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भारत संचार निगम लिमिटेड
(भारत सरकार का उद्यम)
BHARAT SANCHAR NIGAM LIMITED
(A Govt. of India Enterprise)

डा० कल्याण सागर निषानी

निदेशक (एचआर)

DR. KALYAN SAGAR NIPPANI

Director (HR)
BSNL Board

D.O. No. BSNLCO-PER1/20(11)/34/2023-PERS1
Date: 25.11.2025.

Subject: Alignment of Activities towards Revenue Generation – Priorities Regarding

Dear Shri/Ms

As part of our continued efforts to strengthen the financial sustainability of our organization, it has become imperative to review our ongoing activities and align them with initiatives that contribute directly to revenue generation.

Being a Government Company, cultural and related events hold significance in preserving our organizational ethos and identity. However, it has been observed that the frequency of such events has increased considerably in recent months. With approximately four months remaining in the current financial year, it is essential that our resources-time, manpower, and budget- are channelled primarily towards initiatives that enhance productivity, improve service delivery, and boost revenue.

In this regard, all Circles are requested to kindly:

1. Prioritize activities that contribute directly to organizational objectives.
2. Shift focus towards revenue-generating programmes, operational efficiency measures, and initiatives that strengthen the financial performance of the Circle.

Your cooperation in this matter is crucial for ensuring that we remain competitive, financially resilient, and to deliver effectively on revenue generated activities.

With best regards,

[Dr. Kalyan Sagar Nippani]

To,

The Chief General Manager,
All Telecom Circles.