

**N.Poovizhi - 2023 / Function : Daily MIS & Sales Report updation**

S.No.	Key Performance Indicator	Target 24-25	Actual	Rating out of 10	Target 25-26	Remarks
1	Plan vs Actual Sales value	100%	88%	8	100%	
2	Non moving / Obsolete part cost all Customer	Zero	4 Lacs	6.5	Zero	<b>Quantum(3 Lacs) Supplied in Jan-25</b>
3	Freight Cost	2.75/Kg	1.60/kg	10	1.88/Kg	
4	Premium Freight (Sales)	Zero	0	10	Zero	
5	Attrition	Zero	Zero	10	Zero	
6	Accident	Zero	Zero (Repeated Near miss)	5	Zero	
7	1S & 2S activities in Office.	100%	85%	8	100%	
8	Timely Response to Customer (Mail & Phone call) With in 1Hr	100%	85%	8	100%	
9	Automation	9	7	7	3	
10	Risk Analysis	3	1	3	3	
11	Kaizen / CIP / Suggestion	4,3,4	3,1,0	4	4,3,4	
			<b>Rating out of 10</b>	<b>7.23</b>		

**Note: Above 9-10 - Out Standing / 8-9 - Good / 7-8 - Average / 6-7 - Need improvement.**