

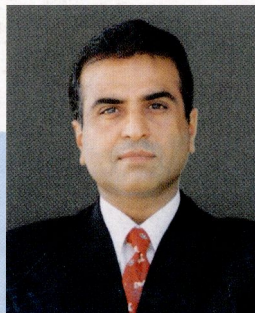
bharti today

Vol. 5, Issue 2, November 2001

Bharti voted 'India's most respected company' in the telecom sector

TOP STORIES

- Mobility and Infotel Leaders are born
- Rs. 1500 crore investment in Mobility
- AirTel launched in Chennai



Dear Friends,

A recent issue of Business World put together the New Millennium's first ranking of India's most respected companies. Business World commissioned Indian Market Research Bureau to conduct a nationwide survey to identify the companies that command the greatest respect in corporate India. *(The respondents to the survey were senior managers, vice-president upwards, ensuring that it was the most experienced Indian Managers that rated companies, taking into account every parameter of excellence that leads to business leadership).*

The survey, carried out over a period of two months, reflected the kind of respect India's corporate citizens command. I take great pride in sharing with you that Bharti Enterprises has been rated 'India's most respected company' in the telecom sector.

In the fiercely competitive telecom sector, which is at the core of infrastructure development and economic growth, we are privileged to learn that our earnest efforts in connecting the length and breadth of the country are being recognised.

We thank our friends in corporate India who adjudged us 'India's most respected company' in the telecom sector. This honour is a tribute to all our customers, employees, shareholders, business partners, associates, vendors, agencies, bankers and last but not the least, the office boys who ensure there's coffee on every table even in the wee hours of the morning.

You made this happen - Thank you!

Best Regards,

Sunil Bharti Mittal



New Initiative for All-India Leadership Mobility and Infotel Leaders are born

Bharti announced the birth of **The Mobility Leaders** and **The Infotel Leaders** to ensure that the synergetic businesses are run along similar lines, tapping the best resources available.

The mandate for Mobility Leaders is to achieve complete and total leadership in mobile services on a Pan-India basis. The Mobility Group is led by Anil Nayar as President. An immediate investment of Rs. 1500 crores has also been planned.

Bharti announced the integration of all non-wireless businesses, including Fixed Line, Broadband and Long Distance services, under Badri Agrawal, President of the Infotel Leaders. This group will help Bharti gain a

leadership position by providing discerning customers with world-class 'telecom solutions' rather than mere products, with a focus on the business segment.

The Fixed Line services business has also been restructured with the formation of two regions. The Northern Region would comprise of Delhi, Haryana and Madhya Pradesh operations, while the Southern Region would comprise of Karnataka and Tamil Nadu operations.

Bharti's strategic restructuring has unveiled a high-growth game plan that will help it become a true leader in Indian Telecom, taking forward its vision to be a significant partner in the government's endeavour to build the vital telecom infrastructure in India.

Welcome aboard Donald!



Donald Cameron, who was a BT nominee Director on the Board of Bharti Cellular Limited, has joined as a Director on the Board of Bharti Tele-ventures Ltd.

Donald brings with him a wealth of knowledge from the telecom world, especially mobility, and has spent a long time with British Telecom (BT). While he has now separated from BT as a full-time employee, he still continues to work for them on special assignment basis. He is currently on the Board of Europe's two dominant mobile operators - SFR in France and Airtel in Spain. Donald enjoys very deep and wide contacts in the telecom fraternity in Europe, which will help enhance Bharti's network in the telecom sector, worldwide.

His principal role would be to formalise the review processes in Bharti, besides advising the Group at various levels on operational matters.

We welcome Donald Cameron as a part of the Bharti family.

Top Story **Building Telecom****A Rs. 1500 crore initial investment for providing world-class mobile services**

Bharti has won cellular licenses in Mumbai, Maharashtra, Gujarat, Haryana, Uttar Pradesh (West), Madhya Pradesh, Kerala and Tamil Nadu. These new circles, plus the recently acquired Kolkata and existing operations in Delhi, Karnataka, Andhra Pradesh, Himachal Pradesh, Chennai and soon to be launched in Punjab, will make Bharti India's largest mobile services operator.

Bharti will make an initial outlay of Rs. 1500 crores in the new mobile circles, including upgradation of networks in the recently acquired Kolkata circle. The mobile operations were recently restructured into one major region in the west and five "hubs of business excellence" for greater regional and operational synergies.

First Region : The Western Region, comprising of Mumbai, Maharashtra, Gujarat and Madhya Pradesh circles, is headed by Sanjay Kapoor, Executive Director.

Gujarat and Madhya Pradesh circle : Prabhat Pani - CEO.

Mumbai Circle : Atul Jhamb - COO.

Maharashtra circle : I. P. Bajaj - COO.



Madhya Pradesh circle : V. K. Bhalla - COO.

Five Hubs of excellence :

Delhi Hub : Delhi circle and Uttar Pradesh (West) circle is headed by S. S. Dhillon - CEO. Uttar Pradesh (West) circle : Kanwal Sachar - COO.

Chennai Hub : The Chennai circle with Tamil Nadu and Kerala is headed by P. H. Rao - CEO. Kerala circle : Elango Thambiah COO. Tamil Nadu circle : Vinod Sud - COO.

Bangalore Hub : Andhra Pradesh and Karnataka circles are headed by Jagdish Kini - CEO. Andhra Pradesh circle : Pawan Kapur - Chief Executive.

Chandigarh Hub : Punjab, Haryana and Himachal Pradesh circles are headed by I. B. Mehra - CEO.

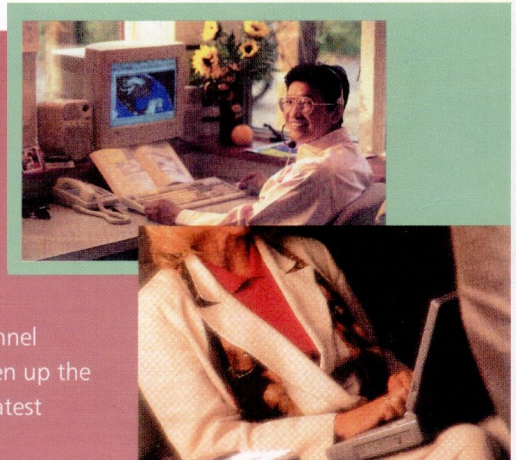
Kolkata circle is headed by Deepak Gulati - Chief Executive.

Launch **Intranet****Building Intra-personal Partnerships**


Bharti's new Corporate INTRANET Website - **bhartioneworld.com** was launched recently, enabling all employees in the Bharti family to come closer, share views and to know their respective units.

One can visit links like : Telecom and IT Industry, News and Events, History and Group structure, Schemes, Address Book, Contests, Chat, New Technologies Update, and many other value-additions.

To access the site, choose 3 letters (company-specific) followed by your personnel number, and register it as your user id. This and a password of choice will open up the Intranet, inculcating bonding within the enterprise. Don't forget to view the latest happenings in the telecom industry every morning.



A \$150 million agreement with Ericsson, Motorola and Siemens, the largest order of its kind to date by any player in the Indian Telecom sector.



infrastructure.

Bharti mobilises India's Finest World-Class Mobile Network

A \$150 million agreement with Ericsson, Motorola and Siemens, the largest order of its kind to date by any player in the Indian Telecom sector, was finalised by Bharti Enterprises. This comes in the wake of forming a strategic roadmap to achieve pan-India leadership in mobile services.

Ericsson will provide complete end-to-end infrastructure, Intelligent Network (IN) Architecture, Base Stations and GPRS. **Motorola** will provide switches, IN Networks and Base Stations. **Siemens** will provide end-to-end infrastructure, Intelligent Network (IN) architecture, Base Stations and GPRS equipment.

Together, these efforts will result in creating India's only truly World-class Mobile Network.

AirTel takes over the Sky in Chennai!



On 4th October, 2001, Bharti Enterprises announced the launch of India's finest mobile service, AirTel, in Chennai. With the addition of Chennai, Bharti now enjoys a dominating presence in all four metros.

AirTel, from day one, leads the Chennai market with over 1 lakh subscribers. It will offer the largest network coverage and the best mobile technology.

The pre-launch phase had witnessed a lot of activity. The launch event schedule was kicked-off with a Dealers' Meet, wherein Anil Nayar highlighted the crucial role business partners play in bringing AirTel closer to its customers. Following this, presentations were made by Hemant Sachdev - Director, Marketing & Corporate Communications, Bharti Enterprises, Arti Mehta, Chief Marketing Officer and Ramesh Narain, General Manager, Sales. Various awards were given away for Best Performance, Best Upcoming Partner, etc.



The Employee Event for the formal launch of AirTel, witnessed all employees dressed in brand colours. A scintillating performance by Anooradha Sriram, film playback singer, was the highlight of the event.

Former Miss Universe, Lara Dutta, added glamour to the launch of the first AirTel Connect at T-Nagar. The launch included planting of saplings, placing of tree guards and distribution of free SMS handsets to the physically challenged.

The Grand Finalé at the Taj Ballroom on 4th October, 2001, saw the glitterati of Chennai, including actresses Meena & Roja. The programme was compered by Aly Khan and Lara Dutta, while Shiamak Davar's dance troupe staged a scintillating performance.



Punjab gets ready for AirTel

Bharti announced that it would launch world-class mobile services in Punjab. People in Punjab can now look forward to a downward revision in tariffs to make mobile telephony in the cities, towns and villages a way of life.

In the words of Sunil Mittal, "We will free the Punjab consumer from a single operator monopolistic regime to a customer-value, customer-friendly and customer-focused, world-class service experience. We will make mobile services in Punjab a way of life."



Launch Technology

Himachal Pradesh Launches Magic!

Magic
READY CELLULAR CARD

The Municipal Commissioner of Shimla, Mr. H. N. Kashyap, launched AirTel's pre-paid mobile phone card, Magic, in Himachal Pradesh. At the Press

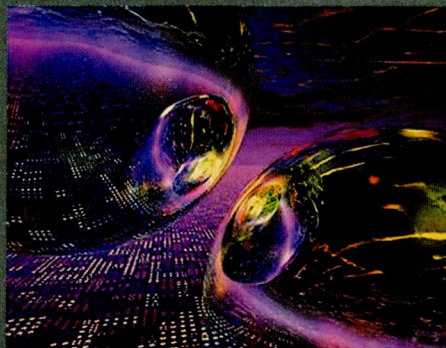
Conference, COO, V. K. Bhalla spoke about the product's benefits for customers. The launch attracted a wide media coverage with other promotional activities like vinyl hoardings, banners, glow signs, posters, danglers, buntings and stickers. For the first time in Himachal Pradesh, Shahrukh Khan and Karishma Kapoor endorsed a product, adding glamour and wonder to the Magic campaign.



Electronics Man of the Year 2000-01

Sunil Mittal was selected as Electronics Man of the Year 2000-01 by the Electronics Component Industries Association (ELCINA). The award ceremony was held on 22nd September, 2001, at ELCINA House, and the trophy was presented by N. Vittal, Chief Vigilance Commissioner.

V. J. Prakash received the trophy on behalf of Sunil Mittal.

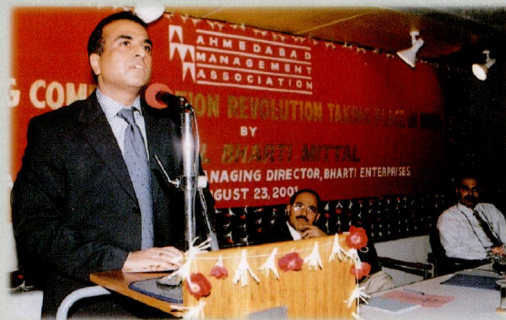


Sunil Mittal shares his insights



At the Convocation

The Entrepreneurship Development Institute of India (EDI) held its 3rd Annual convocation of the Post Graduate Diplomas in Business Entrepreneurship & Management and Management of NGOs on 23rd August, 2001, at Ahmedabad. Sunil Mittal, the Chief Guest on the occasion, awarded diplomas and medals to the meritorious students. Addressing the graduates, he gave them an insight into the way a dynamic entrepreneur thinks, perceives and carries out his tasks, and enlightened them on the skills required to be a successful entrepreneur.



Addressing the members of AMA

He also visited Ahmedabad Management Association (AMA) on 23rd August, 2001, and addressed its members on the emerging communication revolution in India. AMA is one of the most active management associations in the country.

An Award from the Land of Five Rivers

Rakesh Mittal was presented the Punjab Ratan Award for the year 2001, for his unparalleled contribution in enriching Punjab's grace and heritage. The Punjab Writers Forum of Patiala - a well known non-political organisation - launched the drive to honour personalities with excellent contributions and marvelous achievements in various fields - business, literature, arts, sports, journalism and statesmanship. He received the award from Lt. Gen. (Retd.) J. F. R. Jacob, Governor of Punjab.

Rajan Mittal envisions 'global telecom'

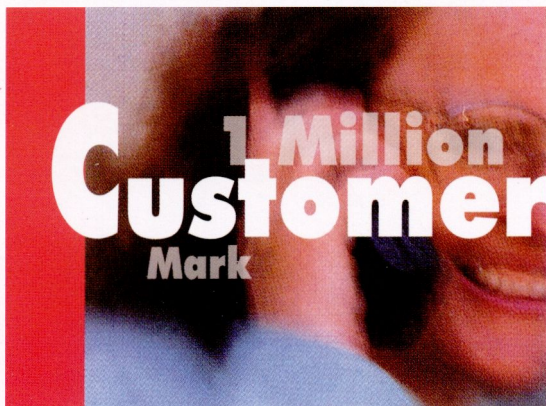


FICCI organised a mega event Global Telecom Summit 2001 - Connecting India, at Delhi in September. Rajan Mittal, Chairman, FICCI Telecom Committee, delivered the keynote address. Mr. Pramod Mahajan, Minister for Parliamentary Affairs, IT & Communications, and eminent speakers from government departments and industry, addressed the participants.



News-makers Top Leadership

Bharti's mobile operations cross the 1 Million Customer Mark!! AirTel leads the way!



On 1st October, 2001, Bharti Enterprises stepped onto yet another pinnacle in its success story... it has crossed the 1 Million Customer mark across the company's mobile operations.

While our ultimate goal is to provide the finest customer value in India, this milestone makes all of us at Bharti proud.

Bharti Telenet - Chennai moves at high Speed

A state-of-the-art office complex-cum-MSU is coming up very fast in Tamil Nadu, and will soon be the new home of Bharti Telenet Limited, Chennai. Quality processes have been initiated and the first batch of quality drivers are already certified. Through the IN-sessions, eminent speakers from a wide spectrum of industries have increased knowledge-sharing among employees, enabling a new knowledge space. An initiative to shape young minds in the company has been started, to address tomorrow's challenges. Launching of services is planned by end of 2001... with a Bang!

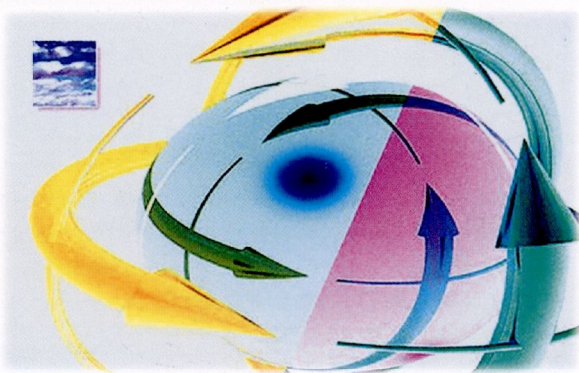
India's best CFO for excellence in Mergers & Acquisitions



The Jury of India CFO Awards 2001 has selected Akhil Gupta, Joint Managing Director, Bharti Enterprises, for Excellence in Mergers and Acquisitions.

The award has been instituted by EIU India in association with American Express.

International Accolades



Rakesh Mittal has accepted an invitation to join the International Advisory Council of Southern Methodist University (SMU), Dallas, USA. Founded in 1911, SMU - a comprehensive university - enrolls more than 10,000 students from 50 US states & 100 foreign countries. It offers programmes from versatile faculties, ranging from arts, business and communications, to continuing education, engineering, humanities, law, sciences and theology.

More Quality Improvement at Chennai

The Quality Improvement Process for AirTel Chennai Mobile operations was initiated recently. Kerala's famed serene backwaters was an apt setting for the event, where Senior Management underwent training on Quality Improvement Process Management, encouraging new understanding of Quality and witnessing new resolves. All other employees of Team AirTel, Chennai, will also undergo training, thereby achieving a common understanding of Quality.

Welcome to Quality!

AirTel Delhi powers on

AirTel Delhi crosses 4 lakh customers

August 2001 saw AirTel Delhi crossing the 4 lakh customer mark. This achievement, along with other numerous firsts in the Indian mobile services, exemplifies Bharti's commitment to establish a qualitative national presence.

Super Success of Magic Star Search

In a mind-blowing response, 40,000 entries were received in the Magic Star Search Contest. Shah Rukh Khan and Karishma Kapoor regaled the crowd at the Awards Ceremony on 31st August at the Radisson hotel, New Delhi. Six Stars were chosen from the 100 lucky winners, who got a chance to model with their Bollywood idols.

Excellence Through Quality

The Quality Education programme, initiated in 1999, has been enriched by a new programme called Excellence Through Quality launched on 9th August, 2001. The pilot run received a very positive and encouraging response, with an overall satisfaction of over 95%.

AirTel Knet launched

AirTel, Delhi launched Phase II of its eLearning initiative with 300 Users' Licenses and 89 courses. In a tie-up with Skill Soft, USA, the most effective solutions for Business eLearning are offered, addressing a vast range of professional effectiveness skills.

The virtual campus has been named **AirTel Knet**, which offers a variety of courses on business expertise. It has a comprehensive library of self-directed learning courses addressing a vast range of business and professional skills.

AirTel Achievers' Club 2000-2001

Star Performers of the AirTel Sales Team and Channel Partners were awarded a trip to Amsterdam in August 2001. The 45-member team had a very memorable Awards Night held aboard a river cruise.



Strengthening Strategies

A 3-day intensive Senior Management programme on Strategic Management was organised in association with IIM-Ahmedabad, from 6th to 8th September, 2001, at Sita Heritage Resorts, Gurgaon. A total of 27 executives from Bharti Teletech Limited, Bharti Healthcare Limited, Bharti Telesoft Limited and Bharti Infotrac Limited, participated in the event. The programme is part of the planned developmental interventions to strengthen strategic management capabilities and other competencies.

Bharti Teletech family - focused & united!

Mission Possible - II

In keeping with the tradition of holding distributor get-togethers, Bharti Teletech organised a meet for each of its four regions. The venue, a renowned holiday resort, took everyone away from the hustle and bustle of the city. The agenda was to reinforce Mission Possible, a target of **One year One million** achieved last year. Distributors were given a preview of the Company's strategy, involving an increased focus on high-end features' phones.

The 2-day meet began with a combined session, which evolved into individual interactions with distributors. These sessions provided an excellent forum, not only for setting targets, but also for understanding and resolving issues at hand.



Increasing Dealers' Awareness

Taking a cue from Distributor Meets, Bharti Teletech went a step beyond and organised Dealer Training Sessions at Kolkata, Chennai, Coimbatore, Salem, Hyderabad and



Bangalore. The sessions gave Dealers heightened awareness about the features and functioning of new models launched by Bharti Teletech Ltd.

Fun 'n' Thunder, Down Under!

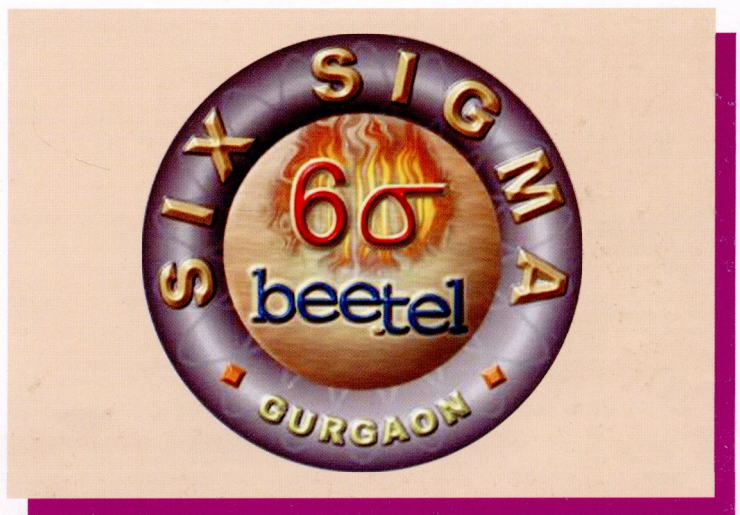
It was joy, it was fun, it was a vacation under the sun! The Delhi Institutional Dealer and Distributors of Bharti Teletech went for a holiday to the crystal clear waters and sunny beaches of Australia. The trip, a thundering success, was a gesture from Bharti Teletech for the successful completion of the secondary sales scheme.

Six Sigma for world-class Quality

Bharti Teletech, Gurgaon, adopted the world-class Six Sigma strategy for sustaining excellence.

The Six Sigma approach aims at continuous improvement, leading to no more than 3.4 defects per million opportunities. With an objective to gain competitive advantage, the application of the concept and its techniques were initiated in the Gurgaon manufacturing unit in June, 2001. The focus is on :

- Upgrading quality to match Six Sigma performance levels
- Addressing customer complaints with time-bound solutions
- Fostering a culture of achieving global standards of excellence
- Deriving significant cost reduction.



beetel

India's
favourite
phone

High-end Hi-tech

Bharti Teletech has introduced a range of state-of-the-art new models, addressing high-end markets :

Marvel CLIP BTTL's first CLI phone, is new in the feature phone

category. Besides the CLI function, it also has a speaker phone and 20 indirect memories, and is priced at Rs. 1495.



Millennium Response A feature phone with a fully digital answering system! One of its unique features is the room-monitoring system, wherein one can monitor the conversation from a distant location. Remarkable at Rs. 2495.



Walkphone Supporting up to 3 additional cordless handsets with inter-transfer capability, the distinctive and aesthetic jelly bean shape also offers 8 hrs. talk time, 7 days standby time, digital security coding, multi-channel autoscan and synchronised dual tone ringing. All this for just Rs. 1995.



Celebrating 1 lac units in a month!

Upon achieving a sale of 1 lac units in one month, team beetel organised an employees' get-together on 15th September, 2001, at Hotel Hill View, Surajkund. It was merrymaking galore as everyone had a great time!

Number 1

Bharti Teletech's marketing division conducted a survey covering consumers in Delhi, Mumbai, Kolkata, Hyderabad, Coimbatore, Salem and Madurai. The objective was to assess the impact of the recent beetel ad, aired over the electronic media.

The results rated beetel as the No. 1 brand ahead of BPL, TATA, Orpat and all the other competitors.

The Haryana Team goes back to School!

As part of the Quality Movement in Haryana, a 4-day Quality College began with the CEO laying a foundation stone for the Quality Improvement Process Management (QIPM) workshop. The top team of the circle, along with prospective Quality trainers, was introduced to Philip Crosby's quality philosophy and the fourteen steps of quality implementation. The four absolutes of quality and a comprehensive five-step problem solving technique, laid a roadmap to make quality a way of life.

Next, trainers chosen by the EC Committee, underwent a QES (Quality Education System) in order to be certified as Quality Trainers. They, in turn, will train all employees in Bharti Telenet Limited, Haryana, ensuring that things are done right the first time and every time.

Premium Services and Solutions

Bharti Infotrac Limited, the contact-centre initiative of Bharti Enterprises, is a Business Process Outsourcing operation, focusing on international customers. It plans to start as a premium service provider and will migrate to being a solutions provider. Bharti Infotrac Limited intends to capture 10% to 15% of the market share in the outsourcing segment of India.



Working towards leadership, Madhya Pradesh team incorporates Six Sigma



Meeting customers' expectations needs radical changes in the way we all work, one of which is embracing Six Sigma as part of our daily working life. Bharti Telenet Limited, Madhya Pradesh, at Bhopal, did just that on 5th October, 2001, when P. Swaminathan and others avowed to leverage maximum benefit out of this concept. This was followed at all other regions, ensuring a culture of continuous improvement across the organisation, in all work processes and systems. The results will play an integral part in the company's multi-dimensional success.

Six Sigma is based on the Japanese concept Kaizen, which assumes that our way of life – be it at work, in society or at home – deserves to be made continuously better through improvement. Not a single day should go without some improvement being made somewhere, across all aspects of human behaviour.

Improving Management Performance

3-day Workshops were conducted for Heads and Chiefs of Bharti Telenet Limited, Madhya Pradesh, where the processes to decide Key Result Areas (KRAs) were put in place. Subsequently, the Performance Linked Incentive (PLI) parameters and KRAs along with a strategy matrix, were identified and signed off. This massive exercise brought about a lot of clarity, essential for achieving targets.



Opening of Cyber Café in Bharti House located at Shahpura

Building Better Teamwork



Workshops were conducted at all regions of Madhya Pradesh, to understand the process of Team Building. Since, at Bharti Telenet Limited, Madhya Pradesh, family life has a bearing on working life, spouses of participants (Section Heads and above) were also a part of the 2-day event. All the senior management of the Company, including the CEO, attended the workshops.

Encouraging Creativity



2-day workshops for level 5 & 6 employees of all regions of Bharti Telenet Limited, Madhya Pradesh, were held on 'Creativity.' The first two workshops were held at Raipur and Jabalpur, which ended with participants implementing the tricks of creativity imbibed. Everyone enjoyed the activities immensely.

Bharti Systel

photo-essay



Project presentation during the TQM Meeting

Making Improvement an ongoing Journey

Bharti Systel Limited, Ludhiana, has come up with a pro-active strategy to involve employees in a continuous improvement endeavour at the manufacturing unit. Small Group Activity (SGA) sessions are held every fortnight to discuss projects and glean fruitful suggestions.



Power Saved is Power Earned!

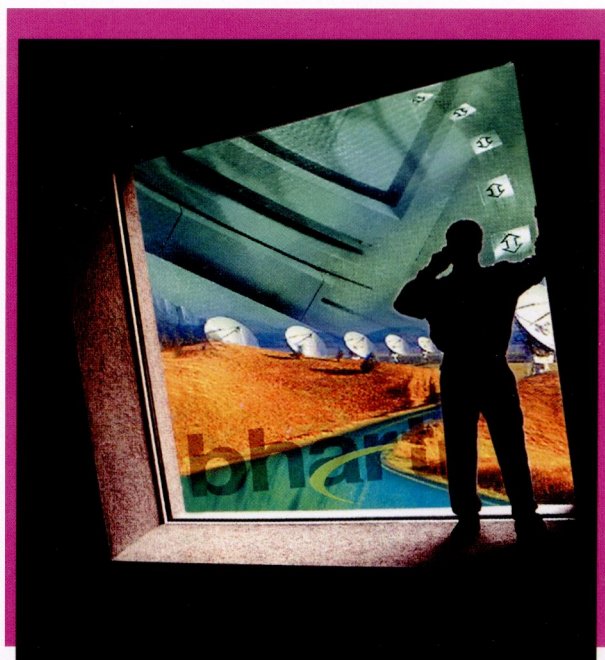
Power Saving Week was observed at Bharti Systel Limited, Ludhiana, from 16th to 21st September, 2001. Drawing and slogan-writing competitions were organised to generate enthusiasm. Lectures were conducted on the saving of this precious resource, presented by eminent speakers. The forum also provided a platform for employees to share their suggestions on how to save power.

Success in the face of Challenges for Bharti Telesoft

Despite challenges being faced by the software industry in the current year, Bharti Telesoft Limited has been able to significantly develop business during the second quarter.

The Company bagged an order from a US-based company – iTelco – involved in VoIP technology development, funded by Intel Capital. It has plans to develop an Enhanced Communication Service (ECS) suite of products to provide a highly scalable and global IP-based service platform to telecommunication carriers, Internet Service Providers (ISPs), and enterprises with advanced telephony and wireless applications. And this was despite rigorous competition in the market.

Back home in India, Motorola has increased its requirement for on-site manpower and has given positive indications of further revamping the Telesoft team. Motorola also announced financial awards for Bharti Telesoft's consultants, Kavitha and Nagraj for their excellent contribution in Motorola's Project.





A Secure Launch

A new phone, strategically branded Secure, is now being churned out in Bharti Teletech's unit at Ludhiana with the help of a new state-of-the-art telephone assembly line. It was launched on 26th August, 2001, at a function inaugurated by M. L. Chopra, Unit Head.



A Jhula ride was organised for female employees in the Bharti Systel factory campus

Sawan ke Jhule

Making a Difference

Succour from Bharti Foundation

Uplifting orphaned and abandoned children

Udayan Care – an establishment engaged in running homes for orphaned and abandoned children in Delhi, has been helping fulfil the emotional and psychological needs of these children by providing them foster homes. Bharti Foundation supported Udayan Care's noble mission by sponsoring a charity show for them.

Mobilising the Immobile

The Rajiv Gandhi Foundation has undertaken a project that assists orthopaedically impaired persons by distributing motorised tri-wheelers. This noble project is sure to motivate and enhance the self-esteem of disabled persons, as they will now be able to support their livelihood / career due to improved mobility. The Bharti Foundation donated one tri-wheeler for a deserving disabled person, towards which a sum of Rs. 50,000/- was given.

Enabling the Building of Schools for the underprivileged

Secunderabad City Round Table 89 (SCRT 89) is a Member Table of Round Table International, which has undertaken



the National Project - Freedom through Education - that helps build Schools for the under-privileged. SCRT 89 recently organised a play in the city and Bharti Foundation contributed Rs. 50,000/- by purchasing 400 tickets of this show.

Bharti Teletech - Ludhiana employee makes us proud!

Ranjit Singh, Sr. Technician, working in the Engineering Support Cell of Bharti Teletech Limited, Ludhiana, has stood FIRST in the trade of Industrial Electronics in CII's 14th Northern Region Work Skill Competition, held on 25th & 26th September, 2001. He won competing against the best in the industry.

Blood Donation Camp

In keeping with being a Good Corporate Citizen, Bharti Telenet Limited, Himachal Pradesh, organised a blood donation camp in collaboration with the Red Cross on 9th August.

Mr. Suraj Bhan, Governor of Himachal Pradesh, inaugurated the proceedings, where all employees enthusiastically participated in this noble cause.



Harbinger of Better Health

Business Process Re-engineering (BPR)

Bharti Healthcare Limited has launched an exercise on BPR to study and re-engineer core manufacturing processes; from raw materials to dispatch of finished products and other supporting processes like quality, maintenance, HR and PPC (Production, Planning, Control).

The prime objectives of the exercise are :

- To realise quantum improvements in productivity and operational performance
- Simplification of core and supporting processes
- Assessment of optimum manpower
- Identifying and defining multi-skilling requirements

Eye Care

As part of Bharti Healthcare's commitment to its employees, an Eye Checkup and Consultancy camp was organised at Bharti Healthcare Limited by Eye Care Opticians. G. S. Thakur, Labour Commissioner and Conciliation Officer, Rewari, inaugurated the camp.



Exporting the World over!

Bharti Healthcare executed its first-ever export order to the UAE and added two major customers in Syria. This is over and above the repeat orders it has got from customers in Syria, Iran and Jordan. Bharti Healthcare Limited has also entered the African region, winning lucrative orders in the face of stiff competition. With new, long-term, supply contracts being finalised with customers in Malaysia and Philippines, Bharti Healthcare's exports are gathering momentum.



Movements Appointments

Fresh Talents



BCL

Ajit Rath
Avnish Jindal
Brig. A. K. Sharma
Col. Shivrai Chand
Prabhat Pani
Sree Sandesh

CTO - Gujarat
GM - West Core Group
COO - West Core Group
CTO - Delhi
CEO - Gujarat & MP
Head (Sales) - Tamil Nadu

BTTL, HO

V. Ramani Kumar
Lokesh Nagpal

VP - Technical
Assistant Manager

BML, AP

Lt. Col. Lester Herbert

CTO

BML, Karnataka

Shankar Prasad
V. Subramanian

Head
CIO

BTNL, Delhi

Alok Kumar
Aman Roy Chowdhury
K. S. Vijay Kumar
Randeep Narang
Sachin Kumar Das
Sanjeev Sharma

Chief
Head
VP
Chief
Head
Head

BTNL, Haryana

Komal Mohindroo

Chief

BTNL, Karnataka

Dhananjay Singh
Jameel M. A.
Sanjay Vohra

Chief
Chief
Chief

BTNL, MP

Amit Shukla

GM

BTSOL

Sunil Bhargava

National Channel Manager

BTVL

Sanjay Sethi

GM - Business Planning & Analysis

President's Office

Vivek Khanna
Col. V. S. Rawat
Manoj Bhatia
P. S. Sandhu

VP - BTNL
VP - Projects, Mobility
GM - Northern Hub, Mobility
GM - Technical, Mobility

Telecom Seychelles

Jayant Keswani
Sanjeev Kumar
Sylvia Grandcourt

Head - Sales & Marketing
Senior Manager - Technical
Manager - Business Development

Moving On

S. No.	NAME	FROM		TO	
		COMPANY / UNIT	DESIGNATION	COMPANY / UNIT	DESIGNATION
1.	Sanjay Kapoor	BCL - Delhi	CEO	Mobility - West	ED
2.	Sanjiv Mittal	Bharti Broadband Networks	CEO	Bharti Telesoft	CEO
3.	V. Nagaraj	BML - KK	CHRO	BTNL - KK	CHRO
4.	V. K. Bhalla	BTNL - HP	COO	BCL - MP	COO
5.	Vinod Sud	BTVL	COO	BCL - TN	COO
6.	I. B. Mehra	BML - AP	CEO	Northern Hub	CEO
7.	Brijesh Mathur	BML - AP	CFO	Northern Hub	CFO
8.	Tushar Kant Maheshwari	BML - AP	GM	Northern Hub	GM - Marketing
9.	Pawan Kapur	BTVL	CE	BML - AP	CE
10.	Arun Vohra	BML - AP	GM	Northern Hub	GM - Customer Care
11.	Atul Jhamb	BCL - Delhi	VP	BCL - Mumbai	COO
12.	Inder Bajaj	BCL - Delhi	VP	BCL - Maharashtra	COO
13.	Upendra Kamath	BCL - Delhi	CIO	BML - Punjab	CIO
14.	Abhilasha Hans	BCL - Delhi	GM	Mobility - West	GM - Customer Care
15.	P. S. Sandhu	Mobility	GM	BML - Punjab	GM - Technical
16.	Sanjay Baweja	Mobility	VP	BCL - Western Region	VP - Finance
17.	Deepak Gulati	Mobility	CE	Mobitel - Kolkata	CE
18.	Sarjit S. Dhillon	Mobility	CEO	BCL - Delhi, UP (West)	CEO
19.	Arun Padhi	Mobility	VP	BTVL	VP - HR
20.	Yashwardhan Sahai	Mobility	GM	BML - Punjab	GM - Sales
21.	K. S. Sachar	Mobility	COO	BCL - UP West	COO
22.	K. Vijayaraghavan	BCL - Delhi	CTO	BML - Karnataka & AP	CTO
23.	S. K. Das	MP	CTO	Haryana	CTO
24.	K. Raghuraman	BBNL	GM	Bharti Infotrac	GM
25.	Shamik Das	BML - AP	VP	BTNL - President's Office	VP - Finance
26.	Jagmohan Bhatt	BTNL - MP	GM	BTNL - Delhi	GM - IT
27.	C. Majumdar	BML - KK	Head	BTVL - Corporate	Head - Materials
28.	Lt. Col. Lester Herbert	BML - AP	CTO	Bharti Mobitel	CTO



People

Tina Uneken

Bonding Bharti and SingTel

Tina Uneken (42), who has been seconded to Bharti by SingTel as Alliance Director, is responsible for ensuring that both Bharti and SingTel derive the maximum benefit from the strategic alliance.



Tina is a lawyer by training but a business manager by experience. She has held management positions in sales, marketing, customer service, logistics, project implementation, M&A, and in Alliance Management since the last two years. Spending 10 years with British Telecom has provided her deep insight into the global telecom

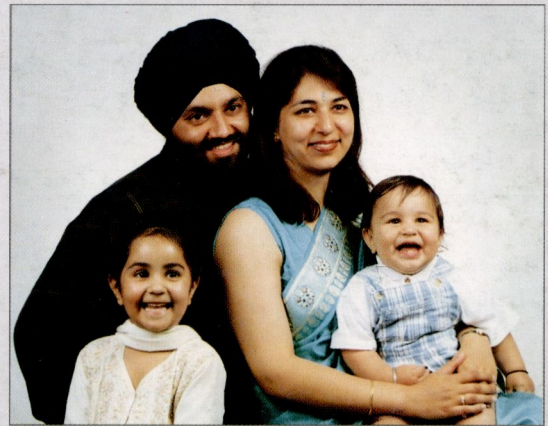
world. Other previous employers were Rockwell International, General Electric Plastics and Israel Chemicals Ltd.

Though a Dutch national, since the last six and a half years she has worked in the UK, Sweden, Japan and India. Her work also sent her to USA and Korea for a considerable amount of time.

Her experiences the world over have highlighted to Tina what a wonderful place India is... she is determined to explore every aspect of our nation! During her spare time, she meets a wide variety of Indian friends, experiences cultural events and arts, visits bookshops, teaches young adults how to set up their own business, and also attends daily gym or yoga sessions.

Sarvjit Singh Dhillon

CEO, Bharti Cellular Limited - Delhi & Uttar Pradesh (West)



Sarvjit S. Dhillon with his family

Sarvjit (35) has joined Bharti Cellular Limited at Delhi as CEO for Delhi and Uttar Pradesh (West) circles. He is married and has a five year old daughter and a two year old son.

He started his career in 1988 with General Motors. In 1990 he moved to Pitney Bowes as Company Accountant and became International Controller by 1996. In 1997 he joined British Telecom as Mergers and Acquisitions Manager at London, moving on as Regional Controller, SEA, based at Singapore, in the same year. Between 1998 and 2000, he was seconded by British Telecom as CFO, BT-JV, Delhi, to Bharti Cellular Ltd. He then moved on to Sydney in 2000 as ED & CFO, BT-JV, which was his assignment prior to joining Bharti.

He is a qualified MBA and a Chartered Management Accountant.

Corporate Humour

The lighter side of Bharti



The New Employee

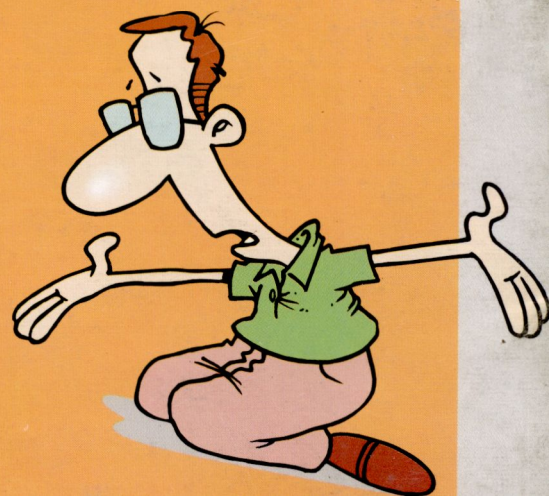
The new employee stood before the paper shredder looking confused.

"Need some help?" a secretary asked.

"Yes," he replied, "how does this thing work?"

"Simple," she said, taking the fat report from his hand and feeding it into the shredder.

"Thanks, but where do the copies come out?"



Address your contributions, thoughts, articles, suggestions, write-ups, etc. to: Anupama Khanna at Corporate Office, Bharti Enterprises, Qutab Ambience, at Qutab Minar, Mehrauli Road, New Delhi - 110 030.

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