

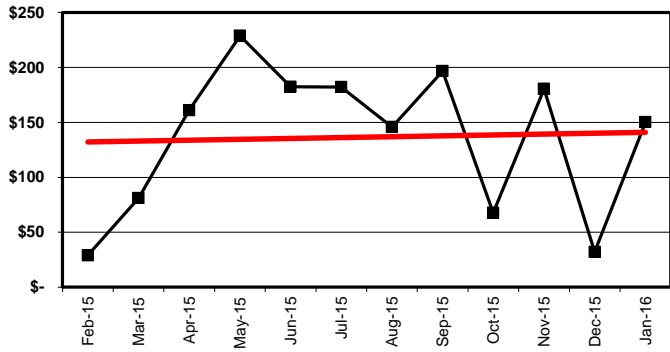
GrowthForce Sample KPI Packet

Sample Company Dashboard

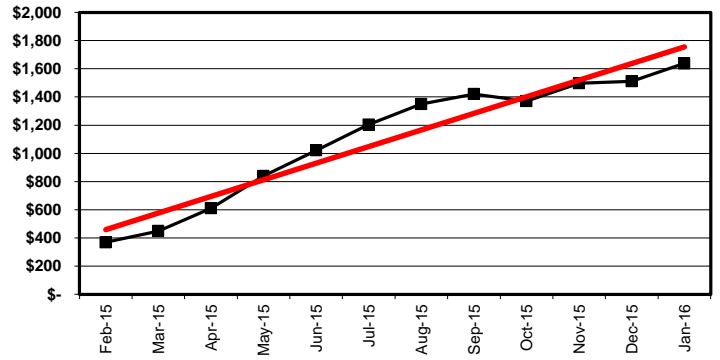


January-16

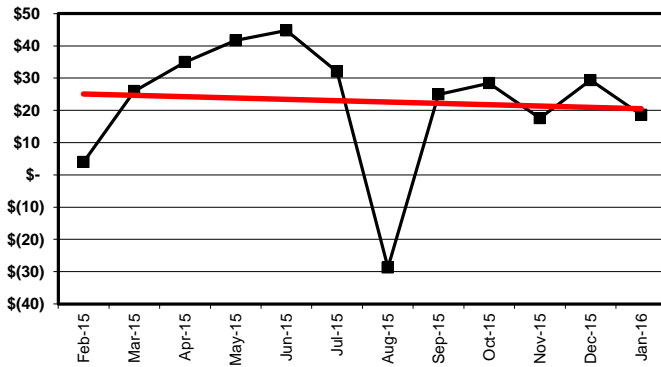
Gross Revenue \$K



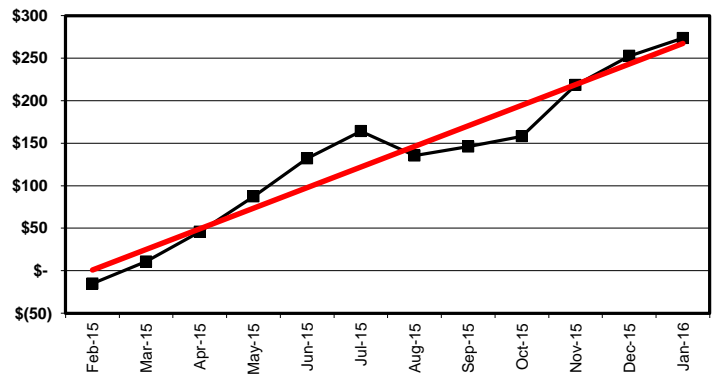
TTM Gross Revenue \$K



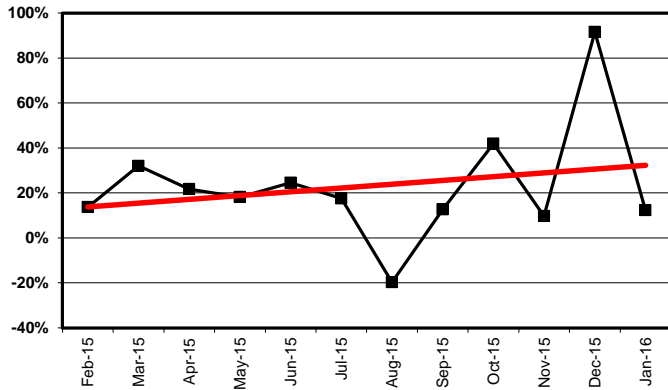
Gross Profit \$K



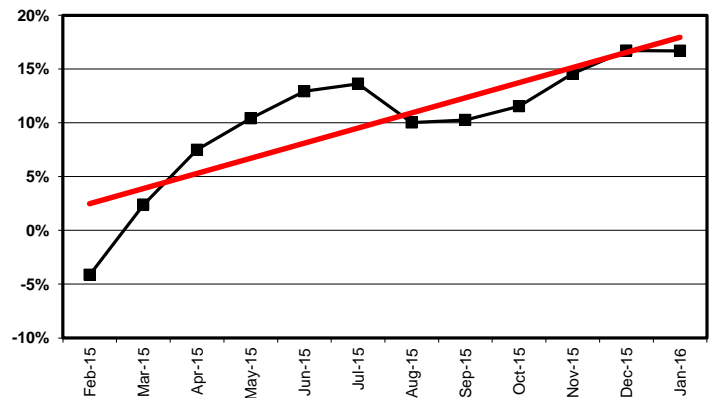
TTM Gross Profit \$K



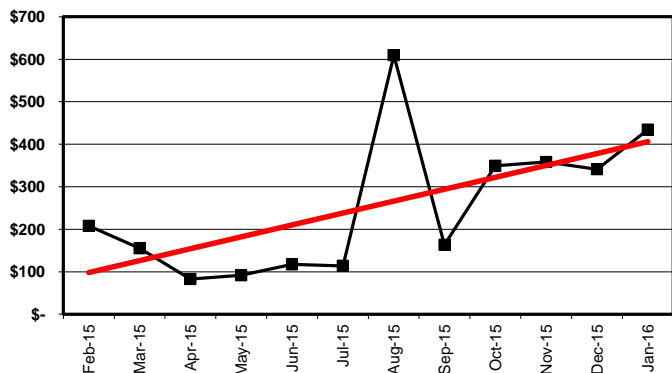
Gross Profit %



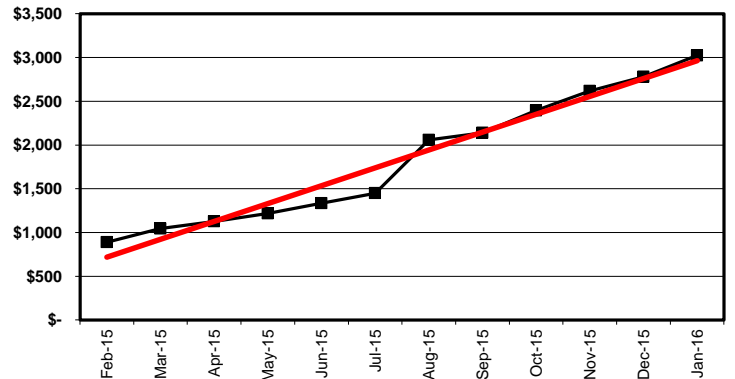
TTM Gross Profit %



Net Income \$K



TTM Net Income \$K



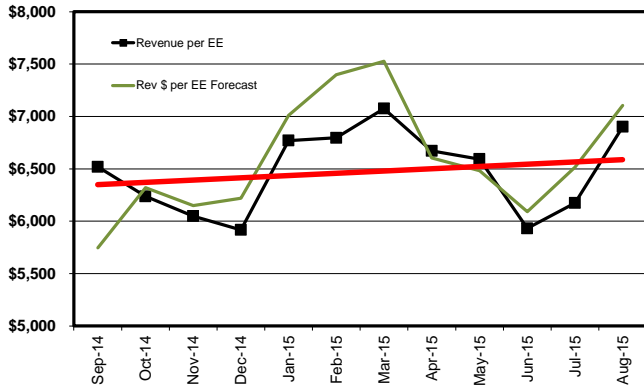
Sample People Scorecard

August-15

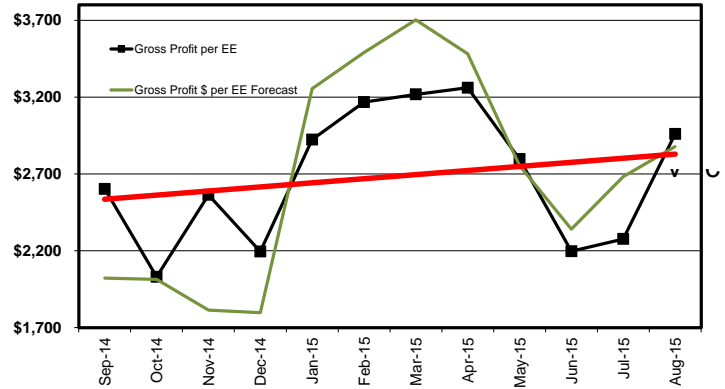
LEGEND:
 Black-Current Year
 Green-Forecast



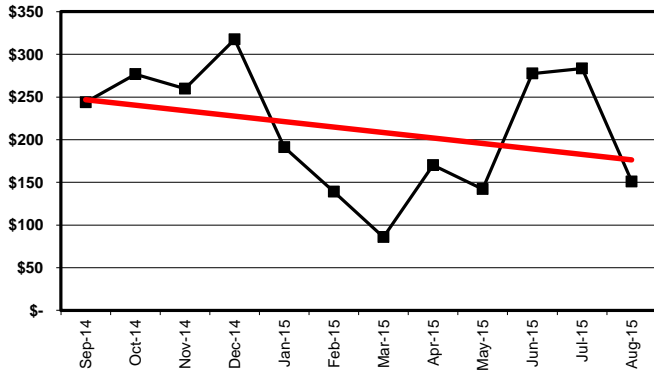
Revenue \$ per EE



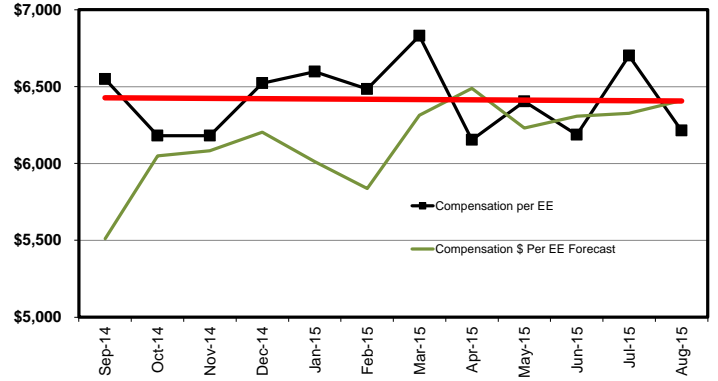
Gross Profit \$ per EE



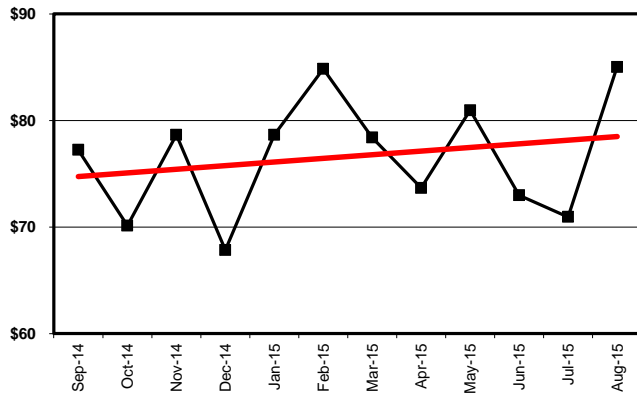
Net Income \$ per EE



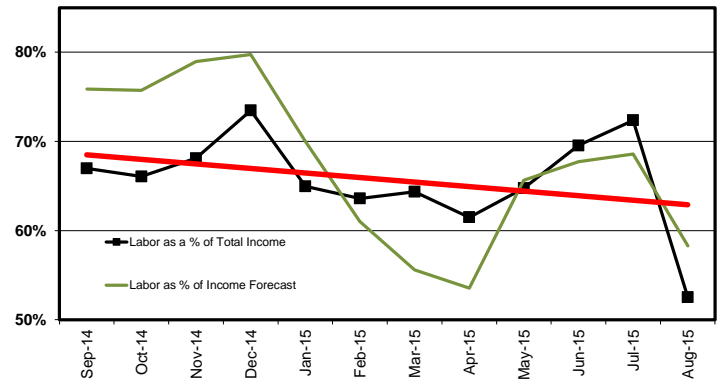
Compensation \$ per EE



Company Realization Rate \$/hr



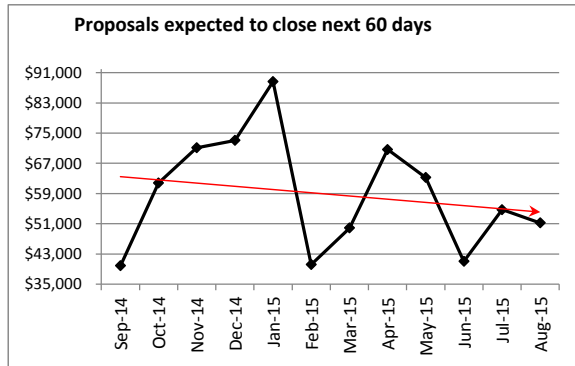
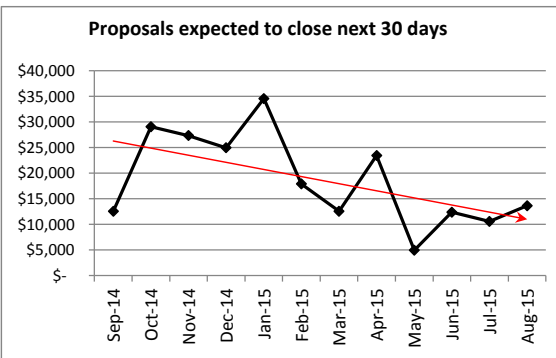
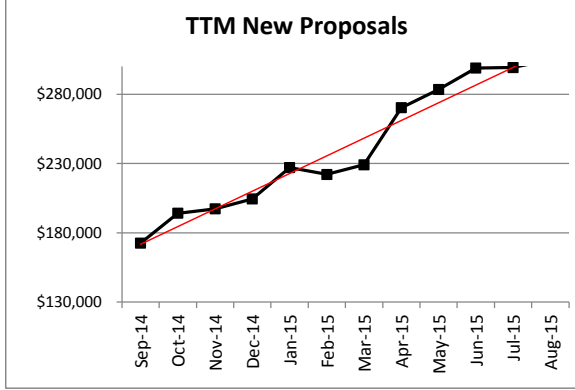
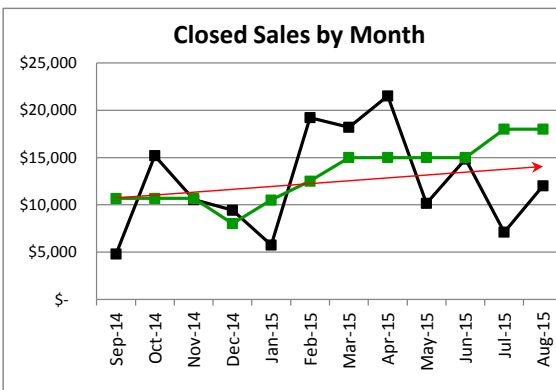
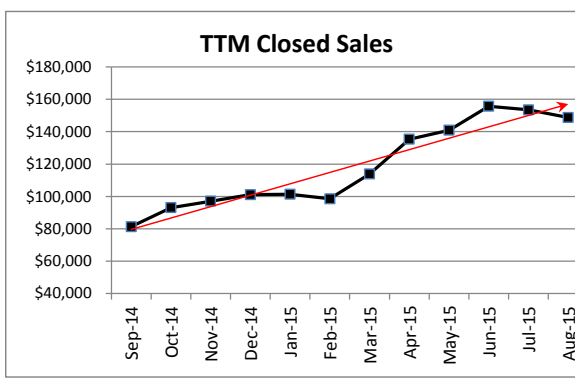
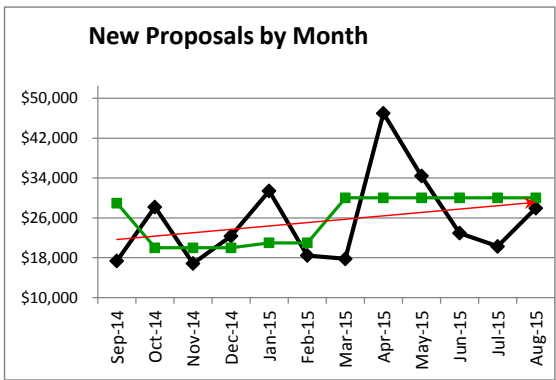
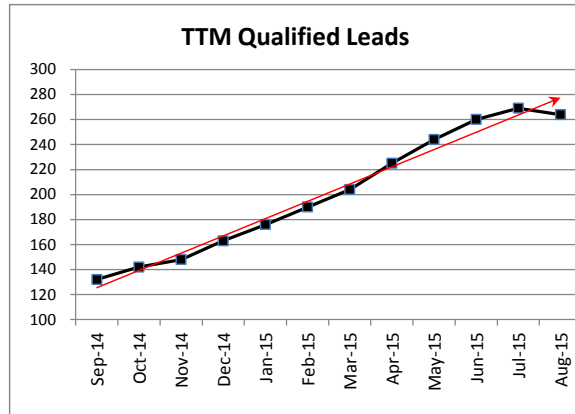
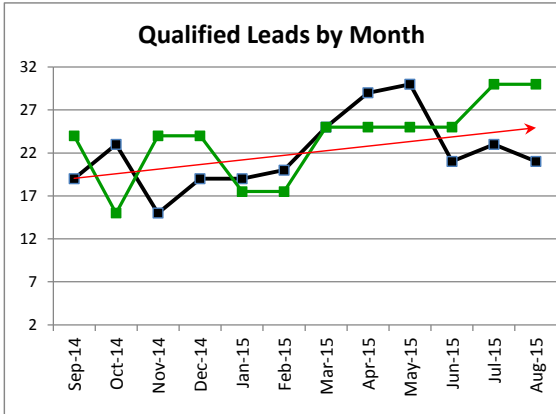
Company Labor as a % of Income



Sample Sales & Marketing Scorecard



LEGEND:
 Black - Actuals
 Green - Quota

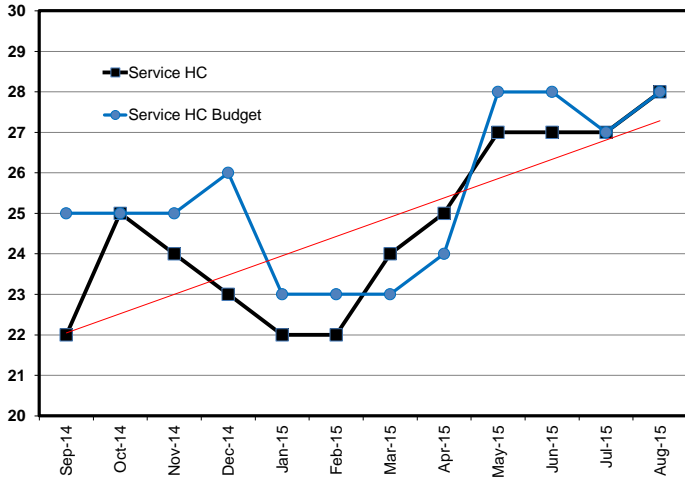


Sample Service Department Scorecard

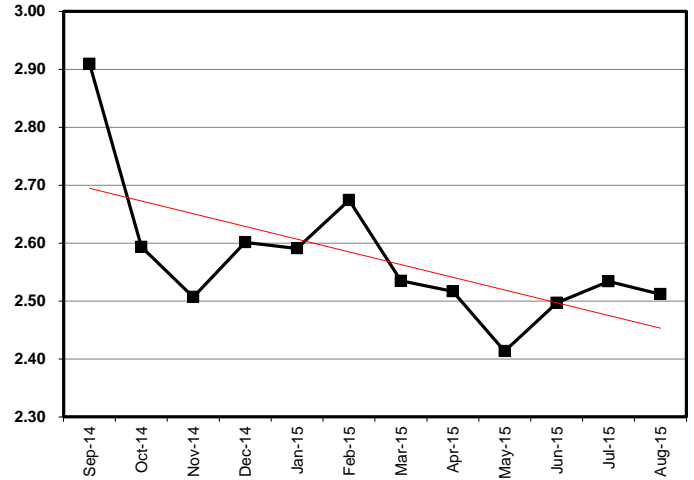


August-15

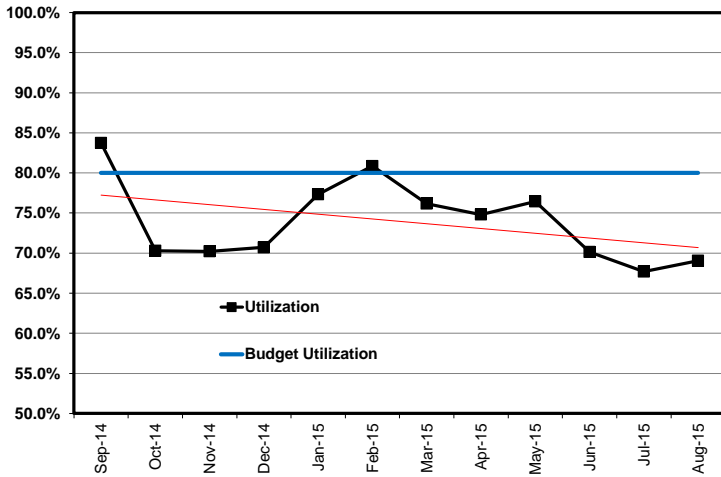
Service Head Count FTEs



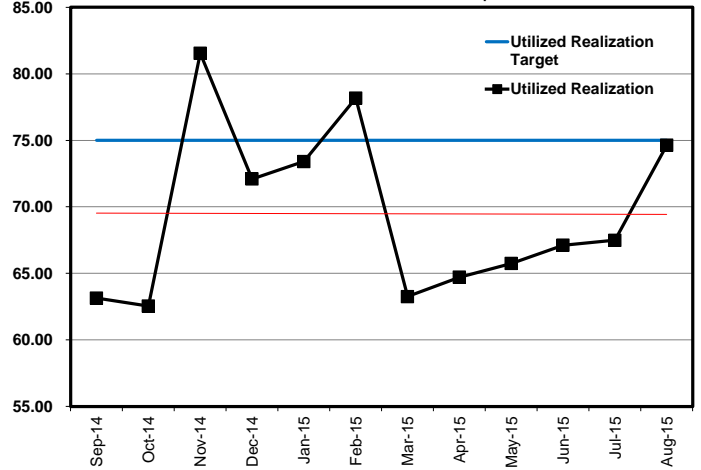
Average Employee Retention Years



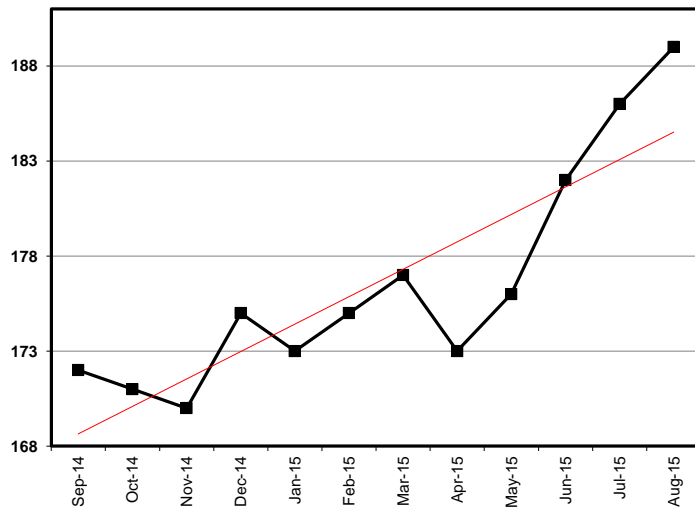
Service Utilization %



Realization Rate \$



Client Count



Average Revenue per Client \$

