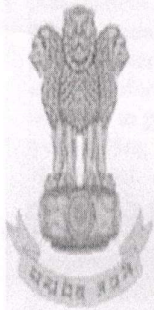


MOU

2018-19



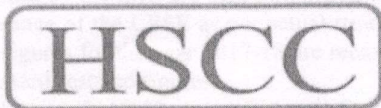
Government of India

Ministry of Health & Family Welfare

Department of Health & Family Welfare

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AN ISO 9001:2008
Mini Ratna Company

Principal Officer
Contract & Managing Director
HSCC, Delhi-110015

Sanjiv Kumar
Secretary (H & FW)
Ministry of Health & Family Welfare

Memorandum of Understanding for F.Y. 2018-2019

Between

HSCC (India) Ltd and Ministry of Health & Family Welfare

Sl. No.	Financial Performance Criteria	Unit	Marks	Current Year (Estimate)	Best in 5 years	MoU Target for the year 2018-19					%Improvement*
						Excellent 100%	V.G. 80%	Good 60%	Fair 40%	Poor 20%	
1	Turnover Revenue from Operations	Rs. in Cr.	10	1500	1511	1800	1500	1350	1250	1200	Nil
2	Operating Profit/Loss Operating Profit as % of Revenue from Operations	%	20	1.38	6.25	1.50	1.40	1.20	1.00	0.75	1.45
3	Return on investment: PAT / Average Net Worth	%	20	13.00	34.69	16.00	15.00	13.00	12.00	11.00	13.33
4	New orders Received during the year	Rs. in Cr.	5	1600	5791	1800	1600	1400	1200	1000	Nil
5	Assessment of level in line with Project Management Maturity Model (Pro MMM) or equivalent in the CPSE and placing the matter before the board for taking a decision whether to go for upgradation in level and, if yes, getting the approval for timelines from the Board. If not, justifiable reason to be recorded in the Board Resolution.	Date	10	-	-	15.12.2018	15.01.2019	31.01.2019	15.02.2019	28.02.2019	
6	Completion of milestone of clients orders/agreements without time overrun	%	10	80	100	100	90	80	70	60	12.50
7	Trade receivables (Net) as number of days of Revenue from Operations (Gross)	Days	10	271	137	137	270	300	350	360	Nil
8	Reduction in overall claims against the Company not acknowledged as debt	%	5	-	-	8	7	6	5	4	
9	Assessment of level in line with People Management Maturity Model (PCMM) or equivalent in the CPSE and placing the matter before the Board for taking a decision whether to go for upgradation in level and, if yes, getting the approval for the timelines from the Board. If not, justifiable reason to be recorded in the Board Resolution (Date)	Date	4	-	-	15.12.2018	15.01.2019	31.01.2019	15.02.2019	28.02.2019	
10	Online Human Resource Management System (HRMS) Implementation (consisting of online employee data administration, employee self-service, exit procedure, talent management, etc) and its integration with finance.	Date	6	-	-	15.12.2018	15.01.2019	31.01.2019	15.02.2019	28.02.2019	
	Total		100								

1. It was agreed that the targets finalized by the IMC are based on provisional/estimated figures submitted by CPSE for the year 2017-18. In case of better performance of the CPSE as per actual results, the difference may be added to the targets for the year 2018-19 by the IMC. In case figures for the year 2017-18 are recasted/restated in audited accounts, comparison of actual results shall be made based on recasted/restated figures.
2. In working out achievements for the year 2018-19, quantified qualifications of CAG/Statutory Auditors would be adjusted in case of overstatement of Revenue/Profit/Surplus or understatement of Loss/Deficit in addition to the negative marks prescribed in MOU Guidelines.
3. 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 MoU guidelines.


Gyanesh Pandey
Chairman & Managing Director
HSCC (India) Ltd


Smt. Preeti Sudan
Secretary (H & FW)
Ministry of Health & Family Welfare