



MOU

2018-19

BETWEEN

MINISTRY OF RAILWAYS

AND


RAILTEL CORPORATION OF INDIA LTD.

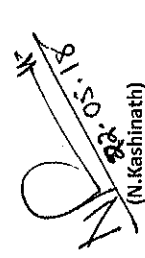
RailTel Corporation of India Limited

Mandatory Parameters

PART A

S.No.	Financial Performance Criteria	Unit	Marks	2017-18 (Est.)	Best in 5 years	MOU Target for the year 2018-19					% Improvement
						Rs. in Crore					
						Excellent 100%	V.G. 80%	Good 60%	Fair 40%	Poor 20%	
1	Turnover										
	Revenue from Operations	Rs. Crore	10	916	848	1200	1100	1050	980	930	20.09
2	Operating Profit / Loss										
	Operating profit* as a percentage of Revenue from operations (net).	%	20	13.97	21.85	16.70	15.90	15.20	14.50	14.00	13.82
	* Operating profit (Profit/Surplus before Tax excluding other Income, Extraordinary and Exceptional Items)										
3	Returns on investment:										
	PAT or Surplus / Average Net Worth	%	20	9.77	16.14	11.00	10.80	10.00	9.50	9.00	10.54
	Total (A)		50								


 (Rajjesh Sahai)
 Secretary, Railway Board
 Ministry of Railways


 (N. Kashinath)
 Chairman & Managing Director
 RailTel Corporation of India Ltd.

Dated: 22 May, 2018

RAILTEL CORPORATION OF INDIA LTD.

Other Parameters


Part-B

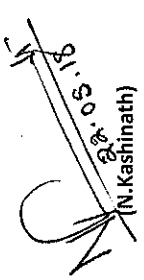
SN	Performance Criteria	Unit	Marks	2017-18 (Est.)	Best in 5 yrs	MOU Target for the year 2018-19					% improvement	
						Ex.	V.G	Good	Fair	Poor		
1	Capacity Utilisation											
a	Utilisation of Lambdas in DWDM Core	% of capacity used in Gbps	5	50	50		80	60	48	46		6.00
b	Utilisation of MPLS Core Network	%age of Ports utilised	5	55	65		80	60	53	50		5.45
2	New Orders Received during the Year	in Rs. Cr.	6	60	55.24		80	60	55	50		8.33
3	Development or Revenue from new products or products with new features											
a	Provision of connectivity for Railway Display Network (RDN)	in no. of stations	5	-	-		90	80	70	65		-
b	Development of Content On Demand (COD) services on Trains	in no. of rakes	2	-	-		28	26	24	22		-
c	Provision of CCTV at Stations	in Nos.	3	-	-		1400	1300	1200	1100		-
4	Production Efficiency Parameter											
a	Registration of new MSE vendors/Start-up Entrepreneurs with GST No.	in Nos.	2	-	-		9	8	7	6		-
5	Trade Receivables (Net) as number of days of Revenue from Operations (Gross)											
a	Trade Receivables (Net) as number of days of Revenue from Operations (Gross)	No of Days	3	180	93.77		150	160	170	180		16.67
6	Reduction in claims against the company not acknowledged as debt											
a	Reduction in claims against the company not acknowledged as debt (overall)	%	3	-	-		4	3	2	1		-
7	Milestones with respect to subsidiary CPSEs not signing MoUs separately											
a	Return on Equity in Subsidiaries	%	3	9.20	13.40		9.75	9.50	9.25	9		5.98
8	Human Resource Management											
a	Assessment of level in line with People Capability Maturity Model (PCMM) or equivalent in the CPSE & placing the matter before the Board for taking a decision whether to go for up-gradation in the level and, if yes, getting the approval for the timelines from the Board and if no, justifiable reason to be recorded in the Board Resolution.	Date	3	-	-		15.01.19	31.01.19	15.02.19	28.02.19		-
9	Other sector specific result-oriented measurable parameters											
a	Wi-Fi at Railway stations	in nos.	3	407	115		5500	5000	4500	4000		1251
b	Developing Railwire Sathi Digital Entrepreneur	in Nos.	3	-	-		375	350	300	250		-
c	Growth of 1G or more Ports for Multi System Operators MSOs (cumulative)	in Nos.	2	195	140		275	260	245	200		41
d	Integration of Video Surveillance System on an IP based Artificial Intelligence (AI) powered platform with Video Analytic and alert generation	No. of stations	2	N.A	N.A		190	180	170	160		-
	TOTAL (Part-B)		50									

Note:

1. The targets finalized by the IMC are based on provisional/estimated figures submitted by the 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.

2. The 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


(Rajanesh Sahai)
Secretary, Railway Board
Ministry of Railways


(N. Kashinath)
Chairman & Managing Director
RailTel Corporation of India Ltd.

Dated: 22 May, 2018