



Knowledge Partner



Category: SME Women Entrepreneur of the Year

(Evaluation Methodology- Quantitative Section)

S. No.	Quantitative Factors	Formula	Marks
1.	Manufacturing / Service Execution System		20
(a)	Finished Goods Ratio	Total Quality Goods Produced / Total No. of Product Produced	10
(b)	Inventory Turnover	Cost of Goods Sold / Average Inventory	10
(c)	No. of customer complaint received Vs Total no. of service provided	No. of customer complaint received / Total no. of service provided	10
(d)	No. of customer complaint resolved Vs No. of customer complaint received	No. of customer complaint resolved / No. of customer complaint received	10
2.	HR Management & Welfare		15
a)	Expenses towards Employee Salary	Expenses towards employee salary / Operating Expenses	2.5
b)	Expenses towards Employee Training	Expenses towards employee Training / Operating Expenses	2.5
c)	Expenses towards Employee Welfare	Expenses towards employee Welfare / Operating Expenses	2.5
d)	Expenses towards CSR activities	Expenses towards CSR activities / Operating Expenses	2.5

e)	Employee Retention Index	No. of employee added in a year/ No. of employee left in a year	2.5
f)	Employee Skill Development Index	No. of employee trained for skill development in a year/ Total Employee	2.5
3.	Sales & Marketing		10
a)	Export vs Total Sales	Total Export/Annual Sales Turnover	5
b)	Customer Retention Index	No. of clients added in a year/ No. of clients left in a year	5
4.	Technology & Innovation		10
a)	Investment towards technological innovations & R&D	Investment towards technological innovations, R&D / Annual Sales Turnover	10
5.	Financial Management		15
a)	Profitability Ratio	Profit before tax/Annual sales turnover	10
b)	% Annual Financial Growth	$(AST2-AST1) \times 100 / AST1$	5

** AST2 = Annual turnover of present financial year

** AST1 = Annual turnover of previous financial year