IIIE PERFORMANCE EXCELLENCE AWARD

FINANCIAL YEAR 2011-2012

PROFORMA FOR ELICITING INFORMATION

1. Name of Enterprise:

a) If multi-unit Enterprise, locations of the Units;
b) If holding company, names of subsidiaries and their location & activity
c) Public Private Partnership mode of company if any.
d) Joint Ventures, if any, and areas of activity

2. Address :
(including website details)

3. Objective of Enterprise/Vision/ Mission Statement

4. Industry Leadership Please tick

a) Prospects for growth

(i) Industry/ Service in which you operate

- Growing
- Stagnating
- Declining

(ii) Your Enterprise

- Growing
- Stagnating
- Declining

b) (i) What is the market share in percentage of your main product (say Saleable Steel / Raw Coal / Basic Minerals / Hot metal / Engineering product / Electricals / Electronics / Product other than above / Service

(ii) Extent of penetration in international market. Substantial ☐ Moderate ☐

(iii) If yours is a Listed Company, market capitalization ranking – 31-3-2011 (within 20)

(iv) Ability to access capital market : High ☐ Moderate ☐ Low ☐

Contd....

c) (i) What is the market share in percentage of your main product (say Saleable Steel / Raw Coal / Basic Minerals / Hot metal / Engineering product / Electricals / Electronics / Product other than above / Services.

(ii) Extent of penetration in international market

(iii) Any acquisition abroad

(iv) If yours is a Listed Company, market capitalization at the end of 2011-2012 and 2010-2011.

5. Corporate Plan

Has the Enterprise drawn up

		Yes	No
a)	Long-term corporate plan/strategic plan (If yes describe in a few lines)	☐	☐
b)	Diversification/growth plans (Please give short description in a few lines)	☐	☐

How the Enterprise has been able to meet the Challenges of Globalization / Liberalization.

		Yes	No.
(i)	Realigning Corporate Strategy	☐	☐
(ii)	Suitable Organization Design	☐	☐
(iii)	Internal Operations Revamping	☐	☐
(iv)	External Reach	☐	☐

Please give short description, in a few lines.

Contd....

6. Financial & Operational _____in Million Rupees

Sl. No.	PARTICULARS	FINANCIAL YEAR APRIL TO MARCH		
		2011-2012	2010-2011	2009-2010
a)	Capital employed			
b)	Sales / Turnover			
c)	Exports			
d)	Inventory/Turnover Ratio			
e)	Net profit before tax			
f)	Gross Profit to Capital employed %			
g)	Net profit to Capital Employed %			
h)	Networth			

7. Extent of IT application coverage at (Pleaser tick)

	High	Medium	Low
o Functional Level	☐	☐	☐
o Enterprise Level	☐	☐	☐
o CRM	☐	☐	☐

If operationalised, please give a short description.

8. PRODUCTION (Manufacturing Enterprise – Main Product only)

Sl. No.	PARTICULARS	FINANCIAL YEAR APRIL TO MARCH		
		2011-2012	2010-2011	2009-2010
a)	Physical Production			
b)	Value of Production (Rs. Millions)			
c)	Capacity utilization % (manufacturing / producing & selling enterprises)			

9. Extent of Application of Modern Management Techniques in Production System

- § Lean Manufacturing
- § 6-Sigma
- § TQM, TPM, Quality circle, KANBAN, 5-S; or any other
- § One line each, as relevant

Contd....

10. Project Milestones

List major projects undertaken during the last 3 years and for each of them, separately indicate.

The most critical events

a) Extent of time deviation as **%** of target
b) Extent of deviation in financial terms in **%**

11. R&D activities undertaken during the last 3 years
Product Innovation, Patents obtained or in process (Brief details)

12. Upgradation of technology in the context of liberalization / globalization

13. HRD – Any training need assessment done as part of corporate plan: Yes/No

Sl.No.	PARTICULARS	2011-2012	2010-2011	2009-2010
a)	Investment in Human Resource Training & Development as % of sales			
b)	Total training cost per Employee			
c)	Motivational packages (i) No. of Schemes (ii) Value (Rs. in lakhs)			

14. Customer Satisfaction
Customer Satisfaction Rating, if measured
(Please attach a list of Customer Satisfaction Measures taken by the Corporation)

15. If you are MOU signing Company with Govt. (For Public Enterprise only)
a) What is the status of your Company –
(Maha Ratna, Nav Ratna, Mini-Ratna;
or other than the 3 spelt above

b) MOU Rating for 2011-12 and 2010-11: Excellent / Very Good

Contd....

16. Corporate Social Responsibility (CSR)

What is your contribution in the area of social responsibility (such as adoption of villages / extending educational and medical facilities / other contributions

17. Skill Development

Any significant contribution, such as adoption of Industrial Training Institutes for any specific trade – to be highlighted.

18. Any other achievement

a) Are you recipient of any national awards, such as in the areas of Pollution Control, Energy Saving (Brief description to be given)

b) Filing of patents for new products

c) Research & Development

d) Innovations and related benefits

19. Brief description on appropriateness of organizational structure to suit the changing times and details of changes, if any made, (Enclose a separate sheet) depicting pre and post-change structures with relevant explanatory notes (in brief).

20. Describe in one page (attach separate sheet) anything that happened in your organization during the last three years that you could consider as an aspect of excellence including, Diversification, Turnaround, Joint Venture / Acquisition of Capital Assets abroad.

21. Describe in a few lines any factor that limits organization's capacity to pursue excellence (enclose a separate sheet).

NB: Please send us data in prescribed formats, with supporting details in quadruplicate. Published Annual Reports for 2 years 2011-2012 & 2010-2011 (2 copies) may also be made available with your reply.