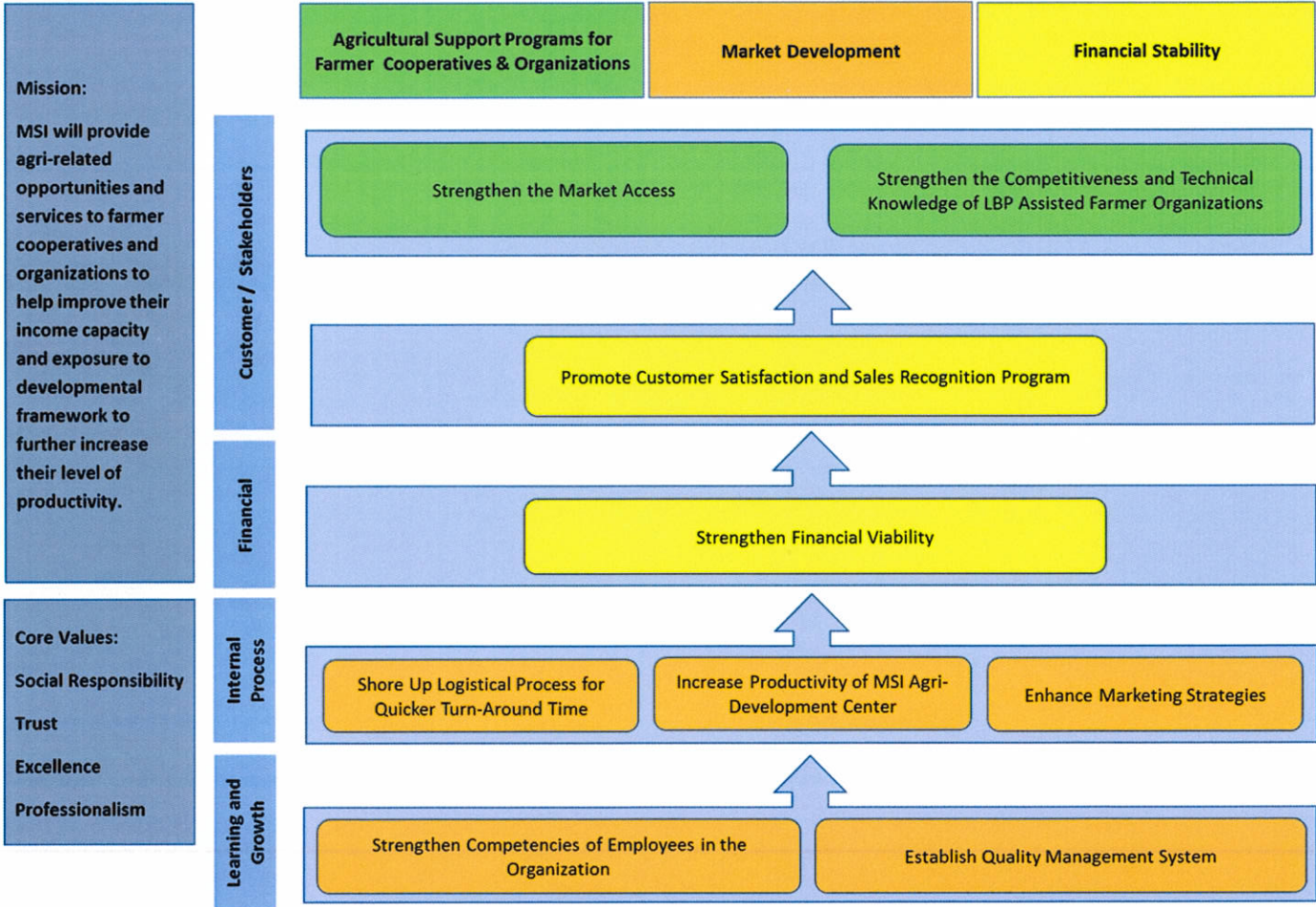




MSI STRATEGY MAP

Vision: By 2025, MSI is a prime provider of developmental assistance to farmer cooperatives and organizations towards self-sustainability.



2018 PERFORMANCE SCORECARD (ANNEX B)

MASAGANANG SAKAHAN, INC.

Component				Baseline Data		Target		
Objective/Measure	Formula	Weight	Rating System	2015	2016	2017	2018	
SO 1	Strengthen the Market Access							
SM 1	Number of Primary Markets ¹ Developed	Actual number of primary markets developed	10%	(Actual / Target) x Weight 0% = If less than 35	35	39	47	52
SM 2	Volume of Rice Sold to Primary Markets	Actual volume of rice sold to primary markets	10%	(Actual / Target) x Weight 0% = If less than 10,962	10,962	10,460	17,000	119,400 ²
SO 2	Strengthen the Competitiveness and Technical Knowledge of LBP-Assisted Farmer Organizations							
SM 3	Number of Cooperatives that Benefited from the Payment-in Kind (PIK) Program	Actual number of cooperatives that benefited from the PIK Program	10%	(Actual / Target) x Weight	25	22	30	33
SO 3	Promote Customer Satisfaction and Sales Recognition Program							
SM 4	Percentage of Satisfied Customers	Number of respondents which gave <i>at least</i> Satisfactory rating / Total number of respondents	10%	(Actual / Target) x Weight 0% = If less than 80%	-	-	100% of respondents gave MSI at least Satisfactory rating (upper two boxes of a 5-point rating scale)	100% of respondents gave MSI at least Satisfactory rating (upper two boxes of a 5-point rating scale)
	Sub-total		40%					

esses which purchase a minimum of twenty (20) sacks of milled rice per year, either for consumption or for sale.
¹ on 70:30 Non-LandBank and LandBank market mix.

Component				Baseline Data		Target		
Objective/Measure	Formula	Weight	Rating System	2015	2016	2017	2018	
SO 8	Strengthen Competencies of Employees in the Organization							
SM 9	Percentage of Employees Meeting Required Competencies	Total employees with identified competency gaps addressed / 50% of employees with identified competency gaps	10%	(Actual / Target) x Weight	Develop Competency Framework	100% Completion of Basic and Intermediate Training	Establish Competency Baseline	50% of employees with identified competency gaps addressed
SO 9	Establish Quality Management System							
SM 10	Improve Processes to Quality Management System	Actual accomplishment	5%	All or Nothing	No available data	No available data	Certificate of Readiness for ISO 9001:2015	Certification under ISO 9001:2015 Standards
	Sub-total		15%					
	TOTAL		100%					