

NAME:											
DESIGNATION: CHIEF MANAGER (F/A)								Range and weightag			
SR. NO.	KEY PERFORMANCE INDICATORS	KEY PERFORMANCE UNIT	TARGET	WEIGHTAGE	WEIGHTAGE ACHIEVMENT	TARGET ACHIEVED	%AGE TARGET ACHIEVED	Outstanding	V. Good	Good	Average
1	Turnover from Operations	Rs in Crores	700	20	699	20	100	690 TO 700=20	680 to 689=16	670 to 679=12	660 to 669=10
2	Opearting Profit	Rs in Crores	300	20	275	12	60	290 to 300 =20	280 to 289 =16	270 to 279 =12	260 to 269 = 10
3	Cost Management	Rs in Crores	300	10	288	8	80	Upto 300 =10	301 to 310 =8	311 to 320 =6	321 to 330 = 5
4	Receivables(deductions from Sale Bills & Storage charges)	%age	100	10	71	6	60	95 -100% = 10	91 to 94% =8	85 to -90 % = 6	80 to 84% =5
5	Realease rent/ other payment within 15 days from the sanction	Days	15	10	17	8	80	12 to 15=10	16 to 18=8	19 to 20 =6	21 to 22 = 5
6	Stock/Fund Reconciliation(RMS/KMS)	Days	30	10	26	10	100	25 to 30=10	31 to 35 =8	36 to 40 = 6	41 to 45 =5
7	Finalization of Annual Accounts	Days	Upto 30/09 of the next F.year	20	7th Oct	16	80	Upto 30th sept=20	30th to 7th Oct=16	8th to 15th Oct=12	16th to 31st Oct=10
			Total	100		80	80				

Rating	Outstanding	V. Good	Good	Average	Below Average
Score	81 -100%	61-80%	51-60	31-50	less than 30
		80			

