

KRA Category : Process
KRA Weightage : 20 _

Key Performance Indicator (KPI) description	Unit	KPI Weightage	Value	(1) Unsatisfactory Performance	(2) Needs Improvement	(3) Good Solid Performance	(4) Superior Performance	(5) Outstanding Performance
1. BUDGET SAP MAINTENANCE -10% (Price , Budget)	Text			Not Available	Not Available	EVERY QUARTER	Not Available	Not Available
2. ABP BACK UP WORKING FOR CMB-10%	Text			Not Available	Not Available	BEFORE MARCH 17	Not Available	Not Available

KRA Category : Customer
KRA Weightage : 25 _

Key Performance Indicator (KPI) description	Unit	KPI Weightage	Value	(1) Unsatisfactory Performance	(2) Needs Improvement	(3) Good Solid Performance	(4) Superior Performance	(5) Outstanding Performance
1. COST SHEET UPDATION FOR EXISTING CUSTOMER AND NPD.10%	Text			Not Available	Not Available	AS AND WHEN REQUIRED	Not Available	Not Available
2. SALES TRACKING (SNOP VS ACTUAL) 5%	Text			Not Available	Not Available	EVERY MONDAY	Not Available	Not Available
3.CASH FLOW PROJECTION MONTHLY& 3 MONTHS ROLLING FORECAST-5%	Text			Not Available	Not Available	5TH OF THE FOLLOWING MONTH	Not Available	Not Available
4. MONTHLY ACCOUNTS CLOSING ACTIVITY(PROVISION, LEDGER SCRUTINY)-5%	Text			Not Available	Not Available	4TH OF THE FOLLOWING MONTH	Not Available	Not Available

KRA Category : People
KRA Weightage : 15 _

Key Performance Indicator (KPI) description	Unit	KPI Weightage	Value	(1) Unsatisfactory Performance	(2) Needs Improvement	(3) Good Solid Performance	(4) Superior Performance	(5) Outstanding Performance
1. COMPLETION IDP & TRANING -10%	Text			Not Available	Not Available	FEB 16	Not Available	Not Available

KRA Category : Business
KRA Weightage : 40

Key Performance Indicator (KPI) description	Unit	KPI Weightage	Value	(1) Unsatisfactory Performance	(2) Needs Improvement	(3) Good Solid Performance	(4) Superior Performance	(5) Outstanding Performance
1.ANALYTICS BUSINESS PERFORMANCE (CMB) & PRESENTATION -10%	Text			Not Available	Not Available	13TH OF THE FOLLOWING MONTH	Not Available	Not Available
2. RM/PM PURCHASE PRICE VARIANCE ANALYSIS -5%	Text			Not Available	Not Available	12TH OF THE FOLLOWING MONTH	Not AvailableNot Available	Not Available
3. WORKING CAPITAL ANALYSIS(DSO , INVENTORY)-10%	Text			Not Available	Not Available	2ND WEEK OF THE FOLLOWING MONTH	Not Available	Not Available
4. SNOP PNL-10%	Text			Not Available	Not Available	14TH OF THE FOLLOWING MONTH	Not Available	Not Available
5. PEER GROUP ANALYSIS & COMPETITION BENCHMARKING -CMB BUSINESS-5%	Text			Not Available	Not Available	MONTHLY	Not Available	Not Available