

## Key Result Area (KRA)

Employee Code	00002878	Employee Name	Mr. Upagupta Patnaik	Band	XA
Designation	Chief Operating Officer	Department	Operations	Project/Location	Head Office - Navi Mumbai (HO)
Period	2023-24	From Date	01-04-2023	To Date	31-03-2024
KRA Submittd On	05-10-2023	KRA Approved On	05-10-2023		

Sr.No	Goal Title	Weightage	Measurement Details	Unit	Quantity
1	BD Pvt: Securing orders from various clients in India and other geographies for Private Sector as per the target set for the financial year 2023-24.	55.00	Quarterly service targets to be achieved for total Yearly Target of INR.50.00 crs Quarter 1 - 08.02cr Quarter 2 - 13.37cr Quarter 3 - 18.72cr Quarter 4 - 13.37cr (30 Marks)	Cr	53.48
			Revenue conversion against Orders @ min 45% (10 Marks)	Cr	24.06
			Project contribution against Orders @ min 40% (15 Marks)	Cr	21.39
2	Delivery: Projects as per at target Revenue , Contribution & Collection	40.00	-Revenue from Existing Projects Unit - Cr. Quantity - 105.65 Cr -Contribution at Vertical Level from Existing projects Unit - Cr. Quantity - 27.21 Cr (10 Marks)	Adherence to Completion	As agreed
			For Existing projects Overall collection for the FY should be >=80% of the baseline invoice amount. Anything <80% will be considered as nil achievement. (10 Marks)	%	>=80%

### REVIEWEE

**Name** Mr. Upagupta Patnaik  
**Date** 05-10-2023 12:22:45 PM

### REVIEWER

**Name** Mr. Mangesh Dattatray Wadaje  
**Date** 05-10-2023 12:24:31 PM

### FINAL REVIEWER

**Name** Mr. Mangesh Dattatray Wadaje  
**Date** 05-10-2023 12:24:31 PM

## Key Result Area (KRA)

Employee Code 00002878 Employee Name Mr. Upagupta Patnaik Band XA

Designation Chief Operating Officer Department Operations Project/Location Head Office - Navi Mumbai (HO)

Period 2023-24 From Date 01-04-2023 To Date 31-03-2024

KRA Submittd On 05-10-2023 KRA Approved On 05-10-2023

Sr.No	Goal Title	Weightage	Measurement Details	Unit	Quantity
2	Delivery: Projects as per at target Revenue , Contribution & Collection	40.00	-Revenue from New Projects as per Project Budget Unit- Cr. Quantity - 53.35 Cr -Contribution at Vertical Level from New projects as per Project Budget Budget Unit- Cr. Quantity - 18.36 Cr Unit - % Quantity - As approved (10 Marks)	Adherence to Completion	As agreed
			For New Projects Overall collection for the FY should be >=80% of the baseline invoice amount. Anything <80% will be considered as nil achievement. (10 Marks)	%	>=80%
3	Management Initiative	5.00	As decided by Management from Time to Time	Adherence to Completion	As agreed
	Total	100.00			

### REVIEWEE

Name Mr. Upagupta Patnaik

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