

# Driving Increased Productivity, Growth, Innovation and Business Resilience

*BenchmarkIndex® is a simple but powerful benchmarking tool designed specifically to help small and medium sized companies improve their competitiveness.*

BenchmarkIndex® is a unique and effective way to objectively compare business performance against peers. Using a broad range of comparison criteria, BenchmarkIndex® offers an unrivalled view of business strengths and weaknesses. After more than 25 years and in excess of half a million business benchmarks, it is a well proven method to help improve business performance.



## Time Efficient Process

The system uses readily accessible business data to offer a comprehensive view of all key operational areas. A trained BenchmarkIndex® adviser provides support throughout the process, helping participating businesses to get the most from the service.



## In-depth

The system generates a graphic, easy to understand report feeding back the results of the benchmark exercise. This is reviewed and interpreted to identify ways to improve profitability, productivity, resilience and competitiveness.

**RESULTS: Financial perspective**

Is the company financially stable?

Ratio	Current	Target	Peer	Best	Worst	Score
8 Current Ratio (x)	1.08	1.00	0.81	1.00	1.00	1.00
9 Acid Test (x)	0.70	0.20	0.20	0.20	1.10	0.20
10 Creditor Days (x)	100	90.00	91.00	90.00	90.00	91.00
11 Debtor Days (x)	77.34	82.00	82.00	80.17	80.17	82.00
12 Working Capital Turnover (x)	18.57	10.00	3.00	0.47	17.00	10.00
13 Cash to Bank to Turnover (x)	0.00	0.00	0.10	1.00	0.00	0.00
14 Interest Cover (x)	1.00	0.00	1.00	0.00	10.00	0.00
15 Gross Margin (%)	44.75	17.00	10.00	20.00	20.00	17.00



## Comprehensive

The database contains over 120,000 businesses, offering comparison against international best practice. It is continuously updated so benchmarks are made with up to date information.



## Objective Feedback

The results provided are founded on hard financial and non-financial business performance numbers and compared with others, showing how performance and practice levels stack up against similar businesses.



## Bespoke

A tailored review and performance report is generated to suit the needs of the business. Comparison options include business size, geography and/or sector.



## Secure

Security is paramount, the system and database hosting is accredited to ISO27001 security standards so participant business anonymity is maintained and the quality of the data held is rigorously protected.

## BenchmarkIndex® benefits:

### Enhanced Business Resilience

Enhanced competitiveness through greater understanding of current performance and practice levels, informing what can be done to maintain or increase business competitiveness.

### Increase profitability and growth

Learn from best practice to improve efficiency, find better ways of competing and new ways to generate and sustain revenues.

### Structured decision making

Benchmarking results are used to gain an objective view of where businesses stand to help make informed decisions about future plans.

### Helps achieve business goals

Benchmarkindex® challenges current practices, providing the context for setting stretching targets to drive development, measure progress and keep on track to achieve aspirations.

### Data to inform future policy

Aggregated data from multiple businesses provides insight into areas of greatest need and opportunity, objectively informing future policy and strategies to help enterprises raise their game.

Contact Mark Modena to find out more and/or receive a system demonstration

**marka@winningmoves.com**  
M: +44 (0) 7595 821979

