

# Execution Scoring Criteria

Criteria	Definition	Calculation	Benchmark	Measurement of SKUs (LP or sub-category level)	Reporting Period	Weighting
<b>Perfect Order</b>	Percentages of units ordered that are shipped in full and on time	Fill Rate (On-time ship rate)	OCS Target 98%	LP – Sub-category (All SKUs from an LP within a sub-category listed with OCS)	Rolling 12 Weeks	50%
<b>Drop Rate</b>	Count of SKUs withdrawn between NTP and launch	Count of SKUs withdrawn	0 Withdrawals	LP – Aggregate (All SKUs from an LP listed with OCS)	Previous Two Product Calls	20%
<b>Data Changes</b>	Average number of changes on new items logged between NTP and launch per accepted SKU	Number of changes/SKUs accepted	0 = No Changes	LP – Aggregate (All SKUs from an LP listed with OCS)	Previous Two Product Calls	20%
<b>CPMUS (Complaints per million units sold)</b>	Number of complaints per million units sold	Number of complaint cases/units sold (1,000,000)	Provided by OCS Quality Assurance Team: Vapes 2500 CPMU All others 100 CPMU	LP – Sub-category (All SKUs from an LP within a sub-category listed with OCS)	Previous Quarterly Reporting Period	10%

# Calculation of Execution Scores

Perfect Order Scoring Range				
0	0.5	1	1.5	2
70% or less perfect order rate	70%-80%	80%-90%	90%-98%	98%-100%

  

Withdrawals Scoring Range		
0	1	2
More than 2 withdrawal(s)	1-2 withdrawal(s)	0 withdrawal(s)

  

Average Change Per Item Scoring Range				
0	0.5	1	1.5	2
Over 1.00	0.75-1.00	0.50-0.75	0.25-0.50	0-0.25

  

CPMU Scoring Range			
	Higher number of complaints	Lower number of complaints	Almost no complaints
Vapes	> 2500	Equals 2500	< 2500
All others	> 100	Equals 100	< 100

*Note: OCS will neutralize the score to 1 for new Licensed Producers*

# Performance Scoring Criteria

Criteria	Definition	Calculation	Benchmark	Measurement of SKUs (LP or sub-category level)	Reporting Period	Weighting
<b>Unit Volume In All Stores</b>	Average number of units sold to any open Ontario store per week over the past 12 weeks	Number of units sold/stores per week (By sub-category)	Average units per store per week (UPSPW) for all SKUs within a Sub-Category Varies by sub-category (Currently 0.1 - 0.4 UPSPW)	LP – Sub-category (All SKUs from an LP within a sub-category listed with OCS)	Rolling 12 Weeks	33.3%
<b>Unit Volume In Stores Where Sold</b>	Proportion of SKUs selling at each UPSPW level per week over the past 12 weeks	Number of SKUs selling at a UPSPW level/total # SKUs sold	>1.5 UPSPW (Median UPSPW for all SKUs in stores stocking)	LP – Sub-category (All SKUs from an LP within a sub-category listed with OCS)	Rolling 12 Weeks	33.3%
<b>Average Weekly Sales per SKU</b>	Average revenue that each of an LP's SKUs generate for OCS per week over the past 12 weeks	Total Revenue/ # Distinct SKUs Sold	>\$10,000 per week over prior 12 weeks	LP – Aggregate (All SKUs from an LP listed with OCS)	Rolling 12 Weeks	33.3%

# Calculation of Performance Scores

Weekly units sold per SKU by sub-category				
0-1		1	1-2	
Below average LP performance at sub-category level		Meets average LP performance at sub-category level	Exceeds average LP performance at sub-category level	

  

Proportion of SKUs by units per store per week (UPSPW)				
0	0.5	1	1.5	2
No SKUs above 1.5 UPSPW, fewer than 50% above 0.3 UPSPW	No SKUs above 1.5 UPSPW, 50% or more above 0.3 UPSPW	1%-49% of SKUs above 1.5 UPSPW	50% or more SKUs above 1.5 UPSPW	All SKUs above 1.5 UPSPW

  

Average weekly sales per SKU				
0	0.5	1	1.5	2
Weekly sales below \$1K	Weekly sales between \$1K and \$2K	Weekly sales between \$2K and \$5K	Weekly sales between \$5K and \$10K	Weekly sales over \$10K

*Note: OCS will neutralize the score to 1 for new Licensed Producers*