Ref.No.P.Com/GM/Accounts/**14075                                                                                                                                              30 MAY 2006**

**CIRCULAR NO.41**

Sub: Award for highest revenue collections – Principles and Methodologies thereof.

After formation of our Company, MSEDCL on 5 th June 2005, we have started working more effectively as a commercial organization. In order to further imbibe and introduce competition amongst different Zones and Circles, it has been decided to award prizes based on their performances in revenue collections against the target.

In order to ensure the fair competition, following methodology is finalized for deciding the best performing Zones and Circles (in respect of revenue collection against the targets).

1) Monthly targets for the year 2005-06 are taken as the reference figure.

2) The revenue actually repatriated by the respective Zones and Circles is related with their targets.

3) The highest revenue repatriated against the pre-determinent target is worked out as percentage of repatriation against the target.

4) The highest percentage for the whole year is declared as the best performing Zone and Circle.

**AWARDS:** After the detailed discussions, following awards have been decided in respect of best Zone and best Circle.

**BEST ZONE:**   
First : M.D’s Flag as momento and Rs. One lakh in cash. **Pune Zone has been awarded the Ist Best Zone for the year 2005-06.**

Second : Rs. 75,000/- in cash. **Kolhapur Zone has been awarded the 2 nd Best Zone for the year 2005-06.**

Special Award : Rs. 50,000/- in cash. **The Special Award has been given to Konkan Zone for the year 2005-06.**

**BEST CIRCLE:**

First : M.D’s Flag as momento and Rs. One lakh in cash. **Pune Rural Circle has been awarded the Ist Best Circle for the year 2005-06.**

Second : Rs. 75,000/- in cash. **Satara Circle has been awarded the 2 nd Best Circle for the year 2005-06.**

Special Award : Rs. 50,000/- in cash. **The Special Award has been given to Sindhudurgh Circle for the year 2005-06.**

This special award has been considered due to the fact that as per the methodology given above, Konkan Zone actually qualifies for the First Zone Award. However, other conditions like the number of consumers, demand, repatriated amount, the quantum is very small compared to the other zonal averages. Hence, Konkan Zone is not considered for the award. This small quantum should not become a deterent for the employees in this Zone who have really done a commendable job and hence this special award is declared for Konkan Zone.

It is expected from all field officers that the spirit behind the award will be conveyed to all the employees. Please note that the above prestigious awards have been decided to be continued in the subsequent years also.

**Chief Engineer (Commercial)**

To:   
All as per Mailing List.