

Date: 24.12.2013

Supplier Name: PRIMA AUTOMATION  
Email: [kamal@prima-automation.com](mailto:kamal@prima-automation.com)  
Kind Attn: Mr. Kamal Trivedi

Sub: Performance Rating for the Year 2012-13

Dear Sir,

We value our association and consider you as our key partner in supplying goods required for manufacturing of Hydro Electric projects. Endeavor is to achieve excellence in operations by improving our relation and current performance. We have recently carried out Performance Rating to understand gaps and area of improvement.

The evaluation is carried out for following key areas.

- Qualification / Certification
- Cooperation / Service
- Quality Performance
- Delivery Performance
- Cost Performance

Congratulations to you and your team for achievement of Good Performance.

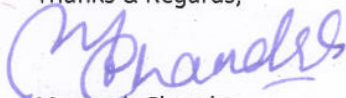
We are pleased to Share that your overall performance for FY 2012-13 has rating as 86.00%. We would like to extend our full support to sustain and continual improvement in overall score in next year.

Total Score %	Qualification /Certification Weightage-10%	Cooperation /Service Weightage-5%	Quality Performance Weightage-34%	Delivery Performance Weightage-25%	Cost Performance Weightage-10%	Reception Weightage-6%
86	75	75	91	86	75	100

We would recommend you to define improvement actions where score is below 85 % for further improvement.

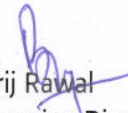
Looking forward for strong partnership ahead.

Thanks & Regards,



Maneesh Chandra  
Quality Director  
Alstom

High Performance-86-100%



Brij Rawal  
Sourcing Director  
Alstom

Potential to improve 51-70%

Average Performance -71-85%