

Key Result Area (KRA)

Employee Code	00002878	Employee Name	Mr. Upagupta Patnaik	Band	XA
Designation	SR. EVP - BUSINESS GROWTH	Department	Operations	Project/Location	Head Office - Navi Mumbai (HO)
Period	2024-2025	From Date	01-04-2024	To Date	31-03-2025
KRA Submittd On	12-11-2024	KRA Approved On	12-11-2024		

Sr.No	Goal Title	Weightage	Measurement Details	Unit	Quantity
1	1.1 Securing orders from various clients in India and ME for Private Sector as per the target set for the financial year 2024-25 NN Services- 30 Crs CR Services- 13 Crs SAP Licences NN and Renewals - C&S plus A&O - 17 Crs	45.00	Quarterly service targets to be achieved for total Yearly Target of INR.53.00 crs Quarter 1 - 7.95 crs Quarter 2 - 13.25 crs Quarter 3 - 18.55 crs Quarter 4 - 13.25 crs	Cr	53
2	1.2 Securing orders from various clients in India and ME for Private Sector as per the target set for the financial year 2024-25 NN Services- 30 Crs CR Services- 13 Crs SAP Licences NN and Renewals - C&S plus A&O - 17 Crs	10.00	Revenue conversion against Orders @ min 45%	Cr	23.85

REVIEWEE

Name Mr. Upagupta Patnaik
Date 12-11-2024 09:56:48 AM

REVIEWER

Name Mr. Mangesh Dattatray Wadaje
Date 12-11-2024 12:46:52 PM

FINAL REVIEWER

Name Mr. Mangesh Dattatray Wadaje
Date 12-11-2024 12:46:52 PM

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Sr.No	Goal Title	Weightage	Measurement Details	Unit	Quantity
3	1.3 Securing orders from various clients in India and ME for Private Sector as per the target set for the financial year 2024-25 NN Services- 30 Crs CR Services- 13 Crs SAP Licences NN and Renewals - C&S plus A&O - 17 Crs	10.00	Project contribution against Orders @ min 42%	Cr	22.26
4	New Technology/ New Sector: Securing orders from New Technology / New Sector in India and ME for Private Sector as per the target set for the financial year 2024-25.	15.00	Quarterly service targets to be achieved for total Yearly Target of INR.5.00 crs Quarter 1 - 0 Quarter 2 - 0 Quarter 3 - 02.00 crs Quarter 4 - 03.00 crs	Cr	5
5	New Geography: Exploring opportunities in new Geography other than India and ME.	15.00	Acquiring order from regions like Europe, US, SEA, Other parts of Asia etc.	Cr	2
6	Management Initiative	5.00	As decided by Management from Time to Time	LS	As agreed
	Total	100.00			

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