

Key Result Area (KRA)

Employee Code	00631469	Employee Name	Mr. Nikunj Daga	Band	IV
Designation	Manager - Business Development	Department	Business Development - Pvt.	Project/Location	Head Office - Navi Mumbai (HO) - HO-NaviMum
Period	2023-24	From Date	01-04-2023	To Date	31-03-2024
KRA Submittd On 11-08-2023		KRA Approved On 23-08-2023			

Sr.No	Goal Title	Weightage	Measurement Details	Unit	Quantity
1	Order booked: Net new Existing Services - India - North & East as per Annual Plan or revised target	40.00	1.1 Quarterly service targets to be achieved as below - Rs.06.71 crs For Q1 = NIL Q2 = INR. 02.35crs Q3 = INR. 02.35 crs Q4 = INR. 02.01 crs (15 Marks)	Cr	6.71
			1.2 PO / Contract should be signed within 3 weeks of LOI and certainly 1 week before Project Start /Kickoff Date whichever is earlier for India projects. (5 Marks)	No's	3
			1.3 Have a predictable pipeline supporting sales forecast for the quarter w.r.t quarterly targets (5 Marks)	No's	>=2.5
			1.4 Estimated contribution (15 Marks)	%	>=45%
2	Order booked: Existing Customer-India - North & East as per Annual Plan or revised target	10.00	2.1 Quarterly service targets to be achieved as below - Rs.01.62 crs For Q1 = NIL Q2 = INR. 00.57 crs Q3 = INR. 00.57 crs Q4 = INR. 00.49 crs (5 Marks)	Cr	1.62

REVIEWEE

Name Mr. Nikunj Daga
Date 11-08-2023 05:45:09 PM

REVIEWER

Name Mr. Upagupta Patnaik
Date 23-08-2023 09:21:27 AM

FINAL REVIEWER

Name Mr. Upagupta Patnaik
Date 23-08-2023 09:21:27 AM

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Sr.No	Goal Title	Weightage	Measurement Details	Unit	Quantity
2	Order booked: Existing Customer-India - North & East as per Annual Plan or revised target	10.00	2.2 PO / Contract should be signed within 3 weeks of LOI and certainly 1 week before Project Start /Kickoff Date whichever is earlier for India projects. (2.5 Marks)	No's	3
			2.3 Have a predictable pipeline supporting sales forecast for the quarter w.r.t quarterly targets (2.5 Marks)	No's	>=2.5
3	Order booked: License India - North & East as per Annual Plan or revised target	30.00	3.1 Quarterly margin amount targets to be achieved as below - Rs.2.40 crs. For Q1 = NIL Q2 = INR. 00.84 crs Q3 = INR. 00.84 crs Q4 = INR. 00.72 crs	Cr	2.40
4	Order booked: VP, SC, BT, RPA in India- North as per Annual Plan or revised target as per Annual Plan or revised target	10.00	4.1 Quarterly service targets to be achieved as below - Rs.00.75 crs . For Q1 = NIL Q2 = INR. 00.26 crs Q3 = INR. 00.26 crs Q4 = INR. 00.23 crs (5 Marks)	Cr	0.75
			4.2 PO / Contract should be signed within 4 weeks of LOI and certainly 1 week before Project Start /Kickoff Date whichever is earlier for India projects. (2.5 Marks)	No's	4

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4	Order booked: VP, SC, BT, RPA in India- North as per Annual Plan or revised target as per Annual Plan or revised target	10.00	4.3 Have a predictable pipeline supporting sales forecast for the quarter w.r.t quarterly targets (2.5 Marks)	No's	>=2.5
5	Customer Excellence	10.00	5.1 No Loss of Net New accounts on account of non favorable reference from Existing customers.	No's	<=10%
	Total	100.00			

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