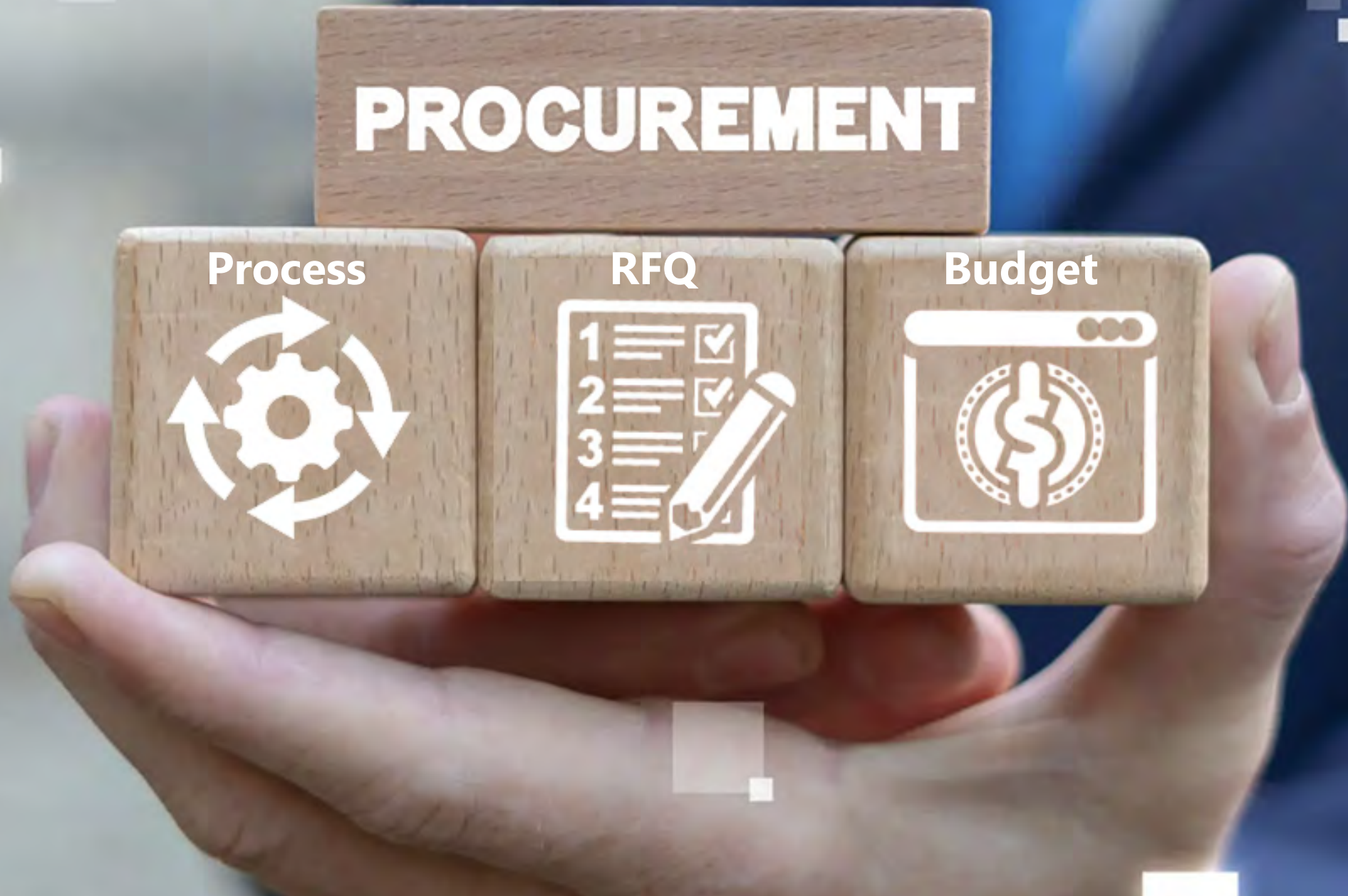


# Procurement KPI 2023



# Process-based Metrics

Time Period

- ☐ 1  
☐ 2

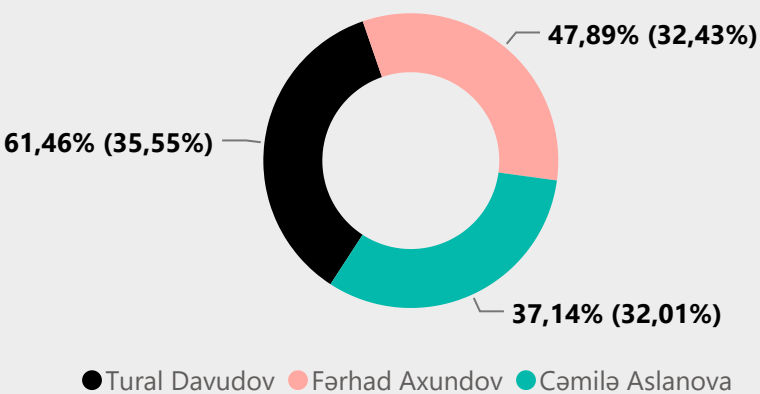
Teams

- ☐ Foreign  
☐ Local

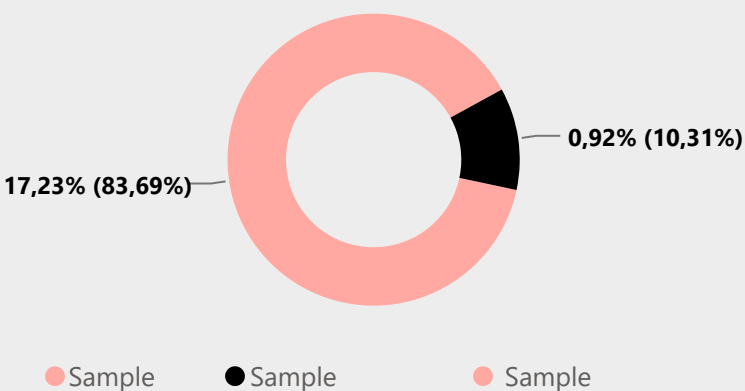
## Target for Minimum 3 Offer per Line

Procurement Specialist	Total PR	Total Offer Lines	1 Offer	2 Offer	3+ Offer	Calc
Sample Name	10	83	35	42	6	7%
Sample Name	8	56	15	9	32	57%
Sample Name	25	76	17	15	14	28%
Sample Name	11	66	60	1	5	8%
Sample Name	128	412	104	98	70	12%
Sample Name	15	84	73	1	10	12%
Sample Name	5	771	218	32	21	8%
Sample Name	17	51	29	2	20	19%
Sample Name	14	147	123	8	16	11%
Sample Name	912	328	312	83	153	25%
Sample Name	9	31	28	0	3	10%
Sample Name	742	642	225	125	292	75%
Sample Name	104	157	578	60	119	16%
Sample Name	167	573	370	112	91	46%
Sample Name	25	434	426	4	4	1%
Sample Name	110	269	92	189	488	63%
Total	6	87	53	34	0	0%
	188	127	5158	215	1254	56%

## Top 3 Highest Performing Employee



## Top 3 Lowest Performing Employee



# Budget-based Metrics

Time Pe... ▾

- ☐ 1
- ☐ 2

Target ▾

- ☐ Target doesnt meet
- ☐ Target meet

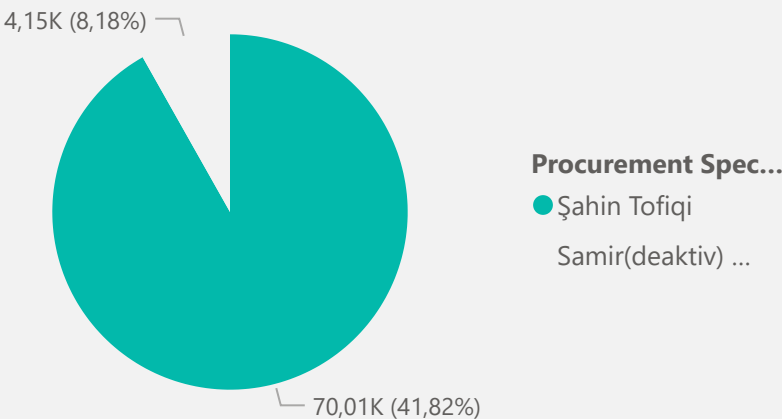
Teams ▾

- ☐ Foreign
- ☐ Local

## Returned RFQ between Teams

Procurement_Specialist	PR	Line Count
Şahin Tofiqi	2	2
Sənan Məmmədov	2	3
Tural Davudov	1	1
Total	5	6

## Top 2 Procurement Specialist by Discount vs PO Value Difference



## Discount value vs PO Value per Procurement Specialist

Procurement Specialist	Entry_Amount AZN	PO_Amount AZN	Difference
Sample Name	0,00	0,00	0,00
Sample Name	0,00	0,00	0,00
Sample Name	2 374,17 71	2 208,05	-166,12
Sample Name	377,86 1	76 342,75	-1 035,11
Sample Name	360,00 8	1 360,00 8	0,00
Sample Name	132,60 17	132,60 11	0,00
Sample Name	692,14 30	760,31 29	-1 931,83
Sample Name	243,60 10	599,75 10	-643,85
Sample Name	127,45 162	717,45 162	0,00
Sample Name	641,06	641,09	0,04
Sample Name	0,00	0,00	0,00
Sample Name	958,70	730,70	-28,00
Sample Name	1 146,40	1 956,10	9,70
Sample Name	0,00	0,00	0,00
Sample Name	15 033,24	40 977,04 92	-4 056,20
Sample Name	103 239,75 2	909,75 2 153	-330,00
Sample Name	254 108,64	407,65 0	-700,98

# RFQ-based Metrics

Departments

☐ Foreign  
☐ Local

Total Request

571

Total Offer

413

Total SO

115

Total PO

123

Procurement Specialist	Has Offer	Has So	Has Po	Cancelled	Delegated vs Offer	Offer vs SO	Delegated vs SO
Sample Name	6	0	0	1	86%	0%	0%
Sample Name	6	0	0	2	86%	0%	0%
Sample Name	26	5	4	4	80%	31%	31%
Sample Name	4	1	1	3	57%	25%	25%
Sample Name	86	44	44	5	96%	40%	40%
Sample Name	11	1	1	1	85%	9%	9%
Sample Name	5	0	0	5	45%	0%	0%
Sample Name	10	1	5	5	71%	10%	10%
Sample Name	8	0	0	3	57%	0%	0%
Sample Name	93	47	43	8	83%	70%	70%
Sample Name	5	0	0	0	100%	0%	0%
Sample Name	76	11	10	46	79%	14%	14%
Sample Name	15	45	24	8	90%	56%	56%
Sample Name	20	12	44	11	91%	15%	15%
Sample Name	9	1	2	2	82%	11%	11%
Sample Name	59	37	35	6	87%	63%	63%
Sample Name	4	0	0	2	67%	0%	0%
Total	383	265	563	12	75%	54%	34%

Delegated vs Has an Offer

85%

Has an Offer vs Has SO

34%

Delegated vs Has SO

34%

## Cancelled Line

1403

Procurement Specialist	Total RFQ	Total Lines	Has Offer	Has So	Has Po	Cancelled Lines	Delegated vs Offer	Offer vs SO	Delegated vs SO
Sample Name	18	268	91	1	1	12	506%	1%	6%
Sample Name	13	87	62	0	0	19	477%	0%	0%
Sample Name	34	94	64	43	13	24	191%	20%	38%
Sample Name	20	95	66	41	41	15	330%	62%	205%
Sample Name	137	407	446	47	92	30	347%	20%	71%
Sample Name	21	122	78	26	44	26	31%	33%	124%
Sample Name	15	575	472	0	0	481	113%	0%	0%
Sample Name	24	94	51	2	2	32	213%	4%	8%
Sample Name	23	482	147	0	0	260	639%	0%	0%
Sample Name	147	853	548	442	247	69	36%	50%	192%
Sample Name	12	81	25	0	0	45	208%	0%	0%
Sample Name	188	943	638	91	91	157	339%	14%	48%
Sample Name	114	925	736	250	242	86	646%	34%	29%
Sample Name	182	975	608	44	43	285	334%	7%	24%
Sample Name	28	447	431	13	13	4	1539%	3%	46%
Sample Name	131	930	773	321	300	47	590%	42%	245%
Sample Name	10	126	87	0	0	11	870%	0%	0%
Total	4417	4404	4474	4481	4409	4403	43%	43%	146%

# RFQ-based Metrics

### Priority of RFQ

☐ Normal

☐ Urgent

### Teams

☐ 1

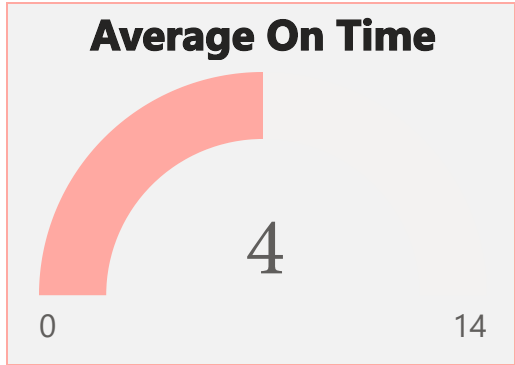
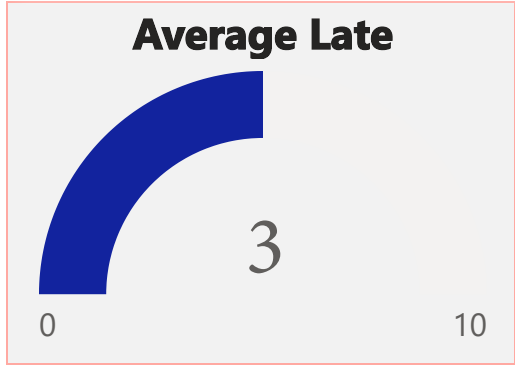
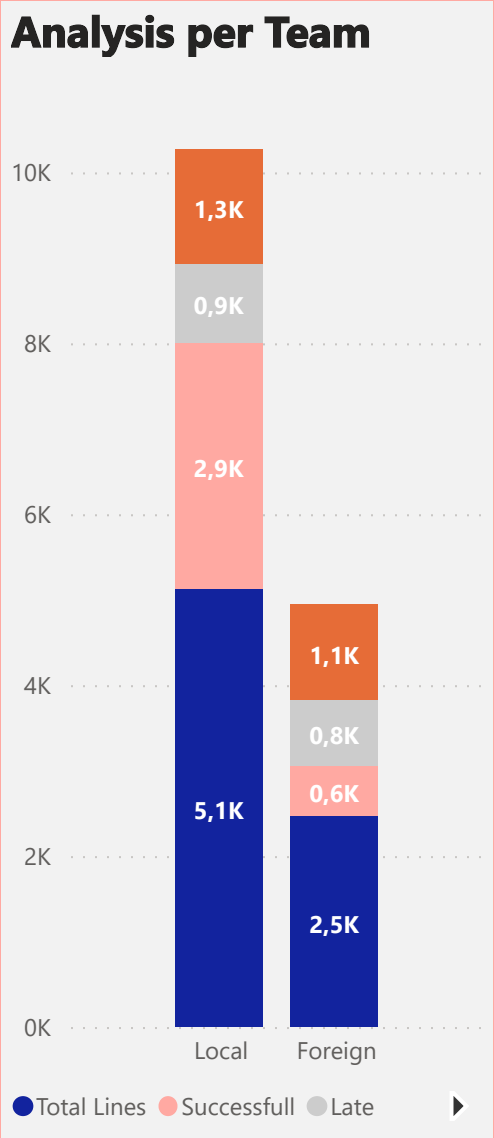
☐ 2

### Teams

☐ Foreign

☐ Local

Deadline Analysis								
Procurement Specialist		Total PR	Total Lines	No Offer, passed deadline	On Time	Late	Cancelled	Rate
Sample	Name	2	2	2	0	0	0	0
Sample	Name	1	6	0	0	6	0	0
Sample Name		3	20	2	0	14	0	0
Sample	Name	4	28	20	0	8	2	0
Sample	Name	3	32	9	1	22	0	0
Sample	Name	5	444	104	41	25	14	0
Sample	Name	1	2	2	0	0	0	0
Sample Name		2	4	4	0	0	0	0
Sample	Name	2	10	0	7	3	0	0
Sample	Name	3	32	1	41	0	0	0
Sample Name		5	39	49	0	20	49	0
Sample	Name	2	1	2	0	0	0	0
Sample	Name	4	5	0	3	2	0	0
Sample Name		8	24	4	19	1	3	0
Sample	Name	12	29	11	6	12	10	0
Total		8	34	12	7	15	11	0
		423		2450	4467	4444	4444	33,



# Real-LandCost-based Metrics

Land Cost vs Real Cost							
Procurement Specialist	LandCostBid	InvoiceBid	InvoicePO	Actual Purchase	Actual Sale	RealvsLandCost	SaleVsReal
Sample Name	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Sample Name	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Sample Name	88 722,35	79 783,12	82 618,97	0,00	0,00	-88 722,35	0,00
Sample Name	9 978,37	8 351,01	8 132,60	0,00	0,00	-9 978,37	0,00
Sample Name	34 268,04	34 268,04	33 033,79	79 234,15	95 143,26	-19 033,89	-4 090,89
Sample Name	11 963,36	10 971,99	21 434,90	0,00	0,00	-91 963,36	0,00
Sample Name	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Sample Name	718,82	758,70	730,70	320,00	0,00	-938,82	-320,00
Sample Name	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Sample Name	51 774,52	53 774,52	71 181,06	70 909,03	34 541,85	-1 865,48	-11 367,18
Sample Name	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Sample Name	20 910,09	20 910,09	21 399,85	7 691,26	3 928,55	-13 218,83	-3 762,71
Sample Name	33 586,63	33 586,63	34 234,88	27 169,42	19 182,62	-6 417,22	-7 986,80
Sample Name	13 705,08	13 705,08	16 406,39	9 466,77	10 426,72	-4 238,31	959,95
Sample Name	1 447,10	1 447,10	1 439,76	0,00	0,00	-1 447,10	0,00
Sample Name	24 903,61	24 903,61	29 365,77	24 597,93	13 932,44	-305,68	-10 665,49
Sample Name	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Total	193 017,98	181 459,90	119 978,67	119 388,55	17 155,44	-113 629,43	-41 233,12