

# KPI'S AND DASHBOARDS WHAT THEY ARE?

## KPI (Key Performance Indicators) Reporting

Think of KPIs as the lab report on how your business is doing.

Turning those reports into graphs and charts makes the data even more digestible. Putting commentary on the charts adds to the knowledge base, which can then be used to help the business leverage forward.

**KPI's consist of strategy, performance, objective, optimization, evaluation and measurement.**

Business owners need to know quickly and accurately how their businesses are performing – what's working and what's off track. That's where KPIs come in to play.

KPIs can provide valuable insights and show owners and managers where to focus their time and attention. Teams can use KPI's to inform and align. Individuals gain insight into what's working and what else they need to work on, to meet personal, department and company wide goals.

Learning to work with KPI's, prepared and analyzed by a team of players, can allow an owner to step back from day-to-day involvement in the business.



## Strategy

KPI's and Dashboard allow you to measure your strategies and see where success is and isn't coming from.



## Performance

Track individuals, projects and overall performance using dashboards and key performance indicators.



## Optimization

Optimize your processes more efficiently once you know what your back-end looks like.



## Measurement Done

Quickly and accurately view how your business is performing – what's working and what's off track.



## Objective

Set goals along the way of your projects total completion. Track your objectives.



## Evaluation

Easily and accurately make evaluations based on data offered from the performance indicators.

## **Dashboards**

Many small businesses lack budgets, forecasts, spending controls, a solid grasp of what drives gross profit and net profit, or clear understanding of how the balance sheet impacts cash flow.

A dashboard is a graphical display of the financials of the company, showing how various areas of the company are performing and projecting how it could perform in the future.

We help our clients get their books in order. We turn the numbers into easy to understand graphs, so that it is evident what's happening to the business.

We gather and organize data to identify performance swings and trends that can make or break your business. We cut out guesswork about how progress is made year after year.

**Once there's clarity as to what's happening currently, we dive into forecasting and budgeting.**

We help our clients plan "what if" with a variety of scenarios. By planning "what if" with a forecast and a budget, owners get to try out options, without having to live with the consequences.

We can look at boosting or cutting sales of various products or services. We can consider adjusting cost of goods sold, controlling overhead, investing in marketing, sales, equipment, workforce and even using acquisitions to help grow a profitable business. We back that up with advice and support to make changes and deliver what's desired.

**Pursue success with a dashboard, a forecast AND a plan.**

Our consultants are experts at seeing the challenges and figuring out how to create solutions so that the business thrives. We can show you how to fit that information into an overall plan for the business.

**Contact us today for a walkthrough on how we use KPI's and dashboards!**



**Get a FREE consultation to answer your questions. If you are buying or selling a business and would like to know more, please contact us by calling 203-952-0000. Or send us an email: [info@strategyleaders.com](mailto:info@strategyleaders.com). We'd love to connect!**