



ANDHRA PRADESH STATE ROAD TRANSPORT CORPORATION

M/17046/21/2018-OPERTNS
E 719480

Office of the VC&MD,
RTC House, VJA,
Dt: 06.01.2020.

To
All Regional Managers,
APSRTC.

Sub: OPRS: Fixation of targets to ATB agents maintaining OPRS counters at certain Bus stations for 2020 (Jan to Dec) – Issue of instructions - Reg.

Ref: Letter no. even dated 07.01.2019.

APSRTC is selling tickets through OPRS counters at 97 bus stations. Out of 97, 56 OPRS counters are maintained by ATB agents.

Vide letter under reference cited above, instructions were issued to call for tenders at 56 identified bus stations through tender cum auction process. And procedure for calculation of incentive & penalties along with illustrations were communicated. Accordingly month wise targets for the year 2019 for 56 bus stations were fixed and communicated.

In this regard, month wise targets for each bus station for the year 2020 to be fixed as per the following procedure:

- a) Target for sale of tickets shall be calculated for each month at each bus station. Target for a month in 2020 = Target fixed for that month in 2019 X % of growth achieved in 2019 over 2018.

Illustration :

- Ticket amount for Jan'2018 at Nellore bus station = Rs 20,90,000
➤ Target amount for Jan'2019 at Nellore bus station = Rs 22,00,000
➤ % of growth over last year = 5%
➤ Target amount for Jan'2020 at Nellore bus station = Rs 22,00,000X1.05%
= Rs 23,10,000

- b) If there is no/negative growth in sale of tickets when comparing with last year, target of 2019 shall be fixed as target for 2020 also.

Illustration :

- Ticket amount for Mar'2018 at Kakinada bus station = Rs 25,00,000
- Target amount for Mar'2019 at Kakinada bus station = Rs 24,00,000
- % of growth over last year = -4.17%
- Target amount for Mar'2020 at Kakinada bus station = Rs 24,00,000

Incentive & penalty to be calculated as per the following:

- a) Incentive @ 5% of the amount over and above the target amount (i.e., 5 % of (Earned amount – Target amount)) will be paid to the agent who exceeds the target amount for that month as a measure to promote sales subject to ceiling of Rs.750/- per day.

Illustration: For Kadapa Bus station OPRS counter,

- ✓ If Target amount for the month of Jan-2020 = Rs.35 Lakhs
- ✓ Amount earned in the counter for Jan-2020 = Rs. 43 Lakhs
- ✓ Incentive @ 5 % of (Earned amount – Target amount) = Rs. 40,000/-
- ✓ Maximum Incentive payable(ceiling @ Rs.750/- per day) = Rs. 23,250/-
- ✓ Incentive amount payable to agency is = Rs. 23,250/-

- b) On not achieving target amounts, a penalty of 0.5 % of the amount below the target amount (i.e., 0.5 % of (Target amount - Earned amount)) will be recovered from the agent.

Illustration: For Kadapa Bus station OPRS counter,

- ✓ If Target amount for the month of Jan-2020 = Rs.35 Lakhs
- ✓ Amount earned in the counter for Jan-2020 = Rs.30 Lakhs
- ✓ Penalty @ 0.5 % of (Target amount – Earned amount) = Rs. 2,500/-

- c) Incentive amount & penalty amount will be rounded off to the nearest Rs.5/-.

Hence, it is advised to fix the month wise targets for the year 2020 for 56 OPRS counters at Bus stations & send copy of targets fixed at your bus stations to this office.


EXECUTIVE DIRECTOR (O)

Copy to: ED(E) with a request to modify the OPRS software accordingly.
FA & CAO for infn.
All ED (Zones) for infn & n/a.
All Dy CTMs of the regions & Dy CTM/ LDS for n/a.