

MOU

2017-18

BETWEEN

Ministry of Railways

AND

RailTel Corporation of India Ltd.

RailTel Corporation of India Limited

MoU 2017-18

PART A

Rs. in Crore

S.No.	Performance Criteria	Unit	Marks	Dec-16	Best in 5 years	MOU Target for the year 2017-18				
						Excellent 100%	V.G. 80%	Good 60%	Fair 40%	Poor 20%
i.	Turnover Revenue from Operations	Rs. Crore	10	569.5	572	810	760	740	720	700
ii.	Operating Profit / Revenue from operation	%	20	11.24%	21.85%	19.79%	18.85%	17.95%	17.10%	16.28%
iii.	PAT / Net Worth	%	20	7.21%	16.14	10.24%	9.75%	9.29%	8.85%	8.43%
	Total (A)		50							

PART-B

iv.	New Orders Received during the Year	in Rs. Cr.	5	PO copy	60	65	60	57	54	52
v.	Production efficiency parameters									
i.	Increase in % of availability of circuit for lease lines with 99.5% uptime over previous year	%age of circuits	4	Report Summary	95.75*	0.6	0.5	0.4	0.3	0.2
ii.	Increase in % of availability of data network with 99.5% uptime over previous year	%age of circuits	3	Report summary	96.20*	0.30	0.25	0.20	0.15	0.10
	*absolute figure									
vi.	CAPEX	in Rs. Cr.	5	Annual Report	315	150	143	135	129	122
vii.	Percentage value of Capex contract/project running/completed during the year without time/cost overrun to total value of Capex contract running/completed List of Projects as per Annexure B	% implementation	3	Report Summary		100	95	90	85	80
viii.	Trade Receivables (Net) as number of days of Revenue from Operations (Gross) (No. of days)	Days	10	Annual Report	94	140	165	173	182	191
ix.	Any other sector specific result oriented measurable parameter									
	Wi-fi at Railway Stations/Public Places (No.)	Number	10	Report Summary	110	150	140	130	120	110
x.	HR related parameters									

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RailTel Corporation of India Limited

MoU 2017-18

PART A

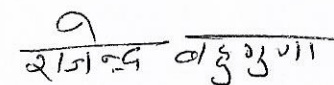
Rs. in Crore

S.No.	Performance Criteria	Unit	Marks	Dec-16	Best in 5 years	MOU Target for the year 2017-18				
						Excellent 100%	V.G. 80%	Good 60%	Fair 40%	Poor 20%
i.	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 number of executives)	% of executives	2	Report Summary		100	95	90	85	80
ii.	Online Quarterly vigilance clearance updation for Senior Executives (AGM and above) (% of number of senior executives)	% of Sr. executives	2	Report Summary		100	95	90	85	80
iii.	Preparation of succession plan and its approval by Board of Directors (date)	Date	2	Report Summary		30.09.17	15.10.17	31.10.17	15.11.17	30.11.17
iv.	Holding of DPC without delay for executive (E0 and above level) (%)	% of executives	2	Report Summary		100	95	90	85	80
v.	Talent management and carrier progression by imparting at least one week training in Centre of Excellence e.g. IITs, IIMs, NTTs, ICAI etc.within India (% of executives)	% of executives	2	Report Summary		10	9	8	7	6
	Total		50							
	Grand Total		100							

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(R.K. Verma)
Secretary, Railway Board
Ministry of Railways

Dated: 20th June, 17

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(R.K. Bahuguna)
Chairman & Managing Director
RailTel Corporation of India Ltd.

RAILTEL CORPORATION OF INDIA LIMITED
List of projects for CAPEX monitoring in 2017-18

Annexure-B

Rs. in Crore

S. NO.	DESCRIPTION	PROJECTED AMOUNT	OUTLAY AMOUNT	Mile Stone for 2017-18
1	MDWDM	137	50.0	March, 2018
2	Wi-Fi at stations	38	20.0	by March, 2018
3	Office Building at Kidwai Nagar	16	15.0	December, 2017
4	Payment to land at Noida	2.50	2.5	January, 2018
5	Others including contingencies	10	7.5	March, 2018
6	Last Mile Works	30.0	30.0	February, 2018
7	Network upgradation	25.0	25.0	March, 2018 *
	Total	258.5	150.0	


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राजेंद्र काहुजा