



Empowering India Awards
2019

Knowledge Partner



Category: Young SME 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 Vs 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