

Key Result Area (KRA)

Employee Code	00631555	Employee Name	Mr. Shrikant Ashokrao Alone	Band	VI
Designation	Project Manager	Department	Delivery - Prime	Project/Location	Head Office - Navi Mumbai (HO)
Period	2023-24	From Date	01-04-2023	To Date	31-03-2024
KRA Submittd On	27-02-2024	KRA Approved On	29-02-2024		

Sr.No	Goal Title	Weightage	Measurement Details	Unit	Quantity
1	Change Request Expanding scope & executing Change Request: As per Annual Plan or revised target	10.00	Total Change request + Additional Business : Govt : As per Annual Sales plan Pvt : As per Annual Sales plan. Floor target 75% and Target 100% and achievement to be calculated in proportion.	Cr	Given
2	Project Contribution, Vertical Level contribution	15.00	Project Contribution: Resource Control To Execute the project with the Budgeted Manpower (Manmonths & Budget) Floor: 90% and Target 100%, achievements calculated in proportion. Quantity= >=37% for India Govt, >=45% for India Private, >=55% for Overseas Assignments	%	Given
3	Collection: As per Target As per Annual Plan or revised target	25.00	Target1: A. Existing Project :- Collection should happen on monthly basis as per the Project Budget. B. New Projects :- Collection should happen in the Particular month as per approved project Budget Floor: 90% and Target 100%, achievement calculated in proportion. Target 2: A. Overall collection - Current Projects :- for the FY as per Budget for the project. B. Overall Collection - New Projects - as per Approved project budget. Floor: 80% and Target 100%, achievement calculated in proportion	Cr	Given

REVIEWEE

Name Mr. Shrikant Ashokrao Alone
Date 27-02-2024 02:57:10 PM

REVIEWER

Name Mr. Kaustav Das
Date 29-02-2024 05:53:57 PM

FINAL REVIEWER

Name Mr. Kaustav Das
Date 29-02-2024 05:53:57 PM

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Employee Code 00631555 Employee Name Mr. Shrikant Ashokrao Alone Band VI

Designation Project Manager Department Delivery - Prime Project/Location Head Office - Navi Mumbai (HO)

Period 2023-24 From Date 01-04-2023 To Date 31-03-2024

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4	Projects Delivery execution:	30.00	<p>4.1:Project schedule adherence: Number of projects delivered as per planned date (with exception of customer delays subject to the contribution margin to be maintained as per Measure 1.2) - (10 Marks) Floor: 90% and Target 100%, achievements calculated in proportion</p> <p>4.2 :- Ensure that all the tracker during the project execution is maintained, updated & reviewed weekly - (10 Marks)</p> <p>4.3: Contributing in solutioning of the key processes: No delay in the project due to solution gap - (10 marks)</p>	No's	Given
5	Customer Excellence	20.00	<p>5.1: No Negative feedback leading to Loss of new opportunity / CR's . >=90% of projects implemented can be given as a reference for new opporutnites.- 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.</p>	No's	0
	Total	100.00			

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