

PERFORMANCE SCORECARD 2018 (ANNEX B)

DBP DATA CENTER, INC.

Component					Baseline Data		Target		
	Objective/Measure		Formula	Weight	Rating System	2015	2016	2017	2018
STAKEHOLDERS	SO 1	To Provide Quality and Timely IT Services to Priority Areas to Support their Business Operations							
	SM 1	Number of New Projects	Absolute Number of Signed Memorandum of Agreements (MOA) or Notice of Award (NOA)	20%	(Actual/Target) x Weight	3 Signed Contracts	6 Signed Contracts	9 Signed MOA / NOA	9 Signed MOA / NOA
	SM 2	Percentage of Satisfied Customers	Number of Respondents with Satisfactory Rating / Number of Total Respondents	10%	(Actual/Target) x Weight 0% = If less than 80%	87.5 Rating of Commendable to Highly Satisfactory	Rating of HS	90% of all respondents graded DCI service as Excellent and Highly Satisfactory	90%
		Sub-total		30%					
FINANCIAL	SO 2	To Generate Revenues to Support its Own Operation and Provide Returns of Investments to the Stockholders							
	SM 3	Value of Services	Absolute Year-end Amount of Gross Revenue	20%	(Actual/Target) x Weight Below ₱106.47 Million = 0%	₱106.47 Million	₱227.16 Million	₱247.80 Million	₱147.63 Million

Component					Baseline Data		Target		
	Objective/Measure		Formula	Weight	Rating System	2015	2016	2017	2018
	SM 4	Net Income After Tax (NIAT)	Absolute Year-end Amount of NIAT	10%	(Actual / Target) x Weight 0% = If less than ₱1.22 Million	₱2.69 Million	₱12.36 Million	N/A	₱3.64 Million
		Sub-total		30%					
INTERNAL PROCESS	SO 3	To Adopt ISO Requirements and Certifications							
	SM 5	ISO 9001:2015 Aligned QMS Established	Actual Accomplishment	10%	All or Nothing	N/A	N/A	Readiness for ISO 9001:2015 Certification	Attain ISO 9001:2015 Certification
	SO 4	Efficient Delivery of Services							
	SM 6	Percentage of Deliverables Completed	Number of Accomplished Milestone per Contract/ Total Deliverables	10%	(Actual/Target) x Weight	N/A	N/A	N/A	100% of project deliverables completed within the set timeline
	SO 5	Continuous Research & Development thru Delivery of New Solutions and Applications							
	SM 7	Number of Solutions Implemented	Number of Solutions Approved by the Board with Signed Contract	10%	All or Nothing	N/A	N/A	N/A	2
		Sub-total		30%					

Component					Baseline Data		Target		
	Objective/Measure		Formula	Weight	Rating System	2015	2016	2017	2018
LEARNING AND GROWTH	SO 6	Empowered Professional Workforce							
	SM 8	Percentage of Employees Meeting Required Competencies	Actual Accomplishment	10%	All or Nothing	Identification and Definition of Competencies	Establish Baseline Competency Level	Improvement from Competency Baseline of 50% of the Personnel under Each Level (1) Management; and (2) Technical Levels	Board-approved Competency Model for implementation in 2019. Competency Model shall include the following: 1. Competency Catalogue 2. Competency Framework 3. Competency Tables 4. Competency Matrix 5. Position Profiles 6. Competency-Based Job Description
		Sub-total		10%					
		TOTAL		100%					