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**Huge revenue loss by the stand taken by PGM BGTD**

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lalita jogi &lt;lalitadjogi@yahoo.co.in&gt;

Tue, May 22, 2012 at 7:04 PM

To: nagavi s b shivanand &lt;nagavisb@gmail.com&gt;

Cc: ksebastin &lt;ksebastin@gmail.com&gt;, lalitadjogi &lt;lalitadjogi@yahoo.co.in&gt;, rajanbsnl &lt;rajanbsnl@gmail.com&gt;, cgm\_ktk &lt;cgm\_ktk@bsnl.co.in&gt;

--- On Sat, 19/5/12, nagavi s b shivanand &lt;nagavisb@gmail.com&gt; wrote:

From: nagavi s b shivanand &lt;nagavisb@gmail.com&gt;

Subject: Huge revenue loss by the stand taken by PGM BGTD

To: "ksebastin" &lt;ksebastin@gmail.com&gt;, "lalitadjogi" &lt;lalitadjogi@yahoo.co.in&gt;, "rajanbsnl" &lt;rajanbsnl@gmail.com&gt;

Cc: "pgmbgtd" &lt;pgmbgtd@sancharnet.in&gt;, "cgm\_ktk" &lt;cgm\_ktk@bsnl.co.in&gt;

Date: Saturday, 19 May, 2012, 1:11 PM

Dear Comrade,

your extreme concern about revenue generation and collection is quite understandable and exemplary. In fact, our response towards defaulting franchises should be business oriented and professional. It should be least bureaucratic in nature. Defaulting franchises need to be tackled but that never means it should be at the cost of huge business that we are making in CTop up segment.

Given extraordinary professional business approach of PGM Bangalore, it should not be difficult to resolve the issue. I would suggest a detailed and frank discussion with PGM/BG. I am quite sure that he would be as much concerned as we are in terms of keeping up the business interests of BGTD. yes the right approach would be not to distrust our trusted and valued franchises simply because a few out of them have defaulted. The bottom line is that under no circumstances should BGTD lose huge business in this potential segment and our tireless efforts should be aimed at finding new streams of revenue generation, not at all allowing the existing ones to slip. That is where professional approach comes into play. Please be in touch on such a critical issue. Sorry for responding late on this vital issue. keep up your efforts.

best wishes

jogi

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