

Q-3 Project Revenue /Booked GM Vs Actual GM,Delay analysis sheet

Invoice	Inv.date	Customer	CO No	PO No
17020496	3/13/2018	JK Systems - Chakan	JWL051_1718	17/SJS/347 A
17020509	3/17/2018	JK Systems - Chakan	JWO102_1718	17/SJS/477
17020518	3/20/2018	AAM India Manufacturing Crp Pvt Ltd	ABH074_1718	PCM 527490
17020539	3/21/2018	DANA INDIA PVT. LTD.	DNH082_1718	1800002274
17020550	3/27/2018	HEG LTD.	HEH078_1718	1842/010032772
17020576	3/31/2018	Asian Paints Ltd	A55O086_1718	0023049558
18020028	4/14/2018	ABB INDIA LIMITED	A36K071_1718	3091030395
18020029	4/14/2018	DANA INDIA PVT. LTD.	DNL059_1718	1800002239

DLVDate	Value	Delay in days	Reason for delay	Booked GM%
3/7/2018	1450000.00	-6	Machining and MFG of tractor trolley	29
3/17/2018	46500.00	0	On Time	42.89
3/30/2018	280000.00	10	On Time	29.8
3/31/2018	142500.00	10	On Time	23
4/11/2018	300000.00	15	On Time	24.51
1/16/2018	255374.60	-74	Hoist availability/IMPORT	19.28
4/15/2018	675400.00	1	On Time	23
3/31/2018	1168600.00	-14	SCM/ RAIL import	32.48
Total	4318374.60			

Actual GM %
43
42.14
28.57
44.49
44.49
13.5
38.67
48.5

SoNo	(All)			
Timetracker sheet for Q-4				
	Planned Hrs	300	Actual booked HRs	135.6
EmpCd	EmpName	CoNo	Sum of ActualHrs	Sum of Value
0141	sachin Siddul	JWL051_1718	46.00	8096.00
		JWO102_1718	5.00	880.00
		ABH074_1718	8.00	1408.00
		DNH082_1718	5.00	880.00
		HEH078_1718	7.00	1232.00
		A55O086_1718	42.00	7392.00
		A36K071_1718	15.00	2640.00
		DNL059_1718	8.50	1496.00
		Total Hrs	136.50	

[illegible]

PERFORMANCE PLANNING AND MANAGEMENT YEAR 2017 to 2018

Name **Sachin Siddul** Emp. No. :15213

Sr. No.	Key Strategy	Activity to satisfy the requirement
1	Project Financials	Project delivered within budget & agreed timeline
2	Project Documentation	Contract Review (Supply+Freight+Installation)
		Ensure preparation of KOM as per check list Conduct KOM with all functional team with in specified time
		Prepare and issues detailed project schedule using MS projects/ Office for all projects before KOM and Indicate milestones important to customer and meet the milestones. Regularly review
3	Projects Operations.	Project cost absorbtion
		Variation Drive
		Budget Hours entered in ERP system
		Daily Time tracker maintained in ERP system
4	Working Capital	Monthly Project Collection planning
		Retention Collection
5.	Enabler	Customer Satisfaction
		Project Hanover to Service

		Individual Development Plans
	Total Score	

Q4

	Designation:
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Agreed Measure	Who will measure / certify
Project Revenue & GM inline with Quarterly plan of AOP	MFR / MCR
Project delivered beyond the PO Timeline	MOR
Projects delivered within or above the booked GM	PH
Baseline each job handed over to Projects basis signed off contract review	PH / ERP
PH's evaluation of timeliness, quality and effectiveness of KOM documentation.	KOM Filing & Documentation
1) No. of days between date of handover and date of preparing MS project schedule on an average basis.	Filing & Documentation
2) All documentation should be follow & proper routing in DMS system	
Resource Utilisation	MOR
Positive deviation at Projects level quarter by quarter	PH
All Projects should have Design hours booked in ERP system	PH / ERP
Daily updated in ERP system	PH / ERP
Forecasting accuracy of monthly project collections	MCR
Job handover focus - Retention AR as % of Total AR	MCR
Customer Referrals - Appreciation Letters	PH
Timely formal handover of projects to Trida	Service

Adhere to IDP defined & attend identified training/s accordingly	HR

PM	partner	Project	
Agreed target	Weightage	Actual	
		Self	Appraiser
Min 90% of the quarterly plan as per AOP	10	8	
Min 90% projects delivered within PO timeline	10	7	
Min 90% projects delivered within or above the booked GM	10	8	
With 5 DAYS & 100% Compliance	5	3	
100% Compliance	5	4	
1) 5 days (Based on Large/ Mediums / Small Project list)	5	4	
2) 100% Compliance			
Total direct cost for PM and I&C teams charged to Jobs each month via time sheets	5	4	
Delivered margins 2% above Booked GM for Projects	5	4	
100% Compliance	5	5	
100% Compliance	5	5	
Min 90% Accuracy	10	7	
Retention AR < 15% of Total AR quarter on quarter	10	7	
Minimum 10 Appreciation letter per Quarter	5	3	
Within 7 days from date of project handover to customer	5	5	

Min 8 days of training in a year	5	3	
	100	77	