

## Key Result Area (KRA)

Employee Code 00631624 Employee Name Mr. Atul Kumar Dubey Band IV

Designation PROJECT MANAGER Department Delivery - Prime Project/Location Raj Corporation LTD.

Period 2024-2025 From Date 01-04-2024 To Date 31-03-2025

KRA Submittd On 18-10-2024 KRA Approved On 24-10-2024

Sr.No	Goal Title	Weightage	Measurement Details	Unit	Quantity
1	Change request As per Annual Plan or revised target	10.00	1.1 Change Request: Total Change request + Additional Business : (Include License upsell & License CR)- 1.1.1 Govt : > 15% of Planned Revenue FY (4 Marks) 1.1.2 Pvt : > 30% of Planned Revenue FY (4 Marks) 1.1.3 Pvt:- Every project completed till December 24 should have a CR (2 Marks) Note :- for Every Non - core CR - SF,ARIBA,RPA, Vendex, AI, SAC Planning, Mobile Start, BTP - Process Automation , New Products BTP developments , etc. - 120% of CR value will be considered  Floor target 85% and Target 100% and achievement to be calculated in proportion. maximum up to 110% can be achieved	Adherence to Completion	As agreed
2	Project Contribution As per Annual Plan or revised target	25.00	1. Resource Control : To Execute the project with the Budgeted Manpower ( Manmonths & Budget) & achieve the Budgeted Contribution Floor: 90% and Target 100%, achievements calculated in proportion	%	Given

<b>REVIEWEE</b> <b>Name</b> Mr. Atul Kumar Dubey <b>Date</b> 18-10-2024 03:35:00 PM	<b>REVIEWER</b> <b>Name</b> Mr. Shrikant Ashokrao Alone <b>Date</b> 23-10-2024 12:42:28 PM	<b>FINAL REVIEWER</b> <b>Name</b> Mr. Rajesh Govindraya Shanbhag <b>Date</b> 24-10-2024 10:09:29 PM
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3	Collection  As per Annual Plan or revised target	25.00	<p>Target1: (15 marks)</p> <p>A. Existing Project/Projects :- Collection should happen on monthly basis as per the Annual Budget along with SAP License A&amp;O</p> <p>B. New Project/Projects :- Collection should happen in the Particular month as per approved project Budget</p> <p>Floor: 90% and Target 100%, achievement calculated in proportion. maximum up to 110% can be achieved</p> <p>Target 2: 1. Overall collection - Current Projects :- for the FY as per Budget (10 Marks)</p> <p>2.2. Overall Collection - New Projects - as per Approved project budget.</p> <p>Floor: 80% and Target 100%, achievement calculated in proportion</p>	Adherence to Completion	As agreed

### REVIEWEE

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**Date** 18-10-2024 03:35:00 PM

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**Name** Mr. Shrikant Ashokrao Alone  
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### FINAL REVIEWER

**Name** Mr. Rajesh Govindraya Shanbhag  
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4	Projects Delivery Execution	17.50	2.1:Project schedule & governance adherence: (7.5 Marks) 1. Number of project Go-Live delivered as per planned date ( Tolerance of 1 week) - averaged out as per projects - Planned Vs Actual Floor: 70% and Target 100%, achievements calculated in proportion  2.2.1 :- Ensure all trackers during the project execution is maintained, updated & reviewed weekly ( 5 Marks) 2.2.2. Manmonth utilisation in the project as per Budget (2.5 Marks) 2.2.3. Monthly Steercom happening in the projects - (1.25 Marks) 2.2.4. Contractual compliance for projects - MOM's, signoffs, reports, letters etc. on time. (1.25 Marks)	%	Given
5	Customer Excellence	17.50	3.1: No Negative feedback leading to Loss of new opportunity / CR's . (10 Marks) >=90% of projects implemented can be given as a reference for new opportunities.- 100% between 70 % & 90 % of projects implemented can be given as a reference for new opportunities - 70% < 70% of projects implemented can be given as a reference for new opportunities - NIL 3.2 Feedback of customer should be between 4 & 5 (7.5 Marks) Floor target 80% and Target 100% and achievement to be calculated in proportion.	No's	0

REVIEWEE		REVIEWER		FINAL REVIEWER	
Name	Mr. Atul Kumar Dubey	Name	Mr. Shrikant Ashokrao Alone	Name	Mr. Rajesh Govindraya Shanbhag
Date	18-10-2024 03:35:00 PM	Date	23-10-2024 12:42:28 PM	Date	24-10-2024 10:09:29 PM

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6	Others	5.00	4.1 Self development by the way of Acquiring Knoweldge on New Products / Certifications 4.2 Team development :- Acquiring of Knowledge by Team members on new products / certifications  25% of team members should acquire new Knowledge	Score	As per target
	Total	100.00			

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