

PHILIPPINE PHARMA PROCUREMENT, INC. (PPPI)

Component						Baseline Data		Target	
	Objective/Measure		Formula	Weight	Rating System	2017	2018	2019	2020
SOCIAL IMPACT	SO 1	Provide Access to Affordable Essential Medicines through Service Delivery Networks (SDN)							
	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%	Cannot be validated	Cannot be validated	90%	90%
	SM 2	Expand the Number of Provinces Served through Pooled Procurement ¹	Absolute Number	15%	(Actual / Target) x Weight	Cannot be validated	Cannot be validated	2018 Actual + 20 Provinces	2019 Actual + 20 Provinces (UHC Implementation Sites)
		Sub-total		35%					
	SO 2	Grow Revenues							
FINANCIAL	SM 3	Improve Gross Revenues	(Direct/Gross Sales - Direct Cost) + Service Income	15%	(Actual / Target) x Weight	₱10.51 Million	₱9.50 Million	₱48.60 Million	₱118.30 Million ²
	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	(₱16.88 Million)	(₱17.75 Million)	₱945,938	₱22.13 Million
		Sub-total		25%					

¹ Per PPPI, the measure aims to have a presence in all provinces.

² Based on 2020 projections submitted by PPPI (Gross sales less cost of sales plus service income).

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CUSTOMERS	SO 4	Achieve Customer Satisfaction							
	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%	Cannot be validated	Cannot be validated	90%	90%
	SO 5	Ensure a Transparent and Fair Business Process for Suppliers							
	SM 6	Increase the Number of Suppliers Participating in Procurement	Total number of suppliers / Number of Procurement Conducted	2.5%	(Actual / Target) x Weight	Cannot be validated	Cannot be validated	Specialty Medicine - Average of 3 Suppliers	Specialty Medicine - Average of 3 Suppliers
				2.5%				Essential Medicine - Average of 10 Suppliers	Essential Medicine - Average of 10 Suppliers
	Sub-total			10%					
INTERNAL PROCESS	SO 6	Expand Product Lines and Business Partnerships							
	SM 7	Introduce New Product Lines and Packages	Absolute Number	5%	(Actual / Target) x Weight	1	Cannot be validated	3	3

Component						Baseline Data		Target	
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	SM 8	Forge New Business Partnerships	Absolute Number	5%	(Actual / Target) x Weight	1 (PAGCOR)	1 (Armed Forces of the Philippines)	2	3 ³
	SO 7	Deliver Responsive and Timely Services to Customers							
	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%	Cannot be validated	Cannot be validated	90%	100%
		Sub-total		20%					
LEARNING & GROWTH	SO 8	Develop Organizational Competencies							
	SM 10	Percentage of Employees Meeting Required Competencies	Actual Accomplishment	5%	All or Nothing	No accomplishment	Cannot be validated	Competency Catalogue, Competency Framework, Competency Tables, Competency Matrix	Board-Approved Competency Framework ⁴ and Establish Competency Baseline
	SO 9	Institutionalize a Quality Management System							
	SM 11	Attain ISO Certification	Actual Accomplishment	5%	All or Nothing	No accomplishment	Cannot be validated	ISO 9001:2015 Certification	ISO 9001:2015 Certification
		Sub-total		10%					
		TOTAL		100%					

³ Per PPPI, it plans to enter into business partnerships with the League of Provinces of the Philippines and League of Cities of the Philippines and shall pursue a partnership with the private sector.

⁴ Includes Competency Catalogue, Competency Table, Competency Matrix, Position Profiles and Competency-Based Job Description