

SUMMARY

SUHARTINI. Assessment of Supply Chain Performance, and Partnership of PT Sayuran Siap Saji, Bogor. Supervised by RINA OKTAVIANI and HETI MULYATI.

Vegetable has contribution as fiber for human health. PT Sayuran Siap Saji as an agribusiness company has contributed for providing fresh cut vegetables stock for such retail in Jakarta, Bogor, Depok, Tangerang and Bekasi areas. Therefore is needed to measure supply chain performance and analyze partnerships both farmer and company also with retail konsumen. The purpose is to improve the performance of both parties and applying strategy of fresh cut productivity. Assessment of supply chain performance uses SCOR model with Pairwise Comparison method. Value added for companies uses Hayami method and farming analysis is used to analyze the successful of agribusiness for farmer. Factors that influences of partnership between the farmers and company used Bivariate Correlation. The partnership relationship between retail and company uses descriptive analysis because there is only one respondent as the data source.

The result of score weighted on performance indicators with Pairwise Comparison showed that reliability attribute had the highest score 0.570 as the first priority. The next performance indicator was responsiveness attribute with score 0.252 as second priority, then flexibility attribute with a score 0.103 as third priority, the cost attribute had score 0.050 as fourth priority and the last of asset attribute had the lowest score 0.025 as the last priority. Value added ratio was only available for company showed that mustard green commodity was 66.21%, for tomatoes was 71.65% and Lettuce head is 75.06%. The ratio of R/C for mustard green commodity was 2.44%, for tomatoes was 2.07% and for *Lettuce head* was 1.87%. The ratio of B/C for mustard green was 1.44%, for tomatoes was 1.07% and for Lettuce head was 0.87%. BEP value for mustard green was Rp. 7.430,00 for tomatoes was Rp. 7.422,00 and for Lettuce head was Rp. 9.155,00. ROI ratio showed for mustard green commodity was 140%, for tomatoes was 200% and for Lettuce head was 140%. ROI ratio indicateds that this farming gave profit for farmer.

The result of Bivariate Correlation analysis showed that variables of seed and fertilizer aid (v1), product quality (v4) and post-harvest activity (v5) had negative correlation to variable of counseling (v10). The highest positive correlation value was indicated by variable of agricultural instrument aid (v2) to variable of counseling (v10). The lowest correlation value showed by variable of the risk of failure (v8) to price of product (v12) where those variables had the weakness of relationship level. The partnership between company and retail showed by descriptive analysis that satisfaction scale for delivery of return product from PT Sayuran Siap Saji (v9) had the highest scale of satisfaction: 5 which the retail depended on the requirement of product from PT Sayuran Siap Saji to support their business processing.

Keywords: Bivariate Correlations, supply chain performance, partnership, Hayami method, *Pairwise Comparison*, value added, SCOR