

Date:10.04.2025

To,
SKA0465
Katyaayani Sales And Services
Delhi

Dear Sir / Madam,

Subject: Supplier Rating

Following is your performance report for March,2025. Which is generated for three parameters Quality, Delivery and Service.

Performance Rating (Group level):

Vendor Name	Grade	Rating	Quality	Delivery	Service	Group PPM
SKA0465	A	97	95	100	98	0

Performance Rating (Plant level):

Purchase Org.	Grade	Rating	Quality (50%)	Delivery (40%)	Service (10%)	Defect PPM
384D	A	94	89	100	97	0
385D	A	100	100	99	99	0

Based on your group level and plant level performance, above grades can be further expressed as under :

A : Good (80 to 100) - Havells expectations are met consistently and all times exceeding expectation.

B : Satisfactory (60 to 79) - Havells expectations are met at a satisfactory level. However focused efforts are needed to become a top-performing supplier.

D : Poor (0 to 59) - Havells expectations are not met. Immediate analysis and action plan is required to demonstrate your commitment towards improvement.

Please refer to Performance Tab in Havells Global Vendor Portal for individual performance rating for each criteria

If your grade is D, then you must focus on reviewing services provided to Havells across all parameters. Analysis and discussion with the respective plant(s) are required at the earliest to improve performance ratings. Failing to do so may have a serious impact on our business relationship.

Sincerely,
Havells India Limited.

Date:10.04.2025

To,
SKA0465
Katyaayani Sales And Services
Delhi

Subject : Intimation Letter - Low Performance in Quality - LPS1

Dear Business Partner,

We regret to inform you that you have performed lower than the Quality performance target for the month as detailed below. Hence you have been categorized as Low Performing supplier - LPS1.

Quality performance for the month is as follows :

Defects in PPM for the month	PPM Target(Category Wise)
999,999 -MAR-2025	1. Casting & Steel Jar Suppliers>30,000 PPM 2. Packaging Suppliers>7,000 PPM 3. Remaining>3,500 PPM

You need to take the following actions on priority.

1. Analyse & validate the root cause of problem and submit corrective action plan within 7 days through vendor portal and get it approved by the respective plant supplier quality team.
2. Material shall be supplied through 100% containment till complete implementation of corrective action.
3. Based on the quality performance (in PPM) for the following month, you will be out of LPS category if you have achieved the ppm target as defined in the criteria section of this SOP

Your performance needs special focus for immediate improvement & need to restore Quality performance well within set target by effective closure of issue & adherence to LPS Management guidelines.

Sincerely,
Havells India Limited