



**Knowledge Partner**



**Category:** Young SME Entrepreneur of the Year

**(Evaluation Methodology- Quantitative Section)**

S. No.	Quantitative Factors	Formula	Marks
<b>1.</b>	<b>Manufacturing / Service Execution System</b>		<b>20</b>
(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 Vs No. of customer complaint received	10
<b>2.</b>	<b>HR Management &amp; Welfare</b>		<b>15</b>
(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
<b>3.</b>	<b>Sales &amp; Marketing</b>		<b>10</b>
(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
<b>4.</b>	<b>Technology &amp; Innovation</b>		<b>10</b>
(A)	Investment towards technological innovations & R&D	Investment towards technological innovations, R&D / Annual Sales Turnover	10
<b>5.</b>	<b>Financial Management</b>		<b>15</b>
(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