

# दूरसंचार विभाग

(भारत सरकार)

तथा



टेलीकम्युनिकेशन्स कंसलटेंट्स इंडिया लिमिटेड  
(भारत सरकार का उद्यम)  
के बीच



## समझौता ज्ञापन 2016-17

### MEMORANDUM OF UNDERSTANDING 2016-17 (MOU)

BETWEEN

DEPARTMENT OF TELECOMMUNICATIONS  
(GOVERNMENT OF INDIA)

AND

TELECOMMUNICATIONS CONSULTANTS INDIA LIMITED  
(A GOVERNMENT OF INDIA UNDERTAKING)



**MEMORANDUM OF UNDERSTANDING BETWEEN TELECOMMUNICATIONS CONSULTANTS INDIA LIMITED  
AND MINISTRY OF COMMUNICATIONS, DEPARTMENT OF TELECOMMUNICATIONS**

For Financial Year 2016-17

**EVALUATION CRITERIA & TARGETS**

Form-I (Part-A)

Sl. No.	Evaluation Criteria	Unit	Wt.	MoU Targets				
				Excellent	V. Good	Good	Fair	Poor
i.	<b>Capacity Utilisation :</b> New Orders Secured during the year	Rs. Crs	10	1400	1150	1100	1050	1000
	<b>A. Efficiency Parameter</b> Completion of milestones stated for FY 2016-17 in clients' assignments without time overrun :							
	A) For Consultancy Projects	%	5	100	90	80	70	60
	B) For Other Projects ( where order value exceeds Rs. 50 Crs) - (List as per Annexure - A)	%	5	100	90	80	70	60
	<b>B. Technology up-gradation :</b> Making ERP Ind - AS compliant	Date	5	01-12-16	31-12-16	15-01-17	31-01-17	15-02-17
iii.	<b>Leveraging Net Worth :</b> Laying of OFC cables	KMs	15	3500	3200	3000	2800	2600
	<b>Monitoring Parameter :</b> Submitting Board Approved Proposal for exit process or revival of Tamilnadu Telecommunication Ltd. to the Ministry	Date	5	30-09-16	15-10-16	31-10-16	15-11-16	30-11-16
v.	<b>Turnover for Operations :</b> Revenue from Operations (Net of Excise duty)	Rs. Crs	5	1450	1400	1350	1300	1250
vi.	<b>Operating Profit/ Surplus :</b> Profit before Tax (Excluding Other Income, Extraordinary and Exceptional items) as % of Revenue from operations	%	10	1.05	1.00	0.95	0.90	0.88
vii.	<b>Early signs of weakness :</b> Reduction in Claims against the Company not acknowledged as debts, over the previous year raised by CPSE and Others	%	5	5	4	3	2	1
viii.	<b>Marketing efficiency ratios</b> A Turnover from Overseas projects	Rs. Cr	5	425	407	350	325	300
viii.	<b>Marketing efficiency ratios</b> B Trade Receivables as percentage of Revenue from Operations (Gross)	%	5	52.50	56.50	59.50	61.50	64.50
ix.	<b>Return on Investment :</b> Dividend/PAT	%	5	30	29	28	27	26
	PAT/ Net Worth	%	10	7	6.36	6	5.75	5.5
	Dividend/Net Worth	%	5	2.1	1.84	1.68	1.55	1.43
x.	<b>Sector/CPSE Specific Targets</b> Return from Joint Ventures	%	5	20.00	19.50	19.00	18.50	18.00
<b>Total</b>			<b>100</b>					

- Wherever the figures are not verifiable from the annual report, the verification at the time of MoU Evaluation would be done on the basis of certification by way of resolution regarding achievement of the above parameter by Board of Directors.
- Targets finalized by IMC are based on provisional figures submitted by the company for FY 2015-16. In case of better performance of the CPSE during the year 2015-16 as compared to Provisional figures, the difference between actual figures and provisional figures shall be added to the targets of 2016-17.
- Targets decided in MoU are unconditional and no offset will be allowed in any condition. Further evaluation would be subject to compliance of additional eligibility criteria as contained in para 14.2 and 14.3 of MoU guidelines 2016-17.

For Telecommunications Consultants India Limited

For Department of Telecommunications

*AJAI KUMAR GUPTA*  
(AJAI KUMAR GUPTA)  
Chairman & Managing Director

*J S DEEPAK*  
(J S DEEPAK)  
Secretary(DoT) & Chairman, Telecom Commission  
Ministry of Communications  
DATED:

DATED:

07 NOV 2016

07 NOV 2016

MoU 2016-17  
Approved by IMC  
Signed *[Signature]* 17/11/16



**List of other projects (where order value exceeds Rs 50 crs.) with milestone stated for FY 2016-17**

S. No	Project Name	Contract Value (Rs in crs)	Milestone stated for 2016-17	Scheduled date of completion of each project as per the agreement with client
1	Network for Spectrum (NFS) Project for Defense Network for Package 3 : Procurement, Supply, Trenching, Laying, Installation, Testing and Maintenance of OFC, PLB Duct and Accessories for Exclusive Optical NLD backbone and Optical Access routes	1448.60	100% cumulative turnover	<ul style="list-style-type: none"> <li>• Original date of completion was 08.03.16</li> <li>• Extension received upto 30.06.16</li> <li>• Further extension under process upto Dec 2016.</li> </ul>
2	Construction of OFC Network on turnkey basis for Indian Navy by Bharat Sanchar Nigam Limited covering Procurement, Supply, Trenching, Laying, Installation, Testing and Maintenance of Optical fiber cable, PLB Duct, Optical Inventory Tool, Fiber Monitoring System, Fiber intrusion prevention system and accessories. 2,900 KMs	555.82	Completion of 65% of project value upto 31.03.2017	<ul style="list-style-type: none"> <li>• Date of completion as per agreement was 21.07.16</li> <li>• Extension under process till 21.07.17</li> </ul>
3	Establishment of Fiber Optic based Communication Network (OPGW) of Power Development Deptt. of J&K on 220 KV and 132 KV transmission lines under Prime Minister Reconstruction Program in J&K state. OPGW Cable length:1600 Km	52.00	100% completion by 31.03.2017	<ul style="list-style-type: none"> <li>• Extension received upto 30.06.16</li> <li>• Further extension under process till 31.03.17</li> </ul>
4	PMC Work for Construction of World HQ Building of Rural Electrification Corporation Limited at Gurgaon and obtaining the GRIHA Rating for Green Buildings	354.70	55% cumulative turnover by 31.03.2017	Date of completion by 13.05.2018
5	Renovation and expansion of ESIC Hospital at Okhla, New Delhi valuing Rs. 100 crore(estm)	100 (estimated value)	100% cumulative turnover till 31.03.2017	Extension given till 31.03.2017
6	TOLL Lakhnadone Ghansore BOT Road Project in Seon, M.P	79.49 (revised order is expected to be Rs 89 crs.)	100% cumulative turnover by Nov 2016	<ul style="list-style-type: none"> <li>• Extension upto Dec 2015</li> <li>• Extension applied upto Nov 2016</li> </ul>

