

Key Result Area (KRA)

Employee Code	S-098	Employee Name	Mr. Parag Sinkar	Band	VII
Designation	Manager - Business Development	Department	Business Development - Pvt.	Project/Location	Head Office - Navi Mumbai (HO) - HO-NaviMum
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	Order booked: Net New & CR in ME as per Annual Plan or revised target	60.00	1.1 Quarterly service targets to be achieved as below - Rs.18.40 crs For Q1 = INR. 03.68 crs Q2 = INR. 05.52 crs Q3 = INR. 05.52 crs Q4 = INR. 03.68 crs (30 Marks)	Cr	18.4
			1.2 Estimated contribution of >=50% (10 Marks)	%	>=50%
			1.3 Have a predictable pipeline supporting sales forecast for the quarter w.r.t quarterly targets (10 Marks)	No's	>=2.5
			1.4 Budget should not exceed final effort estimate for 95% of the cases. (10 Marks)	%	95%
2	Order booked: RPA, MS Power BI, Mobility, Customer/ Vendor Portal, VIM in India - West as per Annual Plan or revised target	20.00	2.1 Quarterly service targets to be achieved as below - Rs.04.00 crs . For Q1 = INR. 00.80 crs Q2 = INR. 01.20 crs Q3 = INR. 01.20 crs Q4 = INR. 00.80 crs (10 Marks)	Cr	4
			2.2 Estimated contribution of >=45% (5 marks)	%	>=45%

REVIEWEE

Name Mr. Parag Sinkar
Date 27-06-2022 01:42:02 PM

REVIEWER

Name Mr. Upagupta Patnaik
Date 27-06-2022 01:54:39 PM

FINAL REVIEWER

Name Mr. Upagupta Patnaik
Date 27-06-2022 01:54:39 PM

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2	Order booked: RPA, MS Power BI, Mobility, Customer/ Vendor Portal, VIM in India - West as per Annual Plan or revised target	20.00	2.3 Have a predictable pipeline supporting sales forecast for the quarter w.r.t quarterly targets (5 Marks)	No's	>=2
3	Special Assignment in Delivery	20.00	3.1: Handling Customer escalations and supporting Delivery 90% customers should give a good reference (10 Marks)	Adherence to Completion	As agreed
			3.2: Role of SME As per the feedback from Head Delivery (10 Marks)	Adherence to Completion	As agreed
	Total	100.00			

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