

PMI KREMER/HOOD PERFORMANCE MEASURES ASSESSMENT

(Company Name) _____

2009
(Year)

T = Tracked
P = Projected

Three Bottom Line Performance

Define overall measures

Key Financial Drivers

Define specific measures

& Key Operating Numbers *

Define behavioral measures

T		P	
<input type="checkbox"/>	Operating Cash Flow (OCF)	<input type="checkbox"/>	<u>Weekly Cash Balance</u>
<input type="checkbox"/>	Assets	<input type="checkbox"/>	_____
<input type="checkbox"/>	Liabilities	<input type="checkbox"/>	_____
<input type="checkbox"/>	Net Profit	<input type="checkbox"/>	_____
<input type="checkbox"/>	Sales	<input type="checkbox"/>	_____
<input type="checkbox"/>	Expenses	<input type="checkbox"/>	_____
<input type="checkbox"/>	Return on Sales (ROS) Net Profit/Sales times (x)	<input type="checkbox"/>	_____
<input type="checkbox"/>	Asset Turnover (AT) Sales/Total Assets equals (=)	<input type="checkbox"/>	_____
<input type="checkbox"/>	Return on Assets (ROA) Net Profit/ Total Assets	<input type="checkbox"/>	_____
<input type="checkbox"/>	OCF/SALES	<input type="checkbox"/>	_____

Fixed Asset Investment

↓ Receivable Days

↓ Inventory Days

↑ Payable Days

↓ COGS/Sales

↓ MSGA/Sales

↑ Sales/Net Fixed Assets

T		P
<input type="checkbox"/>	<u>Capital Budget Planning</u>	<input type="checkbox"/>
<input type="checkbox"/>	_____	<input type="checkbox"/>
<input type="checkbox"/>	_____	<input type="checkbox"/>
<input type="checkbox"/>	_____	<input type="checkbox"/>
<input type="checkbox"/>	_____	<input type="checkbox"/>
<input type="checkbox"/>	_____	<input type="checkbox"/>
<input type="checkbox"/>	_____	<input type="checkbox"/>
<input type="checkbox"/>	_____	<input type="checkbox"/>
<input type="checkbox"/>	_____	<input type="checkbox"/>
<input type="checkbox"/>	_____	<input type="checkbox"/>

* Any critical number that gives a metric for focusing on workflow, and how that flow of work relates to both the customer (ext'l. or int'l) and overall financial results. Can be a bottom line, key driver, sub-driver, or key performance indicator.

PDT: "People Doing Things"