

Key Result Area (KRA)

Employee Code	00630802	Employee Name	Mr. Sanjay Dhadwal	Band	VI
Designation	Senior Manager - Business Development	Department	Business Development - Govt.	Project/Location	Head Office - Navi Mumbai (HO)
Period	2022-2023	From Date	01-04-2022	To Date	31-03-2023
KRA Submittd On 27-06-2022		KRA Approved On 27-06-2022			

Sr.No	Goal Title	Weightage	Measurement Details	Unit	Quantity
1	Order Booked: For Strategic business as per Annual or revised plan (A)	50.00	1. Quarterly service targets to be achieved as below - Rs. crs for Govt. For Q1 = INR. North 8.75 Crs. And East 1.25 Crs. Q2 = INR. North 4.38 Crs. And East 0.63 Crs. Q3 = INR. North 8.75 Crs. And East 1.25 Crs. Q4 = INR. North 13.12 Crs. And East 1.87 Crs. North = 35 Crs. East = 5 Crs. Total = 40 Crs.	Cr	40
2	Order Booked: For Strategic business as per Annual or revised plan (B)	5.00	2. The allocated region wise calculation is as: Hit Ratio = (Order won by Highbar) / (Order won + Order loss) The rating (out of 10) will be based on % of hit ratio calculation, e.g. if hit ratio is 70% then rating will be 7. No rating will be allocated for hit ratio below 50%.	%	70
3	Order Booked: For Strategic business as per Annual or revised plan (C)	5.00	3. Sales Field Visit & Bid submission Target. In a day Sales person should visit minimum 2 accounts so in a month total visits should be 44 nos. As a KRA sales person should achieve minimum 75% of 44 nos in a month. Bid Submission No.s Yearly: 15 No.s for Govt. Clients Bid Subission Value yearly : 105 Crs. for North and 15 Crs. for East.	Cr	120

REVIEWEE

Name Mr. Sanjay Dhadwal
Date 27-06-2022 01:42:02 PM

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Name Mr. Ravindra Ramesh Shenai
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FINAL REVIEWER

Name Mr. Joydeep Banerjee
Date 27-06-2022 01:54:39 PM

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4	Creating robust & predictable pipeline	15.00	Develop pipeline for Order Booking. At beginning of each quarter, the pipeline should be 5 time target of current quarter and next quarter. North pipeline = 175 Crs. & East pipeline = 25 Crs. Nos. of pipeline account in a month 3.33 nos., and in a year 40 nos.	Cr	200
5	Contribution & Collection (A)	15.00	1:Project Contribution: Project Contribution on estimate to completion basis for Strategic Projects should be >=30% for India Govt Services Assignment, and >=7.5% for License & hardware or minimum 25% all put together.	%	25
6	Contribution & Collection (B)	5.00	2: Collection: "> 60 days collectibles [Other than o/s c/f from HBTL & HCC Group o/s]" to "Invoice raised for that Quarter other than HCC Group Invoice" < = 10% Target 1: 90% of the collection should happen within 60 days from the baseline invoice date. Anything <90% value or >60 days will be considered as nil achievement. Target 2: Overall collection for the FY should be >=80% of the baseline invoice amount. Anything <80% will be considered as nil achievement.	%	80
7	Developing new horizons for strategic business growth	5.00	Order Booking in 2 new avenues / geographical area Floor: 1 avenue identified and implemented with 2 cr revenue, Target: 1 or 2 avenues identified and implemented with 3 cr revenue	No's	2
	Total	100.00			

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