

PHILIPPINE PHARMA PROCUREMENT, INC. (PPPI)

Component						Baseline Data		Target	
	Objective/Measure		Formula	Weight	Rating System	2015	2016	2017	2018
SOCIAL IMPACT	SO 1	Provide Access to Affordable Essential Medicines through Public Entities/Facilities							
	SM 1	Increase the Number of PhilHealth Z-Benefit Contracted Government Hospitals Served thru the Pooled Procurement Facility	Actual Number of Hospitals Served / Total Number of PhilHealth Z-Benefit Contracted Government Hospitals	20%	(Actual / Target) x Weight If Less Than 65% = 0%	-	60%	80%	80%
	SM 2	Expand the Number of Provinces Served through the Pooled Procurement	Absolute Number	15%	(Actual / Target) x Weight	-	15	+ 40 Provinces	+ 40 Provinces
		Sub-total		35%					
FINANCIAL	SO 2	Grow Revenues							
	SM 3	Improve Gross Revenues	Absolute Number	15%	(Actual / Target) x Weight	₱50.04 Million	₱172.89 Million	₱80.54 Million	₱48.60 Million
	SO 3	Sustain the Organization's Viability							
	SM 4	Maintain a Positive EBITDA	Net Income + Interest Expense + Tax + Depreciation + Amortization	10%	(Actual / Target) x Weight	₱12.86 Million	-	₱25.49 Million	₱749,980
		Sub-total		25%					
CUSTOMERS	SO 4	Achieve Customer Satisfaction							
	SM 5	Percentage of Satisfied Customers	Percentage of Respondents that Gave a Very Satisfactory to Excellent Rating	5%	(Actual/Target) x Weight If Less Than 80% = 0%	85.71%	-	90%	90%

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INTERNAL PROCESS	SO 5	Ensure a Transparent and Fair Business Process for Suppliers						
	SM 6	Increase the Number of Suppliers Participating in Procurement	Absolute Number	5%	(Actual / Target) x Weight	69	Average of 1.44 Suppliers per Medicine	Specialty Medicine – Average of 3 Suppliers Essential Medicine – Average of 10 Suppliers
		Sub-total		10%				
	SO 6	Expand Product Lines and Business Partnerships						
	SM 7	Introduce New Product Lines and Packages	Absolute Number	5%	(Actual / Target) x Weight	3	1	3 (Kawasaki Disease, HIV, and Bone Cancer)
	SM 8	Forge New Business Partnerships	Absolute Number	5%	(Actual / Target) x Weight	1	1	2 2 Memorandum of Agreement (Biofarma and DBM-PS)
								2 (League of Cities of the Philippines and the League of Municipalities of the Philippines)
	SO 7	Deliver Responsive and Timely Services to Customers						
	SM 9	Ensure High Percentage of Orders Delivered on Time	Order Delivered on Time / Total Orders	10%	(Actual / Target) x Weight Lower Than 65% = 0%	62.75%	-	90%
		Sub-total		20%				

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LEARNING AND GROWTH	SO 8	Develop Organizational Competencies						
	SM 10	Establish Competency Framework	Actual Accomplishment	5%	All or Nothing	-	-	Establish Competency Framework and Model Board Approved Competency Catalogue, Framework, Competency Table
	SO 9	Institutionalize a Quality Management System						
	SM 11	Attain ISO Certification	Actual Accomplishment	5%	All or Nothing	ISO 9001:2008 Certification	ISO 9001:2008 Re-certification	ISO 9001:2008 Re-certification and Readiness Assessment to 9001:2015 ISO 9001:2015 Certification
		Sub-total		10%				
		TOTAL		100%				

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