cr	Reduction in Other Expenses as per Sch. 37( Admin & Operating Expenses)at the end of Sept'22 wrt the Last year corresponding month end figures	2	10							
G	Total Collection from different Chan	inels/Sou	In Rs Cr	Improvement in Collection figures for Aug22 & Sept'22 wrt the Last year corresponding 2 months figures	4	10							
н	Ist Month Collection Efficiency		in %	% Amount where billed amount of Aug &Sept22 is collected in first month.	4	The first month collection	efficiency target	from all postpaid s	ervices is 90% o	f ABF of the mo	nth.		
				Trade Receivable(Net) as number of days of Revenue from Operations at the end of Sept'22 wrt the Last year corresponding month end									
1	Debtor Reduction: Trade Receivable			figures	3	60							
J	Implementaion of Internal Financial	Control	Nos.	100 % Compliance of all Critical Controls	2	131							
	Total Weightage: 100				Total Weigl	nted Score: 0							
	Total Weighted Score Normalized to	o Group	Weigtage: 0										
	Consolidated Score Achieved												

				GP	MS FOR ORISSA CIRC	LE FOR	THE MONT	H OF AUG	UST AND S	SEPTEME	3ER 202	2		
	Parameter	PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable Unit	KPI DESCRIPTION	WEIGH TAGE	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
		Group Name: Consumer	Fixed A	ccess	•		Group Weightag	ge : 20	•	1		•		
		FTTH Growth (Normal)	A1	Number	As per Gross additions targets given to Circles	7	12960	>60% to <=70%	>70% to <=80%	>80				
Α	Sales	FTTH Growth (BharatNet)	A2	Number	As per revised Gross additions targets given to Circles(attached)	7	160	>60% to <=70%	>70% to <=80%	>80				
в	-	VAS - SIP Trunk	B1	Number	As per Gross additions targets given to Circles	7	18	>80% to <=90%	>90% to <=95%	>95%				
		VAS - Others (PRI/IN/OBD)	B2	Number	As per Gross additions targets given to Circles	7	6	>80% to <=90%	>90% to <=95%	>95%				
с		Core+Access(NGN/BBNW) Network	C1	in %	Uptime of Network elements	4	99%	>75% to <=80%	>80% & <=99%	>99%				
			D1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
D		ADSL-BB	D2	In Hrs	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
	QoS		D3	in %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
			E1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
Е		FTTH-BB	E2	IN Hrs.	MTTR*	3	<8 Hrs		>8 to 10 Hrs	<8 Hrs				
			E3	In %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
F	Revenue	Total CFA Revenue	F1	in %	As per CFA Revenue targets given to Circles (Cr)	50	20.02	>80% to <=90%	>90% to <=95%	>95%				
		Total Weightage:100				100	Total Weighted Scor	e:						
		Total Weighted Score Normalized		0 0	ept as MTTR of best 80% cleared fa									

	PROJECT/FUNCTION		Quantifiable Unit	KPI DESCRIPTION	WEIGHT AGE	TARGET	PL GOOD	VERY GOOD	PL EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
	Group Name: Consumer Mobi	ity		•		<b>Group Weightag</b>	e:30						
A	Project (Mission 500)	A1	Number	Survey of 100% Villages by 15- Sept-2022	15	2792	90%	95%	100%				
		A2	Percentage	Identification of Sites by 30-Sept- 2022	10	100%	90%	95%	100%				
В	Sales	B1	Number	Sim sale	3	1,10,000	75%	90%	100%				
		B2	Amount	Ctopup	3	0.830	90%	95%	100%				
		B3	Number	POS	3	8,255	75%	90%	100%				
		B4	%	Quality of Acquisition (3 M Retention)	3	60%	80%	90%	100%				
С	Operations	C1	Number	VLR	2	3945917	98%	99%	100%				
		C2	GB	Data Traffic	1	5344444	98%	99%	100%				
		C3	%	SC Sites availabilty	3	99.8%	95%	98%	100%				
		C4	%	Critical Sites availabilty	2	99.0%	95%	98%	100%				
		C5	%	Important Sites availability	1	98.0%	95%	98%	100%				
		C6	%	Normal Sites availability	1	97.0%	95%	98%	100%				
		C7	Hours	MTTR	1	2.05	95%	98%	100%				
		C8	%	2G Call Drop Rate	1	<2%	95%	98%	100%				
		C9	%	3G Call Drop Rate	1	<2%	95%	98%	100%				
D	Revenue	D	In Rs Cr	Revenue from Postpaid, IN Prepaid, Push SMS, Incoming International SMS, IUC/Port/Infra/Tower, LWE & Other Revenue	50	49	80%	90%	100%				
	Total Weightage: 100					Total Weighted Score:	•	•	•	•	•		
	Total Weighted Score Normalize	d to Gra	un Weigtage: 6	8	1	00010.							
	Total weighten Scole Normalize	u to GIU	up weiglage. 0	.0									

								1					
	PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable	KPI DESCRIPTION	WEIGHTA	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
			Unit		GE								1
	Group Name: Enterprise					Group Weightag	e : 20						
Α	Enterprise Gold												
	Stage-IV EB Sales	A1	Rs. Crs.	Stage-IV EB Sales	15%	25.00	15	20	25				[
	New Business	A2	Rs. Crs.	New Business	4%	7.50	4.5	6	7.5				l
	Private Business	A3	Rs. Crs.	Private Business	4%	1.67	1	1.34	1.67				1
в	EB Revenue												
	EB Revenue	B1	Rs. Crs.	EB Revenue	50%	7.66	4.6	6.13	7.66				
	Outstanding Recovery	B2	Rs. Crs.	Outstanding Recovery	8%	8.00	4.8	6.4	8				l
с	Core Network Operations												
	OFC Network Reliability	C1	%	OFC Network Reliability	7%	≥99%	97%	98%	99%				[
	Equipment Uptime	C2	%	Equipment Uptime	3%	≥ 99%	97%	98%	99%				
	Retrival of faulty fibre	C3	%	Retrival of faulty fibre	3%	808	485	646	808				1
D	LC												
	LC Service Delivery	D1	75% of Leased Circuits (New+Upgradat ion) to be commissioned in 30 days	New and Upgradation Circuits Commisioning Target	3%	543	325	434	543				
	LC Fault Rate	D2	%	Overall Service Assurance parameter	3%	1.20%	2%	2%	1%				
	Total Weighted Score				100%								
	Total Weighted Score Normalized to Group Weigtage:												
	Consolidated Score Achieved												1

	Group Name: Land Monet	sation	and EW			Group Weightage	:10					
A	Land Monetisation Target	A1	No.	Identification of land for Monetisation	10%	11	5	7	11			
		A2	Month	<ul> <li>(a) LDD within 2 months of identification of property. (b)</li> <li>Valuation and CLSC Report. within 2 months of identification of property.</li> <li>(c) TA, CLSC and publicity of monetization within 2 months of identification of property.</li> </ul>	25%	4	1	2	4			
		A3	Month	REM Data updation	5%	455	228	319	455			
В	Renting Target	B1	Square metre	Space Audit / Identification of vacant Plinth Area (Bldgs/Qtrs) (26% of Total Plinth area 107.51 lakh = 26.94 lakh sqm)	15%	90000	64336	77204	90000			
		B2	Square metre	Actual space rented out	15%	20105	8000	14476	20105			
		B3	Rupees in Cr	Half Yearly Renting Target Assigned for FY 2022-23 = 161 Cr	30%	3.25	1.63	2.28	3.25			
С	Implementation of One BidgOne Power Plant-One Battery Bank- Onearca.(OBOPOBOA)											
D	Use of New and renewable energy			Vertical axis wind energy (against horizontal axis wind turbine)								
	Total Weightage:				100%	Total Weighted Score:						
	Total Weighted Score Normalized t	o Group	Weigtage:		•	÷						
	•										•	

Group Name: Finance	Group Weightage : 20
Group Name: Consumer Mobiity	Group Weightage : 30

B	Revenue from Mobile Services Group Name: Consumer Fixed Revenue From CFA Services	In Rs Cr	Revenue from Postpaid,IN Prepaid,Push SMS,Incoming International SMS, IUC/PortI/nfra/Tower,LWE & Other Revenue(For Aug & Sept,22 Combined) (# PIz see note below) Revenue from LL,BB,FTTH, IN, USO subsidy, IUC PSTN,Port Infra, IDC,WIFI,New CFA Business,Other CFA Revenues(For Aug & Sept,22 Combined)	5	49 Group Weightage							
	Group Name: Enterprise Busin				Group Weightage	: 20	Т	1	1		1	1
С	Revenue From Enterprise Services	In Rs Cr	Revenue from Circuits,DarkFibre,NOFN,INMARSAT, Govt Projects, Other EB Revenues(For Aug & Sept,22 Combined)	4	7.66							
	Total Weightage:			Total Weig	hted Score:							
	Total Weighted Score Normalized to Gro	up Weigtage:										
	Group Name: Land Monetisation	on and EW			Group Weightage	:10						
	Group Name: Overall Financial Per	formance			Group Weightage : 2	20						
D	Gross Profit Margin(EBITDA)	In Percentage	Improvement in EBITDA figures at the end of Sept'22 wrt the Last year corresponding month end figures	3	-1%							
E	Return on Investment (Asset Turnover R	atio	Improvement in Asset Turnver Ratio at the end of Sept'22 wrt the Last year corresponding month end figures	2	9%							
F	Budget/Cost Control on OPEX	In Rs Cr	Reduction in Other Expenses as per Sch. 37( Admin & Operating Expenses)at the end of Sept'22 wrt the Last year corresponding month end figures	2	65							
			Improvement in Collection figures for Aug22 & Sept'22 wrt the Last year	2								
G	Total Collection from different Channels/	Souin Rs Cr	corresponding 2 months figures % Amount where billed amount of Aug &Sept22 is collected in first	4	81							
н	Ist Month Collection Efficiency	in %	month.	4	The first month collection	efficiency target	from all postpaid se	rvices is 90% of	ABF of the mon	th.		
1	Debtor Reduction: Trade Receivable(Net		Trade Receivable(Net) as number of days of Revenue from Operations at the end of Sept'22 wrt the Last year corresponding month end figures 100 % Compliance of all Critical	3	60		· an perspatial to					
J	Implementaion of Internal Financial Cont	rol Nos.	Controls	2	131							
ř.	Total Weightage: 100	101 1100.	Controld	Total Weig	hted Score: 0	1	1	1	1	1		
	Total Weighted Score Normalized to Gro	un Weigtage: 0		T JULAI WEIG								
	Consolidated Score Achieved	ap meigiage. U										
L	Consolidated Scole Achieved		1							1		I

					GPMS FOR PUNJAB C		FOR THE MONTH OF	AUGUST	AND SEP	TEMBER	2022			
	Parameter	PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable Unit	KPI DESCRIPTION	WEIGHT			VERY_GOOD			Marks Achieved	Weighted Score	Remarks
		Group Name: Consumer I	Fixed 4			AGE	Group Weightage : 20							
		FTTH Growth (Normal)	A1	Number	As per Gross additions targets given to Circles	7	23100	>60% to <=70%	>70% to <=80%	>80				
Α	Sales	FTTH Growth (BharatNet)	A2	Number	As per revised Gross additions targets given to Circles(attached)	7	320	>60% to <=70%	>70% to <=80%	>80				
в		VAS - SIP Trunk	B1	Number	As per Gross additions targets given to Circles	7	14	>80% to <=90%	>90% to <=95%	>95%				
		VAS - Others (PRI/IN/OBD)	B2	Number	As per Gross additions targets given to Circles	7	6	>80% to <=90%	>90% to <=95%	>95%				
С		Core+Access(NGN/BBNW) Network	C1	in %	Uptime of Network elements	4	99%	>75% to <=80%	>80% & <=99%	>99%				
			D1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
D		ADSL-BB	D2	In Hrs	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
	QoS		D3	in %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
			E1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
Е		FTTH-BB	E2	IN Hrs.	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
			E3	In %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
F	Revenue	Total CFA Revenue	F1		As per CFA Revenue targets given to Circles (Cr)	50	30.04	>80% to <=90%	>90% to <=95%	>95%				
		Total Weightage:100				100	Total Weighted Score:							
	1	Total Weighted Score Normalized t	to Group	Weigtage:										

	PROJECT/FUNCTION	KPI ID	Quantifiable Unit	KPI DESCRIPTION	WEIGHT AGE	TARGET	PL GOOD	VERY GOOD	PL EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
	Group Name: Consumer Mobii	ity				Group Weightage : 30							
A	Project (Mission 500)	A1		Survey of 100% Villages by 15- Sept-2022	15	5	90%	95%	100%				
		A2	Percentage	Identification of Sites by 30-Sept- 2022	10	100%	90%	95%	100%				
В	Sales	B1	Number	Sim sale	3	1,00,000	75%	90%	100%				
		B2	Amount	Ctopup	3	0.570	90%	95%	100%				
		B3	Number	POS	3	6,429	75%	90%	100%				
		B4	%	Quality of Acquisition (3 M Retention)	3	60%	80%	90%	100%				
С	Operations	C1	Number	VLR	2	2472830	98%	99%	100%				
	-	C2	GB	Data Traffic	1	6898264	98%	99%	100%				
		C3	%	SC Sites availabilty	3	99.8%	95%	98%	100%				
1 I		C4	%	Critical Sites availabilty	2	99.0%	95%	98%	100%				
		C5	%	Important Sites availability	1	98.0%	95%	98%	100%				
		C6	%	Normal Sites availability	1	97.0%	95%	98%	100%				
		C7	Hours	MTTR	1	1.97	95%	98%	100%				
		C8	%	2G Call Drop Rate	1	<2%	95%	98%	100%				
1 I		C9	%	3G Call Drop Rate	1	<2%	95%	98%	100%				
D	Revenue	D		Revenue from Postpaid, IN Prepaid, Push SMS, Incoming International SMS, IUC/Port/Infra/Tower, LWE & Other Revenue	50	293	80%	90%	100%				
	Total Weightage: 100				100	Total Weighted Score:							
	Total Weighted Score Normalize	d to Gro	oup Weigtage: 6.	8			1	1	1	1			
	PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable Unit	KPI DESCRIPTION	WEIGHTA GE	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
	Group Name: Enterprise					Group Weightage : 20							

r - r			1		1		1		r		1	
Α	Enterprise Gold											
	Stage-IV EB Sales	A1	Rs. Crs.	Stage-IV EB Sales	15%	23.33	14	18.66	23.33			
	New Business	A2	Rs. Crs.	New Business	4%	4.17	2.5	3.34	4.17			
	Private Business	A3	Rs. Crs.	Private Business	4%	8.33	5	6.66	8.33			
в	EB Revenue											
	EB Revenue	B1	Rs. Crs.	EB Revenue	50%	5.09	3.05	4.07	5.09			
	Outstanding Recovery	B2	Rs. Crs.	Outstanding Recovery	8%	4.00	2.4	3.2	4			
с	Core Network Operations											
	OFC Network Reliability	C1	%	OFC Network Reliability	7%	≥99%	97%	98%	99%			
	Equipment Uptime	C2	%	Equipment Uptime	3%	≥ 99%	97%	98%	99%			
	Retrival of faulty fibre	C3	%	Retrival of faulty fibre	3%	2268	1361	1814	2268			
D	LC											
	LC Service Delivery	D1		New and Upgradation Circuits Commisioning Target	3%	196	117	156	196			
	LC Fault Rate	D2	%	Overall Service Assurance parameter	3%	0.50%	1%	1%	1%			
	Total Weighted Score				100%							
	Total Weighted Score Normalized to Group Weigtage:											
	Consolidated Score Achieved											

	Group Name: Land Monet	isatior	n and EW			Group Weightage :10					
A	Land Monetisation Target	A1	No.	Identification of land for Monetisation	10%	9	4	5	9		
		A2	Month	(a) LDD within 2 months of identification of property. (b) Valuation and CLSC Report.within 2 months of identification of property. (c ) TA, CLSC and publicity of monetization within 2 months of identification of property.	25%	4	1	2	4		
		A3	Month	REM Data updation	5%	366	183	256	366		
В	Renting Target	B1	Square metre	Space Audit / Identification of vacant Plinth Area (Bldgs/Qtrs) (26% of Total Plinth area 107.51 lakh = 26.94 lakh sqm)	15%	160000	151000	158000	160000		
		B2	Square metre	Actual space rented out	15%	63000	16150	24225	63000		
		B3	Rupees in Cr	Half Yearly Renting Target Assigned for FY 2022-23 = 161 Cr	30%	6.00	3	4.2	6		
С	Implementation of One BidgOne Power Plant-One Battery Bank- Onearca.(OBOPOBOA)										
D	Use of New and renewable energy			Vertical axis wind energy (against horizontal axis wind turbine)							
	Total Weightage:				100%	Total Weighted Score:					
	Total Weighted Score Normalized to	o Group	Weigtage:								

	Group Name: Finance           Group Name: Consumer Mobility           Revenue from Mobile Services         In Rs Cr         Revenue from Postpaid,IN Prepaid,Push SMS,Incoming International SMS, IUC/PortIn/raTower,LWE & Other					Group Weightage : 20				
	Revenue from Mobile Services In Rs Cr Revenue from Postpaid,IN Prepaid,Push SMS,Incoming International SMS,					Group Weightage : 30				
A	Group Name: Consumer Mobility           Revenue from Mobile Services         In Rs Cr         Revenue from Postpaid,IN           Prepaid,Push SMS,Incoming         International SMS,					293				
	Group Name: Consumer F	Fixed A	ccess			Group Weightage : 20				

в	Revenue From CFA Services		In Rs Cr	Revenue from LL,BB,FTTH, IN, USO	4		l		ĺ	ĺ	ĺ	ĺ	
				subsidy, IUC PSTN,Port Infra, IDC,WIFI,New CFA Business,Other									
				CFA Revenues(For Aug & Sept,22									
				Combined)		30.05							
	Group Name: Enterprise E	Busine	ss vertical			Group Weightage : 20							
С	Revenue From Enterprise Services		In Rs Cr	Revenue from	4								
				Circuits,DarkFibre,NOFN,INMARSAT, Govt Projects, Other EB									
				Revenues(For Aug & Sept,22									
				Combined)		5.09							
	Total Weightage:			То	otal Weigh	nted Score:							
	Total Weighted Score Normalized to					Crown Weightens (10							
	Group Name: Land Monet	Isation				Group Weightage :10				r	T	1	
	Group Name: Overall Financia	al Perfo	rmance	•		Group Weightage : 20					•	•	
						·							
D	Gross Profit Margin(EBITDA)			Improvement in EBITDA figures at the 3		12%							
				end of Sept'22 wrt the Last year corresponding month end figures									
			In Percentage	corresponding month end rightes									
	Return on Investment (Asset Turnov	ver Ratio											
				Improvement in Asset Turnver Ratio at the end of Sept'22 wrt the Last year									
Е			In Percentage	corresponding month end figures 2		16%							
			Ŭ.	Reduction in Other Expenses as per									
				Sch. 37( Admin & Operating Expenses)at the end of Sept'22 wrt									
				the Last year corresponding month									
F	Budget/Cost Control on OPEX		In Rs Cr	end figures 2		142							
				Improvement in Collection figures for									
				Improvement in Collection figures for Aug22 & Sept'22 wrt the Last year									
G	Total Collection from different Chan	nels/Sou	In Rs Cr	corresponding 2 months figures 4		145							
				% Amount where billed amount of									
н	Ist Month Collection Efficiency		in %	Aug &Sept22 is collected in first month. 4		The first month collection efficiency targ	et from all noote	nid corvines is 00%	of ABE of the m	onth			
	ist month conection Enciency	I	11 70	4 Honuit.		The mat month conection enciency targ	er nom an postp	aid scivices is 90%	or rapr or the fi	ionui.	1		
				Trade Receivable(Net) as number of									
				days of Revenue from Operations at									
h	Debtor Reduction: Trade Receivable	e(Net) as	No of days	the end of Sept'22 wrt the Last year corresponding month end figures 3		60							
				100 % Compliance of all Critical								1	
J	Implementaion of Internal Financial	Control	Nos.	Controls 2		265							
	Total Weightage: 100		Mainta	То	otal Weigh	nted Score: 0							
	Total Weighted Score Normalized to Consolidated Score Achieved	o Group \	/veigtage: 0										
	Consolidated Scole Achieved			l.								L	

				GPMS	FOR RAJASTHAN CI		OR THE MON	ITH OF AU	IGUST ANI	<b>D SEPTE</b>	MBER 2	022		
	Parameter	PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable Unit	KPI DESCRIPTION	WEIGH TAGE	TARGET	PL_GOOD			ACHVT	Marks Achieved	Weighted Score	Remarks
		Group Name: Consumer	Fixed A	ccess			Group Weightag	je : 20						
	-	FTTH Growth (Normal)	A1	Number	As per Gross additions targets given to Circles	7	21860	>60% to <=70%	>70% to <=80%	>80				
Α	Sales	FTTH Growth (BharatNet)	A2	Number	As per revised Gross additions targets given to Circles(attached)	7	20	>60% to <=70%	>70% to <=80%	>80				
	-													
в		VAS - SIP Trunk	B1	Number	As per Gross additions targets given to Circles	7	18	>80% to <=90%	>90% to <=95%	>95%				
		VAS - Others (PRI/IN/OBD)	B2	Number	As per Gross additions targets given to Circles	7	6	>80% to <=90%	>90% to <=95%	>95%				
								750/ 1						
С		Core+Access(NGN/BBNW) Network	C1	in %	Uptime of Network elements	4	99%	>75% to <=80%	>80% & <=99%	>99%				
			D1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
D		ADSL-BB	D2	In Hrs	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
	QoS		D3	in %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
			E1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
Е		FTTH-BB	E2	IN Hrs.	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
			E3	In %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
F	Revenue	Total CFA Revenue	F1	in %	As per CFA Revenue targets given to Circles (Cr)	50	35.28	>80% to <=90%	>90% to <=95%	>95%				
		Total Weightage:100				100	Total Weighted Score	9:						
		Total Weighted Score Normalized	to Group	Weigtage:										

	PROJECT/FUNCTION	KPI ID	Quantifiable Unit	KPI DESCRIPTION	WEIGHT AGE	TARGET	PL GOOD	VERY GOOD	PL EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
	Group Name: Consumer Mobi	ity	omt		nab	Group Weightage :	30					1	
A	Project (Mission 500)	A1		Survey of 100% Villages by 15- Sept-2022	15	3482	90%	95%	100%				
		A2	Percentage	Identification of Sites by 30-Sept- 2022	10	100%	90%	95%	100%				
В	Sales	B1	Number	Sim sale	3	1,40,000	75%	90%	100%				
		B2	Amount	Ctopup	3	0.665	90%	95%	100%				
		B3	Number	POS	3	10,454	75%	90%	100%				
		В4	%	Quality of Acquisition (3 M Retention)	3	60%	80%	90%	100%				
С	Operations	C1	Number	VLR	2	3380585	98%	99%	100%				
	-	C2	GB	Data Traffic	1	8088623	98%	99%	100%				
		C3	%	SC Sites availabilty	3	99.8%	95%	98%	100%				
		C4	%	Critical Sites availabilty	2	99.0%	95%	98%	100%				
		C5	%	Important Sites availability	1	98.0%	95%	98%	100%				
		C6	%	Normal Sites availability	1	97.0%	95%	98%	100%				
		C7	Hours	MTTR	1	1.38	95%	98%	100%				
		C8	%	2G Call Drop Rate	1	<2%	95%	98%	100%				
		C9	%	3G Call Drop Rate	1	<2%	95%	98%	100%				
D	Revenue	D	In Rs Cr	Revenue from Postpaid, IN Prepaid, Push SMS, Incoming International SMS, IUC/Port/Infra/Tower, LWE & Other Revenue	50	53	80%	90%	100%				
	Total Weightage: 100				100	Total Weighted							
						Score:							
	Total Weighted Score Normalize	d to Gro	oup Weigtage: 6.	8									

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	PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable	KPI DESCRIPTION	WEIGHTA	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
			Unit		GE								ı
	Group Name: Enterprise					Group Weightag	je : 20						
Α	Enterprise Gold												1
	Stage-IV EB Sales	A1	Rs. Crs.	Stage-IV EB Sales	15%	40.00	24	32	40				í
	New Business	A2	Rs. Crs.	New Business	4%	10.00	6	8	10				i
	Private Business	A3	Rs. Crs.	Private Business	4%	7.00	4.2	5.6	7				í
В	EB Revenue												1
	EB Revenue	B1	Rs. Crs.	EB Revenue	50%	6.92	4.15	5.54	6.92				í
	Outstanding Recovery	B2	Rs. Crs.	Outstanding Recovery	8%	4.00	2.4	3.2	4				í
с	Core Network Operations												
	OFC Network Reliability	C1	%	OFC Network Reliability	7%	≥99%	97%	98%	99%				Í
	Equipment Uptime	C2	%	Equipment Uptime	3%	≥ 99%	97%	98%	99%				1
	Retrival of faulty fibre	C3	%	Retrival of faulty fibre	3%	3130	1878	2504	3130				1
D	LC												1
	LC Service Delivery	D1	75% of Leased Circuits (New+Upgradat ion) to be commissioned in 30 days	New and Upgradation Circuits Commisioning Target	3%	878	526	702	878				
	LC Fault Rate	D2	%	Overall Service Assurance parameter	3%	0.50%	1%	1%	1%				l
	Total Weighted Score				100%								í
	Total Weighted Score Normalized to Group Weigtage:												
	Consolidated Score Achieved												i

	Group Name: Land Monet	isation	and EW			Group Weightage	:10					
A	Land Monetisation Target	A1	No.	Identification of land for Monetisation	10%	22	9	13	22			
		A2	Month	(a) LDD within 2 months of identification of property. (b) Valuation and CLSC Report. within 2 months of identification of property. (c) TA, CLSC and publicity of monetization within 2 months of identification of property.	25%	9	3	5	9			
		A3	Month	REM Data updation	5%	897	449	628	897			
В	Renting Target	B1	Square metre	Space Audit / Identification of vacant Plinth Area (Bldgs/Qtrs) (26% of Total Plinth area 107.51 lakh = 26.94 lakh sqm)	15%	185000	180000	182000	185000			
		B2	Square metre	Actual space rented out	15%	71000	17597	26396	71000			
		B3	Rupees in Cr	Half Yearly Renting Target Assigned for FY 2022-23 = 161 Cr	30%	6.75	3.38	4.73	6.75			
С	Implementation of One BidgOne Power Plant-One Battery Bank- Onearca.(OBOPOBOA)											
D	Use of New and renewable energy			Vertical axis wind energy (against horizontal axis wind turbine)								
	Total Weightage:				100%	Total Weighted Score:						
	Total Weighted Score Normalized	o Group	Weigtage:									
-	÷										•	

Group Name: Finance	Group Weightage : 20
Group Name: Consumer Mobiity	Group Weightage : 30

	1				i								
A	Revenue from Mobile Services		In Rs Cr	Revenue from Postpaid,IN	5								
				Prepaid, Push SMS, Incoming									
				International SMS,									
				IUC/PortI/nfra/Tower,LWE & Other									
				Revenue(For Aug & Sept,22 Combined)									
				(# Plz see note below)		53							
	Crown Name: Concumer F	ived Ar		(# PIZ see hote below)			. 20		1				
	Group Name: Consumer F Revenue From CFA Services			Revenue from LL,BB,FTTH, IN, USO	4	Group Weightage	: 20	1	1	1	1	1	1
в	Revenue From CFA Services		In Rs Cr	subsidy, IUC PSTN,Port Infra,	4								
				IDC,WIFI,New CFA Business,Other									
				CFA Revenues(For Aug & Sept,22									
				Combined)									
				combined,		35.28							
	Group Name: Enterprise E	Rusines	s vertical			Group Weightage	· 20						
С	Revenue From Enterprise Services		In Rs Cr	Revenue from	4	Group Worginage	0						
U	· · · · · · · · · · · · · · · · · · ·	-		Circuits, DarkFibre, NOFN, INMARSAT,									
				Govt Projects, Other EB									
				Revenues(For Aug & Sept,22									
				Combined)		6.92							
	Total Weightage:				Total Weig	hted Score:							
	Total Weighted Score Normalized t	to Group \	Weigtage:										
	Group Name: Land Monet	isation a	and EW			Group Weightage	:10						
	•												
	Group Name: Overall Financia	l Perfor	mance	•		Group Weightage : 2	20			•			
					1								
D	Gross Profit Margin(EBITDA)			Improvement in EBITDA figures at	3	-19%							
D				the end of Sept'22 wrt the Last year	-								
				corresponding month end figures									
			In Percentage										
	Return on Investment (Asset Turno	over Ratic		Improvement in Asset Turnver Ratio									
				at the end of Sept'22 wrt the Last									
				year corresponding month end									
E		_	In Percentage	figures	2	12%							
				Reduction in Other Expenses as per									
				Sch. 37( Admin & Operating									
				Expenses)at the end of Sept'22 wrt									
-	Budget/Cost Control on OPEX		In Rs Cr	the Last year corresponding month end figures	0	104							
F	Budget/Cost Control on OPEX		In RS Cr	end ligules	2	104							
				Improvement in Collection figures for									
				Aug22 & Sept'22 wrt the Last year									
G	Total Collection from different Char	nnels/Sou	In Rs Cr	corresponding 2 months figures	4	89							
<u> </u>				% Amount where billed amount of	ľ			1	1	1	1		
				Aug &Sept22 is collected in first									
н	Ist Month Collection Efficiency		in %	month.	4	The first month collection	efficiency target	from all postpaid se	rvices is 90% of	ABF of the mon	th.		
				Trade Receivable(Net) as number of									
				days of Revenue from Operations at									
l.				the end of Sept'22 wrt the Last year									
1	Debtor Reduction: Trade Receivab	le(Net) as	No of days	corresponding month end figures	3	60							
1.				100 % Compliance of all Critical									
J	Implementaion of Internal Financial	I Control	NOS.	Controls	2	131	1	1	1		1		┞────┤
	Total Weightage: 100				Total Weig	hted Score: 0							
	Total Weighted Score Normalized t	to Group \	Weigtage: 0	1									ļ
	Consolidated Score Achieved			l									

					GPMS FOR SIKKIM CIRCLE FOR	THE M	ONTH OF AU	GUST AN	ND SEPTEI	MBER 20	22			
	Parameter	PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable Unit	KPI DESCRIPTION	WEIGH	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
		Group Name: Consumer I	Fixed A	Access		TAGE	Group Weightag	ge: 20						
		FTTH Growth (Normal)	A1		As per Gross additions targets given to Circles	7	700	>60% to <=70%	>70% to <=80%	>80				
Α	Sales	FTTH Growth (BharatNet)	A2	Number	As per revised Gross additions targets given to Circles(attached)	7	20	>60% to <=70%	>70% to <=80%	>80				
	04.00													
в		VAS - SIP Trunk	B1	Number	As per Gross additions targets given to Circles	7	6	>80% to <=90%	>90% to <=95%	>95%				
Ď		VAS - Others (PRI/IN/OBD)	B2	Number	As per Gross additions targets given to Circles	7	0	>80% to <=90%	>90% to <=95%	>95%				
с		Core+Access(NGN/BBNW) Network	C1	in %	Uptime of Network elements	4	99%	>75% to <=80%	>80% & <=99%	>99%				
			D1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
D		ADSL-BB	D2	In Hrs	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
	QoS		D3	in %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
			E1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
Е		FTTH-BB	E2	IN Hrs.	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
			E3	In %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
F	Revenue	Total CFA Revenue	F1	in %	As per CFA Revenue targets given to Circles (Cr)	50	0.60	>80% to <=90%	>90% to <=95%	>95%				
		Total Weightage:100				100	Total Weighted Score:							
		Total Weighted Score Normalized t	to Group	Weigtage:										

	PROJECT/FUNCTION	KPI ID	Quantifiable Unit	KPI DESCRIPTION	WEIGHTA GE	TARGET	PL GOOD	VERY GOOD	PL EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
	Group Name: Consumer Mobii	ty	ome		-	Group Weightage	: 30	1					
А	Project (Mission 500)	A1	Number	Survey of 100% Villages by 15-Sept-2022	15	356	90%	95%	100%				
	5 ( )	A2	Percentage	Identification of Sites by 30-Sept-2022	10	100%	90%	95%	100%				
В	Sales	B1	Number	Sim sale	3		75%	90%	100%				
Γ		B2	Amount	Ctopup	3		90%	95%	100%				
Г		B3	Number	POS	3		75%	90%	100%				
Г		B4	%	Quality of Acquisition (3 M Retention)	3	60%	80%	90%	100%				
С	Operations	C1	Number	VLR	2	1607581	98%	99%	100%				
	-	C2	GB	Data Traffic	1	153001	98%	99%	100%				
Γ		C3	%	SC Sites availabilty	3	99.8%	95%	98%	100%				
Γ		C4	%	Critical Sites availabilty	2	99.0%	95%	98%	100%				
Γ		C5	%	Important Sites availability	1	98.0%	95%	98%	100%				
		C6	%	Normal Sites availability	1	97.0%	95%	98%	100%				
Γ		C7	Hours	MTTR	1	4.38	95%	98%	100%				
Γ		C8	%	2G Call Drop Rate	1	<2%	95%	98%	100%				
		C9	%	3G Call Drop Rate	1	<2%	95%	98%	100%				
D	Revenue	D	In Rs Cr	Revenue from Postpaid, IN Prepaid, Push SMS, Incoming International SMS, IUC/Port/Infra/Tower, LWE & Other Revenue	50	0	80%	90%	100%				
	Total Weightage: 100				100	Total Weighted							
	5 5					Score:							
	Total Weighted Score Normalize	d to Gro	up Weigtage: 6.	8									
	PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable Unit	KPI DESCRIPTION	WEIGHTA GE	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
	Group Name: Enterprise					Group Weighta	ge : 20						
Α	Enterprise Gold												
	Stage-IV EB Sales	A1	Rs. Crs.	Stage-IV EB Sales	15%	0.83	0.5	0.67	0.83			1	
	New Business	A2	Rs. Crs.	New Business	5%	0.33	0.2	0.26	0.33				
	Private Business	A3	Rs. Crs.	Private Business	5%	0.17	0.1	0.14	0.17				
в	EB Revenue		1					1					
	EB Revenue	B1	Rs. Crs.	EB Revenue	50%	0.21	0.13	0.17	0.21			1	

	Outstanding Recovery	B2	Rs. Crs.	Outstanding Recovery	8%	0.30	0.18	0.24	0.3		
с	Core Network Operations										
	OFC Network Reliability	C1	%	OFC Network Reliability	9%	≥99%	97%	98%	99%		
	Equipment Uptime	C2	%	Equipment Uptime	4%	≥ 99%	97%	98%	99%		
	Retrival of faulty fibre	C3	%	Retrival of faulty fibre	4%	20	12	16	20		
	Total Weighted Score				100%						
	Total Weighted Score Normalized to Group Weigtage:										
	Consolidated Score Achieved										

	Group Name: Land Mone	isatio	n and EW			Group Weighta	ge :10			
A	Land Monetisation Target	A1	No.	Identification of land for Monetisation	10%	Included in WB				
		A2	Month	(a) LDD within 2 months of identification of property. (b) Valuation and CLSC Report.within 2 months of identification of property. (c) TA, CLSC and publicity of monetization within 2 months of identification of property.	25%	Included in WB				
		A3	Month	REM Data updation	5%	Included in WB				
В	Renting Target	B1	Square metre	Space Audit / Identification of vacant Plinth Area (Bldgs/Qtrs) (26% of Total Plinth area 107.51 lakh = 26.94 lakh sqm)	15%	Included in WB				
		B2	Square metre	Actual space rented out	15%	Included in WB				
		B3	Rupees in Cr	Half Yearly Renting Target Assigned for FY 2022-23 = 161 Cr	30%	Included in WB				
С	Implementation of One BidgOne Power Plant-One Battery Bank- Onearca.(OBOPOBOA)									
D	Use of New and renewable Vertical axis wind energy energy (against horizontal axis wind turbine)									
	Total Weightage:				100%	Total Weighted Score:				
	Total Weighted Score Normalized	o Group	Weigtage:							

	Group Name: Finance					Group Weightag	ge: 20					
	Group Name: Consumer Mo	obiity				Group Weightag	je:30					
A	Revenue from Mobile Services	-	In Rs Cr	Revenue from Postpaid,IN Prepaid,Push SMS,Incoming International SMS, IUC/PortI/nfra/Tower,LWE & Other Revenue(For Aug & Sept,22 Combined) (# PIz see note below)	5	0						
	Group Name: Consumer Fix	ced A	ccess	· · · · · · · · · · · · · · · · · · ·	-	Group Weightag	je:20					
В	Revenue From CFA Services		In Rs Cr	Revenue from LL,BB,FTTH, IN, USO subsidy, IUC PSTN,Port Infra, IDC,WIFI,New CFA Business,Other CFA Revenues(For Aug & Sept,22 Combined)	4	0.6						
	Group Name: Enterprise Bu	isines	ss vertical			Group Weightag	ge:20					
С	Revenue From Enterprise Services		In Rs Cr	Revenue from Circuits, DarkFibre, NOFN, INMARSAT, Govt Projects, Other EB Revenues (For Aug & Sept, 22 Combined)	4	0.21						
	Total Weightage:			•	Total Weig	hted Score:						
	Total Weighted Score Normalized to C	Group V	Veigtage:			-						
	Group Name: Land Monetis	ation	and EW			Group Weightag	ge :10					
	Group Name: Overall Financial	Perfor	mance	l .		Group Weightage	: 20	1			1	
D	Gross Profit Margin(EBITDA)		In Percentage	Improvement in EBITDA figures at the end of Sept'22 wrt the Last year corresponding month end figures	3	10%						
E	Return on Investment (Asset Turnove	r Ratio		Improvement in Asset Turnver Ratio at the end of Sept'22 wrt the Last year corresponding month end figures	2	6%						
F	Budget/Cost Control on OPEX		In Rs Cr	Reduction in Other Expenses as per Sch. 37( Admin & Operating Expenses)at the end of Sept'22 wrt the Last year corresponding month end figures	2	2						
r.	BudgerCost Control on OFEX		III KS CI	Improvement in Collection figures for Aug22 & Sept'22 wrt	2	2						
G	Total Collection from different Channe	els/Sou	In Rs Cr	the Last year corresponding 2 months figures	4	2						 
н	Ist Month Collection Efficiency		in %	% Amount where billed amount of Aug &Sept22 is collected in first month.	4	The first month collection	n efficiency targ	et from all postpaid s	ervices is 90% o	f ABF of the mo	nth.	
				Trade Receivable(Net) as number of days of Revenue from Operations at the end of Sept'22 wrt the Last year								
1	Debtor Reduction: Trade Receivable(	ivet) as	INU OF DAYS	corresponding month end figures	3	60						 

J	Implementaion of Internal Financial Control Nos.	100 % Compliance of all Critical Controls	2	131		l		
	Total Weightage: 100		Total Weight	ed Score: 0				
	Total Weighted Score Normalized to Group Weigtage: 0							
	Consolidated Score Achieved							

				GPMS	S FOR TAMILNADU CI	RCLE F	OR THE MONT	TH OF AL	JGUST AN	D SEPTE	MBER 2	022		
	Parameter	PROJECT/FUNCTION/JOB	KPIID	Quantifiable	KPI DESCRIPTION	WEIGH	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
		ROLE		Unit		TAGE								
		Group Name: Consumer F	ixed A	ccess	• •		Group Weightage	: 20						
		FTTH Growth (Normal)	A1	Number	As per Gross additions targets given to Circles	7	47600	>60% to <=70%	>70% to <=80%	>80				
A	Sales	FTTH Growth (BharatNet)	A2	Number	As per revised Gross additions targets given to Circles(attached)	7	20	>60% to <=70%	>70% to <=80%	>80				
в		VAS - SIP Trunk	B1	Number	As per Gross additions targets given to Circles	7	32	>80% to <=90%	>90% to <=95%	>95%				
		VAS - Others (PRI/IN/OBD)	B2	Number	As per Gross additions targets given to Circles	7	12	>80% to <=90%	>90% to <=95%	>95%				
С		Core+Access(NGN/BBNW) Network	C1	in %	Uptime of Network elements	4	99%	>75% to <=80%	>80% & <=99%	>99%				
			D1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
D		ADSL-BB	D2	In Hrs	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
	QoS		D3	in %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
			E1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
E		FTTH-BB	E2	IN Hrs.	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
			E3	In %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
F	Revenue	Total CFA Revenue	F1	in %	As per CFA Revenue targets given to Circles (Cr)	50	81.39	>80% to <=90%	>90% to <=95%	>95%				
		Total Weightage:100				100	Total Weighted Score:							
		Total Weighted Score Normalized	to Group	Weigtage:										

	PROJECT/FUNCTION	KPI II	Quantifiable Unit		WEIGHT AGE	TARGET	PL GOOD	VERY GOOD	PL EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
	Group Name: Consumer Mobi	ity	•	•		Group Weightage : 3	30				•	•	
A	Project (Mission 500)	A1	Number	Survey of 100% Villages by 15- Sept-2022	15	535	90%	95%	100%				
		A2	Percentage	Identification of Sites by 30-Sept- 2022	10	100%	90%	95%	100%				
В	Sales	B1	Number	Sim sale	3	1,30,000	75%	90%	100%				
		B2	Amount	Ctopup	3	1.659	90%	95%	100%				
		B3	Number	POS	3	8,015	75%	90%	100%				
		B4	%	Quality of Acquisition (3 M Retention)	3	60%	80%	90%	100%				
С	Operations	C1	Number	VLR	2	6603964	98%	99%	100%				
		C2	GB	Data Traffic	1	9003645	98%	99%	100%				
		C3	%	SC Sites availabilty	3	99.8%	95%	98%	100%				
		C4	%	Critical Sites availabilty	2	99.0%	95%	98%	100%				
		C5	%	Important Sites availability	1	98.0%	95%	98%	100%				
		C6	%	Normal Sites availability	1	97.0%	95%	98%	100%				
		C7	Hours	MTTR	1	1.15	95%	98%	100%				
		C8	%	2G Call Drop Rate	1	<2%	95%	98%	100%				
		C9	%	3G Call Drop Rate	1	<2%	95%	98%	100%				
D	Revenue	D	In Rs Cr	Revenue from Postpaid, IN Prepaid, Push SMS, Incoming International SMS, IUC/Port/Infra/Tower, LWE & Other Revenue	50	101	80%	90%	100%				
	Total Weightage: 100					Total Weighted Score:							
	Total Weighted Score Normalize	ed to Gr	oup Weigtage: 6.	8									

	PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable	KPI DESCRIPTION	WEIGHTA	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
			Unit		GE		-	-	-				
	Group Name: Enterprise					Group Weightage	: 20						
Α	Enterprise Gold												
	Stage-IV EB Sales	A1	Rs. Crs.	Stage-IV EB Sales	15%	50.00	30	40	50				
	New Business	A2	Rs. Crs.	New Business	4%	10.00	6	8	10				
	Private Business	A3	Rs. Crs.	Private Business	4%	20.00	12	16	20				
В	EB Revenue												
	EB Revenue	B1	Rs. Crs.	EB Revenue	50%	18.2	10.92	14.56	18.2				
	Outstanding Recovery	B2	Rs. Crs.	Outstanding Recovery	8%	23.00	13.8	18.4	23				
с	Core Network Operations												
	OFC Network Reliability	C1	%	OFC Network Reliability	7%	≥99%	97%	98%	99%				
	Equipment Uptime	C2	%	Equipment Uptime	3%	≥ 99%	97%	98%	99%				
	Retrival of faulty fibre	C3	%	Retrival of faulty fibre	3%	4478	2687	3582	4478				
D	LC												
	LC Service Delivery	D1		New and Upgradation Circuits Commisioning Target	3%	513	307	410	513				
	LC Fault Rate	D2	%	Overall Service Assurance parameter	3%	1.20%	2%	2%	1%				
	Total Weighted Score				100%								
	Total Weighted Score Normalized to Group Weigtage:												
	Consolidated Score Achieved												

	Group Name: Land Monet	isatior	and EW			Group Weightage	:10				
A	Land Monetisation Target	A1	No.	Identification of land for Monetisation	10%	23	9	14	23		
		A2	Month	(a) LDD within 2 months of identification of property. (b) Valuation and CLSC Report. within 2 months of identification of property. (c) TA, CLSC and publicity of monetization within 2 months of identification of property.	25%	9	2	5	9		
		A3	Month	REM Data updation	5%	938	469	657	938		
В	Renting Target	B1	Square metre	Space Audit / Identification of vacant Plinth Area (Bldgs/Qtrs) (26% of Total Plinth area 107.51 lakh = 26.94 lakh sqm)	15%	180000	175000	178000	180000		
		B2	Square metre	Actual space rented out	15%	78000	21908	32861	78000		
		B3	Rupees in Cr	Half Yearly Renting Target Assigned for FY 2022-23 = 161 Cr	30%	24.50	12.25	17.15	24.5		
С	Implementation of One BidgOne Power Plant-One Battery Bank- Onearca.(OBOPOBOA)										
D	Use of New and renewable energy			Vertical axis wind energy (against horizontal axis wind turbine)							
	Total Weightage: 10					Total Weighted Score:					
	Total Weighted Score Normalized	to Group	Weigtage:		•	•					

_	Group Name: Finance	Group Weightage : 20
	Group Name: Consumer Mobiity	Group Weightage : 30

Group Name: Enterprise Business vertical     Group Weightage : 20       C     Revenue From Enterprise Services     In Rs Cr     Revenue from Cricuits, DarkFire, NOFN, INMARSAT, GoV Freigers, Other EB     4       Total Weightage:     Total Weightage:     18.2       Total Weightage:     Total Weightage:     18.2       Group Name: Cover Normalized to Group. Weightage:     Total Weightage : 10       Group Name: Cover II Financial Performance     Group Weightage : 10       Group Name: Overall Financial Performance     Group Weightage : 20       Group Name: Overall Financial Performance     Group Weightage : 20       B     In Percentage     1       In Percentage     In provement in EBITDA figures at the end of Sept22 wit the Last year corresponding month end figures at the end of Sept22 wit the Last year corresponding month end figures at the end of Sept22 wit the Last year corresponding month end figures at the end of Sept22 wit the Last year corresponding month end figures at the end of Sept22 wit the Last year corresponding month end figures at the end of Sept22 wit the Last year corresponding month end figures at the end of Sept22 wit the Last year corresponding month end figures at the end of Sept22 wit the Last year corresponding month end figures at the end of Sept22 wit the Last year corresponding month end figures at the end of Sept22 wit the Last year corresponding month end figures at the end of Sept22 wit the Last year corresponding month end figures at the end of Sept22 wit the Last year corresponding month end figures at the end of Sept22 with the Last year corresponding month end figures at the end of Sept22 wit the Last year corresponding month end	
C       Revenue From Enterprise Services       In Rs Cr       In Rs	
Image: Crocuits Dark Flow ADFN, INMARSAT, Gov Priores, Other EB, Revenues/For Aug & Sept.22       18.2       Image: Combined Score       I	
Total Weightage:       Total Weightage:         Group Name: Land Monetisation and EW       Group Weightage :10         Group Name: Core Normalized to Group Manage in the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set	
Group Name: Land Monetisation and EW     Group Weightage :10       Group Name: Overall Financial Performance     Group Weightage : 20       Group Name: Overall Financial Performance     Group Weightage : 20       D     Gross Profit Margin(EBITDA)     Improvement in EBITDA figures at the end of Sept22 writh te Last year corresponding month end figures     3       P     Return on Investment (Asset Turnover Ratic E     Improvement in Asset Turnver Ratio at the end of Sept22 writh the Last year corresponding month end figures     2       E     In Percentage     Improvement in Other Expenses as per Sch. 37 (Admin & Operating Expenses as per Sch. 37 (Admin & Operating Expenses)     2       F     Budget/Cost Control on OPEX     In Rs Cr end figures for Aug22 & stept22 writh the Last year corresponding month     163       G     Total Collection from different Channels/Sou In Rs Cr     Improvement in Collection figures for Aug22 & Sept22 writh the Diled amount of Aug2 & Sept22 is collected in first month collection efficiency target from all postpaid services is 90% of ABF of the month.	
Group Name: Overall Financial Performance     Group Weightage : 20       D     Gross Profit Margin(EBITDA)     Improvement in EBITDA figures at the end of Sept22 wrt the Last year corresponding month end figures     3     -7%       D     Return on Investment (Asset Turnover Ratic at the end of Sept22 wrt the Last year corresponding month end figures at the end of Sept22 wrt the Last year corresponding month end figures at the end of Sept22 wrt the Last year corresponding month end figures at the end of Sept22 wrt the Last year corresponding month end figures at the end of Sept22 wrt the Last year corresponding month end figures at the end of Sept22 wrt the Last year corresponding month end figures at the end of Sept22 wrt the Last year corresponding month end figures at the end of Sept22 wrt the Last year corresponding month end figures at the end of Sept22 wrt the Last year corresponding month end figures at the end of Sept22 wrt the Last year corresponding month end figures at the end of Sept22 wrt the Last year corresponding month end figures at the end of Sept22 wrt the Last year corresponding month end figures at the end of Sept22 wrt the Last year corresponding month end figures at the end of Sept22 wrt the Last year corresponding month end figures at the end of Sept22 wrt the Last year corresponding month end figures at the end of Sept22 wrt the Last year corresponding month end figures at the end of Sept22 wrt the Last year corresponding at month figures at the end Sept22 wrt the Last year corresponding at month figures at the end Sept22 wrt the Last year corresponding at month figures at the end Sept22 wrt the Last year corresponding at month figures at the end Sept22 wrt the Last year corresponding at month figures at the end Sept22 wrt the Last year corresponding at month figures at the end Sept22 wrt the Last year corresponding at month figures at the end Sept22 wrt the Last year corres	
D       Gross Profit Margin(EBITDA)       Improvement in EBITDA figures at the end of Sept'22 writ the Last year corresponding month end figures       3       -7%         Return on Investment (Asset Turnover Ratic E       Improvement in Asset Turnver Ratic at the end of Sept'22 writ the Last year corresponding month end figures       3       -7%         E       In Percentage       Improvement in Asset Turnver Ratic at the end of Sept'22 writ the Last year corresponding month end figures       2       16%         F       Budget/Cost Control on OPEX       In Rs Cr       Reduction in Other Expenses as per Sch. 37( Admin & Operating Expenses) at the end of Sept'22 writ the Last year corresponding month end figures       2       163         G       Total Collection from different Channels/Soi In Rs Cr       Improvement in Collection figures for Aug2 & Sept'22 writ the Last year corresponding 2 months figures       192         H       Ist Month Collection Efficiency       in % month.       4       The first month collection efficiency target from all postpaid services is 90% of ABF of the month.	
D       Gross Profit Margin(EBITDA)       Improvement in EBITDA figures at the end of Sept'22 wit the Last year corresponding month end figures	
D       Gross Profit Margin(EBITDA)       Improvement in EBITDA figures at the end of Sept'22 writ the Last year corresponding month end figures       3       -7%         Return on Investment (Asset Turnover Ratic E       Improvement in Asset Turnver Ratic at the end of Sept'22 writ the Last year corresponding month end figures       3       -7%         E       In Percentage       Improvement in Asset Turnver Ratic at the end of Sept'22 writ the Last year corresponding month end figures       2       16%         F       Budget/Cost Control on OPEX       In Rs Cr       Reduction in Other Expenses as per Sch. 37( Admin & Operating Expenses) at the end of Sept'22 writ the Last year corresponding month end figures       2       163         G       Total Collection from different Channels/Soi In Rs Cr       Improvement in Collection figures for Aug2 & Sept'22 writ the Last year corresponding 2 months figures       192         H       Ist Month Collection Efficiency       in % month.       4       The first month collection efficiency target from all postpaid services is 90% of ABF of the month.	
In Percentage     In Percentage     Improvement in Asset Turnver Ratic at the end of Sept22 wrt the Last year corresponding month end figures     Improvement in Asset Turnver Ratic at the end of Sept22 wrt the Last year corresponding month end gires     Improvement in Asset Turnver Ratic at the end of Sept22 wrt the Last year corresponding month end gires     Improvement in Asset Turnver Ratic at the end of Sept22 wrt the Last year corresponding month end gires     Improvement in Asset Turnver Ratic at the end of Sept22 wrt the Last year corresponding month end gires     Improvement in Asset Turnver Ratic at year corresponding month end gires     Improvement in Asset Turnver Ratic at year corresponding month end gires     Improvement in Asset Turnver Ratic at year corresponding month end gires     Improvement in Asset Turnver Ratic at year corresponding month end gires     Improvement in Asset Turnver Ratic at year corresponding month end gires     Improvement in Collection figures     Improvement in Col	
Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Implementation       Imple	
E       In Percentage       at the end of Sept'22 wrt the Last year corresponding month end year corresponding month end 2       16%       Image: Constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of the constraint of t	
F       Budget/Cost Control on OPEX       In Rs Cr       Reduction in Other Expenses as per Sch. 37 (Admin & Operating Expenses)at the end of Sept'22 wrt the Last year corresponding month       2       163         G       Total Collection from different Channels/So In Rs Cr       Improvement in Collection figures for Aug22 & Sept'22 wrt the Last year corresponding 2 months figures       4       192         H       Ist Month Collection Efficiency       in %       % Amount where billed amount of Aug & Sept'22 is collected in first month.       4       The first month collection efficiency target from all postpaid services is 90% of ABF of the month.	
G       Total Collection from different Channels/Sou In Rs Cr       Improvement in Collection figures for Aug22 & Sept'22 writ the Last year corresponding 2 months figures 4       192         H       Ist Month Collection Efficiency       in %       % Amount where billed amount of Aug & Sept'22 is collected in first month.       4       192         Trade Receivable(Net) as number of       Trade Receivable(Net) as number of       192       192       192	
G     Total Collection from different Channels/Soi     In Rs Cr     Aug22 & Sept'22 wr the Last year corresponding 2 months figures     4     192     102     102     102       H     Ist Month Collection Efficiency     in %     month.     4     The first month collection efficiency target from all postpaid services is 90% of ABF of the month.     Aug & Sept'22 is collected in first       Trade Receivable(Net) as number of     Trade Receivable(Net) as number of     In Receivable(Net) as number of     In Receivable(Net) as number of	
H lst Month Collection Efficiency in % Amount where billed amount of Aug &Sept22 is collected in first month. 4 The first month collection efficiency target from all postpaid services is 90% of ABF of the month. Trade Receivable(Net) as number of	
H     Ist Month Collection Efficiency     in %     month.     4     The first month collection efficiency target from all postpaid services is 90% of ABF of the month.       Trade Receivable(Net) as number of     Trade Receivable(Net) as number of     Image: Collection of the month collection efficiency target from all postpaid services is 90% of ABF of the month.	1
I     Debtor Reduction: Trade Receivable(Net) al No of days     corresponding month end figures     3     60	
I         Debtor Reduction: Trade Receivable(Net) a No of days         corresponding month end figures         3         60           100 % Compliance of all Critical         100 % Compliance of all Critical         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60	<u>_</u>
J Implementation of Internal Financial Control Nos. Controls 2 265	
Total Weightage: 100 Total Weightage: 0	
Total Weighted Score Normalized to Group Weigtage: 0	
Consolidated Score Achieved	

				GPMS	FOR TELANGANA CI		OR THE MON	TH OF AU	JGUST AN	D SEPTE	MBER 2	022		
	Parameter	PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable Unit	KPI DESCRIPTION	WEIGH TAGE	TARGET		VERY_GOOD		ACHVT	Marks Achieved	Weighted Score	Remarks
		Group Name: Consumer	Fixed A	ccess			Group Weightag	•						
		FTTH Growth (Normal)	A1	Number	As per Gross additions targets given to Circles	7	16300	>60% to <=70%	>70% to <=80%	>80				
Α	Sales	FTTH Growth (BharatNet)	A2	Number	As per revised Gross additions targets given to Circles(attached)	7	20	>60% to <=70%	>70% to <=80%	>80				
в	-	VAS - SIP Trunk	B1	Number	As per Gross additions targets given to Circles	7	12	>80% to <=90%	>90% to <=95%	>95%				
Ь		VAS - Others (PRI/IN/OBD)	B2	Number	As per Gross additions targets given to Circles	7	10	>80% to <=90%	>90% to <=95%	>95%				
		Core+Access(NGN/BBNW)						>75% to						
С		Network	C1	in %	Uptime of Network elements	4	99%	<=80%	>80% & <=99%	>99%				
	-		D1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
D		ADSL-BB	D2	In Hrs	MTTR*	3	<8 Hrs		>8 to 10 Hrs	<8 Hrs				
	QoS		D3	in %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
			E1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
Е		FTTH-BB	E2	IN Hrs.	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
			E3	In %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
F	Revenue	Total CFA Revenue	F1	in %	As per CFA Revenue targets given to Circles (Cr)	50	28.85	>80% to <=90%	>90% to <=95%	>95%				
		Total Weightage:100			100	Total Weighted Score	:							
		Total Weighted Score Normalized	to Group	Weigtage:										

	PROJECT/FUNCTION	KPI ID	Quantifiable Unit	KPI DESCRIPTION	WEIGHT AGE	TARGET	PL GOOD	VERY GOOD	PL EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
	Group Name: Consumer Mobi	ity		•		Group Weightage : 3	30				•	•	
A	Project (Mission 500)	A1		Survey of 100% Villages by 15- Sept-2022	15	425	90%	95%	100%				
		A2	Percentage	Identification of Sites by 30-Sept- 2022	10	100%	90%	95%	100%				
В	Sales	B1	Number	Sim sale	3	74,000	75%	90%	100%				
		B2	Amount	Ctopup	3	0.595	90%	95%	100%				
		B3	Number	POS	3	2,701	75%	90%	100%				
		В4		Quality of Acquisition (3 M Retention)	3	60%	80%	90%	100%				
С	Operations	C1	Number	VLR	2	5592862	98%	99%	100%				
		C2	GB	Data Traffic	1	3846874	98%	99%	100%				
		C3	%	SC Sites availabilty	3	99.8%	95%	98%	100%				
		C4	%	Critical Sites availabilty	2	99.0%	95%	98%	100%				
		C5	%	Important Sites availability	1	98.0%	95%	98%	100%				
		C6		Normal Sites availability	1	97.0%	95%	98%	100%				
		C7	Hours	MTTR	1	1.4	95%	98%	100%				
		C8	%	2G Call Drop Rate	1	<2%	95%	98%	100%				
		C9	%	3G Call Drop Rate	1	<2%	95%	98%	100%				
D	Revenue	D		Revenue from Postpaid, IN Prepaid, Push SMS, Incoming International SMS, IUC/Port/Infra/Tower, LWE & Other Revenue	50	167	80%	90%	100%				
	Total Weightage: 100			100	Total Weighted Score:								
	Total Weighted Score Normalize	oup Weigtage: 6.	8										

	PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable	KPI DESCRIPTION	WEIGHTA	TARGET	PL_GOOD	VERY GOOD	PL EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
	TROLET/TORCHON/JOB ROLL	NI IID	Unit	RIT DESCRIPTION	GE	TANGET	12_0000	VENT_0000	T L_LACEL	Acity	Marks Achieved	Weighted Score	Remarks
	Group Name: Enterprise		0			Group Weightag	je : 20						
А	Enterprise Gold						, 						
· ·	Stage-IV EB Sales	A1	Rs. Crs.	Stage-IV EB Sales	10%	44.17	26.5	35.34	44.17				
	New Business	A2	Rs. Crs.	New Business	1.5%	20.00	12	16	20				
	Private Business	A3	Rs. Crs.	Private Business	1.5%	20.00	12	16	20				
в	EB Platinum												
	Stage-IV EB Sales	B1	Rs. Crs.	Stage-IV EB Sales	10%	36.67	22	29.34	36.67				
	New Business	B2	Rs. Crs.	New Business	1.5%	8.33	5	6.66	8.33				
	Private Business	B3	Rs. Crs.	Private Business	1.5%	6.67	4	5.34	6.67				
С	EB Revenue												
	EB Revenue	C1	Rs. Crs.	EB Revenue	50%	4.94	2.96	3.95	4.94				
	Outstanding Recovery	C2	Rs. Crs.	Outstanding Recovery	6%	7.00	4.2	5.6	7				
D	Core Network Operations												
	OFC Network Reliability	D1	%	OFC Network Reliability	7%	≥99%	97%	98%	99%				
	Equipment Uptime	D2	%	Equipment Uptime	3%	≥ 99%	97%	98%	99%				
	Retrival of faulty fibre	D3	%	Retrival of faulty fibre	2%	4155	2493	3324	4155				
E	LC												
	LC Service Delivery	E1		New and Upgradation Circuits Commisioning Target	3%	171	102	136	171				
	LC Fault Rate	E2	%	Overall Service Assurance parameter	3%	1.20%	2%	2%	1%				
	Total Weighted Score				100%								
	Total Weighted Score Normalized to Group Weigtage:												
	Consolidated Score Achieved												

	Group Name: Land Monet	sation	and EW			Group Weightage	:10					
A	Land Monetisation Target	A1	No.	Identification of land for Monetisation	10%	18	7	11	18			
		A2	Month	(a) LDD within 2 months of identification of property. (b) Valuation and CLSC Report.within 2 months of identification of property. (c) TA, CLSC and publicity of monetization within 2 months of identification of property.	25%	7	2	4	7			
		A3	Month	REM Data updation	5%	707	354	495	707			
В	Renting Target	B1	Square metre	Space Audit / Identification of vacant Plinth Area (Bldgs/Qtrs) (26% of Total Plinth area 107.51 lakh = 26.94 lakh sqm)	15%	126052	96963	116356	126052			
		B2	Square metre	Actual space rented out	15%	30301	14544	21817	30301			
		B3	Rupees in Cr	Half Yearly Renting Target Assigned for FY 2022-23 = 161 Cr	30%	6.00	3	4.2	6			
С	Implementation of One BidgOne Power Plant-One Battery Bank- Onearca.(OBOPOBOA)											
D	Use of New and renewable energy			Vertical axis wind energy (against horizontal axis wind turbine)								
	Total Weightage:		100%	Total Weighted Score:								
	Total Weighted Score Normalized	o Group	Weigtage:		•							

Group Name: Finance	Group Weightage : 20
Group Name: Consumer Mobiity	Group Weightage : 30

A B	Revenue from Mobile Services Group Name: Consumer Fixed Revenue From CFA Services	In Rs Cr I Access In Rs Cr	Revenue from Postpaid,IN Prepaid,Push SMS,Incoming International SMS, IUC/PortI/nfra/Tower,LWE & Other Revenue(For Aug & Sept,22 Combined) (# PIz see note below) Revenue from LL,BB,FTTH, IN, USO subsidy, IUC PSTN,Port Infra, IDC,WIFI,New CFA Business,Other	5	167 Group Weightage	: 20						
			CFA Revenues(For Aug & Sept,22 Combined)		28.85							
	Group Name: Enterprise Busi	ness vertical			Group Weightage	· 20			1			
С	Revenue From Enterprise Services	In Rs Cr	Revenue from Circuits,DarkFibre,NOFN,INMARSAT, Govt Projects, Other EB Revenues(For Aug & Sept,22 Combined)	4	4.94							
	Total Weightage:		Combined)	Total Wai	4.94 hted Score:							
	Total Weighted Score Normalized to Gr	un Weigtage.			Inteu Otore.						1	
	Group Name: Land Monetisat				Group Weightage	·10					1	
	Group Name. Land Monetisat				Group Weightage							
L	Group Name: Overall Financial Pe	formance			Group Weightage : 2	20			1			
	Group Name: Overail Financial Fe	Tormance		1	Group Weightage		T	T	T	1	1	r
D	Gross Profit Margin(EBITDA)	In Percentage	Improvement in EBITDA figures at the end of Sept'22 wrt the Last year corresponding month end figures	3	19%							
F	Return on Investment (Asset Turnover F		Improvement in Asset Turnver Ratio at the end of Sept'22 wrt the Last year corresponding month end figures	2	19%							
			Reduction in Other Expenses as per Sch. 37( Admin & Operating Expenses)at the end of Sept'22 wrt the Last year corresponding month									
F	Budget/Cost Control on OPEX	In Rs Cr	end figures	2	103							
G	Total Collection from different Channels	/Sou In Rs Cr	Improvement in Collection figures for Aug22 & Sept'22 wrt the Last year corresponding 2 months figures	4	314							
			% Amount where billed amount of	1								
1			Aug &Sept22 is collected in first									
Н	Ist Month Collection Efficiency	in %	month.	4	The first month collection	efficiency targe	t from all postpaid se	ervices is 90% of	ABF of the mon	th.		
	Debtor Reduction: Trade Receivable(Ne	t) as No of days	Trade Receivable(Net) as number of days of Revenue from Operations at the end of Sept'22 wrt the Last year corresponding month end figures	3	60							
<u> </u>		ty active of days	100 % Compliance of all Critical	5	00	<u> </u>						
J	Implementaion of Internal Financial Con	trol Nos.	Controls	2	131			1				
-	Total Weightage: 100			Total Weig	hted Score: 0						1	
	Total Weighted Score Normalized to Gr	oup Weigtage: 0										
	Consolidated Score Achieved											
	· · · · · · · · · · · · · ·									•		

				GPMS F	OR UTTARAKHAND C	IRCLE	FOR THE MC	ONTH OF A	UGUST A	ND SEPT	EMBER	2022		
	Parameter	PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable Unit	KPI DESCRIPTION	WEIGH TAGE	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
		Group Name: Consumer I	Fixed A	ccess			Group Weightag	ge: 20	•			•		
		FTTH Growth (Normal)	A1	Number	As per Gross additions targets given to Circles	7	4660	>60% to <=70%	>70% to <=80%	>80				
Α	Sales	FTTH Growth (BharatNet)	A2	Number	As per revised Gross additions targets given to Circles(attached)	7	20	>60% to <=70%	>70% to <=80%	>80				
в		VAS - SIP Trunk	B1	Number	As per Gross additions targets given to Circles	7	6	>80% to <=90%	>90% to <=95%	>95%				
Ь		VAS - Others (PRI/IN/OBD)	B2	Number	As per Gross additions targets given to Circles	7	4	>80% to <=90%	>90% to <=95%	>95%				
	-	Core+Access(NGN/BBNW)		-				>75% to	-					
С		Network	C1	in %	Uptime of Network elements	4	99%	<=80%	>80% & <=99%	>99%				
			D1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
D		ADSL-BB	D2	In Hrs	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
	QoS		D3	in %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
			E1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
Е		FTTH-BB	E2	IN Hrs.	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
			E3	In %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
F	Revenue	Total CFA Revenue	F1	in %	As per CFA Revenue targets given to Circles (Cr)	50	8.80	>80% to <=90%	>90% to <=95%	>95%				
		Total Weightage:100				100	Total Weighted Score	e:						
		Total Weighted Score Normalized		0 0										

\* for MTTR , the target is to be kept as MTTR of best 80% cleared fault and not 100% faults .

	PROJECT/FUNCTION	KPI ID	Quantifiable Unit	KPI DESCRIPTION	WEIGHT AGE	TARGET	PL GOOD	VERY GOOD	PL EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
	Group Name: Consumer Mobi	ity	Unit		AGE	Group Weightag	e: 30		l				L
A	Project (Mission 500)	A1	Number	Survey of 100% Villages by 15- Sept-2022	15	1289	90%	95%	100%				
		A2	Percentage	Identification of Sites by 30-Sept- 2022	10	100%	90%	95%	100%				
В	Sales	B1	Number	Sim sale	3	35,000	75%	90%	100%				
		B2	Amount	Ctopup	3	0.174	90%	95%	100%				
		B3	Number	POS	3	1,730	75%	90%	100%				
		B4	%	Quality of Acquisition (3 M Retention)	3	60%	80%	90%	100%				
С	Operations	C1	Number	VLR	2	880673	98%	99%	100%				
		C2	GB	Data Traffic	1	6081043	98%	99%	100%				
		C3	%	SC Sites availabilty	3	99.8%	95%	98%	100%				
		C4	%	Critical Sites availabilty	2	99.0%	95%	98%	100%				
		C5	%	Important Sites availability	1	98.0%	95%	98%	100%				1
		C6	%	Normal Sites availability	1	97.0%	95%	98%	100%				
		C7	Hours	MTTR	1	2.43	95%	98%	100%				T
		C8	%	2G Call Drop Rate	1	<2%	95%	98%	100%				
		C9	%	3G Call Drop Rate	1	<2%	95%	98%	100%				
D	Revenue	D	In Rs Cr	Revenue from Postpaid, IN Prepaid, Push SMS, Incoming International SMS, IUC/Port/Infra/Tower, LWE & Other Revenue	50	13	80%	90%	100%				
	Total Weightage: 100	otal Weightage: 100						•			•		
	Total Weighted Score Normalize	ed to Gro	up Weigtage: 6	.8		Score:							1

						-							
	PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable Unit	KPI DESCRIPTION	WEIGHTA GE	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
	Group Name: Enterprise		onic			Group Weightage	a · 20						
A	Enterprise Gold					Group Weightag	C. 20		1				
<u>^</u>	Stage-IV EB Sales	A1	Rs. Crs.	Stage-IV EB Sales	15%	8.33	5	6.66	8.33				
	New Business	A1 A2	Rs. Crs.	New Business	4%	3.33	2	2.66	3.33				
	Private Business	A2 A3	Rs. Crs.	Private Business	4%	0.83	0.5	0.66	0.83				
в	EB Revenue	7.5	110.010.	T INdle Dusiness	470	0.00	0.5	0.00	0.05				
В	EB Revenue	B1	Rs. Crs.	EB Revenue	50%	3.00	1.8	2.4	3				
	Outstanding Recovery	B2	Rs. Crs.	Outstanding Recovery	50% 8%	2.00	1.0	1.6	2				
с	Core Network Operations	DZ	110.010.		0 /0	2.00	1.2	1.0	2				
-													
	OFC Network Reliability	C1	%	OFC Network Reliability	7%	≥99%	97%	98%	99%				
	Equipment Uptime	C2	%	Equipment Uptime	3%	≥ 99%	97%	98%	99%				
	Retrival of faulty fibre	C3	%	Retrival of faulty fibre	3%	582	349	466	582				
D	LC												
	LC Service Delivery	D1		New and Upgradation Circuits Commisioning Target	3%	117	70	93	117				
	LC Fault Rate	D2	%	Overall Service Assurance parameter	3%	2.10%	3%	3%	2%				
	Total Weighted Score				100%								
	Total Weighted Score Normalized to Group Weigtage:												
	Consolidated Score Achieved										1		

	Group Name: Land Monet	isatior	n and EW			Group Weightage	:10					
A	Land Monetisation Target	A1	No.	Identification of land for Monetisation	10%	3	1	2	3			
		A2	Month	<ul> <li>(a) LDD within 2 months of identification of property. (b)</li> <li>Valuation and CLSC Report.within 2 months of identification of property.</li> <li>(c) TA, CLSC and publicity of monetization within 2 months of identification of property.</li> </ul>	25%	3	1	2	3			
-		A3	Month	REM Data updation	5%	92	46	64	92			
В	Renting Target	B1	Square metre	Space Audit / Identification of vacant Plinth Area (Bldgs/Qtrs) (26% of Total Plinth area 107.51 lakh = 26.94 lakh sqm)	15%	39000	20671	24805	39000			
		B2	Square metre	Actual space rented out	15%	18000	3101	4651	18000			
		B3	Rupees in Cr	Half Yearly Renting Target Assigned for FY 2022-23 = 161 Cr	30%	1.63	0.82	1.14	1.63			
С	Implementation of One BidgOne Power Plant-One Battery Bank- Onearca.(OBOPOBOA)											
D	Use of New and renewable energy			Vertical axis wind energy (against horizontal axis wind turbine)								
	Total Weightage:				100%	Total Weighted Score:						
	Total Weighted Score Normalized	to Group	Weigtage:		•						1	

Group Name: Finance	Group Weightage : 20
Group Name: Consumer Mobiity	Group Weightage : 30

Group Name: Consumer Fixed Access         Group Weightage : 20           8         Revenue From Cr.A. Services         In R.G. D. Revenue from LLBB_TTH, IN, USD CONTROL CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL OF CONTROL	A	Revenue from Mobile Services		In Rs Cr	Revenue from Postpaid,IN Prepaid,Push SMS,Incoming International SMS, IUC/PortI/nfra/Tower,LWE & Other Revenue(For Aug & Sept,22 Combined) (# PIz see note below)	5	13							
Image: Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second	D		ixed A		Devenue from LL DD FTTH IN LICO	4	Group weightage	: 20	-	1	1		-	
C       Revenue From Enterprise Services       In Rs Cr       Revenue from Child MARSAT, Sort Polyton, NDH: IMARSAT, Sort Polyton, Dher EB, Sort Polyton, Dher Polyton, Dher EB, Sort Polyton, Dher EB, Sort Polyton, Dher EB, Sort Polyton, Dher EB, Sort Polyton, Dher EB, Sort Polyton, Dher EB, Sort Polyton, Dher EB, Sort Polyton, Dher EB, Sort Polyton, Dher EB, Sort Polyton, Dher EB, Sort Polyton, Dher EB, Sort Polyton, Dher EB, Sort Polyton, Dher EB, Sort Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dh	в	Revenue From CFA Services			subsidy, IUC PSTN,Port Infra, IDC,WIFI,New CFA Business,Other CFA Revenues(For Aug & Sept,22	4	8.8							
C       Revenue From Enterprise Services       In Rs Cr       Revenue from Child MARSAT, Sort Polyton, NDH: IMARSAT, Sort Polyton, Dher EB, Sort Polyton, Dher Polyton, Dher EB, Sort Polyton, Dher EB, Sort Polyton, Dher EB, Sort Polyton, Dher EB, Sort Polyton, Dher EB, Sort Polyton, Dher EB, Sort Polyton, Dher EB, Sort Polyton, Dher EB, Sort Polyton, Dher EB, Sort Polyton, Dher EB, Sort Polyton, Dher EB, Sort Polyton, Dher EB, Sort Polyton, Dher EB, Sort Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dher Polyton, Dh		Group Name: Enterprise E	Busines	ss vertical	•		Group Weightage	: 20						
Total Weighted Score Normalized to Group Weightage:         Image:         Image: <td>с</td> <td></td> <td></td> <td></td> <td>Circuits,DarkFibre,NOFN,INMARSAT, Govt Projects, Other EB Revenues(For Aug &amp; Sept,22</td> <td>4</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>	с				Circuits,DarkFibre,NOFN,INMARSAT, Govt Projects, Other EB Revenues(For Aug & Sept,22	4								
Total Weighted Score Normalized to Group Weightage:         Image:         Image: <td></td> <td>Total Weightage:</td> <td></td> <td></td> <td></td> <td>Total Weig</td> <td></td> <td>•</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>		Total Weightage:				Total Weig		•						
Image: Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second			to Group	Weigtage:										
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D     Gross Profit Margin(EBITDA)     Improvement in EBITDA figures at the end of Sept22 wrt the Last year corresponding month end figures     3     -24%     Improvement in CBITDA figures at the end of Sept22 wrt the Last year corresponding month end figures       Return on Investment (Asset Turnover Ratic     Improvement in Asset Turnover Ratic     Improvement in Asset Turnover Ratic     1       E     Improvement in Asset Turnover Ratic     Improvement in Asset Turnover Ratic     2     10%       F     Budget/Cost Control on OPEX     In Rs Cr     Reduction in Other Expenses as per Sch. 37( Admin & Operating Expenses) the end of Sept22 wrt the Last year corresponding month end figures     2     23       G     Total Collection from different Channels/So In Rs Cr     Improvement in Gallection figures of corresponding month end figures     2     23       H     Ist Month Collection Efficiency     in % month.     Trade Receivable(Net) as No of days     4     The first month collection efficiency target from all postpaid services is 90% of ABP of the month.       I     Debtor Reduction: Trade Receivable(Net) as No of days     100 % Compliance of all Critical     2     131     1       J     Implementation of Internal Financial Control Nos.     Controls of Sept22 wrt due tast year corresponding month end figures     3     60       J     Implementation of Internal Financial Control Nos.     Controls of Sept22 wrt the Last year corresponding month end figures     3     60    <		•												
D     Gross Profit Margin(EBITDA)     Improvement in EBITDA figures at the end of Sept22 wrt the Last year corresponding month end figures     3     -24%     Improvement in CBITDA figures at the end of Sept22 wrt the Last year corresponding month end figures       Return on Investment (Asset Turnover Ratic     Improvement in Asset Turnover Ratic     Improvement in Asset Turnover Ratic     1       E     Improvement in Asset Turnover Ratic     Improvement in Asset Turnover Ratic     2     10%       F     Budget/Cost Control on OPEX     In Rs Cr     Reduction in Other Expenses as per Sch. 37( Admin & Operating Expenses) the end of Sept22 wrt the Last year corresponding month end figures     2     23       G     Total Collection from different Channels/So In Rs Cr     Improvement in Gallection figures of corresponding month end figures     2     23       H     Ist Month Collection Efficiency     in % month.     Trade Receivable(Net) as No of days     4     The first month collection efficiency target from all postpaid services is 90% of ABP of the month.       I     Debtor Reduction: Trade Receivable(Net) as No of days     100 % Compliance of all Critical     2     131     1       J     Implementation of Internal Financial Control Nos.     Controls of Sept22 wrt due tast year corresponding month end figures     3     60       J     Implementation of Internal Financial Control Nos.     Controls of Sept22 wrt the Last year corresponding month end figures     3     60    <														
Implementation of Internal Financial Control Nos.       Improvement in Asset Turnever Ratic       Improvement in Collection in Other Expenses as per Sch. 37(Admin & Operating       Improvement in Collection in Other Expenses as per Sch. 37(Admin & Operating       Improvement in Collection figures       Improvement in Collectin figures       Improvement in Col	-	Group Name: Overall Financia	l Perfor	rmance			Group Weightage : 2	20						
Implementation of Internal Financial Control Nos.       Improvement in Asset Turnever Ratic       Improvement in Collection in Other Expenses as per Sch. 37(Admin & Operating       Improvement in Collection in Other Expenses as per Sch. 37(Admin & Operating       Improvement in Collection figures       Improvement in Collectin figures       Improvement in Col														
E       In Percentage       at the end of Sepr22 wrt the Last year corresponding month end figures       2       10%       Image: Sepr2 wrt the Last year corresponding month end figures       2       10%       Image: Sepr2 wrt the Last year corresponding month end figures       2       23       Image: Sepr2 wrt the Last year corresponding month end figures       2       23       Image: Sepr2 wrt the Last year corresponding month end figures       2       23       Image: Sepr2 wrt the Last year corresponding month end figures       2       23       Image: Sepr2 wrt the Last year corresponding month end figures       4       23       Image: Sepr2 wrt the Last year corresponding month end figures       4       23       Image: Sepr2 wrt the Last year corresponding month end figures       4       23       Image: Sepr2 wrt the Last year corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding corresponding c	D	Gross Profit Margin(EBITDA)		In Percentage	the end of Sept'22 wrt the Last year	3	-24%							
F       Budget/Cost Control on OPEX       In Rs Cr       In Rs Cr       Improvement in Collection figures for Aug22 & Sept22 wit the Last year corresponding month and figures       2       23         G       Total Collection from different Channels/Sou In Rs Cr       Improvement in Collection figures for Aug22 & Sept22 wit the Last year corresponding 2 months figures       4       23         H       Ist Month Collection Efficiency       in % month.       4       The first month collection efficiency target from all postpaid services is 90% of ABF of the month.         I       Debtor Reduction: Trade Receivable(Net) at No of days       Corresponding 2 month end figures 3       60         J       Implementation of Internal Financial Control Nos.       Controls       2       131         Total Weighted Score Normalized to Group Weigtage: 0       Total Weighted Score: 0       Total Weighted Score: 0	F	Return on Investment (Asset Turno	over Ratio		at the end of Sept'22 wrt the Last year corresponding month end	2	10%							
G       Total Collection from different Channels/Sou In Rs Cr       Improvement in Collection figures for Aug22 & Sept'22 wrt the Last year corresponding 2 months figures       4       23         H       Ist Month Collection Efficiency       in %       % Amount where billed amount of Aug & Sept'22 is collected in first month.       4       The first month collection efficiency target from all postpaid services is 90% of ABF of the month.         I       Debtor Reduction: Trade Receivable(Net) as No of days       Trade Receivable(Net) as number of days of Revenue from Operations at the end of Sept'22 wrt the Last year corresponding month end figures       3       60         J       Implementation of Internal Financial Control Nos.       100 % Compliance of all Critical Controls       2       131         Total Weighteds Core Normalized to Group Weigtage: 0       0       Total Weighted Score: 0       Total Weighted Score: 0	_				Reduction in Other Expenses as per Sch. 37( Admin & Operating Expenses)at the end of Sept'22 wrt the Last year corresponding month	-								
G       Total Collection from different Channels/Sort In Rs Cr       Aug22 & Sept'22 wrt the Last year corresponding 2 months figures       4       23       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1       1	F	Budget/Cost Control on OPEX		In Rs Cr	end figures	2	23							
H       Ist Month Collection Efficiency       in %       Amount where billed amount of Aug & Sept22 is collected in first month.       4       The first month collection efficiency target from all postpaid services is 90% of ABF of the month.         I       Debtor Reduction: Trade Receivable(Net) as No of days       Trade Receivable(Net) as number of days of Revenue from Operations at the end of Sept22 with the Last year corresponding month end figures       3       60       Implementation of Internal Financial Control Nos.       100 % Compliance of all Critical 2       131       Implementation of Internal Financial Control Nos.       Implementation of Internal Financial Control Nos.       Total Weighted Score: 0       Total Weighted Score: 0       Total Weighted Score: 0       Total Weighted Score Normalized to Group Weigtage: 0	G	Total Collection from different Char	nnels/So	In Rs Cr	Aug22 & Sept'22 wrt the Last year	4	23							
H       Ist Month Collection Efficiency       in %       month.       4       The first month collection efficiency target from all postpaid services is 90% of ABF of the month.       ABF of the month.       ABF of the month.       ABF of the month.         I       Debtor Reduction: Trade Receivable(Net) as No of days       Trade Receivable(Net) as number of days of Revenue from Operations at the end of Sept'22 with Last year corresponding month end figures       3       60       Image: 100       Image: 100 % Compliance of all Critical 2       131       Image: 100       Image: 100<									•		•	•		
I     Debtor Reduction: Trade Receivable(Net) as No of days of Revenue from Operations at the end of Sept'22 wri the Last year corresponding month end figures 3     60       J     Implementation of Internal Financial Control Nos.     100 % Compliance of all Critical Controls     2       Total Weighted Score Normalized to Group Weigtage: 0     Total Weighted Score: 0     Total Weighted Score: 0	l													
I     Debtor Reduction: Trade Receivable(Net) at No of days     days of Revenue from Operations at the end of Sept22 with the Last year corresponding month end figures     3     60       J     Implementation of Internal Financial Control     Nos.     100 % Compliance of all Critical     2     131       Total Weighteds: 100     Total Weighteds Gore Normalized to Group Weigtage: 0     Total Weighted Score: 0     Total Weighted Score: 0     Total Weighted Score Normalized to Group Weigtage: 0	Н	Ist Month Collection Efficiency	I	in %	month.	4	The first month collection	efficiency target	from all postpaid se	rvices is 90% of	ABF of the mon	th.		
J     Implementation of Internal Financial Control     Nos.     Controls     2     131       Total Weightage: 100     Total Weighted Score: 0     Total Weighted Score: 0     0	1	Debtor Reduction: Trade Receivab	le(Net) a	No of days	days of Revenue from Operations at the end of Sept'22 wrt the Last year corresponding month end figures	3	60							
Total Weightage: 100     Total Weighted Score: 0       Total Weighted Score Normalized to Group Weigtage: 0     Total Weighted Score: 0	J	Implementation of Internal Financial	Control	Nos.		2	131		1					
Total Weighted Score Normalized to Group Weigtage: 0	<u> </u>		0011101	1100.		- Total Weig		1	I	1	I	1	<u> </u>	
	-		to Group	Weigtage: 0		. c.a. moly							ł	
		Consolidated Score Achieved											1	

				GF	MS FOR UP(E) CIRCL	E FOR	THE MONTH O	F AUGU	ST AND SE	EPTEMB	ER 2022			
	Parameter	PROJECT/FUNCTION/JOB	KPIID	Quantifiable	KPI DESCRIPTION	WEIGH	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
		ROLE		Unit		TAGE								
		Group Name: Consumer F	ixed A	ccess			Group Weightage	: 20	•					
•		FTTH Growth (Normal)	A1	Number	As per Gross additions targets	7	7940	>00% 10	>70% to <=80%	>80				
~	Sales	FTTH Growth (BharatNet)	A2	Number	As per revised Gross additions	7	20	200 % 10	>70% to <=80%	>80				
								>00 % 10						
в		VAS - SIP Trunk	B1		As per Gross additions targets	7	20	>00%10	>90% to <=95%					
		VAS - Others (PRI/IN/OBD)	B2	Number	As per Gross additions targets	7	6	2007810	>90% to <=95%	>95%				
-		CULETACCESS(INGIN/DDINW)	64	in %	Uptime of Network elements	4	99%	>13/010	>80% & <=99%					
C		Matural				4		>10%'a						
n		ADSL-BB	DI	in % In Hrs	24Hrs. Fault Clearence MTTR*	2	>80% <8 Hrs	40 45 45 1155	>75% & <=80%					
	QoS	ADOL-DB	D2			2		>10 to15 Hrs.		<8 Hrs				
	405		D3		Carried Over Faults	3	<20%	<i>&gt;</i> 70% α	>=20% to <25%					
-		FTTH-BB	EI	in %	24Hrs. Fault Clearence	2	>80%	750/	>75% & <=80%					
-		FTTH-BB	E2	IN Hrs.	MTTR*	3	<8 Hrs	>10 to15 Hrs.		<8 Hrs				
			E3	In %	Carried Over Faults	3	<20%	-2004	>=20% to <25%	<20%				
F	Revenue	Total CFA Revenue	F1	in %	As per CFA Revenue targets given	50	16.37	>00% 10	>90% to <=95%	>95%				
		Total Weightage:100				100	Total Weighted Score:					•		
		Total Weighted Score Normalized	to Group	Weigtage:										

\* for MTTR , the target is to be kept as MTTR of best 80% cleared fault and not 100% faults .

	PROJECT/FUNCTION	KPI ID	Quantifiable	KPI DESCRIPTION	WEIGHT	TARGET	PL GOOD	VERY GOOD	PL EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
	Group Name: Consumer Mobii	ty				Group Weightage : 3	30						
A	Project (Mission 500)	A1	Number	Survey of 100% Villages by 15-	15	405	90%	95%	100%				
I F		A2	Percentage	Identification of Sites by 30-Sept-	10	100%	90%	95%	100%				()
В	Sales	B1	Number	Sim sale	3	1,60,000	75%	90%	100%				
I F		B2	Amount	Ctopup	3	0.702	90%	95%	100%				()
1		B3	Number	POS	3	9,917	75%	90%	100%				
		B4	%	Quality of Acquisition (3 M	3	60%	80%	90%	100%				i l
С	Operations	C1	Number	VLR	2	4689391	98%	99%	100%				í l
	-	C2	GB	Data Traffic	1	6700423	98%	99%	100%				i
ſ		C3	%	SC Sites availabilty	3	99.8%	95%	98%	100%				í
I F		C4	%	Critical Sites availabilty	2	99.0%	95%	98%	100%				í
ſ		C5	%	Important Sites availability	1	98.0%	95%	98%	100%				í
I F		C6	%	Normal Sites availability	1	97.0%	95%	98%	100%				í
1		C7	Hours	MTTR	1	2.42	95%	98%	100%				í l
I F		C8	%	2G Call Drop Rate	1	<2%	95%	98%	100%				í l
I F		C9	%	3G Call Drop Rate	1	<2%	95%	98%	100%				í l
D	Revenue	D	In Rs Cr	Revenue from Postpaid, IN	50	74	80%	90%	100%				
	Total Weightage: 100			· · · · · ·	100	Total Weighted							
	Total Weighted Score Normalized	d to Gro	up Weigtage: 6.	8									í l
													1
	PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable	KPI DESCRIPTION	WEIGHTA	TARGET	PL GOOD	VERY GOOD	PL EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
	Group Name: Enterprise					Group Weightage	: 20						
Α	Enterprise Gold												i
	Stage-IV EB Sales	A1	Rs. Crs.	Stage-IV EB Sales	15%	30.00	18	24	30				í
	New Business	A2	Rs. Crs.	New Business	4%	10.00	6	8	10				i
	Private Business	A3	Rs. Crs.	Private Business	4%	6.67	4	5.34	6.67				-
В	EB Revenue												1
	 EB Revenue	B1	Rs. Crs.	EB Revenue	50%	4.58	2.75	3.66	4.58				
	Outstanding Recovery	B2	Rs. Crs.	Outstanding Recovery	8%	3.00	1.8	2.4	3				
С	 Core Network Operations												
	 OFC Network Reliability	C1	%	OFC Network Reliability	7%	≥99%	97%	98%	99%				
	Equipment Uptime	C2	%	Equipment Uptime	3%	≥ 99%	97%	98%	99%				
	 Retrival of faulty fibre	C3	%	Retrival of faulty fibre	3%	3307	1984	2646	3307				
D	LC												
	 LC Service Delivery	D1	Circuite	Operation operation Circuits	3%	1076	645	860	1076				
	LC Fault Rate	D2	%	Overall Service Assurance parameter	3%	2.00%	3%	3%	2%				
	 Total Weighted Score				100%								
	to Croup Weighted Scole Normalized												1
	Consolidated Score Achieved												

	Group Name: Land Monet	isation	and EW			Group Weightage	:10				
A	Land Monetisation Target	A1	No.	Identification of land for Monetisation	10%	19	8	11	19		
		A2	Month	(a) LDD within 2 months of	25%	8	2	4	8		
		A3	Month	REM Data updation	5%	750	375	525	750		
В	Renting Target	B1		Diath Area (Didea (Otra) (000) of	15%	167000	120119	144143	167000		
		B2	Square metre	Actual space renieu ou	15%	37537	18018	27027	37537		

		B3	Rupees in Cr	Tail Teany Renting Target Assigned	30%	6.75	3.38	4.73	6.75		
С	Demos Direct One Demos Demos										
D	Use of New and Tenewable			(							
	Total Weightage:			100%	Total Weighted Score:						
	Total Weighted Score Normalized	to Group	Weigtage:								

	Group Name: Finance				Group Weightage							
	Group Name: Consumer Mob			•	Group Weightage	: 30	-	•	-	•	-	
A	Revenue from Mobile Services	In Rs Cr	Revenue from Postpaid, IN	5	74							
	Group Name: Consumer Fixe	d Access			Group Weightage	: 20						
В	Revenue From CFA Services	In Rs Cr	Revenue from LL,BB,FTTH, IN, USO	4	16.37							
	Group Name: Enterprise Bus	iness vertical			Group Weightage	: 20						
С	Revenue From Enterprise Services	In Rs Cr	Revenue from	4	4.58							
	Total Weightage:			Total Weig	hted Score:							
	Total Weighted Score Normalized to G											
	Group Name: Land Monetisat	tion and EW			Group Weightage	:10						
	Group Name: Overall Financial Pe	erformance	-		Group Weightage : 2	0						
D	Gross Profit Margin(EBITDA)	In Percentage	Improvement in EBITDA figures at	3	-13%							
Ē	Return on Investment (Asset Turnover	Ratio In Percentage	at the end of Sept'22 wrt the Last	2	10%							
F	Budget/Cost Control on OPEX	In Rs Cr	Sch. 37( Admin & Operating	2	114							
G	Total Collection from different Channel	s/Sou In Rs Cr	Aug22 & Sept'22 wrt the Last year	4	73							
Н	Ist Month Collection Efficiency	in %	% Amount where billed amount of	4	The first month collection	fficiency target	from all postpaid ser	vices is 90% of	ABF of the mon	th.		
1	Debtor Reduction: Trade Receivable(N	et) as No of days	days of Revenue from Operations at	3	60	,						1
J	Implementaion of Internal Financial Co	ntrol Nos.	Controls	2	131					1		
	Total Weightage: 100			Total Weig	hted Score: 0	•		•		•		1
	Total Weighted Score Normalized to G	roup Weigtage: 0										
	Consolidated Score Achieved											1

				GPMS	<b>SFOR UP (W) CIRCLE</b>	FOR TH	IE MONT	'H OF AU	GUST AND	) SEPTE	MBER 2	022		
	Parameter	PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable Unit		WEIGHT			VERY_GOOD			Marks Achieved	Weighted Score	Remarks
		Group Name: Consumer	Fixed A			AGE	Group Wo	ightage : 20	<u> </u>				50010	
		Group Name: Consumer		100835	As par Cross additions targets						r			
A		FTTH Growth (Normal)	A1	Number	As per Gross additions targets given to Circles	7	7040	>60% to <=70%	>70% to <=80%	>80				
	Sales	FTTH Growth (BharatNet)	A2	Number	As per revised Gross additions targets given to Circles(attached)	7	110	>60% to <=70%	>70% to <=80%	>80				
	1	VAS - SIP Trunk	B1	Number	As per Gross additions targets given to Circles	7	10	>80% to <=90%	>90% to <=95%	>95%				
в		VAS - Others (PRI/IN/OBD)	B2	Number	As per Gross additions targets given to Circles	7	6	>80% to <=90%	>90% to <=95%	>95%				
								4-0070						
с		Core+Access(NGN/BBNW)	C1	in %	Uptime of Network elements	4	99%	>75% to	>80% & <=99%	>99%				
	-	Network	D1	in %	24Hrs. Fault Clearence	3	>80%	<=80% >70% &	>75% & <=80%	>80%				
D		ADSL-BB	D2	In Hrs	MTTR*	3	<8 Hrs	<=75% >10 to15 Hrs.		<8 Hrs				
	QoS		D3	in %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
	1		E1	in %	24Hrs. Fault Clearence	3	>80%	<30% >70% & <=75%	>75% & <=80%	>80%				
Е		FTTH-BB	E2	IN Hrs.	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
			E3	In %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
F	Revenue	Total CFA Revenue	F1	in %	As per CFA Revenue targets given to Circles (Cr)	50	18.47	>80% to <=90%	>90% to <=95%	>95%				
		Total Weightage:100				100	Total Weighted Score:							
		Total Weighted Score Normalized	to Group	Weigtage:										
		* for MTTR ,	, the targ	et is to be kept a	as MTTR of best 80% cleared fault a	nd not 100%	6 faults .							
		PROJECT/FUNCTION		Quantifiable Unit	KPI DESCRIPTION	WEIGHT AGE		PL GOOD	VERY GOOD	PL EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
		Group Name: Consumer Mobi	ity				Group Weig	-						
A		Project (Mission 500)	A1	Number	Survey of 100% Villages by 15- Sept-2022	15	90	90%	95%	100%				
			A2	Percentage	Identification of Sites by 30-Sept- 2022	10	100%	90%	95%	100%				
в		Sales	B1	Number	Sim sale	3	1,20,000	75%	90%	100%				
			B2	Amount	Ctopup	3	0.411	90%	95%	100%				
			В3 В4	Number %	POS Quality of Acquisition (3 M	3	5,627 60%	75% 80%	90% 90%	100% 100%				
С		Operations	C1	Number	Retention) VLR	2	2008173	98%	99%	100%				
		Operations	C1 C2	GB	Data Traffic	4	2008173 6081043	98% 98%	99% 99%	100%		1		
			C2 C3	%	SC Sites availabilty	3	99.8%	98% 95%	99% 98%	100%				
			C4	%	Critical Sites availabilty	2	99.0%	95%	98%	100%	1			
			C5	%	Important Sites availability	1	98.0%	95%	98%	100%				
			C6	%	Normal Sites availability	1	97.0%	95%	98%	100%				
			C7	Hours	MTTR	1	2.57	95%	98%	100%				
1			C8	%	2G Call Drop Rate	1	<2%	95%	98%	100%				
D		P	C9 D	% La Da Ca	3G Call Drop Rate Revenue from Postpaid, IN	1 50	<2% 38	95% 80%	98%	100%	<u> </u>			
D		Revenue	D	In Rs Cr	Prepaid, Push SMS, Incoming International SMS, IUC/Port/Infra/Tower, LWE & Other Revenue	50	38	80%	90%	100%				
		Total Weightage: 100				100	Total							
							Weighted Score:							
		Total Weighted Score Normalize	ed to Gro	up Weigtage: 6.	.8									

	0 PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable Unit	KPI DESCRIPTION	WEIGHTA GE	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
	Group Name: Enterprise					Group Wei	ghtage : 20	)	•			•	•
Α	Enterprise Gold												
	Stage-IV EB Sales	A1	Rs. Crs.	Stage-IV EB Sales	10%	30.00	18	24	30				
	New Business	A2	Rs. Crs.	New Business	1.5%	10.00	6	8	10				
	Private Business	A3	Rs. Crs.	Private Business	1.5%	13.33	8	10.66	13.33				
В	EB Platinum												
	Stage-IV EB Sales	B1	Rs. Crs.	Stage-IV EB Sales	10%	15	9	12	15				
	New Business	B2	Rs. Crs.	New Business	1.5%	8.33	5	6.66	8.33				
	Private Business	B3	Rs. Crs.	Private Business	1.5%	0.83	0.5	0.66	0.83				
С	EB Revenue												
	EB Revenue	C1	Rs. Crs.	EB Revenue	50%	2.96	1.78	2.37	2.96				
	Outstanding Recovery	C2	Rs. Crs.	Outstanding Recovery	6%	3.00	1.8	2.4	3				
D	Core Network Operations												
	OFC Network Reliability	D1	%	OFC Network Reliability	7%	≥99%	97%	98%	99%				
	Equipment Uptime	D2	%	Equipment Uptime	3%	≥ 99%	97%	98%	99%				
	Retrival of faulty fibre	D3	%	Retrival of faulty fibre	2%	2678	1607	2142	2678				
E	LC												
	LC Service Delivery	E1		New and Upgradation Circuits Commisioning Target	3%	235	141	188	235				
	LC Fault Rate	E2	%	Overall Service Assurance parameter	3%	2.00%	3%	3%	2%				
	Total Weighted Score				100%								
	Total Weighted Score Normalized to Group Weigtage:												
	Consolidated Score Achieved												

	Group Name: Land Monet	isatior	n and EW			Group Wei	ghtage :10				
A	Land Monetisation Target	A1	No.	Identification of land for Monetisation	10%	8	3	5	8		
		A2	Month	(a) LDD within 2 months of identification of property. (b) Valuation and CLSC Report. within 2 months of identification of property. (c) ) TA, CLSC and publicity of monetization within 2 months of identification of property.	25%	3	1	2	3		
		A3	Month	REM Data updation	5%	302	151	211	302		
В	Renting Target	B1	Square metre	Space Audit / Identification of vacant Plinth Area (Bldgs/Qtrs) (26% of Total Plinth area 107.51 lakh = 26.94 lakh sqm)	15%	101000	70522	84626	101000		
		B2	Square metre	Actual space rented out	15%	22038	10578	15867	22038		
		B3		Half Yearly Renting Target Assigned for FY 2022-23 = 161 Cr	30%	2.50	1.25	1.75	2.5		
С	Implementation of One BidgOne Power Plant-One Battery Bank- Onearca.(OBOPOBOA)										
D	Use of New and renewable energy			Vertical axis wind energy (against horizontal axis wind turbine)							
	Total Weightage:					Total Weighted Score:					
	Total Weighted Score Normalized t	o Group	Weigtage:								

	Group Name: Finance	Group Weightage : 20
	Group Name: Consumer Mobiity	Group Weightage : 30

А	Revenue from Mobile Services	In Rs Cr	Revenue from Postpaid, IN	5	1						
			Prepaid, Push SMS, Incoming								
			International SMS,								
			IUC/Portl/nfra/Tower,LWE & Other								
			Revenue(For Aug & Sept,22								
			Combined)								
			(# Plz see note below)		38						
	Group Name: Consumer Fix	ed Access	Ц,		Group We	ahtane · 20	1				
В	Revenue From CFA Services	In Rs Cr	Revenue from LL,BB,FTTH, IN, USO	4	Group we	ginage . zt		r	1		1
D	Revenue FIOIII CFA Services	III KS CI	subsidy, IUC PSTN,Port Infra,	4							·
			IDC, WIFI, New CFA Business, Other								
			CFA Revenues(For Aug & Sept,22								
			Combined)								
			Combined)		18.47						
-	Group Name: Enterprise Bu				Group We	gntage : 20	)		1		
С	Revenue From Enterprise Services	In Rs Cr	Revenue from	4							1
			Circuits, DarkFibre, NOFN, INMARSAT	,							P
			Govt Projects, Other EB								
			Revenues(For Aug & Sept,22								
			Combined)		2.96						
	Total Weightage:			Total Weig	hted Score:						
	Total Weighted Score Normalized to C										
	Group Name: Land Monetis	ation and E	N		Group We	ghtage :10					
	•										
	Group Name: Overall Financial	Performance			Group Weig	htage · 20					
r	Group Name. Overall Financial	renormance		1	Group weig	intage : 20	T	r	1		1
			Improvement in EBITDA figures at	0	-71%						
D	Gross Profit Margin(EBITDA)		the end of Sept'22 wrt the Last year	3	-71%						
		In Perce	corresponding month end figures								
	Return on Investment (Asset Turnove		Improvement in Asset Turnver Ratio	-	-						
	Return on investment (Asset Turnove	ГКацо	at the end of Sept'22 wrt the Last								
			year corresponding month end								
E		In Perce		2	6%						
<u> </u>		in Perce		2	6%						
			Reduction in Other Expenses as per								
			Sch. 37( Admin & Operating								
			Expenses)at the end of Sept'22 wrt								
-			the Last year corresponding month								
F	Budget/Cost Control on OPEX	In Rs Cr	end figures	2	44			<u> </u>			
			Improvement in Collection for sector		1			1			1
			Improvement in Collection figures for	1	1			1			
	Table Caller the factor if the second		Aug22 & Sept'22 wrt the Last year	L	474			1			
G	Total Collection from different Channe	ls/Sou In Rs Cr	corresponding 2 months figures	4	171						 ļ
1			% Amount where billed amount of		1						
l			Aug &Sept22 is collected in first	L							
н	Ist Month Collection Efficiency	in %	month.	4	The first month	collection efficie	ncy target from all p	ostpaid services	is 90% of ABF of	of the month.	
1				1	1			1			
			Trade Receivable(Net) as number of	1	1					1	
			days of Revenue from Operations at	1	1					1	
Ι.			the end of Sept'22 wrt the Last year	L	l					1	
1	Debtor Reduction: Trade Receivable(	Net) as No of da		3	60			ļ			
			100 % Compliance of all Critical	1	1			1			1
J	Implementaion of Internal Financial Co	ontrol Nos.	Controls	2	131						
	Total Weightage: 100			Total Weig	hted Score: 0						
	Total Weighted Score Normalized to C	Group Weigtage	0								
	Consolidated Score Achieved										
L											

				GPMS	FOR WEST BENGAL C	IRCLE	FOR THE MC	NTH OF A	UGUST AN	ID SEPT	EMBER	2022		
	Parameter	PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable Unit	KPI DESCRIPTION	WEIGH TAGE	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
		Group Name: Consumer	Fixed A	ccess	•		Group Weightag	ge : 20		1				
		FTTH Growth (Normal)	A1	Number	As per Gross additions targets given to Circles	7	4640	>60% to <=70%	>70% to <=80%	>80				
A	Sales	FTTH Growth (BharatNet)	A2	Number	As per revised Gross additions targets given to Circles(attached)	7	20	>60% to <=70%	>70% to <=80%	>80				
в	-	VAS - SIP Trunk	B1	Number	As per Gross additions targets given to Circles	7	10	>80% to <=90%	>90% to <=95%	>95%				
		VAS - Others (PRI/IN/OBD)	B2	Number	As per Gross additions targets given to Circles	7	2	>80% to <=90%	>90% to <=95%	>95%				
с		Core+Access(NGN/BBNW)	C1	in %	Uptime of Network elements	4	99%	>75% to	>80% & <=99%	<b>\99%</b>				
-	_	Network	-			-		<=80%						
			D1	in %	24Hrs. Fault Clearence	3	>80%	<=75%	>75% & <=80%	>80%				
D		ADSL-BB	D2	In Hrs	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
	QoS		D3	in %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
			E1	in %	24Hrs. Fault Clearence	3	>80%	>70% & <=75%	>75% & <=80%	>80%				
Е		FTTH-BB	E2	IN Hrs.	MTTR*	3	<8 Hrs	>10 to15 Hrs.	>8 to 10 Hrs	<8 Hrs				
			E3	In %	Carried Over Faults	3	<20%	>=25% to <30%	>=20% to <25%	<20%				
				1										
F	Revenue	Total CFA Revenue	F1	in %	As per CFA Revenue targets given to Circles (Cr)	50	8.87	>80% to <=90%	>90% to <=95%	>95%				
		Total Weightage:100				100	Total Weighted Scor	e:						
		Total Weighted Score Normalized			ant as MTTP of bast 90% alcored fo									

 $^{\star}$  for MTTR , the target is to be kept as MTTR of best 80% cleared fault and not 100% faults .

	PROJECT/FUNCTION		Quantifiable Unit		WEIGHT AGE	TARGET	PL GOOD	VERY GOOD	PL EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
	Group Name: Consumer Mobi	ity	•	•		Group Weightage :	30	•	•		•	•	
A	Project (Mission 500)	A1	Number	Survey of 100% Villages by 15- Sept-2022	15	169	90%	95%	100%				
		A2	Percentage	Identification of Sites by 30-Sept- 2022	10	100%	90%	95%	100%				
В	Sales	B1	Number	Sim sale	3	80,000	75%	90%	100%				
		B2	Amount	Ctopup	3	0.303	90%	95%	100%				
		B3	Number	POS	3	7,815	75%	90%	100%				
		В4	%	Quality of Acquisition (3 M Retention)	3	60%	80%	90%	100%				
С	Operations	C1	Number	VLR	2	1607581	98%	99%	100%				
	-	C2	GB	Data Traffic	1	4322584	98%	99%	100%				
		C3	%	SC Sites availabilty	3	99.8%	95%	98%	100%				
		C4	%	Critical Sites availabilty	2	99.0%	95%	98%	100%				
		C5	%	Important Sites availability	1	98.0%	95%	98%	100%				
		C6	%	Normal Sites availability	1	97.0%	95%	98%	100%				
		C7	Hours	MTTR	1	3.2	95%	98%	100%				
		C8	%	2G Call Drop Rate	1	<2%	95%	98%	100%				
		C9	%	3G Call Drop Rate	1	<2%	95%	98%	100%				
D	Revenue	D	In Rs Cr	Revenue from Postpaid, IN Prepaid, Push SMS, Incoming International SMS, IUC/Port/Infra/Tower, LWE & Other Revenue	50	85	80%	90%	100%				
	Total Weightage: 100		•		100	Total Weighted Score:	•	•	•	•	•		
	Total Weighted Score Normalize	d to Gro	up Weigtage: 6.	8				•		1			
	PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable	KPI DESCRIPTION	WEIGHTA	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
	 		Unit		GE								L
	Group Name: Enterprise					Group Weightage	e : 20						

Α	Enterprise Gold										
	Stage-IV EB Sales	A1	Rs. Crs.	Stage-IV EB Sales	15%	16.67	10	13.34	16.67		
	New Business	A2	Rs. Crs.	New Business	4%	2.50	1.5	2	2.5		
	Private Business	A3	Rs. Crs.	Private Business	4%	0.83	0.5	0.66	0.83		
В	EB Revenue										
	EB Revenue	B1	Rs. Crs.	EB Revenue	50%	6.11	3.67	4.89	6.11		
	Outstanding Recovery	B2	Rs. Crs.	Outstanding Recovery	8%	5.00	3	4	5		
с	Core Network Operations										
	OFC Network Reliability	C1	%	OFC Network Reliability	7%	≥99%	97%	98%	99%		
	Equipment Uptime	C2	%	Equipment Uptime	3%	≥ 99%	97%	98%	99%		
	Retrival of faulty fibre	C3	%	Retrival of faulty fibre	3%	1154	692	923	1154		
D	LC										
	LC Service Delivery	D1		New and Upgradation Circuits Commisioning Target	3%	538	322	430	538		
	LC Fault Rate	D2	%	Overall Service Assurance parameter	3%	2.10%	3%	3%	2%		
	Total Weighted Score				100%						
	Total Weighted Score Normalized to Group Weigtage:										
	Consolidated Score Achieved										

	Group Name: Land Monet	isatior	n and EW			Group Weightage	e :10				
A	Land Monetisation Target	A1	No.	Identification of land for Monetisation	10%	6	2	4	6		
		A2	Month	(a) LDD within 2 months of identification of property. (b) Valuation and CLSC Report. within 2 months of identification of property. (c) TA, CLSC and publicity of monetization within 2 months of identification of property.	25%	3	1	2	3		
		A3	Month	REM Data updation	5%	247	124	173	247		
В	Renting Target	B1	Square metre	Space Audit / Identification of vacant Plinth Area (Bldgs/Qtrs) (26% of Total Plinth area 107.51 lakh = 26.94 lakh sqm)	15%	91569	50000	55000	91569		
		B2	Square metre	Actual space rented out	15%	22012	7400	15849	22012		
		B3	Rupees in Cr	Half Yearly Renting Target Assigned for FY 2022-23 = 161 Cr	30%	2.50	1.25	1.75	2.5		
С	Implementation of One BidgOne Power Plant-One Battery Bank- Onearca.(OBOPOBOA)										
D	Use of New and renewable energy			Vertical axis wind energy (against horizontal axis wind turbine)							
	Total Weightage:				100%	Total Weighted Score:					
	Total Weighted Score Normalized	to Group	Weigtage:		•	•					

	Group Name: Finance				Group Weightage	: 20			
	Group Name: Consumer Mob	oiity			Group Weightage	: 30			
A	Revenue from Mobile Services	In Rs Cr Revenue from Postpaid,IN 5 Prepaid,Push SMS,Incoming International SMS, IUC/PortI/nfra/Tower,LWE & Other Revenue(For Aug & Sept,22 Combined) (# Plz see note below)							
	Group Name: Consumer Fixe	d Access			Group Weightage	: 20			

В	Revenue From CFA Services	In Rs Cr	Revenue from LL,BB,FTTH, IN, USO subsidy, IUC PSTN,Port Infra, IDC,WIFI,New CFA Business,Other CFA Revenues(For Aug & Sept,22	4								
			Combined)									
	One Name Categories Busi				8.87							
C	Group Name: Enterprise Busi Revenue From Enterprise Services	In Rs Cr	Revenue from	4	Group Weightage	: 20		1	r		1	
C			Circuits,DarkFibre,NOFN,INMARSAT, Govt Projects, Other EB Revenues(For Aug & Sept,22 Combined)		6.11							
	Total Weightage:			Total Weig	hted Score:							
	Total Weighted Score Normalized to Gr											
	Group Name: Land Monetisat	ion and EW			Group Weightage	:10						
	Group Name: Overall Financial Pe	erformance			Group Weightage : 2	20					-	
D	Gross Profit Margin(EBITDA)	In Percentage	Improvement in EBITDA figures at the end of Sept'22 wrt the Last year corresponding month end figures	3	-39%							
_	Return on Investment (Asset Turnover I	Ratic	Improvement in Asset Turnver Ratio at the end of Sept'22 wrt the Last year corresponding month end	_								
E		In Percentage	figures Reduction in Other Expenses as per	2	9%							
-			Sch. 37( Admin & Operating Expenses)at the end of Sept'22 wrt the Last year corresponding month									
F	Budget/Cost Control on OPEX	In Rs Cr	end figures	2	60							
G	Total Collection from different Channels		Improvement in Collection figures for Aug22 & Sept'22 wrt the Last year corresponding 2 months figures		52							
9		S/SOUTH RS CI	% Amount where billed amount of	4	52							
н	Ist Month Collection Efficiency	in %	Aug &Sept22 is collected in first	4	The first month call i		6		ADE -fd	4h		
	ist worth Collection Eniciency	111 70	month.	4	The first month collection	eniciency target	from all postpaid se	rvices is 90% of	ADF OI the mon	ui.		
1	Debtor Reduction: Trade Receivable(Net	et) a No of days	Trade Receivable(Net) as number of days of Revenue from Operations at the end of Sept'22 wrt the Last year corresponding month end figures	3	60							
			100 % Compliance of all Critical									
J	Implementaion of Internal Financial Cor	ntrol Nos.	Controls	2	148			1	I			
	Total Weightage: 100	N/sistans 2		I otal Weig	hted Score: 0							
	Total Weighted Score Normalized to Gr	roup Weigtage: 0								1		
	Consolidated Score Achieved		l									1

			GPMS F	OR CNTX-(East) CIRCLE FO	DR THE	MONTH	OF AUG	UST AND	SEPTEN	<b>/IBER 20</b>	22		
	PROJECT/FUNCTION/JOB ROLE	KPIID		KPI DESCRIPTION	WEIGHT	TARGET		VERY_GOOD		ACHVT	Marks Achieved	Weighted Score	Remarks
			Unit		AGE		_	_	_			_	
	Group Name: Enterprise			•		Group Wei	ghtage : 20	Ì					
Α	Core Network Operations												
	OFC Network Reliability	A1	%	OFC Network Reliability	25%	≥99%	97%	98%	99%				
	Retrieval of Faulty fibres	A2	Number	Retrieval of Faulty fibres	20%	723	434	578	723				
	OTN Intra Region Service Link uptime	A3	%	OTN Intra Region Service Link uptime	20%	≥ 99%	97%	98%	99%				
	CPAN Nodes Uptime		%	CPAN Nodes Uptime	15%	≥ 99%	97%	98%	99%				
	MPLS Router uptime	A5	%	MPLS Router uptime	20%	100%	99.9	99.95	100%				
	Total Weightage:				100%								
	Total Weighted Score Normalized to Gro	up Weigt	age:										
	Consolidated Score Achieved												
	Group Name: Finance					•	ghtage : 20						
	Group Name: Consumer Mobi	ity				Group Wei	ghtage : 30						
A	Revenue from Mobile Services		In Rs Cr	Revenue from Postpaid,IN Prepaid,Push SMS,Incoming International SMS, IUC/PortI/nfra/Tower,LWE & Other Revenue(For Aug & Sept,22 Combined)	5								
	Group Name: Consumer Fixed		55	·····		Group Wei	ghtage : 20						
В	Revenue From CFA Services		In Rs Cr	Revenue from LL,BB,FTTH, IN, USO subsidy, IUC PSTN,Port Infra, IDC,WIFI,New CFA Business,Other CFA Revenues(For Aug & Sept,22 Combined)	4	<u></u>	<u>g</u>						
	Group Name: Enterprise Busin	ness ve	ertical			Group Wei	ghtage : 20	)					
С	Revenue From Enterprise Services		In Rs Cr	Revenue from Circuits,DarkFibre,NOFN,INMARSAT,Govt Projects, Other EB Revenues(For Aug & Sept,22 Combined)	4								
	Total Weightage:				Total Weigh	ted Score:							
	Total Weighted Score Normalized to Gro	up Weigt	age:			-							
	Group Name: Land Monetisati	on and	IEW			<b>Group Wei</b>	ghtage :10						
	Group Name: Overall Financial Per	forman	ce			Group Weig	htage : 20						

	Group Name: Overall Financial Performan	Le la la la la la la la la la la la la la			Group weightage : 20								
D	Gross Profit Margin(EBITDA)		Improvement in EBITDA figures at the end of	3									
			Sept'22 wrt the Last year corresponding										
		In Percentage	month end figures										
	Return on Investment (Asset Turnover Ratio)		Improvement in Asset Turnver Ratio at the										
			end of Sept'22 wrt the Last year										
Е			corresponding month end figures	2									
			Reduction in Other Expenses as per Sch. 37(										
			Admin & Operating Expenses)at the end of										
			Sept'22 wrt the Last year corresponding										
F	Budget/Cost Control on OPEX	In Rs Cr	month end figures	2									
			% Amount where billed amount of Aug										
G	Total Collection from different Channels/Sources.	In Rs Cr	&Sept22 is collected in first month.	4									
			% of customers & % Amount where billed										
			amount of Aug &Sept22 is collected in first										
Н	Ist Month Collection Efficiency	in %	month.	4	The first month	collection efficier	ncy target from all	postpaid servic	es is 90% of ABI	F of the month.			
			Trade Receivable(Net) as number of days of										
			Revenue from Operations at the end of										
			Sept'22 wrt the Last year corresponding										
I	Debtor Reduction: Trade Receivable(Net) as num	No of days	month end figures	3									
J	Implementaion of Internal Financial Control	Compliance of C	100 % Compliance of all Critical Controls	2	130								
	Total Weightage: 100			Total Weigh	nted Score: 0								
	Total Weighted Score Normalized to Group Weigt	age: 0											

Consolidated Score Achieved			
	Consolidated Score Achieved		

				CNTX-(West) CIRCLE				GUST AN	DJLFI				
	PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable Unit	KPI DESCRIPTION	WEIGHT AGE	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remark
	Group Name: Enterprise			•		Group Wei	ightage : 20	)			•		
	Core Network Operations					p							
<u> </u>	OFC Network Reliability	A1	0/_	OFC Network Reliability	25%	≥99%	97%	98%	99%				
	Retrieval of Faulty fibres		Number	Retrieval of Faulty fibres	20%	1822	1093	1458	1822				1
	OTN Intra Region Service Link uptime	A3		OTN Intra Region Service Link	20%	≥ 99%	97%	98%	99%				
	CPAN Nodes Uptime	A4	%	CPAN Nodes Uptime	15%	≥ 99%	97%	98%	99%				
	MPLS Router uptime	A5		MPLS Router uptime	20%	100%	99.90%	99.95%	100.00%				
	Total Weightage:				100%								
	Total Weighted Score Normalized to Grou	p Weigtag	ge:										
	Consolidated Score Achieved												
	Group Name: Finance					Group Wei	ightage : 20	)					
	Group Name: Consumer Mobili	tv				Group Wei	ightage : 30	)					
	Revenue from Mobile Services		In Rs Cr	Revenue from Postpaid,IN Prepaid,Push SMS,Incoming International SMS, IUC/PortI/Infra/Tower,LWE & Other Revenue(For Aug & Sept,22 Combined)	5								
	Group Name: Consumer Fixed	Access	5	· · · ·		Group Wei	ightage : 20	)			•		
	Revenue From CFA Services		In Rs Cr	Revenue from LL,BB,FTTH, IN, USO subsidy, IUC PSTN,Port Infra, IDC,WIFI,New CFA Business,Other CFA Revenues(For Aug & Sept,22 Combined)	4								
	Group Name: Enterprise Busin	ess ver	tical			Group Wei	ightage : 20	)					
;	Revenue From Enterprise Services		In Rs Cr	Revenue from Circuits,DarkFibre,NOFN,INMARSAT, Gort Projects, Other EB Revenues(For Aug & Sept,22 Combined)	4								
	Total Weightage:				Total Weigh	nted Score:							
	Total Weighted Score Normalized to Grou	p Weigtag	ge:										
	Group Name: Land Monetisatio	on and	EW			Group Wei	ightage :10						
				İ	İ								1
	Group Name: Overall Financial Per	formanc	e	1		Group Weig	htage : 20	•					
			-		r						I		
)	Gross Profit Margin(EBITDA)			Improvement in EBITDA figures at the end of Sept'22 wrt the Last year	3								

			corresponding month end figures						
		In Percentage	corresponding month end lightes						
	Return on Investment (Asset Turnover Ratio)		Improvement in Asset Turnver Ratio						
			at the end of Sept'22 wrt the Last						
-		la Desserte es	year corresponding month end	0					
<u> </u>		In Percentage	figures Reduction in Other Expenses as per	Z					
			Sch. 37( Admin & Operating						
			Expenses)at the end of Sept'22 wrt						
			the Last year corresponding month						
F	Budget/Cost Control on OPEX	In Rs Cr	end figures	2					
			Improvement in Collection figures for Aug22 & Sept'22 wrt the Last year						
G	Total Collection from different Channels/Sources.	In Rs Cr	corresponding 2 months figures	4					
-									
			% of customers & % Amount where						
			billed amount of Aug &Sept22 is						
н	Ist Month Collection Efficiency	in %	collected in first month.	4				 	
			Trade Receivable(Net) as number of						
			days of Revenue from Operations at						
			the end of Sept'22 wrt the Last year						
1	Debtor Reduction: Trade Receivable(Net) as number	No of days	corresponding month end figures	3					
			100 % Compliance of all Critical						
J	Implementaion of Internal Financial Control	Compliance of C	Controls	2	130				

Total Weightage: 100	Total Weighted Score: 0		
Total Weighted Score Normalized to Group Weigtage: 0			
Consolidated Score Achieved		ĺ	

		GPN	IS FOR CI	NTX-(North) CIRCLE FOR T	HE MOI	NTH OF AUG	UST ANI	D SEPTEN	<b>IBER 20</b>	22			
	PROJECT/FUNCTION/JOB ROLE	KPIID	Quantifiable Unit	KPI DESCRIPTION	WEIGHT AGE	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks Achieved	Weighted Score	Remarks
	Group Name: Enterprise					Group Weightag	ge:20						
Α	EB Platinum (NCR-I)												
	Stage-IV EB Sales	A1	Rs. Crs.	Stage-IV EB Sales	4.0%	133.33	80	106.66	133.33				
	New Business			New Business	1.0%	25	15	20	25				
	Private Business	A3	Rs. Crs.	Private Business	1.0%	13.33	8	10.66	13.33				
в	EB Platinum (NCR-II)												
	Stage-IV EB Sales	B1	Rs. Crs.	Stage-IV EB Sales	4.0%	91.67	55	73.34	91.67				
	New Business	B2	Rs. Crs.	New Business	1.0%	16.67	10	13.34	16.67				
	Private Business	B3	Rs. Crs.	Private Business	1.0%	9.16	5.5	7.33	9.16				
С	EB Revenue												
	EB Revenue	C1	Rs. Crs.	EB Revenue	50.0%	48.85	29.31	39.08	48.85				
	Outstanding Recovery	C2	Rs. Crs.	Outstanding Recovery	3.0%	50	30	40	50				
D	Core Network Operations												
	OFC Network Reliability	D1	%	OFC Network Reliability	8.0%	≥99%	97%	98%	99%				
	Retrieval of Faulty fibres	D2	Number	Retrieval of Faulty fibres	7%	1745	1047	1396	1745				
	OTN Intra Region Service Link uptime	D3	%	OTN Intra Region Service Link uptime	7%	≥ 99%	97%	98%	99%				
	CPAN Nodes Uptime	D4	%	CPAN Nodes Uptime	6.0%	≥ 99%	97%	98%	99%				
	MPLS Router uptime	D5	%	MPLS Router uptime	7.0%	100%	100%	100%	100%				
	Total Weighted Score				100%								
	Total Weighted Score Normalized to Group Weigtage												
	Consolidated Score Achieved												

	Group Name: Finance				Group Weightag	je : 20						
	Group Name: Consumer Mobility				Group Weightag	ne: 30						
A	Revenue from Mobile Services	In Rs Cr	Revenue from Postpaid,IN Prepaid,Push SMS,Incoming International SMS, IUC/Portl/nfra/Tower,LWE & Other Revenue(For Aug & Sept,22 Combined)	5								
	Group Name: Consumer Fixed Access				Group Weightag							
В	Revenue From CFA Services		Revenue from LL,BB,FTTH, IN, USO subsidy, IUC PSTN,Port Infra, IDC,WIFI,New CFA Business,Other CFA Revenues(For Aug & Sept,22 Combined)	4								
	Group Name: Enterprise Business vertical				Group Weightag	ge : 20						
С	Revenue From Enterprise Services	In Rs Cr	Revenue from Circuits,DarkFibre,NOFN,INMARSAT,Govt Projects, Other EB Revenues(For Aug & Sept,22 Combined)	4	48.85							
	Total Weightage:			Total Weig	nted Score:							
<b> </b>	Total Weighted Score Normalized to Group Weigtage:											I
	Group Name: Land Monetisation and EW				Group Weightag	ge :10						
	Group Name: Overall Financial Performance			Group Weightage	: 20	1		r	1	1	1	
_	Gross Profit Margin(EBITDA)		Improvement in EBITDA figures at the end of	0					-		-	
D		In Percentage	Sept'22 wrt the Last year corresponding month end figures	3								
E	Return on Investment (Asset Turnover Ratio)		Improvement in Asset Turnver Ratio at the end of Sept'22 wrt the Last year corresponding month end figures	2								
F	Budget/Cost Control on OPEX	In Rs Cr	Reduction in Other Expenses as per Sch. 37( Admin & Operating Expenses)at the end of Sept'22 wrt the Last year corresponding month end figures	2								
G	Total Collection from different Channels/Sources.		Improvement in Collection figures for Aug22 & Sept'22 wrt the Last year corresponding 2 months figures	4	127							
н	Ist Month Collection Efficiency	in %	% of customers & % Amount where billed amount of Aug &Sept22 is collected in first month.	4	on efficiency target is 90	% of ABF of the	month.					
1	Debtor Reduction: Trade Receivable(Net) as number of days of Revenue fr	No of days	Trade Receivable(Net) as number of days of Revenue from Operations at the end of Sept'22 wrt the Last year corresponding month end figures	3								
J		Compliance of C	100 % Compliance of all Critical Controls	2	136							
	Total Weightage: 100	Total Weig	nted Score: 0									
Total Weighted Score Normalized to Group Weigtage: 0												
	Consolidated Score Achieved											

	PROJECT/FUNCTION/JOB ROLE	1	Quantifiable	CNTX-(South) CIRCLE FO	WEIGHT	TARGET		VERY_GOOD		ACHVT	Marks Achieved	Weighted	Remark
	PROJECT/FONCTION/JOB ROLE	KPIID	Unit	REFIDESCRIPTION	AGE	TARGET	PL_GOOD	VERT_GOOD	PL_EACEL	ACHVI	Warks Achieved	Score	Remark
	Group Name: Enterprise		onic		AGE	Group Wei	ghtage : 20	)			1	50010	
	EB Platinum												
	Stage-IV EB Sales	A1	Rs. Crs.	Stage-IV EB Sales	10%	38.33	23	30.66	38.33				
	New Business	A2	Rs. Crs.	New Business	5%	15	9		15				
	Private Business	A3	Rs. Crs.	Private Business	5%	5.83	3.5		5.83				
	EB Revenue												
	EB Revenue	B1	Rs. Crs.	EB Revenue	22.5%	2.71	1.63	2.17	2.71				
	Outstanding Recovery	B2	Rs. Crs.	Outstanding Recovery	7.5%	10	6	8	10				
	Core Network Operations												
	OFC Network Reliability	C1	%	OFC Network Reliability	12.5%	≥99%	97%	98%	99%				
	Retrieval of Faulty fibres	C2	Number	Retrieval of Faulty fibres	10%	996	598	797	996				
	OTN Intra Region Service Link uptime	C3	%	OTN Intra Region Service Link uptime	10%	≥ 99%	97%	98%	99%				
	CPAN Nodes Uptime	C4	%	CPAN Nodes Uptime	7.5%	≥ 99%	97%	98%	99%				
	MPLS Router uptime	C5	%	MPLS Router uptime	10.0%	100%	100%	100%	100%				
	Total Weighted Score				100%								<u> </u>
	Total Weighted Score Normalized to												
	Group Weigtage: Consolidated Score Achieved							ł					
	Consolidated Score Achieved				l								
	Group Name: Finance					Group Wei	ightage : 20	)					
	Group Name: Consumer Mobi	itv					ghtage : 30						
	Revenue from Mobile Services		In Rs Cr	Revenue from Postpaid, IN Prepaid, Push	5	0.000							
				SMS, Incoming International SMS,	-								
				IUC/Portl/nfra/Tower,LWE & Other									
				Revenue(For Aug & Sept,22 Combined)									
	Group Name: Consumer Fixed	Access		la	r	Group Wei	ghtage : 20	)			1		1
	Revenue From CFA Services		In Rs Cr	Revenue from LL,BB,FTTH, IN, USO subsidy, IUC PSTN,Port Infra, IDC,WIFI,New CFA	4								
				Business,Other CFA Revenues(For Aug &									
				Sept,22 Combined)									
	Group Name: Enterprise Busin	ness vert	ical	•		Group Wei	ghtage : 20	)					
	Revenue From Enterprise Services		In Rs Cr	Revenue from	4	2.71							
				Circuits,DarkFibre,NOFN,INMARSAT,Govt Projects, Other EB Revenues(For Aug & Sept,22 Combined)									
	Total Weightage:			Contract Combined	Total Weigh	nted Score:							
	Total Weighted Score Normalized to Gro	up Weigtage	ə:		J								
	Group Name: Land Monetisati	on and E	W			Group Wei	ightage :10						
	Group Name: Overall Financial Per	formance				Group Weig	htage : 20						
	Gross Profit Margin(EBITDA)			Improvement in EBITDA figures at the end of	3								
			In Deservisions	Sept'22 wrt the Last year corresponding									
	Return on Investment (Asset Turnover R	atio)	In Percentage	month end figures Improvement in Asset Turnver Ratio at the									
	Return on investment (Asset Turnover Ra	au0)		end of Sept'22 wrt the Last year									
			In Percentage	corresponding month end figures	2								
			, , , , , , , , , , , , , , , , , , ,	Reduction in Other Expenses as per Sch. 37(									
				Admin & Operating Expenses)at the end of									
	Budget/Cest Central ODEV		In Ro Cr	Sept'22 wrt the Last year corresponding month end figures	2								
	Budget/Cost Control on OPEX	1	In Rs Cr	Improvement in Collection figures for Aug22	2			ł			<u> </u>		+
				& Sept'22 wrt the Last year corresponding 2									
	Total Collection from different Channels/S	Sources.	In Rs Cr	months figures	4	18							
-				% of customers & % Amount where billed									
				amount of Aug &Sept22 is collected in first	I.								
	Ist Month Collection Efficiency	L	in %	month.	4								
				Trade Receivable(Net) as number of days of Revenue from Operations at the end of									
				Sept'22 wrt the Last year corresponding									
	Debtor Reduction: Trade Receivable(Net	) as number	No of davs	month end figures	3								
-	Implementation of Internal Financial Contr			100 % Compliance of all Critical Controls	2	130		1	1		1		1

130

Total Weighted Score: 0

Total Weightage: 100 Total Weighted Score Normalized to Group Weigtage: 0

Compliance of Critic 100 % Compliance of all Critical Controls

Implementaion of Internal Financial Control

Consolidated Score Achieved

J

Physical Procession         Name         Name </th <th>1</th> <th></th> <th></th> <th>GPMS FO</th> <th>R CNTX-(NER) CIRCLE FOR</th> <th>R THE N</th> <th>IONTH O</th> <th>F AUGUS</th> <th>ST AND S</th> <th>EPTEME</th> <th>3ER 2022</th> <th>2</th> <th></th> <th></th>	1			GPMS FO	R CNTX-(NER) CIRCLE FOR	R THE N	IONTH O	F AUGUS	ST AND S	EPTEME	3ER 2022	2		
Oroug Name, Enterprise         Oroug Meditage : 20         Oroug Meditage : 20           Of Care Metricol, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status, Status,		PROJECT/FUNCTION/JOB ROLE											Weighted Score	Remarks
A Core Network Operations         A         A         A         A         A         A         A         A         A         A         A         A         A         A         A         A         A         A         A         A         A         B         A         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B         B <td></td> <td></td> <td></td> <td>Unit</td> <td></td> <td>AGE</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>				Unit		AGE								
Orie Theory Relation         A1         Non-Sectional Flag Area (1988)         251         300         975         401         975         401         975         401         975         401         975         401         975         401         975         401         975         401         975         401         975         401         975         401         975         401         975         401         975         401         975         401         975         401         975         401         975         401         975         401         975         401         975         401         975         401         975         401         975         401         975         401         975         401         975         401         975         401         975         401         975         401         975         401         975         401         975         401         975         401         975         401         975         401         975         401         975         401         975         401         975         401         975         401         975         401         975         401         975         401         975         401 <td></td> <td>Group Name: Enterprise</td> <td></td> <td></td> <td></td> <td></td> <td>Group Wei</td> <td>ightage : 20</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>		Group Name: Enterprise					Group Wei	ightage : 20						
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Mini R Bandar geline         April Mini R Bandar geline         115         1070         198.073         98.075         108.075         108.075           B         LC         Mini R Bandar geline         115         1070         198.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075         108.075 <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>														
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Total Waghings.         100%         Interview         <	J	LC Service Assurance	B2	be attended in 6 hours and 95%	Service assurancve targets	5%								
Total Workpland         Consumers to Group Weightage : 20         Coroup Weightage : 20           Group Name: Finance         Group Weightage : 20         Group Weightage : 30         Image: Consumer Mobility         Imag	K	LC Fault Rate	B3	%	Overall Service Assurance parameter	1%	< 1 %							
Consultive Some Antinved         Group Name: Finance         Group Name: Consumer Notity         Statistication Notice Statistication Notice Statistication Notice Statistication Notice Statistication Notice Statistication Notice Statistication Notice Statistication Notice Statistication Notice Statistication Notice Statistication Notice Statistication Notice Statistication Notice Statistication Notice Statistication Notice Statistication Notice Statistication Notice Statistication Notice Statistication Notice Statistication Notice Statistication Notice Statistication Notice Statistication Notice Statistication Notice Statistication Notice Statistication Notice Statistication Notice Statistication Notice Statistication Notice Statistication Notice Statistication Notice Statistication Notice Statistication Notice Statistication Notice Statistication Notice Statistication Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice Notice						100%								
Group Name: Finance         Group Weightage : 20           Group Name: Consumer Mobility         In R.C.T.         Beverue from Pospad.PLeb. (Browner) (Second Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Processon Proceson Proceson Processon Processon Processon Proceson Processon Proc			eigtage:									T		
Group Name: Consumer Mobility       Group Weightage : 30         A Revenue from Nobile Services       In Rs Cr       Revenue from Portpaid.IN Prepaid.Plush BMS.Incoming International SMS. ILC-PENINFerritarianes LS Status       6       Image: Consumer Fixed Access         Group Name: Consumer Fixed Access       Image: Consumer Fixed Access       Group Weightage : 20         Revenue From CRA Services       Image: Revenue from Note Status       Group Weightage : 20         Group Name: Consumer Fixed Access       Image: Revenue from CRA Services       Group Weightage : 20         Group Name: Enterprise Business vertical       Revenue from CRA Services       Image: Revenue from CRA Services       Group Meightage : 20         Group Mame: Finerprise Business vertical       Revenue from CRA Services       Image: Revenue from CRA Services       Group Weightage : 20         Total Weightage       Image: Revenue from CRA Services       Image: Revenue from CRA Services       Group Weightage : 20         Total Weightage       Image: Revenue from CRA Services       Group Weightage : 10       Image: Revenue from CRA Services       Image: Revenue from CRA Services         Group Name: Overall Financial Performance       Group Weightage : 20       Image: Revenue from Group Weightage : 20       Image: Revenue from CRA Services       Image: Revenue from CRA Services       Image: Revenue from CRA Services         Group Name: Overall Financial Performance       Group Weightage : 20 </td <td></td> <td>Consolidated Score Achieved</td> <td></td>		Consolidated Score Achieved												
Group Name: Consumer Mobility       Group Weightage : 30         A Revenue from Nobile Services       In Rs Cr       Revenue from Portpaid.IN Prepaid.Plush BMS.Incoming International SMS. ILC-PENINFerritarianes LS Status       6       Image: Consumer Fixed Access         Group Name: Consumer Fixed Access       Image: Consumer Fixed Access       Group Weightage : 20         Revenue From CRA Services       Image: Revenue from Note Status       Group Weightage : 20         Group Name: Consumer Fixed Access       Image: Revenue from CRA Services       Group Weightage : 20         Group Name: Enterprise Business vertical       Revenue from CRA Services       Image: Revenue from CRA Services       Group Meightage : 20         Group Mame: Finerprise Business vertical       Revenue from CRA Services       Image: Revenue from CRA Services       Group Weightage : 20         Total Weightage       Image: Revenue from CRA Services       Image: Revenue from CRA Services       Group Weightage : 20         Total Weightage       Image: Revenue from CRA Services       Group Weightage : 10       Image: Revenue from CRA Services       Image: Revenue from CRA Services         Group Name: Overall Financial Performance       Group Weightage : 20       Image: Revenue from Group Weightage : 20       Image: Revenue from CRA Services       Image: Revenue from CRA Services       Image: Revenue from CRA Services         Group Name: Overall Financial Performance       Group Weightage : 20 </td <td></td> <td>Group Name: Finance</td> <td></td> <td></td> <td></td> <td></td> <td>Group Wei</td> <td>ahtage : 20</td> <td>)</td> <td></td> <td></td> <td></td> <td></td> <td></td>		Group Name: Finance					Group Wei	ahtage : 20	)					
A       Revenue from Robits Services       In Rs Cr       Revenue from Robits Services       5         B       Corup Name: Consumer Fixed Access       Revenue from LBP/TH, NL USD subsidy, UC/PotInt/nf Creat. XVE & Other Services       Group Weightage : 20         B       Revenue from CFA Services       In Rs Cr       Revenue from LBP/TH, NL USD subsidy, UC/PotInt/nf Creat. XVE & Other Services       Group Weightage : 20         C       Revenue from CFA Services       In Rs Cr       Revenue from LBP/TH, NL USD subsidy, UC/PotInt/nf Creat. XVE & Other Services       4         C       Revenue from CFA Revenue from CFA Revenue from CFA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Revenue from CPA Reven														
Bits         Intervention         Consumer Fixed Access         Consumer Fixed Access           Brevenue From CPA Services         In Re Cr         Revenue from LLB_FTTH, IN, USD Datably, Business, Other CPA Revenues from Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access Access A	A			In Rs Cr	Revenue from Postpaid, IN Prepaid, Push	5	0.040 110	g						
a       Revenue From CFA Services       In Rs Cr       Revenue from LLBB.TTH-IN.USO abbidity. Business. Other CFA Revenues/For Aug & Business. Other CFA Revenues/For Aug & Services       4       Croup Weightage : 20         Coup Name: Enterprise Business vertical       In Rs Cr       Revenue from Croup Name: Coup Weightage : 20					IUC/Portl/nfra/Tower,LWE & Other									
International and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain and a strain		Group Name: Consumer Fixed Acc	cess				Group Wei	ightage : 20						
C       Revenue From: Enterprise Services       In Rs Cr       Revenue from: Crucits, DarkFibre, NOFNI, INNARSAT, Govt, Prijeste, Other EB Revenues/For Aug & Sept22 Combined)       4       Intel Weightage       Intel Weightag	В	Revenue From CFA Services			IUC PSTN,Port Infra, IDC,WIFI,New CFA Business,Other CFA Revenues(For Aug &	4								
Image: Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second Second		Group Name: Enterprise Business	vertica	al			Group Wei	ghtage : 20						
Total Weighted Score Normalized to Group Weightage:       Image: Control on OPEX       Image: Control on Operations at the end of Sepr22 with the Last year Corresponding 2       Control on Operations at the end of Sepr22 with the Last year Corresponding 2       Control on OPEX       Image: Control on OPEX       Image: Control on OPEX       Image: Control on OPEX       Image: Control on OPEX       Image: Control on OPEX       Image: Control on OPEX       Image: Control on OPEX       Image: Control on OPEX       Image: Control on OPEX       Image: Control on OPEX       Image: Control on OPEX       Image: Control on OPEX       Image: Control on OPEX       Image: Control on OPEX       Image: Control on OPEX       Image: Control on OPEX       Image: Control on OPEX       Image: Control on OPEX       Image: Control on OPEX       Image: Control on OPEX       Image: Control on OPEX       Image: Control on OPEX       Image: Control on OPEX       Image: Control on OPEX       Image: Control on OPEX       Image: Control on OPEX       Image: Control on OPEX       Image: Control on OPEX       Image: Control	-			In Rs Cr	Circuits,DarkFibre,NOFN,INMARSAT,Govt Projects, Other EB Revenues(For Aug &									
Group Name: Land Monetisation and EW         Group Name: Overall Financial Performance         Group Name: Overall Pinancial Pinancial Performance         Group Name:						Total Weigh	ited Score:							
Group Name: Overall Financial Performance       Group Weightage : 20         Group Name: Overall Financial Performance       Improvement in EBITDA figures at the end of Sept22 writh Last year corresponding In Percentage month end figures 2       Improvement in Asset Turmer Ratio at the end of Sept22 writh Last year corresponding month end figures 2       Improvement in Asset Turmer Ratio at the end of Sept22 writh Last year corresponding month end figures 2       Improvement in Asset Turmer Ratio at the end of Sept22 writh Last year corresponding to the end of Sept22 writh Last year corresponding month end figures 2       Improvement in Asset Turmer Ratio at the end of Sept22 writh Last year corresponding 2       Improvement in Asset Turmer Ratio at the end of Sept22 writh Last year corresponding 2       Improvement in Asset Turmer Ratio at the end of Sept22 writh Last year corresponding 2       Improvement in Collection Figures of Aug22 & Sept2 writh Last year corresponding 2       Improvement in Collection Figures of Aug22 & Sept2 writh Last year corresponding 2       Improvement in Collection Figures of Aug22 & Sept2 writh Last year corresponding 2       Improvement in Collection Figures of Aug22 & Sept2 writh Last year corresponding 2       Improvement in Collection Figures of Aug22 & Sept2 writh Last year corresponding 2       Improvement in Collection Figures of Aug22 & Sept2 writh Last year corresponding 2       Improvement in Collection Figures of Aug22 & Sept2 writh Last year corresponding 2       Improvement in Collection Figures of Aug22 & Sept2 writh Last year corresponding 2       Improvement in Collection Figures of Aug22 & Sept2 writh Last year corresponding 2       Improvement in Collection Figures of Aug22 & Sept2 writh Last year corresponding 2       Improvement in Coll								white we will						
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Image: Debtor Reduction: Trade Receivable(Net) as number of days of Revenue from Operations at the end of Sept22 with the Last year corresponding month end figures       3         Image: Debtor Reduction: Trade Receivable(Net) as number of dNo of days       month end figures       3         Image: Debtor Reduction: Trade Receivable(Net) as number of dNo of days       month end figures       3         Image: Debtor Reduction: Trade Receivable(Net) as number of dNo of days       month end figures       3         Image: Trade Receivable(Net) as number of dNo of days       month end figures       3         Image: Trade Receivable(Net) as number of dNo of days       month end figures       3         Image: Trade Receivable(Net) as number of dNo of days       month end figures       3         Image: Trade Receivable(Net) as number of dNo of days       month end figures       3         Total Weightage: 100       Total Weighted Score: 0       Total Weighted Score: 0         Total Weighted Score Normalized to Group Weigtage: 0       Total Weighted Score: 0       Employed Score: 0					% of customers & % Amount where billed amount of Aug &Sept22 is collected in first	4								
J       Implementation of Internal Financial Control       Compliance of Q 100 % Compliance of all Critical Controls       2       Implementation of Internal Financial Control       Compliance of Q 100 % Compliance of all Critical Controls       2       Implementation of Internal Financial Control       Compliance of Q 100 % Compliance of all Critical Controls       2       Implementation of Internal Financial Control       Compliance of Q 100 % Compliance of all Critical Controls       2       Implementation of Internal Financial Controls       Compliance of Q 100 % Compliance of all Critical Controls       2       Implementation of Compliance of Q 100 % Compliance of all Critical Controls       2       Implementation of Compliance of Q 100 % Compliance of all Critical Controls       2       Implementation of Compliance of Q 100 % Compliance of all Critical Controls       2       Implementation of Compliance of Q 100 % Compliance of all Critical Controls       2       Implementation of Compliance of Q 100 % Compliance of all Critical Controls       2       Implementation of Compliance of Q 100 % Compliance of All Critical Controls       2       Implementation of Compliance of Q 100 % Compliance of All Critical Controls       2       Implementation of Compliance of Q 100 % Compliance of All Critical Controls       2       Implementation of Compliance of Q 100 % Compliance of All Critical Controls       2       Implementation of Complementation of Compliance of Q 100 % Compliance of All Critical Controls       2       Implementation of Complementation of Compliance of Q 100 % Compliance of Q 100 % Compliance of Q 100 % Compliance of Q 100 % Compliance of Q 100 % C					Trade Receivable(Net) as number of days of Revenue from Operations at the end of Sept'22 wrt the Last year corresponding									
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Parameter	PROJECT/FUNCTION/J	KPIID	Quantifiable	KPI DESCRIPTION	WEIGHTAG	TARGET	PL_GOOD	VERY_GOOD	PL_EXCEL	ACHVT	Marks	Weighted	Remarks
	OB ROLE		Unit		E						Achieved	Score	
	Group Name: Land	Monetisatior	n and EW			Group Weig	htage :10						
A	Land Monetisation Target	A1	No.	Identification of land for Monetisation	10%	3	1	2	3				
		A2	Month	(a) LDD within 2 months of identification of property. (b) Valuation and CLSC Report.within 2 months of identification of property. (c) TA, CLSC and publicity of monetization within 2 months of identification of property.	25%	3	1	2	3				
		A3	Month	REM Data updation	5%	9	5	6	9				
В	Renting Target	B1	Square metre	Space Audit / Identification of vacant Plinth Area (Bldgs/Qtrs) (26% of Total Plinth area 107.51 lakh = 26.94 lakh sqm)	15%	71000	26274	31528	71000				
		B2	Square metre	Actual space rented out	15%	40000	20000	30000	40000				
		B3	Rupees in Cr	Half Yearly Renting Target Assigned for FY 2022-23 = 161 Cr	30%	9.00	4.5	6.3	9				
с	Implementation of One BidgOne Power Plant- One Battery Bank- Onearca.(OBOPOBOA)												
D	Use of New and renewable energy (against horizontal axis wind turbine)												
	Total Weightage:				Total Weighted Score:								
	Total Weighted Score Norn	nalized to Group	Weigtage:										