	Add	On PO
Customer	CO NO.	Project Mana
JAYSHREE POLYMERS PVT LTD.	JYO029_1718	NILAMKUMAR
JAYSHREE POLYMERS PVT LTD.	JYO034 1718	NILAMKUMAR
Tata Motors Uttarkhand (EMS System Additional	T34O001 1617	NILAMKUMAR
New Holland India pvt Ltd	NFO062_1718	NILAMKUMAR
Tata toyo	T38K038_1718	NILAMKUMAR
CNH Noida	NDO099_1718	NILAMKUMAR
WINDALS PRECISION PVT LTD.	WPH076_1718	NILAMKUMAR
CNH Noida	NDO052_1718	NILAMKUMAR
TOTAL		
Remarks		2017-18 Plan Margi
Faster Project Closure - Average reduction 30 days		34242489
Variation Drive - Average 2% of Project Value @ 20%	1	1344000
Faster Payment Collections - DSO reduction by 30 day		
Minimal multiple despatches - In less than 10% cases	3	1512000

Minimal multiple I&C visits - In less than 10% cases	4	3200000
Return of Excess Material - No Freebies	5	2400000
Timely Billing - BB Cum BOQ - Invoicing for every disp	6	1120000
Zero Aged Inventory Piling -	7	2500000
Zero Project Slippage	8	14400000
Book & Bill (Monthwise) 3%	9	2400000
5% Project Grippage	10	9600000
Customer Satisfaction - Brand Building - Repeat order	rs at premium	
ERP System - Project Tool		
Base On (Batch-Costing report) (COGS price)2% & N	egotiation with SCM	
Direct job cost 1.2 to 1.5% (Design Hr + Project Mana	agement Hr)	
DAP Approval (8.00 to 10.00%)		
Design Delay (5.00 to 10.00%)		
Customer Delay (1.5 to 2.5%)		
Introduction to project management, Project life		
cycle, itiation, Planning, Execution, Monitoring and		
Control, Closing, Phases in project lifecycle,9		
domains in project managements, Project Scope,		
Time Management, Cost Management, Quality		
Management,HR Management,Communication		
Management, Risk		
Management, Procurement, Integration, Leadership		
attribute		

PO Value	Booked GM	Delivered GM
70000	30.00	40.86
20000	70.00	89.2
590000	38	
210000	40	
188000	35	
450000	34	
537332	50%	
2065332		
2017-18 Actual Margi	Actual	
	Variation sunk into teams blood - average margin	
		O reduction of xyz day
976500		

710000 Return of Excess Material - No Freebies 1805715.942 BB prepare for jobs worth 9 Cr enabling split billings on despatch - saving of billing delay 3378600 FG, Raw material or 3rd party non moving inventory pile up due to wrong indents Project Deviation report - Historic Vs Actual 175782.46 Book & Bill Focus resulting in average monthly B&B revenue 3494548.22 LD Avoidance, Timely DCC, Ontime DAP's, Cost avoidance as per batchcosting report - focustomer Satisfaction - Brand Building - Repeat orders at premium		Data not tracked		
1805715.942 BB prepare for jobs worth 9 Cr enabling split billings on despatch - saving of billing delar 3378600 FG, Raw material or 3rd party non moving inventory pile up due to wrong indents Project Deviation report - Historic Vs Actual 175782.46 Book & Bill Focus resulting in average monthly B&B revenue 3494548.22 LD Avoidance, Timely DCC, Ontime DAP's, Cost avoidance as per batchcosting report - for	710000		terial - No Freebies	
3378600 FG, Raw material or 3rd party non moving inventory pile up due to wrong indents Project Deviation report - Historic Vs Actual 175782.46 Book & Bill Focus resulting in average monthly B&B revenue 3494548.22 LD Avoidance, Timely DCC, Ontime DAP's, Cost avoidance as per batchcosting report - for				lit billings on despatch - saving of billing dela
Project Deviation report - Historic Vs Actual 175782.46 Book & Bill Focus resulting in average monthly B&B revenue 3494548.22 LD Avoidance, Timely DCC, Ontime DAP's, Cost avoidance as per batchcosting report - for				
175782.46 Book & Bill Focus resulting in average monthly B&B revenue 3494548.22 LD Avoidance, Timely DCC, Ontime DAP's, Cost avoidance as per batchcosting report - for	30.000			
3494548.22 LD Avoidance, Timely DCC, Ontime DAP's, Cost avoidance as per batchcosting report - for	175782.46			
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; by xyz days

all projects executed in the year