

PHILIPPINE INTERNATIONAL TRADING CORPORATION
2015 Performance Scorecard

Component					PITC Submission			GCG Evaluation		Supporting Documents	Remarks
	Objective/Measure		Formula	Weight	Target	Actual	Rating	Score	Rating		
Social Impact	SO 1	Efficient Supply Chain for Foreign and Domestic Requirements									
	SM 1	Improved participation of accredited suppliers	Absolute Number	0%	440	442	0%	442	0%	List of Accredited Export Suppliers	<p>The accredited suppliers increased by 42 or 10.5% from 2014. PITC has identified 4 priority sectors: Processed Foods; Furniture, Furnishings, and Crafts; Agri-Based Commodity; and Transport.</p> <p>19 of the new accredited suppliers are from the Furniture, Furnishings, and Crafts sector; 15 suppliers are from Processed Foods; 2 are suppliers of Agri-based Commodity and 1 supplier under the Transport sector.</p>
	SM 2	Proportion of successful contracts to the value of the contract	Number of successful contracts/ number of suppliers	12%	10% (44 successful contracts/ 440 accredited suppliers)	9.729% (43 Successful contracts/ 442 accredited suppliers)	11.67%	9.729% (43 Successful contracts/ 442 accredited suppliers)	11.67%	List of Accredited Export Suppliers and Successful contracts presented with sales invoice & purchase orders	Acceptable
			Sub-total	12%			11.67%		11.67%		

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Financial	SO 2	Improve Financial Performance on Core Business Operations								
	SM 3	International Trade Revenue	Absolute Amount	15%	₱1,811.22 Million	₱1,642.67 Million	13.60%	₱1,642.67 Million	13.60%	-Breakdown of Custom Bonded Warehouse, Countertrade, and Exports and Imports -Gross Revenue/ Turnover per Account Revenues from international trade increased by 45.65% compared to 2014. The increase is attributed to the increase in revenues from Customs Bonded Warehouse, Countertrade, and Export activities.
	SM 4	Gross Revenue from Procurement	Absolute Number	5%	₱2,213.71 Million	₱1,805.333 Million	4.078%	₱1,805.333 Million	4.078%	-Procurement Breakdown -Government Accounts Group and Military Accounts Group The revenue from procurement activities decreased from ₱2,206 Million in 2014 to ₱1,805 Million or 18% in 2015.
	SO 3	Attain Financial Sustainability								
	SM 5	Net Income	Gross Profit + Operating Income + Other Operating Income - Operating Expense - Finance Cost	10%	₱4.714 Million	₱15.621 Million	10%	₱15.621 Million	10%	Interim Income Statement with schedules Acceptable
			Sub-total	30%			27.68%		27.68%	

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Clients / Stakeholders	SO 4	Customer Satisfaction									
	SM 6	Number of Agreements or Contracts signed with suppliers and buyers (Trading)	Absolute Number	10%	84	72	8.571%	72	8.57%	Copy of signed contracts with suppliers and buyer (others are sales invoice or purchase orders)	<p>The reported score 72 constitutes 44 buyers and 28 suppliers.</p> <p>100% of the contracts signed between PITC and the buyers are from the priority sectors of PITC. While 46.43% of the contracts are with the suppliers from the priority sectors.</p>
	SM 7	Over-all satisfaction rating (Third Party)	Adjectival rating	10%	At least Satisfactory	Very Satisfactory	10%	3.55 - Very Satisfied	10.00%	Contract, methodology, Questionnaire, Results	<p>Of the 186 target respondents, only 100 or 53.76% participated in the survey. The respondents are divided by 7 Groups. These groups are Procurement - Military, Procurement-Government, Custom Bonded Warehouse, Countertrade, Export, Import, and Fund Management.</p> <p>Customers of Procurement-Military, Procurement-Government, and Countertrade groups or 42.86% of the total respondents gave a rating of Very Satisfied while Customers of Custom Bonded Warehouse, Export, Import, and Fund Management groups or</p>

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										57.14% gave a rating of Satisfactory.
			Sub-total	20%			18.57%		18.57%	
Internal Process	SO 5	Offer an Array of Innovative and Non-Traditional Approaches and Customized Services for its Extensive Network of Clients								
	SM 8	No. of Dealerships or Local Representation for New Technologies or Component Materials	Absolute Number	5%	4	5	5%	4	5%	Letter of Appointment from suppliers outside the country

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											<p>plants, commercial buildings or any remote location that monitors energy. With the use of this technology, it is easier for the user to acquire and distribute the knowledge required to optimize energy consumption and improve productivity while lowering the energy costs. It captures, analyzes, stores, shares the data across the user organizations, and uses prepaid meters.</p> <p>Validation shows that there are energy monitoring system currently offered in the domestic market. Moreover prepaid electricity is currently being offered by Meralco. Thus, the Multi-Channel Load Manager - Power Distribution Unit cannot be acknowledged as a new technology.</p>
	SM 9	No. of Export Producers Utilizing Customs Bonded Warehouse Services	Absolute Number	5%	20	13	3.250%	13	3.25%	Sales transaction for CBW export producers	Acceptable

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SM 10	No. of Countertrade Agreements Signed with Suppliers	Absolute Number	5%	6	15	5%	15	5%	Countertrade and Offset Agreement	Acceptable
SO 6	Check Compliance of Supplier with PH Government and International Regulatory Bodies (Vetting)									
SM 11	No. of Export Suppliers Vetted & Certified	Absolute Number	5%	440	442	5%	442	5%	List of Export Supplier, Copy of the Letters sent to the supplier informing them that they are certified by PITC and the mailing proof that the said letters are delivered	Acceptable
SO 7	Resolve Contract Implementation Issues (Project Implementation)									
SM 12	Percentage of requests responded on Exports	Total number of responses made (email or letter)/ Total number of issues raised/ received	5%	85%	98.75%	5%	98.75%	5%	Email / Letters of queries and responses and the TAT of each responses	The turnaround time to respond to queries is 7 days upon receipt of the query. The queries were all received via e-mail since the buyers are overseas. In 2015, PITC received 377 queries regarding exports, of which 343 queries were responded within 3 days while 373 queries were responded within 7 days.
		Sub-total	25%			23.25%		18.25%		

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Learning and Growth	SO 8	Increase the Competencies of the Business and Support Units										
	SM 13	Achieve group performance targets	Actual/Target x 100	5%	95%	85.67%	4.509%	85.67%	4.509%	Target and actual gross revenue/ total sales turnover	Acceptable	
	SO 9	Automate Key Business Processes										
	SM 14	ICT-based systems automated	Absolute Number	3%	3	3	3%	3	3.00%	Manuals of approved automated systems	PITC has 3 approved manuals for the automation systems as follows: Asset Management System, Bid Scheduling System and BAC Databank System, and Supply Chain Management System. Each system was deployed to 1 focal person. These persons are tasked to encode and generate reports using the system.	
	SO 10	Acquire and Sustain ISO Certification of QMS										
	SM 15	ISO 9001:2008 QMS acquired and sustained		5%	ISO Certification acquired	ISO Certification acquired	5%	ISO Certification acquired	5.00%	ISO certification for international trading and procurement services	Acceptable	
			Sub-total	13%			12.51%		12.51%			
		TOTAL	100%			93.69%		93.69%				