

Key Result Area (KRA)

Employee Code	00630620	Employee Name	Mr. Harish Suggisetti	Band	I
Designation	Associate Executive - Business Development	Department	Business Development - Govt.	Project/Location	Head Office
Period	2022-2023	From Date	01-04-2022	To Date	31-03-2023
KRA Submittd On 23-06-2022		KRA Approved On			

Sr.No	Goal Title	Weightage	Measurement Details	Unit	Quantity
1	Bid Submission (A)	50.00	Annual Bid Submission through tender tiger or similar source of INR 135 Cr	%	80
2	Bid Submission (B)	5.00	No Bid is rejected due to insufficient documentation	%	80
3	Bid Submission (C)	10.00	Annual Bid submission through tender tiger or similarly other source No.s 18	%	80
4	Order Acquisition	5.00	Annual Order Acquisition of INR 45 Cr	%	80
5	Market Research (A)	5.00	Prepare Research Report of Prospective Organization in Central / State Government Organization including financial health of the co.	No's	5
6	Market Research (B)	5.00	Identifying relevant opportunities for Highbar through the above research which gets converted into ground build-up case.	No's	5
7	Maintenance of HBT Govt. Library(A)	5.00	Knowledge Bank Updation - Assisting Sales team to prepare PQ & TQ as per HBT requirement	No's	10

REVIEWEE

Name Mr. Harish Suggisetti  
Date 23-06-2022 11:47:55 AM

REVIEWER

Name Mr. Ravindra Ramesh Shenai  
Date 27-06-2022 02:26:59 PM

FINAL REVIEWER

Name Mr. Joydeep Banerjee  
Date 27-06-2022 02:25:27 PM

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8	Maintenance of HBT Govt. Library (B)	5.00	Competition details - Assisting Presales in giving past pricing details which ensures win for HBT	No's	10
9	Bid rejection	10.00	Proper submission of documentation as per RFP  Escalations at right interval to ensure timely and proper bid submissions  For bid valuing less than 2 Cr, the bid rejection should be 2% For bid valuing 2 Cr and above, the bid rejection 0%	%	0
	Total	100.00			

REVIEWEE	REVIEWER	FINAL REVIEWER
Name Mr. Harish Suggisetti	Name Mr. Ravindra Ramesh Shenai	Name Mr. Joydeep Banerjee
Date 23-06-2022 11:47:55 AM	Date 27-06-2022 02:26:59 PM	Date 27-06-2022 02:25:27 PM