

# ACMA Excellence Awards

## Excellence in Export

### Definitions and formulas

$$x^2 + \frac{b}{a}x + \left(\frac{b}{2a}\right)^2 = -\frac{c}{a} + \left(\frac{b}{2a}\right)^2$$

$$\left(x + \frac{b}{2a}\right)^2 = -\frac{c}{a} + \frac{b^2}{4a^2}$$

$$\left(x + \frac{b}{2a}\right)^2 = \frac{b^2 - 4ac}{4a^2}.$$

**ACMA**

2020

## Definitions / formulas for EXPORT Category

1. Sales ( Total :Domestic + Export + Aftermarket ) ( UOM = Rs. CR ) **Total sales for that year in Rs. Cr**
2. Export Sales (OEM, Tier 1 -2., Aftermarket) ( UOM = Rs. Cr.) **Total Export sales for that year in Rs. Cr**
3. No. of patents received ( UOM = Nos) = **Total patents received in that year**
4. No. of patents filed ( UOM = Nos)**Total patents filed in that year**
5. Customer assessment / Feedback score – of Export customer only ( UOM = % ) **Score out of 100 %**
6. Customer returns Export ( UOM = PPM )

Total products returned as defective by all export customers in that year

= -----x 10<sup>6</sup>

Total export product qty in that year

7. Delivery Performance - Export ( UOM = % ) **out of 100 %**
8. No. of awards / recognitions from all export customers ( UOM = Nos ) **Awards / recognitions received from all export customers in that year**
9. Export Customers ( UOM = Nos) **Total number of export customers in that year**
10. Missed shipment of export ( UOM = Nos ) **Total number of times export shipment missed against plan in that year**

## Definitions / formulas for EXPORT Category ( contd.. )

11. Export to Developed countries ( UOM = % of Export sales )

**Export to USA, UK, Germany , Japan & China**

=-----x100

**Total Export sale in that year**

12. Export Customer Complaints ( UOM= Nos ) **Total number of complaints received from all Export Customers**

13. Export to developing Countries ( UOM = % of Export sales )

**Export to Bangladesh, Sri Lanka, Thailand and Middle east countries**

=-----x100

**Total Export sale in that year**

14. Import content as percentage of total sales ( UOM = % ) **% of Import w.r.t total sales in that year**

15. Number of products recalled from Market ( UOM = Nos )

**Total products recalled from Export by you or your customer in that year**

16. Warranty – Export ( UOM = PPM )

**Total Export products returned under warranty in that year**

= -----x 10<sup>6</sup>

**Total export product qty in that year**

17. Inhouse Rejection Total ( UOM = PPM )

**Total rejected qty in that year**

= -----x 10<sup>6</sup>

**Total qty produced in that year**

## Definitions / formulas for EXPORT Category ( contd.. )

18. Royalty payments as percentage of total sales ( UOM = % )

**% of amount spend on Royalty w.r.t. total sales of that year**

19. Training Man-hours ( UOM = Manhours/Man/Year )

**Total training man-hours for all employees in that year**

= -----

**Total number of employees in that year**

20. Accidents ( UOM = Nos ) **Total number of accidents in that year**

21. Overall 5S Score ( UOM = % ) **Average 5 S score for that year for entire plant**

22. CSR activities - Amount spent as percentage of total sales ( UOM = % ) **% of amount spent for CSR w.r.t. total sales**

23. Employees absenteeism ( Total) ( UOM = % )

**Total absent man-hours for that year ( Authorized + Unauthorized )**

= ----- X 100

**Total man hours for that year**

24. Energy cost as a % of sales ( UOM = % ) **% of amount spent for energy w.r.t. total sales of that year**

25. Water consumption ( UOM = % ) **% of amount spent for water w.r.t. total sales of that year**