

Key Result Area (KRA)

Employee Code	00002878	Employee Name	Mr. Upagupta Patnaik	Band	IXC
Designation	Chief Operating Officer	Department	Operations	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	BD Pvt: Securing orders from various clients in India and other geographies for Private Sector as per the target set for the financial year 2022-23.	55.00	Quarterly service targets to be achieved for total Yearly Target of INR.50.00 crs Quarter 1 - 07.50cr Quarter 2 - 15.00cr Quarter 3 - 15.00cr Quarter 4 - 12.50cr (30 Marks)	Cr	50
			Revenue conversion against Orders @ min 45% (10 Marks)	Cr	22.5
			Project contribution against Orders @ min 42% (15 Marks)	Cr	21
2	Delivery: Projects as per at target Revenue , Contribution & Collection	40.00	-Revenue from Existing Projects Unit - Cr. Quantity - 88.17 Cr -Contribution at Vertical Level from Existing projects Unit - Cr. Quantity - 20.63 Cr (10 Marks)	Adherence to Completion	As agreed
			For Existing projects Overall collection for the FY should be >=80% of the baseline invoice amount. Anything <80% will be considered as nil achievement. (10 Marks)	%	>=80%

REVIEWEE

Name Mr. Upagupta Patnaik  
Date 27-06-2022 01:39:58 PM

REVIEWER

Name Mr. Mangesh Dattatray Wadaje  
Date 27-06-2022 01:54:39 PM

FINAL REVIEWER

Name Mr. Mangesh Dattatray Wadaje  
Date 27-06-2022 01:54:39 PM

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2	Delivery: Projects as per at target Revenue , Contribution & Collection	40.00	-Revenue from New Projects as per Project Budget -Contribution at Vertical Level from New projects as per Project Budget Unit - % Quantity - As approved (10 Marks)	Adherence to Completion	As agreed
			For New Projects Overall collection for the FY should be >=80% of the baseline invoice amount. Anything <80% will be considered as nil achievement. (10 Marks)	%	>=80%
3	Management Initiative	5.00	As decided by Management from Time to Time	Adherence to Completion	As agreed
	Total	100.00			

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