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Scorecard

KPI	Month v Budget	Rolling 12 Months Trend
Revenue	✓	✓
Direct Costs	✓	✗
Gross Profit	✓	✓
Gross Profit %	✓	✓
Productivity %	✗	✗
Write-on %	✗	✗
Average Rate	✓	✓
WIP days	✗	✓
Debtors days	✗	✗
Lock-up days	✗	✗

Month by Month KPI's

	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
Revenue												
- actual	101,033	111,492	109,029	71,353	105,982	158,327	129,124	126,337	126,819	136,487	141,501	100,793
- budget	100,500	100,500	100,500	100,500	100,500	100,500	100,500	100,500	100,500	100,500	100,500	100,500
- variance	533	10,992	8,529	-29,147	5,482	57,827	28,624	25,837	26,319	35,987	41,001	293
Gross Profit \$												
- actual	61,033	69,492	64,029	29,353	60,982	119,327	89,124	87,337	84,819	100,487	103,001	54,793
- budget	60,500	58,500	55,500	58,500	55,500	61,500	60,500	61,500	58,500	64,500	62,000	54,500
- variance	533	10,992	8,529	-29,147	5,482	57,827	28,624	25,837	26,319	35,987	41,001	293
Gross Profit %												
- actual	60.41%	62.33%	58.73%	41.14%	57.54%	75.37%	69.02%	69.13%	66.88%	73.62%	72.79%	54.36%
- budget	60.20%	58.21%	55.22%	58.21%	55.22%	61.19%	60.20%	61.19%	58.21%	64.18%	61.69%	54.23%
- variance	0.21%	4.12%	3.50%	-17.07%	2.32%	14.17%	8.82%	7.94%	8.67%	9.44%	11.10%	0.13%
Productivity%												
- actual	63.48%	63.27%	63.49%	63.74%	51.24%	56.39%	55.57%	54.83%	53.67%	61.33%	56.60%	61.22%
- budget	61.54%	61.54%	61.54%	61.54%	61.54%	61.54%	61.54%	61.54%	61.54%	61.54%	61.54%	61.54%
- variance	1.94%	1.73%	1.95%	2.20%	-10.30%	-5.15%	-5.97%	-6.70%	-7.87%	-0.21%	-4.93%	-0.31%
Write-on(off)%												
- actual	3.43%	-10.00%	2.41%	-24.90%	-1.39%	-11.19%	-1.01%	-13.87%	-2.30%	9.32%	-3.65%	-0.06%
- budget	-10.00%	-9.00%	-8.00%	-7.00%	-6.00%	-5.00%	-4.00%	-3.00%	-2.00%	-1.00%	0.00%	1.00%
- variance	13.43%	-1.00%	10.41%	-17.90%	4.61%	-6.19%	2.99%	-10.87%	-0.30%	10.32%	-3.65%	-1.06%
Average rate												
- actual	158.36	172.06	192.29	202.13	174.60	182.19	197.14	174.50	182.47	181.98	190.70	158.23
- budget	154.62	154.62	154.62	154.62	154.62	154.62	154.62	154.62	154.62	154.62	154.62	154.62
- variance	3.74	17.44	37.68	47.52	19.98	27.58	42.52	19.88	27.86	27.37	36.09	3.62

WIP days

- actual	28.95	31.39	32.42	35.15	34.02	33.84	34.35	34.70	33.80	35.13	34.46	33.50
- budget	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00
- variance	1.05	-1.39	-2.42	-5.15	-4.02	-3.84	-4.35	-4.70	-3.80	-5.13	-4.46	-3.50

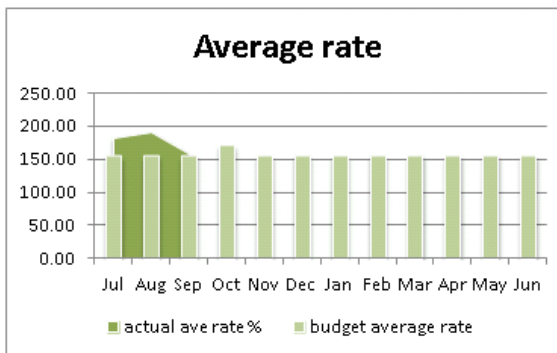
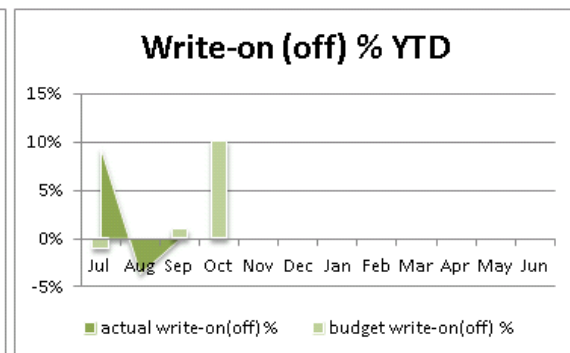
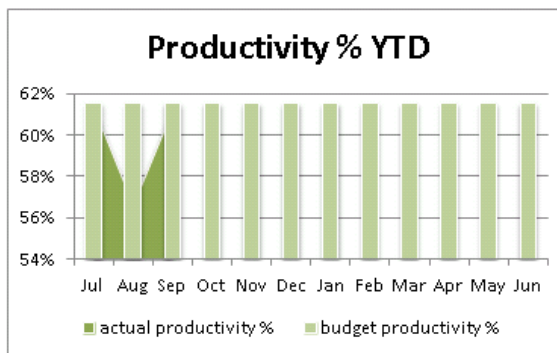
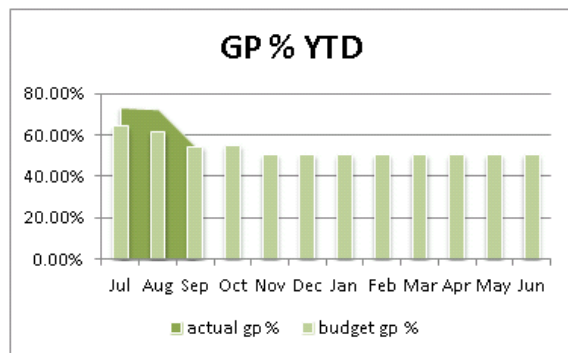
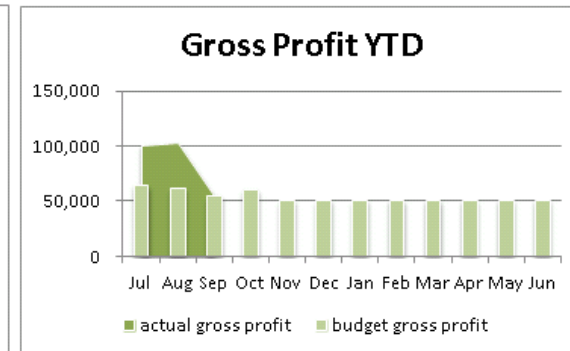
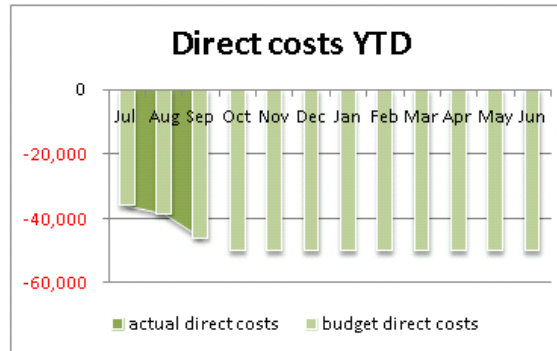
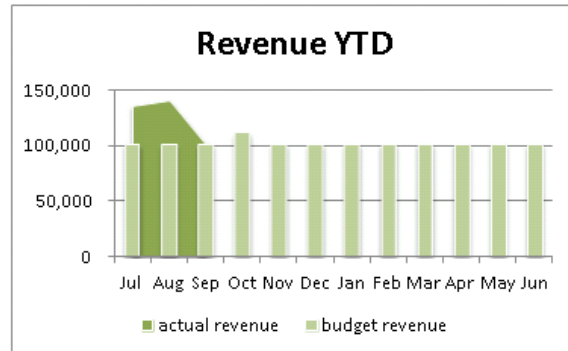
Debtors days

- actual	51.70	51.78	49.20	44.18	46.37	51.03	52.41	53.23	57.29	58.64	59.37	60.44
- budget	45.00	44.00	43.00	42.00	41.00	40.00	35.00	38.00	37.00	36.00	35.00	34.00
- variance	-6.70	-7.78	-6.20	-2.18	-5.37	-11.03	-17.41	-15.23	-20.29	-22.64	-24.37	-26.44

Lock up days

- actual	80.66	83.18	81.62	79.33	80.38	84.87	86.76	87.93	91.09	93.77	93.83	93.94
- budget	75.00	74.00	73.00	72.00	71.00	70.00	65.00	68.00	67.00	66.00	65.00	64.00
- variance	-5.66	-9.18	-8.62	-7.33	-9.38	-14.87	-21.76	-19.93	-24.09	-27.77	-28.83	-29.94

YTD KPI Graphs



Rolling 12 Months KPI's

For the month ending

	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
Revenue												
- actual	1,418,277	1,458,244	1,487,752	1,519,723	1,589,370	1,624,388	1,607,061	1,618,937	1,633,600	1,647,781	1,652,294	1,651,793
- budget	1,206,000	1,216,000	1,216,000	1,216,000	1,216,000	1,216,000	1,216,000	1,216,000	1,216,000	1,216,000	1,216,000	1,216,000
- variance	212,277	242,244	271,752	303,723	373,370	408,388	391,061	402,937	417,600	431,781	436,294	435,793
Gross Profit \$												
- actual	923,777	948,744	965,252	987,223	1,043,870	1,068,888	1,035,561	1,032,437	1,031,100	1,032,281	1,017,794	1,000,793
- budget	711,500	703,500	698,500	690,500	685,500	674,500	664,500	653,500	645,500	631,500	620,000	616,000
- variance	212,277	245,244	266,752	296,723	358,370	394,388	371,061	378,937	385,600	400,781	397,794	384,793
Gross Profit %												
- actual	65.13%	65.06%	64.88%	64.96%	65.68%	65.80%	64.44%	63.77%	63.12%	62.65%	61.60%	60.59%
- budget	59.00%	58.51%	57.85%	57.44%	56.78%	56.37%	55.47%	54.65%	53.74%	53.08%	51.93%	50.99%
- variance	6.14%	6.55%	7.03%	7.52%	8.89%	9.43%	8.97%	9.13%	9.38%	9.56%	9.67%	9.60%
Productivity%												
- actual	58.40%	57.25%	56.13%	55.09%	54.31%	54.18%	53.60%	53.15%	52.74%	52.44%	51.44%	50.86%
- budget	61.54%	61.54%	61.54%	61.54%	61.54%	61.54%	61.54%	61.54%	61.54%	61.54%	61.54%	61.54%
- variance	-3.14%	-4.28%	-5.41%	-6.45%	-7.23%	-7.36%	-7.94%	-8.39%	-8.80%	-9.10%	-10.10%	-10.68%
Write-on(off)%												
- actual	-3.56%	-4.49%	-4.39%	-5.14%	-5.11%	-5.72%	-5.45%	-5.93%	-5.29%	-6.07%	-6.77%	-7.10%
- budget	0.00%	0.83%	0.83%	0.83%	0.83%	0.83%	0.83%	0.83%	0.83%	0.83%	0.83%	0.83%
- variance	-3.56%	-5.32%	-5.22%	-5.97%	-5.94%	-6.55%	-6.28%	-6.76%	-6.13%	-6.90%	-7.60%	-7.93%
Average rate												
- actual	179.87	183.50	185.99	186.88	187.45	189.50	191.25	191.64	193.92	195.49	197.19	198.13
- budget	154.62	155.90	155.90	155.90	155.90	155.90	155.90	155.90	155.90	155.90	155.90	155.90
- variance	25.25	27.60	30.09	30.98	31.55	33.60	35.35	35.74	38.02	39.59	41.30	42.23

WIP days

- actual	33.50	32.87	32.03	30.88	29.12	27.38	27.76	27.34	26.54	25.80	25.98	24.74
- budget	30.02	30.37	30.76	30.71	31.67	30.10	30.52	31.00	30.98	29.94	32.00	30.10
- variance	-3.48	-2.50	-1.27	-0.17	2.56	2.72	2.76	3.65	4.43	4.15	6.02	5.36

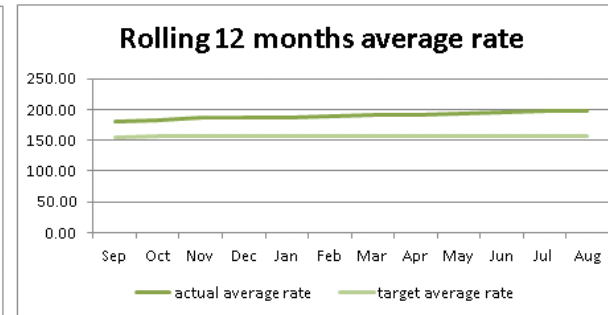
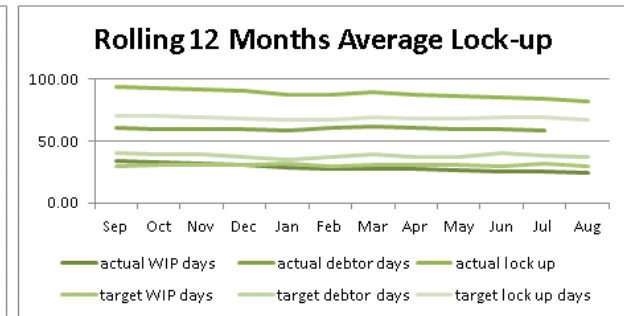
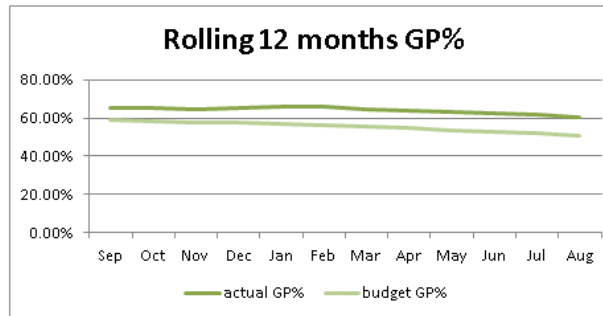
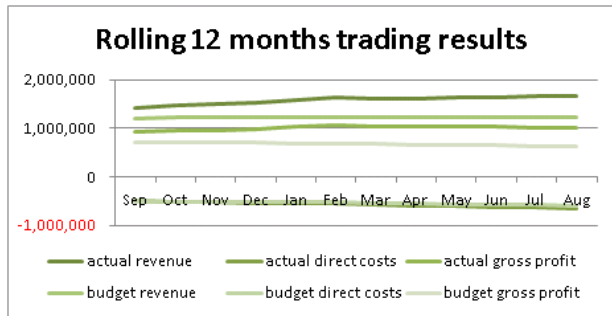
Debtors days

- actual	60.44	59.93	59.84	59.66	58.79	60.40	61.71	60.44	60.22	60.17	58.23	57.90
- budget	40.81	39.70	38.96	37.35	35.21	37.67	39.18	37.61	37.12	39.97	37.88	37.42
- variance	-19.63	-20.24	-20.89	-22.31	-23.59	-22.73	-22.52	-22.83	-23.10	-20.20	-20.34	-20.49

Lock up days

- actual	93.94	92.81	91.87	90.54	87.91	87.79	89.47	87.78	86.76	85.97	84.21	82.65
- budget	70.83	70.07	69.71	68.06	66.88	67.78	69.70	68.61	68.10	69.91	69.88	67.52
- variance	-23.11	-22.74	-22.16	-22.48	-21.03	-20.01	-19.77	-19.18	-18.66	-16.05	-14.32	-15.13

Rolling 12 Months KPI Graphs



Last 12 Months KPI Graphs

