

Key Result Area (KRA)

Employee Code	00630909	Employee Name	Mr. Biswajit Rout	Band	III
Designation	Manager - Business Development	Department	Business Development - Govt.	Project/Location	Head Office - 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	Bid Submission (A)	50.00	Ensuring annual Bid Submission through tender tiger, tender sniper or similar source of INR 270 Cr	%	80
2	Bid Submission (B)	5.00	No Bid is rejected due to insufficient documentation	%	80
3	Biud Submission (C)	10.00	Ensuring annual Bid submission through tender tiger or similarly other source. Nos. 36	%	80
4	Order Acquisition	5.00	Ensuring annual Order Acquisition of INR 90 Cr	%	80
5	Market Research (A)	5.00	Prepare Research Report of Prospective Organisation in Central / State Government Organization including financial health of the company.	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	Maintainance 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. Biswajit Rout
Date 27-06-2022 01:42:02 PM

REVIEWER

Name Mr. Ravindra Ramesh Shenai
Date 27-06-2022 01:54:39 PM

FINAL REVIEWER

Name Mr. Joydeep Banerjee
Date 27-06-2022 01:54:39 PM

Key Result Area (KRA)

Employee Code

00630909

Employee Name

Mr. Biswajit Rout

Band

III

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Manager - Business Development

Department

Business Development - Govt.

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8	Maintainance 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			

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