

MOU

2017-18



Government of India

Ministry of Health & Family Welfare

Department of Health & Family Welfare

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HSCC

AN ISO 9001:2008
Mini Ratna Company

HSCC (India) Ltd


Mandatory parameters

PART A

(Applicable to all CPSEs except CPSEs Distributing Government grant)

Sl. No.	Financial Performance Criteria	Unit	Marks	Current Year (Estimate)	Best in 5 years	MoU Target for the year 2017-18					% Improvement
						Excellent 100%	V.G. 80%	Good 60%	Fair 40%	Poor 20%	
i	Turnover Revenue from Operations	Rs. crore	10	1095	1021	1350	1200	1100	1000	900	9.59
ii	Operating Profit/Loss Operating profit / Revenue from Operations (Profit/ Surplus before Tax excluding other Income, Extraordinary and Exceptional Items)	%	20	1.32	6.10	1.52	1.46	1.40	1.35	1.30	10.61
iii	Return on investment: PAT or Surplus / Average Net Worth	%	20	9.61	34.84	11.70	10.66	10.00	9.50	9.00	10.93
Total (A)			50								

- CPSE will update land holdings on Government Land Information System (GLIS)
- It was agreed that the target finalized by IMC are based on estimates submitted by the CPSE for the year 2016-17. In case of better performance of the CPSE as per final results as compared to estimates, the difference shall be added to the targets for the year 2017-18.
- It was agreed that targets decided in MoU are unconditional and no offset will be allowed. Further evaluation would be subject to compliance of additional eligibility criteria as contained in para 14.2 of MoU guidelines 2017-18.


Gyanesh Pandey
Chairman & Managing Director
HSCC (India) Ltd


(Sh. C.K. Mishra)
Secretary (H & FW)
Ministry of Health & Family Welfare

HSCC (India) Ltd


Other Parameters (Part-B)

Applicable to all Operating CPSEs except CPSEs in Finance Sector

Sl. No.	Performance Criteria	Unit	Marks	Current year (Estimate)	Best in 5 years	MoU Target for the year 2017-18					% Improvement
						Excellent 100%	V.G. 80%	Good 60%	Fair 40%	Poor 20%	
	New orders Received during the year										
iv	New orders Received during the year	Rs. crore	10	1590	5791	1900	1700	1600	1500	1400	6.92
	Production efficiency Parameters										
v	Development of Databank for Hospitals	Date	6	NIL	NIL	15.12.17	31.12.17	15.01.18	31.01.18	15.02.18	
vi	Completion of milestone of clients orders/ agreements without time overrun	%	10	80	100	100	90	85	80	75	
vii	CAPEX	(Rs. Crore)	3	1.23	1.23	3.80	3.50	3.30	3.00	2.70	
viii	Trade receivables (Net) as number of days of Revenue from Operations (Gross)	Days	6	328	137	120	200	240	250	270	39.02
ix	Reduction in claims against the Company not acknowledged as debt	%	5	5	20.66	10	8	4	3	2	
x	HRM related parameter										
1	Online submission of ACR/APAR in respect of all executives (E0 and above) along with compliance of prescribed timelines w.r.t writing of ACR/APAR	% of numbers of executives	2	-	-	100	95	90	85	80	
2	Online Quarterly vigilance clearance updation for Senior Executives (ES and above)	% of number of senior executives	2	-	-	100	95	90	85	80	
3	Preparation of succession plan and its approval by the Board of Directors	Date	2	-	-	30.09.17	15.10.17	31.10.17	15.11.17	30.11.17	
4	Holding DPC without delay for executives (E0 and above level)	%	2	-	-	100	95	90	85	80	
5	Talent Management and career progression by imparting at least one week training in centre of Excellence e.g. IITs, IIMs, NITs, ICAI etc	% of numbers of executives	2	-	-	10	9	8	7	6	
	Total (B)			50							

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