

PHILIPPINE PHARMA PROCUREMENT, INC. (PPPI)

	Objective/Measure	Component		Baseline Data <sup>1</sup>			Target		
		Formula	Weight	Rating System	2016	2017	2018	2019	
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%	15 out of 25 PhilHealth-Contracted Hospitals	15	80%	90%
	SM 2	Expand the Number of Provinces Served through Pooled Procurement	Absolute Number	15%	(Actual / Target) x Weight	15 Provinces	20	+ 40 Provinces	2018 Actual + 20 Provinces
		<b>Sub-total</b>		<b>35%</b>					
FINANCIAL	SO 2	Grow Revenues							
	SM 3	Improve Gross Revenues	(Direct/Gross Sales - Direct Cost) + Service Income	15%	(Actual / Target) x Weight	₱172.89 Million	₱10.515 Million	₱48.60 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	₱(21.45) Million	₱(19.36) Million	₱749,980	₱945,938
	<b>Sub-total</b>		<b>25%</b>						

<sup>1</sup> Baseline data for 2016 is based on GCG validated accomplishment while 2017 baseline data is based on PPPI submission which remains to be validated by the GCG.

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		Component			Baseline Data <sup>1</sup>		Target		
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CUSTOMER	SO 4	<b>Achieve Customer Satisfaction</b>							
	SM 5	Percentage of Satisfied Customers	Number of Respondents who gave a Rating of at least Satisfactory / Total Number of Respondents	5%	(Actual / Target) x Weight If Less Than 80% = 0%	<i>Unverifiable</i>	90%	90%	90%
	SO 5	<b>Ensure a Transparent and Fair Business Process for Suppliers</b>							
	SM 6	Increase the Number of Suppliers Participating in Procurement	Actual Accomplishment	5%	(Actual / Target) x Weight	Average of 1.44 Suppliers per Medicine	N/A	Specialty Medicine - Average of 3 Suppliers Essential Medicine - Average of 10 Suppliers	Specialty Medicine - Average of 3 Suppliers Essential Medicine - Average of 10 Suppliers
		<b>Sub-total</b>		<b>10%</b>					
INTERNAL PROCESSES	SO 6	<b>Expand Product Lines and Business Partnerships</b>							
	SM 7	Introduce New Product Lines and Packages	Absolute Number	5%	(Actual / Target) x Weight	1	3	3 (Mental Health, HIV-AIDS, and Reproductive Health)	3
	SM 8	Forge New Business Partnerships	Absolute Number	5%	(Actual / Target) x Weight	1 (PGEA – Vaccination)	2	2 (League of Cities of the Philippines and the League of Municipalities of the Philippines)	2

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<b>SO 7</b>	<b>Deliver Responsive and Timely Services to Customers</b>							
SM 9	Ensure High Percentage of Orders Delivered on Time	Orders Delivered on Time / Total Orders	10%	(Actual / Target) x Weight Lower Than 65% = 0%	94%	65%	90%	90%
	<b>Sub-total</b>		<b>20%</b>					
<b>SO 8</b>	<b>Develop Organizational Competencies</b>							
SM 10	Percentage of Employees Meeting Required Competencies	Actual Accomplishment	5%	All or Nothing	CSC Approval of PPPI SPMS for Initial Implementation	N/A	Board Approved Competency Catalogue, Framework, Competency Table	Competency Catalogue, Competency Framework, Competency Tables, Competency Matrix
<b>SO 9</b>	<b>Institutionalize a Quality Management System</b>							
SM 11	Attain ISO Certification	Actual Accomplishment	5%	All or Nothing	ISO 9001:2008 Recertification	N/A	ISO 9001:2015 Certification	ISO 9001:2015 Certification
	<b>Sub-total</b>		<b>10%</b>					
	<b>TOTAL</b>		<b>100%</b>					

LEARNING & GROWTH