

## Key Result Area (KRA)

<b>Employee Code</b> 00631263	<b>Employee Name</b> Mr. Yogesh K Mhadolkar	<b>Band</b> VI
<b>Designation</b> Project Manager	<b>Department</b> Delivery - Prime	<b>Project/Location</b> TATA Projects Airport
<b>Period</b> 2023-24	<b>From Date</b> 01-04-2023	<b>To Date</b> 31-03-2024
<b>KRA Submittd On</b> 16-08-2023	<b>KRA Approved On</b> 16-08-2023	

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 - <b>0.2Cr</b> 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>0.9Cr</b> . B. Overall Collection - New Projects - as per Approved project budget. Floor: 80% and Target 100%, achievement calculated in proportion	Cr	Given

<b>REVIEWEE</b>	<b>REVIEWER</b>	<b>FINAL REVIEWER</b>
<b>Name</b> Mr. Yogesh K Mhadolkar	<b>Name</b> Mr. Niladri Bhusan Harichandan	<b>Name</b> Mr. Kaustav Das
<b>Date</b> 16-08-2023 10:30:11 AM	<b>Date</b> 16-08-2023 10:30:11 AM	<b>Date</b> 16-08-2023 10:30:11 AM

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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 &amp; 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 .            &gt;=90% of projects implemented can be given as a reference for new opporutnites.- 100%            between 70 % &amp; 90 % of projects implemented can be given as a reference for new opportunities - 70%            &lt; 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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