

PHILIPPINE PHARMA PROCUREMENT, INC. (PPPI)
Validation Result of the 2019 Performance Scorecard

Component					PPPI Submission		GCG Evaluation		Supporting Documents	GCG Remarks		
Objective/Measure		Formula	Weight	Rating System	Target	Actual	Rating	Actual			Rating	
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%	90%	-	-	Cannot be validated	0%	No validating documents submitted	Cannot be validated. Pursuant to Section 4.1.1 of GCG M.C. No. 2019-02, the measure is awarded an automatic 0% rating.
	SM 2	Expand the Number of Provinces Served through Pooled Procurement	Absolute Number	15%	(Actual / Target) x Weight	2018 Actual + 20 Provinces	-	-	Cannot be validated	0%	No validating documents submitted	Cannot be validated. Pursuant to Section 4.1.1 of GCG M.C. No. 2019-02, the measure is awarded an automatic 0% rating.
		Sub-total		35%				-		0%		
FINANCIAL	SO 2	Grow Revenues										
	SM 3	Improve Gross Revenues	(Direct/Gross Sales – Direct Cost) + Service Income	15%	(Actual / Target) x Weight	₱48.60 Million	-	-	₱16.946 Million	5.23%	2019 COA Annual Audit Report	Target not met. PPPI earned a Sales Revenue of ₱9.417 Million and a Service Income of ₱16.996 Million. On the other hand, the Cost of Sales amounts to ₱9.467

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											Million, hence, the gross revenue of PPPI for 2019 is ₱16.946 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	₱945,938	-	-	(₱8.178 Million)	0%	2019 COA Annual Audit Report	Target not met. Computation of PPPI’s EBITDA: <table><tr><td>Net Income</td><td>(₱26,782,719)</td></tr><tr><td>Add:</td><td></td></tr><tr><td>Interest Expense</td><td>₱18,237,203</td></tr><tr><td>Taxes</td><td>₱114,563</td></tr><tr><td>Deprecia-tion</td><td>₱252,858</td></tr><tr><td>EBITDA</td><td>(₱8,178,095)</td></tr></table>	Net Income	(₱26,782,719)	Add:		Interest Expense	₱18,237,203	Taxes	₱114,563	Deprecia-tion	₱252,858	EBITDA	(₱8,178,095)
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		Sub-total		25%				-		5.23%														
CUSTOMER	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%	90%	-	-	Cannot be validated	0%	No validating documents submitted	Cannot be validated. Pursuant to Section 4.1.1 of GCG M.C. No. 2019-02, the measure is awarded an automatic 0% rating.												
	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	Specialty Medicine – Average of 3 Suppliers	-	-	Cannot be validated	0%	No validating documents submitted	Cannot be validated. Pursuant to Section 4.1.1 of GCG M.C. No. 2019-02, the measure is awarded an automatic 0% rating.												

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Objective/Measure			Formula	Weight	Rating System	Target	Actual	Rating	Actual	Rating		
						Essential Medicine – Average of 10 Suppliers						
		Sub-total		10%				-		0%		
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	3	-	-	Cannot be validated	0%	No validating documents submitted	Cannot be validated. Pursuant to Section 4.1.1 of GCG M.C. No. 2019-02, the measure is awarded an automatic 0% rating.
	SM 8	Forge New Business Partnerships	Absolute Number	5%	(Actual / Target) x Weight	2	-	-	Cannot be validated	0%	No validating documents submitted	Cannot be validated. Pursuant to Section 4.1.1 of GCG M.C. No. 2019-02, the measure is awarded an automatic 0% rating.
	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%	90%	-	-	Cannot be validated	0%	No validating documents submitted	Cannot be validated. Pursuant to Section 4.1.1 of GCG M.C. No. 2019-02, the measure is awarded an automatic 0% rating.
		Sub-total		20%				-		0%		

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LEARNING & GROWTH	SO 8	Develop Organizational Competencies										
	SM 10	Percentage of Employees Meeting Required Competencies	Actual Accomplishment	5%	All or Nothing	Competency Catalogue, Competency Framework, Competency Tables, Competency Matrix	-	-	Cannot be validated	0%	No validating documents submitted	Cannot be validated. Pursuant to Section 4.1.1 of GCG M.C. No. 2019-02, the measure is awarded an automatic 0% rating.
	SO 9	Institutionalize a Quality Management System										
	SM 11	Attain ISO Certification	Actual Accomplishment	5%	All or Nothing	ISO 9001: 2015 Certification	-	-	Cannot be validated	0%	No validating documents submitted	Cannot be validated. Pursuant to Section 4.1.1 of GCG M.C. No. 2019-02, the measure is awarded an automatic 0% rating.
		Sub-total		10%				-		0%		
		TOTAL		100%				-		5.23%		