

1,000 Metrics for the CEO



Discover Finance and Accounting KPIs Every CEO Needs to Know to Transform Your Business

Volume 1 – Key Business Goals

See the Future

Imagine having a crystal ball that reveals every critical insight into your business. This comprehensive guide on 1,000 metrics is that crystal ball. In it, you'll find metrics that will resonate with your business and satisfy your curiosity. It will equip you to begin finding the knowledge to measure, analyze and optimize every aspect of your operations. Start transforming your business today!

We begin with **5 Goals** that each business needs to consider. You may have more, but we can start here:

Goal 1: Make money

Goal 2: Have the right amount of cash

Goal 3: Know the risks and manage them

Goal 4: Operate efficiently

Goal 5: Plan well and execute strategically

In the pages that follow, we'll look at common metrics for each of these goals and why they matter. Then it's up to you to start talking about them, tracking them, monitoring them and acting on what you see.

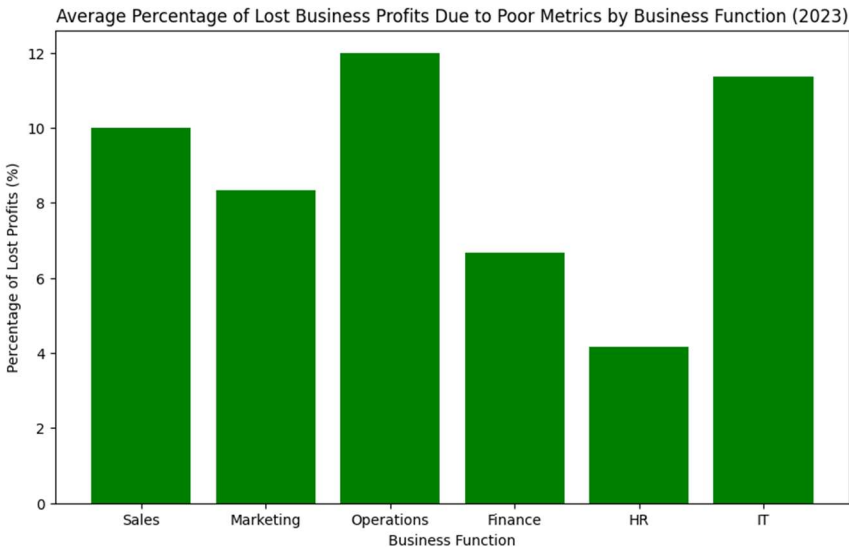
If you get stuck on your journey, visit 6capital.ca for exclusive resources and tools to help you master these metrics. I'm a finance, accounting and leadership coach for businesses that want to grow healthy but don't yet have all the tools, systems and people.



*I'm Everett Duerksen, a CPA by profession, entrepreneur by design, teacher, coach, musician and creator and I'm passionate about helping CEO's sing a better tune by orchestrating their finance and accounting (F&A) teams, models, systems and tools. The CEO's I've worked with **discover clarity, gain confidence** and have the opportunity to **grow their businesses** in a healthy way.*

Find Your Lost Profit

A young business often measures success or failure by its bank account. As the business grows, a measure of the bank account is not enough to know whether the business is doing well...in fact it may be lying to you right now.



Not measuring = lost profit!

Take this data for example, showing the percentage of lost profits a business experiences by business functions.

For a business that missed on \$1,000,000 of profits, 52.5% of those profits came from poor or missing metrics!

That's **\$525,000 of lost profit** that could have been earned.

Let's find that lost profit together by answering 2 questions in Volumes 1 and 2 of this guide:

1. **Which metrics will show me how to run a better business?** Metrics are vital in driving business success, and it's up to you to find the ones that matter the most and will have the biggest impact in your business.
2. **How can I evaluate whether my F&A team is performing?** This guide lists a vast array of metrics, but more importantly spotlights the ones that are most common for the roles you have, and ones that I've come to love in various situations. These will help you make better decisions, cause discussion and actions, highlight poor performance, great performance, and everywhere in between.

If you need help along the way, reach out to me at 6capital.ca. I'm helping other CEOs like you get the most value from their F&A dollars.

How to Use This Guide

First, we look at Question 1 by digging into common metrics that identify business health depending on the stakeholders' goals. Then in Volume 2 we'll look at Question 2 and evaluate some metrics based on the level of team you have in the office. In all cases we're looking at both leading metrics (predicting the future) and lagging metrics (insight on the past); both have value. I'll spotlight some key metrics, what they are and why you should care.

Goal 1: Make money

To gain and sustain financial health, a CEO must remain aware of both revenue and profitability. Great revenue is useless if profitability is low; low revenue can be just fine if profitability is high.

Revenue and Profitability

These include common metrics that you can typically find on the financial statements from your accountant.

- Revenue Growth
- Gross Profit Margin
- Net Profit Margin
- EBITDA

SPOTLIGHT: Sales Pipeline

WHAT: potential revenue from all active sales opportunities, indicating future sales potential.

WHY CARE: help with revenue forecasting, allocate resources, a clear metric to evaluate performance of your sales team, informed strategic decisions and risk management.

Cost Management

A direct component of profitability is cost management, including all the costs that go into your business, both running it and providing the good or service.

- Capital Expenditure (CapEx)
- Cost of Goods Sold (COGS or COS)
- Cost per Hire
- Cost per Payroll Transaction
- Cost Savings

SPOTLIGHT: Operating Expense

WHAT: measure the efficiency of management comparing operating expenses to total revenue.

WHY CARE: evaluate if management is efficient, if resources are well-allocated, if peers are performing better or worse, entice investors, monitor bureaucracy and overhead.

Goal 2: Have the right amount of cash

The term “Cash is King” was popularized in the late-1980’s and has remained important ever since. While cash awareness is always important, it becomes more critical in periods of rapid growth or uncertainty.

Cash Management

Cash is managed in a variety of ways, often by your “treasury” staff (if you have them, if you don’t, then you likely are them!)

- Operating Cash Flow (OCF)
- Free Cash Flow
- Cash Conversion Cycle (CCC)
- Days Sales Outstanding (DSO)
- Days Payable Outstanding (DPO)

SPOTLIGHT: Cash Visibility

WHAT: proportion of cash balances that can be monitored and accessed in real-time.

WHY CARE: crucial for efficiently understanding available cash at any time, better strategic planning and investment decisions, reduce risk, allow optimized treasury and better forecasts.

Working Capital Management

Working capital refers to the non-cash components of your revenues and expenses, and you’ll find most of the numbers on your balance sheet.

- Current Ratio
- Procurement ROI
- Inventory Turnover
- Accounts Receivable Turnover

SPOTLIGHT: Working

WHAT: difference (positive or negative) between current assets like Accounts Receivable and current liabilities like Accounts Payables.

WHY CARE: cover your liabilities with current assets or future sales, reduce need for external financing, signal financial strength or weakness to stakeholders, allow or restrict growth to support strategic initiatives.

Goal 3: Know the risks and manage them

Each business has its own risk evaluation, tolerance and mitigation strategy.

Risk Identification and Mitigation

We are often thinking about risks, even if we don't write them down or use them in a formula.

- Risk Identification Rate
- Risk Mitigation Effectiveness
- Compliance Rate
- Incident Resolution Time
- Business Continuity Preparedness

SPOTLIGHT: Financial Risk

WHAT: assess the potential financial impact of identified risks, sometimes using sensitivity analysis.

WHY CARE: quantify what you may lose, make better decisions on investment and operations, implement effective mitigation strategies, comply with regulations, allocate resources with focus.

Market and Credit Risk

Risk comes in many forms and from many directions. Some are customer driven, some environment, market, currency, interest rate, political, and much more.

- Credit Risk Exposure
- Market Risk Exposure
- Hedging Effectiveness
- Bad Debt Ratio
- Debt-to-Equity Ratio

SPOTLIGHT: Interest Coverage

WHAT: measure your ability to pay interest on debt.

WHY CARE: understand financial stability and ability to manage debt, assess solvency, evaluate whether you'll struggle with interest if rates change, determine how credit-worthy you are, compare debt servicing to earnings.

Goal 4: Operate efficiently with accountability

Now we dig a little deeper into metrics that help us evaluate our people, processes and data.

Process Efficiency

When I'm talking to CEOs, one of the biggest areas of uncertainty questions the efficiency of data entry and transactional processing.

- Invoice Processing Time
- Payroll Processing Time
- Procurement Cycle Time
- Time to Fill
- Training Completion Rate

SPOTLIGHT: Number of Adjusting

WHAT: number of adjustments posted to previously reported balances

WHY CARE: improve the accurate reporting of revenue and expenses, stay in compliance with accounting principles, help to reflect the "true" financial position, correct errors in previously reported items, evaluate your bookkeeping, improve budgeting and forecasting.

Accuracy and Quality

You can have both accuracy and quality, sometimes at the cost of productivity. Your F&A goal is to improve quality while doing the work more efficiently.

- Invoice Accuracy Rate
- Payroll Accuracy Rate
- Error Rate in Financial Reports
- Supplier Quality
- Employee Satisfaction with Training

SPOTLIGHT: Financial Statement

WHAT: average time taken to prepare financial statements after a period ends.

WHY CARE: statements need to be prepared and issued promptly for informed decision making, remain compliant with regulations, monitor business performance continuously, build confidence from investors or lenders, evolve the efficiency of accounting and finance departments.

Goal 5: Plan well and be strategic

These are the big ones! A CEO is expected to lead strategic planning and can't do it well without analysis, scenarios, and measures that evaluate the performance of finance, operations and sales.

Forecasting and Budgeting

Growing businesses soon learn that they must forecast and budget or be continually surprised (sometimes surprises are good, but more often they are not).

- Forecast Accuracy
- Budget Variance
- Scenario Analysis Effectiveness
- Return on Investment (ROI) Analysis
- Financial Statement Accuracy

SPOTLIGHT: Strategic Initiative

WHAT: track the progress of key strategic initiatives

WHY CARE: monitor progress towards goals, ensure resources are being used efficiently or reallocate, keep team and individuals accountable, allow for problem solving and adjustment, build trust and transparency.

Performance and Growth

Growth without performance is often a death-sentence; performance without growth is stagnant.

- Operational Efficiency
- Market Share
- Customer Acquisition Cost (CAC)
- Lifetime Value (LTV)
- Gross Margin

SPOTLIGHT: Altman Z-

WHAT: one of my favourites! Predicts the likelihood of bankruptcy based on financial ratios.

WHY CARE: combines multiple ratios to identify financial health, assess risk of investment, evaluate creditworthiness, compare to your industry, provides an early warning system for management.

Metrics for Key Business Functions

	C-Suite	CEO	Finance	Operations	Sales
LEADING INDICATORS	Cost of Customer Acquisition (CAC)	Cost of Customer Acquisition (CAC)	Budget Variance	Capacity Utilization Rate	Brand Awareness
	Customer Acquisition Rate	Customer Acquisition Rate	Burn Rate	Cost per Unit	Cost of Customer Acquisition (CAC)
	Customer Lifetime Value (CLV)	Customer Lifetime Value (CLV)	Current Ratio	Customer Retention Rate	Customer Acquisition Rate
	Customer Retention Rate	Customer Retention Rate	Customer Acquisition Cost (CAC)	Customer Satisfaction Score (CSAT)	Customer Lifetime Value (CLV)
	Customer Satisfaction Score (CSAT)	Customer Satisfaction Score (CSAT)	Customer Lifetime Value (CLV)	Cycle Time	Customer Retention Rate
	Digital Engagement	Digital Engagement	Days Sales Outstanding (DSO)	Employee Engagement Index	Customer Satisfaction Score (CSAT)
	Employee Engagement Index	Employee Engagement Index	Debt to Equity Ratio	Employee Productivity	Digital Engagement
	Employee Productivity	Employee Productivity	Employee Productivity	Employee Turnover Rate	Employee Engagement Index
	Employee Turnover Rate	Employee Turnover Rate	Expense Ratio	First Pass Yield (FPY)	Employee Productivity
	Environmental, Social, and Governance (ESG) Metrics	Environmental, Social, and Governance (ESG) Metrics	Forecast Accuracy	Inventory Turnover	Environmental, Social, and Governance (ESG) Metrics
	First Contact Resolution Rate	First Contact Resolution Rate	Gross Profit Margin	Lead Time	First Contact Resolution Rate
	Innovation Rate	Innovation Rate	Inventory Turnover	Net Promoter Score (NPS)	Innovation Rate
	Market Share	Market Share	Market Share	Operational Efficiency	Market Share
	Net Promoter Score (NPS)	Net Promoter Score (NPS)	Net Profit Margin	Order Fulfillment Cycle Time	Net Promoter Score (NPS)
	Operational Efficiency	Operational Efficiency	Net Promoter Score (NPS)	Production Downtime	Operational Efficiency
	Revenue Growth Rate	Revenue Growth Rate	Operating Cash Flow	Return on Assets (ROA)	Revenue Growth Rate
	Sales Pipeline Value	Sales Pipeline Value	Quick Ratio	Return on Investment (ROI)	Sales Pipeline Value
	Strategic Initiative Progress	Strategic Initiative Progress	Return on Investment (ROI)	Scrap Rate	Strategic Initiative Progress
	Supply Chain Efficiency	Supply Chain Efficiency	Sales Pipeline Value	Supplier On-Time Delivery Rate	Supply Chain Efficiency
	Training Participation Rate	Training Participation Rate	Working Capital	Supply Chain Efficiency	Training Participation Rate
LAGGING INDICATORS	Capital Expenditure (CapEx)	Capital Expenditure (CapEx)	Shareholder Return (TSR)	Altman Z-Score	Capital Expenditure (CapEx)
	Cash Conversion Cycle (CCC)	Cash Conversion Cycle (CCC)	Altman Z-Score	Capital Expenditure (CapEx)	Cash Conversion Cycle (CCC)
	Current Ratio	Current Ratio	Capital Expenditure (CapEx)	Cash Conversion Cycle (CCC)	Current Ratio
	Debt to Equity Ratio	Debt to Equity Ratio	Cash Conversion Cycle (CCC)	Cost of Goods Sold (COGS)	Debt to Equity Ratio
	Dividend Payout Ratio	Dividend Payout Ratio	Current Ratio	Current Ratio	Dividend Payout Ratio
	Earnings Before Interest and Taxes (EBIT)	Earnings Before Interest and Taxes (EBIT)	Debt Service Coverage Ratio (DSCR)	Debt to Equity Ratio	Earnings Before Interest and Taxes (EBIT)
	EBITDA	EBITDA	Dividend Payout Ratio	Dividend Payout Ratio	EBITDA
	Economic Value Added (EVA)	Economic Value Added (EVA)	Earnings Before Interest and Taxes (EBIT)	Earnings Before Interest and Taxes (EBIT)	Economic Value Added (EVA)
	Fixed Charge Coverage Ratio	Fixed Charge Coverage Ratio	EBITDA	EBITDA	Fixed Charge Coverage Ratio
	Free Cash Flow (FCF)	Free Cash Flow (FCF)	Economic Value Added (EVA)	Economic Value Added (EVA)	Free Cash Flow (FCF)
	Gross Profit Margin	Gross Profit Margin	Fixed Charge Coverage Ratio	Fixed Charge Coverage Ratio	Gross Profit Margin
	Interest Coverage Ratio	Interest Coverage Ratio	Free Cash Flow (FCF)	Free Cash Flow (FCF)	Interest Coverage Ratio
	Net Profit Margin	Net Profit Margin	Gross Profit	Gross Profit	Net Profit Margin
	Net Profit	Net Profit	Interest Coverage Ratio	Interest Coverage Ratio	Net Profit
	Quick Ratio	Quick Ratio	Net Profit	Net Profit	Quick Ratio
	Return on Assets (ROA)	Return on Assets (ROA)	Quick Ratio	Quick Ratio	Return on Assets (ROA)
	Return on Capital Employed (ROCE)	Return on Capital Employed (ROCE)	Return on Assets (ROA)	Return on Capital Employed (ROCE)	Return on Capital Employed (ROCE)
	Return on Equity (ROE)	Return on Equity (ROE)	Return on Capital Employed (ROCE)	Return on Equity (ROE)	Return on Equity (ROE)
	Revenue	Revenue	Return on Equity (ROE)	Revenue	Revenue
	Shareholder Return (TSR)	Shareholder Return (TSR)	Revenue	Shareholder Return (TSR)	Shareholder Return (TSR)

Metrics for Strategy, Innovation and Management

	Integrated Reporting	Business Strategy	Business Innovation	Office Management	Asset Management
LEADING INDICATORS	Employee Engagement	Customer Acquisition Rate	Number of New Ideas Generated	Employee Satisfaction Score	Asset Utilization Rate
	Customer Satisfaction	Market Share	Idea Conversion Rate	Office Space Utilization Rate	Mean Time Between Failures (MTBF)
	Innovation Rate	Customer Satisfaction Score (CSAT)	R&D Spend as a Percentage of Revenue	Meeting Room Utilization	Mean Time to Repair (MTTR)
	Brand Awareness	Net Promoter Score (NPS)	Time to Market	Average Time to Resolve IT Issues	Mean Time to Failure (MTTF)
	Market Share Growth	Sales Pipeline Value	Number of Patents Filed	Supply Replenishment Time	Return on Assets (ROA)
	Supply Chain Efficiency	Employee Engagement Index	Collaboration Rate	Visitor Check-In Time	Overall Equipment Effectiveness (OEE)
	Energy Consumption	Innovation Rate	Customer Feedback on New Products	Employee Onboarding Time	Preventive Maintenance Compliance
	Waste Reduction	Brand Awareness	Innovation Training Participation	Work Order Completion Time	Condition Monitoring Coverage
	Diversity and Inclusion	Lead Conversion Rate	Innovation Project Success Rate	Energy Consumption	Asset Downtime
	Training and Development	Operational Efficiency	Number of Innovation Awards Won	Sick Leave Rate	Maintenance Cost per Unit of Production
	Health and Safety Incidents	Customer Retention Rate	Employee Engagement in Innovation	Employee Training Hours	Energy Consumption per Asset
	R&D Investment	Employee Productivity	Number of New Product Launches	Desk Occupancy Rate	Inventory Turnover for Spare Parts
	Customer Acquisition Cost (CAC)	Supply Chain Efficiency	Revenue from New Products	Office Cleanliness Score	Supplier Lead Time
	Employee Turnover Rate	Digital Engagement	Innovation Pipeline Value	Average Response Time to Emails	Work Order Completion Rate
	Product Quality	Training Participation Rate	Customer Adoption Rate of New Products	Employee Turnover Rate	Asset Condition Index
	Operational Efficiency	Customer Lifetime Value (CLV)	Number of Innovation Workshops Held	Project Completion Rate	Maintenance Backlog
	IT System Uptime	First Contact Resolution Rate	External Collaboration Rate	Customer Satisfaction Score	Asset Health Index
	Sustainability Initiatives	Employee Turnover Rate	Innovation Culture Index	Office Equipment Downtime	Compliance Rate with Safety Standards
	Community Engagement	Environmental, Social, and Governance (ESG) Metrics	Number of Prototypes Developed	Health and Safety Incidents	Training Hours per Maintenance Employee
	Regulatory Compliance	Strategic Initiative Progress	Innovation Budget Utilization	Sustainability Initiatives	Innovation Rate in Asset Management
LAGGING INDICATORS	Revenue	Revenue	Revenue from New Products	Operating Costs	Cost of Ownership (TCO)
	Net Profit	Net Profit	Return on Innovation Investment (ROI)	Employee Retention Rate	Maintenance Cost
	Earnings Before Interest and Taxes (EBIT)	Gross Profit Margin	Market Share of New Products	Annual Revenue per Employee	Number of Asset Failures
	EBITDA	Net Profit Margin	Number of Patents Granted	Net Promoter Score (NPS)	Downtime
	Gross Profit	Earnings Before Interest and Taxes (EBIT)	R&D Spend	Office Maintenance Costs	Number of Work Orders
	Operating Income	EBITDA	Number of Innovation Projects Completed	Employee Productivity	Number of Preventive Maintenance Tasks
	Net Profit Margin	Return on Investment (ROI)	Number of New Products Launched	Customer Retention Rate	Number of Corrective Maintenance Tasks
	Return on Assets (ROA)	Return on Equity (ROE)	Number of Innovation Awards Won	Average Resolution Time for Complaints	Number of Safety Incidents
	Return on Equity (ROE)	Return on Assets (ROA)	Revenue from Innovation	Office Supply Costs	Energy Consumption
	Debt to Equity Ratio	Return on Capital Employed (ROCE)	Number of Innovation Failures	Employee Absenteeism Rate	Spare Parts Inventory Cost
	Cash Flow	Debt to Equity Ratio	Number of Customer Complaints on New Products	IT System Downtime	Number of Supplier Deliveries
	Free Cash Flow	Current Ratio	Number of Innovation Training Hours	Office Security Incidents	Number of Training Hours
	Inventory Turnover	Quick Ratio	Number of Innovation Workshops Held	Employee Health and Wellness Program Participation	Number of Compliance Violations
	Days Sales Outstanding (DSO)	Cash Conversion Cycle (CCC)	Number of External Collaborations	Annual Training Costs	Number of Asset Inspections
	Days Payable Outstanding (DPO)	Interest Coverage Ratio	Number of Prototypes Developed	Office Renovation Costs	Number of Asset Replacements
	Customer Retention Rate	Fixed Charge Coverage Ratio	Innovation Budget Utilization	Employee Benefit Utilization	Number of Asset Upgrades
	Employee Retention Rate	Shareholder Return (TSR)	Number of Innovation Projects in Pipeline	Office Lease Costs	Number of Innovation Projects
	Market Share	Dividend Payout Ratio	Number of Innovation Metrics Tracked	Employee Grievance Rate	Number of Condition Monitoring Alerts
	Compliance Rate	Economic Value Added (EVA)	Number of Innovation Success Stories	Customer Service Response Time	Number of Maintenance Backlogs
	Environmental Impact	Altman Z-Score	Number of Innovation Failures Documented	Office Equipment Replacement Rate	Number of Asset Health Reports

Metrics for IT and Communication

	IT Operations	IT Security	IT Financial Management	Internal Communications	External Communications
LEADING INDICATORS	System Uptime	Mean Time to Detect (MTTD)	IT Spend vs. Budget	Adoption Rate	Media Mentions
	Incident Response Time	Mean Time to Respond (MTTR)	Cost per IT Service	Engagement Metrics	Share of Voice (SOV)
	Mean Time to Resolve (MTTR)	Mean Time to Contain (MTTC): Percentage of Incidents Detected by Automated Systems	Return on IT Investment (ROI)	Employee Feedback	Social Media Engagement
	Change Success Rate	Patch Management Compliance	IT Cost as a Percentage of Revenue	Message Open Rate	Website Traffic
	First Call Resolution Rate	Vulnerability Scan Coverage	IT Project Budget Variance	Click-Through Rate	Brand Sentiment
	Service Request Fulfillment Time	Phishing Simulation Success Rate	IT Asset Utilization Rate	Employee Participation in Surveys	Content Reach
	User Satisfaction Score	Security Awareness Training Completion Rate	Cloud Cost Optimization	Intranet Usage Rate	Email Open Rate
	IT Cost per User	Number of Security Incidents Prevented	Software License Utilization	Attendance Rates at Company Events	Email Click-Through Rate (CTR)
	IT Spend vs. Budget	Endpoint Protection Coverage	IT Vendor Performance	Response Time to Employee Queries	Customer Feedback
	Project Delivery Time	Firewall Rule Change Success Rate	IT Service Cost Allocation	Internal Social Media Engagement	Event Attendance
	Percentage of Automated Processes	Intrusion Detection System (IDS) Alert Accuracy	IT Financial Forecast Accuracy	Knowledge Sharing Rate	Public Relations (PR) Value
	Patch Management Compliance	Data Loss Prevention (DLP) Effectiveness	IT Maintenance Cost	Training Participation Rate	Influencer Engagement
	Backup Success Rate	Access Control Policy Compliance	IT Operational Efficiency	Feedback Implementation Rate	Video Views
	Disaster Recovery Testing Frequency	Incident Response Plan Testing Frequency	IT Cost per Employee	Employee Satisfaction with Communication Tools	Webinar Participation
	Security Incident Detection Time	Security Incident Escalation Rate	IT Budget Adherence	Internal Newsletter Open Rate	Press Release Reach
	Employee Training Hours	Third-Party Risk Assessment Coverage	IT Cost Savings from Automation	Video Engagement Rate	Customer Acquisition Cost (CAC)
	Cloud Utilization Rate	Encryption Coverage	IT Cost Reduction Initiatives	Collaboration Tool Usage	Lead Generation
	Network Latency	Security Policy Violation Rate	IT Spend on Innovation	Employee Advocacy Rate	Conversion Rate
	Application Performance	Security Audit Coverage	IT Financial Risk Exposure	Internal Communication Campaign Reach	Brand Awareness
IT Asset Utilization		IT Cost Benchmarking	Employee Net Promoter Score (eNPS)	Crisis Response Time	
LAGGING INDICATORS	System Downtime	Number of Security Incidents	IT Spend	Employee Turnover Rate	Media Mentions
	Number of Incidents	Number of Data Breaches	IT Operational Cost	Retention Rate	Social Media Followers
	Number of Security Breaches	Cost of Security Incidents	IT Capital Expenditure (CapEx)	Absenteeism Rate	Website Visits
	Cost of IT Operations	Number of Phishing Attacks	IT Operational Expenditure (OpEx)	Employee Productivity	Email Subscribers
	IT Spend	Number of Malware Infections	IT Project Cost	Employee Tenure	Customer Reviews
	Number of Unresolved Incidents	Number of Ransomware Attacks	IT Cost per User	Exit Interview Feedback	Event Attendees
	Number of Failed Changes	Number of Unauthorized Access Incidents	IT Cost per Service	Performance Review Scores	PR Value
	User Complaints	Number of Security Policy Violations	IT Vendor Spend	Customer Satisfaction Linked to Employees	Influencer Collaborations
	Number of Service Requests	Number of Vulnerabilities Discovered	IT Maintenance Cost	Revenue per Employee	Video Views
	Number of Completed Projects	Number of Patching Delays	IT Support Cost	Quality of Work	Webinar Participants
	Number of Automated Processes	Number of Security Incidents Escalated	IT Asset Cost	Employee Grievances	Press Releases Issued
	Number of Systems Out of Compliance	Number of Security Awareness Training Failures	IT License Cost	Health and Safety Incidents	Leads Generated
	Number of Failed Backups	Number of Failed Security Audits	IT Cloud Spend	Employee Referral Rate	Conversions
	Number of Disaster Recovery Tests	Number of Data Loss Incidents	IT Security Spend	Training Completion Rate	Brand Mentions
	Number of Detected Security Incidents	Number of Compliance Violations	IT Compliance Cost	Employee Survey Response Rate	Crisis Incidents
	Training Hours	Number of Security Incidents Involving Third Parties	IT Training Cost	Employee Recognition Program Participation	Customer Acquisition Cost
	Cloud Spend	Number of Security Incidents Detected by Automated Systems	IT Outsourcing Cost	Internal Promotion Rate	Brand Awareness
	Network Downtime	Number of Security Incidents Detected by Manual Processes	IT Cost Savings	Employee Benefit Utilization	Customer Feedback
	Number of Application Downtimes	Number of Security Incidents Resulting in Legal Action	IT Financial Risk	Workplace Accident Rate	Content Interactions
IT Asset Inventory	Number of Security Incidents Resulting in Reputational Damage	IT Cost Overruns	Employee Suggestion Implementation Rate	Engagement Rate	

Metrics for the Accounting Department

	Accounting Operations	Accounts Payable	Accounts Receivable	General Ledger	Payroll	Financial Planning and Analysis
LEADING INDICATORS	Invoice Processing Time	Invoice Processing Time	Days Sales Outstanding (DSO)	Journal Entry Accuracy Rate	Time to Run Payroll	Revenue Growth Rate
	Journal Entry Accuracy Rate	Early Payment Discounts Captured	Collection Effectiveness Index (CEI)	Journal Entry Timeliness	Payroll Accuracy Rate	Gross Profit Margin
	Reconciliation Timeliness	Invoice Approval Time	Accounts Receivable Turnover Ratio	Reconciliation Timeliness	Cost per Payroll Transaction	Net Profit Margin
	Reconciliation Accuracy Rate	Percentage of Electronic Payments	Bad Debt to Sales Ratio	Reconciliation Accuracy Rate	Employee Satisfaction with Payroll	Operating Cash Flow
	Close Cycle Time	Invoice Exception Rate	Average Days Delinquent	Chart of Accounts Utilization	Payroll Processing Time per Employee	Return on Investment (ROI)
	Automation Rate	Touchless Invoice Processing Rate	Percentage of High-Risk Accounts	Close Cycle Time	Overtime Hours	Customer Acquisition Cost (CAC)
	Error Detection Rate	Supplier Onboarding Time	First Contact Resolution Rate	Number of Manual Journal Entries	Overtime Cost	Customer Lifetime Value (CLV)
	Compliance Rate	Supplier Payment Accuracy	Invoice Dispute Rate	Automation Rate	Payroll Compliance Rate	Sales Pipeline Value
	Variance Analysis Timeliness	Supplier Payment Cycle Time	Customer Satisfaction Score	Error Detection Rate	Direct Deposit Rate	Budget Variance
	Variance Analysis Accuracy	Number of Invoices Processed per Employee	Staff Productivity	Compliance Rate	Payroll Error Rate	Forecast Accuracy
	Intercompany Reconciliation Timeliness	Cost per Invoice Processed	Percentage of Invoices Paid on Time	Variance Analysis Timeliness	Employee Turnover Rate	Expense Ratio
	Intercompany Reconciliation Accuracy	Supplier Satisfaction Score	Percentage of Invoices Paid Late	Variance Analysis Accuracy	Absenteeism Rate	Working Capital Ratio
	Audit Readiness	Payment Error Rate	Percentage of Invoices Paid Early	Intercompany Reconciliation Timeliness	Training Hours per Payroll Employee	Debt to Equity Ratio
	Audit Adjustment Rate	Duplicate Payment Rate	Cash Conversion Cycle	Intercompany Reconciliation Accuracy	Payroll System Downtime	Inventory Turnover
	Financial Statement Accuracy	Supplier Query Response Time	Credit Utilization Rate	Audit Readiness	Payroll System Utilization	Days Sales Outstanding (DSO)
	Financial Statement Timeliness	Percentage of Invoices Paid on Time	Write-Offs as a Percentage of Sales	Audit Adjustment Rate	Payroll Fraud Detection Rate	Days Payable Outstanding (DPO)
	System Downtime	Invoice Matching Rate	Average Invoice Value	Financial Statement Accuracy	Employee Data Accuracy	Employee Productivity
	User Satisfaction Score	Payment Method Optimization	Number of Revised Invoices	Financial Statement Timeliness	Payroll Adjustment Rate	Market Share
	Cost per Invoice Processed	Fraud Detection Rate	Percentage of Recurring Invoices	System Downtime	Payroll Cost as a Percentage of Revenue	Customer Satisfaction Score (CSAT)
	Supplier Payment Accuracy	Automation Rate	Customer Retention Rate	User Satisfaction Score	Payroll Staff Productivity	Net Promoter Score (NPS)
LAGGING INDICATORS	Number of Journal Entries	Accounts Payable Turnover Ratio	Outstanding Receivables	Number of Journal Entries	Payroll Cost	Revenue
	Value of Journal Entries	Days Payable Outstanding (DPO)	Aging of Accounts Receivable	Value of Journal Entries	Number of Payroll Transactions	Gross Profit
	Number of Reconciliations	Amount of Outstanding Payables	Bad Debt	Number of Reconciliations	Number of Payroll Errors	Net Profit
	Number of Reconciliation Discrepancies	Aging of Accounts Payable	Number of Invoices Issued	Number of Reconciliation Discrepancies	Overtime Hours	Earnings Before Interest and Taxes (EBIT)
	Number of Adjusting Entries	Late Payment Rate	Number of Invoices Paid	Number of Adjusting Entries	Overtime Cost	EBITDA
	Value of Adjusting Entries	Number of Supplier Disputes	Number of Invoices Unpaid	Value of Adjusting Entries	Number of Payroll Adjustments	Return on Equity (ROE)
	Number of Intercompany Transactions	Value of Early Payment Discounts Lost	Value of Invoices Paid	Number of Intercompany Transactions	Value of Payroll Adjustments	Return on Assets (ROA)
	Value of Intercompany Transactions	Number of Invoices Processed	Value of Invoices Unpaid	Value of Intercompany Transactions	Number of Payroll Complaints	Return on Capital Employed (ROCE)
	Number of Audit Adjustments	Payment Volume	Number of Disputed Invoices	Number of Audit Adjustments	Number of Payroll Queries	Debt Service Coverage Ratio (DSCR)
	Value of Audit Adjustments	Number of Payment Errors	Value of Disputed Invoices	Value of Audit Adjustments	Number of Payroll Fraud Incidents	Current Ratio
	Number of System Errors	Cost of Payment Processing	Number of Customer Queries	Number of System Errors	Value of Payroll Fraud	Quick Ratio
	Number of System Downtime Incidents	Number of Duplicate Payments	Number of Customer Complaints	Number of System Downtime Incidents	Number of Payroll System Downtime Incidents	Cash Conversion Cycle (CCC)
	Duration of System Downtime	Number of Fraudulent Invoices	Number of Write-Offs	Duration of System Downtime	Duration of Payroll System Downtime	Interest Coverage Ratio
	Number of User Complaints	Supplier Queries	Value of Write-Offs	Number of User Complaints	Number of Employee Turnover	Fixed Charge Coverage Ratio
	Number of Financial Statements Prepared	Number of Invoices Rejected	Number of Credit Memos Issued	Number of Financial Statements Prepared	Number of Absenteeism Days	Shareholder Return (TSR)
	Number of Financial Statement Errors	Number of Invoices Approved	Value of Credit Memos Issued	Number of Financial Statement Errors	Training Hours for Payroll Staff	Dividend Payout Ratio
	Number of Variance Analysis Reports	Number of Invoices Paid on Time	Number of Refunds Issued	Number of Variance Analysis Reports	Payroll Cost as a Percentage of Revenue	Capital Expenditure (CapEx)
	Number of Variance Analysis Errors	Number of Invoices Paid Late	Value of Refunds Issued	Number of Variance Analysis Errors	Number of Direct Deposits	Free Cash Flow (FCF)
	Number of Compliance Issues	Number of Invoices Matched	Number of Payment Plans	Number of Compliance Issues	Number of Payroll System Utilization Issues	Economic Value Added (EVA)
	Number of Training Hours	Number of Invoices Processed Manually	Value of Payment Plans	Number of Training Hours	Employee Satisfaction Score	Altman Z-Score

Metrics for the Finance Department

	Finance Operations	Treasury	Financial Reporting	Risk Management	Investor Relations	Purchasing
LEADING INDICATORS	Operating Cash Flow	Cash Visibility Percentage	Revenue Growth Rate	Risk Exposure	Investor Engagement Metrics	Purchase Order Cycle Time
	Working Capital	Cash Flow Forecast Accuracy	Gross Profit Margin	Risk Mitigation Effectiveness	Shareholder Base Growth	Supplier Lead Time
	Current Ratio	Liquidity Ratio	Net Profit Margin	Risk Response Time	Analyst Coverage	Cost Savings
	Quick Ratio	Debt to Equity Ratio	Operating Cash Flow	Risk Appetite Adherence	Share Price Performance	Supplier On-Time Delivery Rate
	Net Profit Margin	Interest Coverage Ratio	Return on Investment (ROI)	Risk Identification Rate	Feedback and Surveys	Supplier Quality Rating
	Gross Profit Margin	Days Cash on Hand	Customer Acquisition Cost (CAC)	Risk Resolution Time	Web and Social Media Analytics	Purchase Order Accuracy
	Days Sales Outstanding (DSO)	Cash Conversion Cycle	Customer Lifetime Value (CLV)	Risk Reporting Accuracy	Investor Presentation Attendance	Supplier Compliance Rate
	Burn Rate	Percentage of Payments Succeeding First Time	Sales Pipeline Value	Risk Culture Assessment	Media Mentions	Spend Under Management
	Budget Variance	Investment Yield	Budget Variance	Regulatory Requirement Compliance	Trading Volume	Supplier Risk Assessment
	Forecast Accuracy	Hedging Effectiveness	Forecast Accuracy	Risk Management Cost	Investor Query Response Time	Procurement ROI
	Expense Ratio	Counterparty Risk Exposure	Expense Ratio	Business-Continuity Preparedness	Investor Relations Website Traffic	Supplier Relationship Index
	Debt to Equity Ratio	Bank Fee Analysis	Working Capital Ratio	Number of Identified Risks That Occurred	Event Participation Rate	Contract Compliance Rate
	Inventory Turnover	Cash Flow at Risk (CFaR)	Debt to Equity Ratio	Number of Identified Risks Did Not Occur	Investor Newsletter Open Rate	Procurement Cycle Time
	Return on Investment (ROI)	Net Working Capital	Inventory Turnover	Number of Unidentified Risks That Occurred	Investor Sentiment Analysis	Supplier Innovation Contribution
	Customer Acquisition Cost (CAC)	Treasury Policy Compliance Rate	Days Sales Outstanding (DSO)	Percentage of Contingency Reserve Spent	Peer Comparison	Procurement Cost Reduction
	Customer Lifetime Value (CLV)	Foreign Exchange Exposure	Days Payable Outstanding (DPO)	Incident Severity	Investor Retention Rate	Supplier Performance Scorecard
	Sales Pipeline Value	Debt Maturity Profile	Employee Productivity	Time to Resolution	Corporate Governance Ratings	Procurement Process Efficiency
	Employee Productivity	Credit Rating	Market Share	Audit Findings Rate	Environmental, Social, and Governance (ESG) Metrics	Supplier Diversity Rate
	Market Share	Operational Risk Events	Customer Satisfaction Score (CSAT)	Security Effectiveness Metrics	Capital Market Days Attendance	Procurement Spend Forecast Accuracy
	Net Promoter Score (NPS)	Treasury System Utilization	Net Promoter Score (NPS)	Financial Risk Exposure	Investor Relations Team Productivity	Supplier Capacity Utilization
LAGGING INDICATORS	Revenue	Cash Balance	Revenue	Number of Risks Identified	Shareholder Return (TSR)	Cost of Procurement
	Gross Profit	Debt	Gross Profit	Number of Risks Mitigated	Share Price Volatility	Number of Purchase Orders
	Net Profit	Interest Expense	Net Profit	Number of Risks That Occurred	Dividend Payout Ratio	Value of Purchase Orders
	Earnings Before Interest and Taxes (EBIT)	Investment Income	Earnings Before Interest and Taxes (EBIT)	Number of Unidentified Risks That Occurred	Earnings Per Share (EPS)	Number of Suppliers
	EBITDA	Foreign Exchange Gains/Losses	EBITDA	Value of Risks That Occurred	Price to Earnings (P/E) Ratio	Spend with Key Suppliers
	Return on Equity (ROE)	Hedging Gains/Losses	Return on Equity (ROE)	Number of Risk-Related Incidents	Market Capitalization	Number of Supplier Defects
	Return on Assets (ROA)	Bank Fees	Return on Assets (ROA)	Cost of Risk Management	Debt to Equity Ratio	Number of Supplier Audits
	Return on Capital Employed (ROCE)	Counterparty Exposure	Return on Capital Employed (ROCE)	Number of Compliance Issues	Return on Equity (ROE)	Number of Supplier Contracts
	Debt Service Coverage Ratio (DSCR)	Number of Payment Errors	Debt Service Coverage Ratio (DSCR)	Value of Compliance Issues	Return on Assets (ROA)	Number of Supplier Disputes
	Current Ratio	Value of Payment Errors	Current Ratio	Number of Audit Findings	Free Cash Flow (FCF)	Number of Supplier Returns
	Quick Ratio	Number of Fraud Incidents	Quick Ratio	Number of Security Breaches	Net Profit Margin	Procurement Spend
	Cash Conversion Cycle (CCC)	Value of Fraud Incidents	Cash Conversion Cycle (CCC)	Value of Security Breaches	Gross Profit Margin	Procurement Savings
	Interest Coverage Ratio	Number of Policy Violations	Interest Coverage Ratio	Number of Business Continuity Events	Operating Margin	Number of Procurement Projects
	Fixed Charge Coverage Ratio	Value of Policy Violations	Fixed Charge Coverage Ratio	Duration of Business Continuity Events	Revenue Growth Rate	Number of Procurement Staff
	Shareholder Return (TSR)	Number of Operational Risk Events	Shareholder Return (TSR)	Number of Incident Reports	Earnings Growth Rate	Procurement Training Hours
	Dividend Payout Ratio	Value of Operational Risk Events	Dividend Payout Ratio	Number of Risk Assessments Conducted	Book Value per Share	Number of Process Improvements
	Capital Expenditure (CapEx)	Number of Compliance Issues	Capital Expenditure (CapEx)	Number of Risk Training Hours	Cash Conversion Cycle (CCC)	Number of Supplier Evaluations
	Free Cash Flow (FCF)	Value of Compliance Issues	Free Cash Flow (FCF)	Number of Risk Policy Violations	Interest Coverage Ratio	Number of Supplier Innovations
	Economic Value Added (EVA)	Number of System Downtime Incidents	Economic Value Added (EVA)	Value of Risk Policy Violations	Fixed Charge Coverage Ratio	Number of Supplier Meetings
	Altman Z-Score	Duration of System Downtime	Altman Z-Score	Number of Risk Management Reviews	Altman Z-Score	Number of Procurement Audits

Metrics for the Human Resources Department

	HR Operations	Recruitment	Employee Engagement	Learning and Development	Compensation and Benefits
LEADING INDICATORS	Time to Fill	Time to Fill	Employee Net Promoter Score (eNPS)	Training Participation Rate	Salary Competitiveness Ratio (SCR)
	Time to Hire	Time to Hire	Employee Satisfaction Score	Average Training Hours per Employee	Benefits Participation Rate
	Cost per Hire	Hiring Velocity	Employee Engagement Index	Training Completion Rate	Compensation Satisfaction Score
	Offer Acceptance Rate	Screening Efficiency	Participation Rate in Engagement Surveys	Time to Competency	Benefits Satisfaction Score
	Employee Satisfaction Score	Cost per Hire	Training Participation Rate	Employee Satisfaction with Training	Pay Equity Ratio
	Training Participation Rate	Recruitment Marketing ROI	Internal Mobility Rate	Learning Program Enrollment Rate	Compensation Cost as a Percentage of Revenue
	Internal Mobility Rate	Offer Acceptance Rate	Recognition Frequency	Training Cost per Employee	Incentive Compensation Utilization Rate
	Employee Turnover Rate	Interview-to-Offer Ratio	Feedback Implementation Rate	Internal Promotion Rate	Healthcare Cost per Employee
	Absenteeism Rate	Candidate Experience Score	Wellness Program Participation	Skill Acquisition Rate	Retirement Plan Participation Rate
	Employee Productivity	Diversity Hire Rate	Manager Effectiveness Score	Training ROI	Employee Turnover Rate
	Diversity Hire Rate	Internal Mobility Rate	Work-Life Balance Score	Knowledge Retention Rate	Time to Fill Critical Positions
	Employee Engagement Index	Referral Rate	Innovation and Suggestion Rate	Training Impact on Performance	Compensation Benchmarking
	Training Completion Rate	Application Completion Rate	Collaboration Index	Manager Satisfaction with Training	Benefits Cost per Employee
	Performance Review Completion Rate	Candidate Drop-off Rate	Career Development Opportunities	Learning Path Completion Rate	Employee Referral Rate
	Employee Referral Rate	Quality of Hire	Employee Advocacy Rate	Certification Achievement Rate	Overtime Pay as a Percentage of Payroll
	New Hire Retention Rate	Hiring Manager Satisfaction	Onboarding Satisfaction	Training Program Diversity	Compensation Adjustment Frequency
	HR Service Delivery Time	Recruitment Funnel Conversion Rate	Employee Absenteeism Rate	Employee Engagement in Learning Activities	Employee Retention Rate Post-Compensation Review
	HR Cost per Employee	Job Offer Decline Reasons	Employee Turnover Intentions	Training Needs Assessment Completion Rate	Rewards Program Utilization
	Compliance Training Completion Rate	Recruitment Source Effectiveness	Social Interaction Rate	Peer Learning Participation Rate	Employee Wellness Program Participation
	Employee Wellness Program Participation	Candidate Net Promoter Score (NPS)	Employee Resource Group Participation	Digital Learning Adoption Rate	Compensation and Benefits Training Completion Rate
LAGGING INDICATORS	Total Number of Hires	Number of Hires	Employee Turnover Rate	Employee Turnover Rate	Compensation Cost
	Total Recruitment Cost	Recruitment Cost	Retention Rate	Retention Rate	Benefits Cost
	First-Year Attrition Rate	First-Year Attrition Rate	Absenteeism Rate	Employee Productivity	Average Salary Increase
	Retention Rate	Retention Rate	Employee Productivity	Performance Improvement Post-Training	Overtime Cost
	Employee Turnover Rate	Employee Turnover Rate	Employee Tenure	Promotion Rate	Employee Turnover Cost
	Offer Acceptance Rate	Offer Acceptance Rate	Exit Interview Feedback	Employee Engagement Score	Healthcare Claims Cost
	Interview-to-Hire Ratio	Interview-to-Hire Ratio	Performance Review Scores	Training Program Completion Rate	Retirement Plan Contributions
	Time to Productivity	Time to Productivity	Customer Satisfaction Linked to Employee Engagement	Training Cost Variance	Employee Absenteeism Cost
	Candidate Satisfaction Score	Candidate Satisfaction Score	Revenue per Employee	Training Program Effectiveness	Workers' Compensation Claims Cost
	Hiring Manager Satisfaction Score	Hiring Manager Satisfaction Score	Quality of Work	Employee Satisfaction with Career Development	Incentive Payouts
	Recruitment Funnel Drop-off Rate	Recruitment Funnel Drop-off Rate	Employee Grievances	Skill Gap Reduction	Compensation Adjustments
	Diversity Hire Rate	Diversity Hire Rate	Health and Safety Incidents	Certification Rate	Benefits Utilization Rate
	Internal vs. External Hire Ratio	Internal vs. External Hire Ratio	Employee Referral Rate	Learning Transfer Rate	Employee Grievances Related to Compensation
	Referral Hire Rate	Referral Hire Rate	Training Completion Rate	Training Program Utilization	Cost of Employee Wellness Programs
	Application Completion Rate	Application Completion Rate	Employee Survey Response Rate	Employee Feedback on Training	Cost of Employee Assistance Programs (EAPs)
	Candidate Drop-off Rate	Candidate Drop-off Rate	Employee Recognition Program Participation	Training Program Dropout Rate	Cost of Training on Compensation and Benefits
	Quality of Hire	Quality of Hire	Internal Promotion Rate	Training Budget Utilization	Number of Compensation Reviews Conducted
	Recruitment Source Effectiveness	Recruitment Source Effectiveness	Employee Benefit Utilization	Employee Development Plan Completion Rate	Number of Benefits Reviews Conducted
	Recruitment Marketing ROI	Recruitment Marketing ROI	Workplace Accident Rate	Training Program Satisfaction Score	Number of Compensation and Benefits Audits
	Candidate Net Promoter Score (NPS)	Candidate Net Promoter Score (NPS)	Employee Suggestion Implementation Rate	Learning and Development Impact on Business Goals	Cost of Compensation and Benefits Audits

Summary of Key Takeaways

We started out by identifying that businesses need ways to measure health, performance, value, potential, risk and innovation. I trust you have found a few metrics that appeal to you.

If you'd like some help with choosing the best metrics for you and your team, get in touch with me.

Next Steps

What we didn't get after yet are things like:

- Picking the right metrics for you
- Setting up KPI dashboards
- Regular review and adjustment of KPIs
- Continuous improvement and strategic alignment
- How to get your whole team on-board with measuring
- Evolving your measurement culture
- Learning to stick to your targets and goals
- And much more...

This guide covers all essential areas of finance and accounting KPIs that a CEO needs to know, but there is much more to applying them in real-life. If you'd like a complementary call about your business and any of the above information connect with me at 6capital.ca, no strings attached.

Chat soon!

Everett
Founder, 6-String CFO

Full List of Metrics Referenced

Absenteeism Rate: Percentage of workdays missed due to employee absences.

Access Control Policy Compliance: Percentage of users and systems compliant with access control policies.

Accounts Payable Turnover: Measures the speed at which payables are paid.

Accounts Receivable Turnover: Tracks how quickly receivables are collected.

Adoption Rate: Measures the percentage of employees using internal communication platforms, indicating the effectiveness and user-friendliness of these channels.

Aging of Accounts Payable: Breakdown of outstanding payables by age (e.g., 0-0 days, -60 days).

Aging of Accounts Receivable: Breakdown of outstanding receivables by age (e.g., 0-0 days, -60 days).

Altman Z-Score: Predicts the likelihood of bankruptcy based on financial ratios.

Amount of Outstanding Payables: value of unpaid invoices.

Analyst Coverage: Assess the number of analysts covering the company, which can enhance visibility and impact stock performance.

Annual Revenue per Employee: Measures the revenue generated per employee annually.

Annual Training Costs: Measures the total costs associated with employee training.

Application Completion Rate: Percentage of candidates who complete the job application process, indicating the user-friendliness of the application system.

Application Performance: Measures the performance of critical applications.

Asset Condition Index: Measures the overall condition of assets based on inspections and assessments.

Asset Downtime: Total time assets are non-operational, indicating reliability and maintenance effectiveness.

Asset Health Index: Composite score based on various indicators of asset health and performance.

Asset Utilization Rate: Measures the percentage of time an asset is in use versus sitting idle, indicating how effectively assets are being leveraged.

Attendance Rates at Company Events: Tracks attendance at company meetings, webinars, and other events, reflecting employee interest and engagement.

Audit Adjustment Rate: Percentage of adjustments required during an audit.

Audit Findings Rate: Tracks the number of audit findings related to risk management.

Audit Readiness: Measures how prepared the accounting records are for external audits.

Automation Rate: Percentage of the accounting process that is automated.

Average Days Delinquent: Average number of days invoices are past due.

Average Invoice Value: Average value of invoices issued.

Average Order Value (AOV): Tracks the average value of orders placed.

Average Resolution Time for Complaints: Measures the time taken to resolve employee complaints.

Average Response Time to Emails: Tracks the average time taken to respond to internal emails.

Average Salary Increase: Average percentage increase in employee salaries over a specific period.

Average Time to Resolve IT Issues: Tracks the time taken to resolve IT-related problems.

Average Training Hours per Employee: Measures the average number of training hours completed by each employee.

Backup Success Rate: Percentage of successful backups completed.

Bad Debt to Sales Ratio: Measures the percentage of sales that become bad debts.

Bad Debt: value of receivables written off as bad debt.

Bank Fee Analysis: Monitoring and optimizing bank fees to reduce costs.

Bank Fees: fees paid to banks for various services.

Benefits Cost per Employee: Average cost of benefits provided to each employee.

Benefits Cost: Amount spent on employee benefits, including healthcare, retirement plans, and other perks.

Benefits Participation Rate: Percentage of employees enrolled in company-provided benefits programs.

Benefits Satisfaction Score: Measures employee satisfaction with their benefits packages through surveys.

Benefits Utilization Rate: Percentage of available benefits utilized by employees.

Book Value per Share: Measures the net asset value of the company on a per-share basis.

Brand Awareness: Overall level of brand awareness among the target audience.

Brand Mentions: Number of times the brand is mentioned across various platforms.

Brand Sentiment: Analyzes the tone of mentions and discussions about the company, indicating public perception.

Budget Variance: Difference between budgeted and actual figures, helping identify areas of over or underperformance.

Burn Rate: Rate at which a company spends its cash reserves, indicating sustainability.

Business-Continuity Preparedness: Assesses the organization's readiness to respond to and recover from disruptive events.

Candidate Drop-off Rate: Percentage of candidates who drop out of the recruitment process, indicating potential issues in the process.

Candidate Experience Score: Measures candidate satisfaction with the recruitment process through surveys.

Candidate Net Promoter Score (NPS): Measures the likelihood of candidates recommending the company to others based on their recruitment experience.

Candidate Satisfaction Score: Measures candidate satisfaction with the recruitment process through post-hire surveys.

Capacity Utilization Rate: Measures the extent to which production capacity is being used, indicating operational efficiency.

Capital Expenditure (CapEx): Total spending on fixed assets, such as property, plant, and equipment.

Capital Market Days Attendance: Track attendance and engagement during capital market days.

Career Development Opportunities: Percentage of employees who feel they have opportunities for career growth within the company.

Cash Balance: Amount of cash available at a given point in time.

Cash Conversion Cycle (CCC): Measures the time taken to convert inventory purchases into cash from sales.

Cash Flow at Risk (CFaR): Measures the potential variability in cash flows due to market risks.

Cash Flow Forecast Accuracy: Measures how close cash flow forecasts are to actual cash flows, indicating the reliability of forecasting methods.

Cash Flow: Measures the total cash inflow and outflow.

Cash Visibility Percentage: Proportion of cash balances that can be monitored and accessed in real time, crucial for efficient liquidity management.

Certification Achievement Rate: Percentage of employees who achieve certifications after training.

Certification Rate: Percentage of employees who achieve certifications relevant to their roles.

Change Success Rate: Percentage of IT changes implemented without causing incidents.

Chart of Accounts Utilization: Measures how effectively the chart of accounts is used to categorize transactions.

Click-Through Rate: Measures the percentage of employees who click on links within internal communications, reflecting engagement with the content.

Close Cycle Time: Average time taken to close the books at the end of a period.

Cloud Cost Optimization: Measures the effectiveness of managing and optimizing cloud-related expenses.

Cloud Spend: Amount spent on cloud services.

Cloud Utilization Rate: Percentage of IT resources hosted in the cloud.

Collaboration Index: Measures the level of collaboration among employees, reflecting teamwork and engagement.

Collaboration Rate: Frequency of cross-functional collaboration on innovation projects, indicating the integration of diverse perspectives.

Collaboration Tool Usage: Frequency of use of collaboration tools like Slack or Microsoft Teams.

Collection Effectiveness Index (CEI): Indicates how effectively the team collects receivables.

Community Engagement: Measures the company's involvement in community activities.

Compensation Adjustment Frequency: How often compensation adjustments are made to keep up with market trends.

Compensation Adjustments: Number of compensation adjustments made within a specific period.

Compensation and Benefits Training Completion Rate: Percentage of HR staff completing training on compensation and benefits management.

Compensation Benchmarking: Regular comparison of company compensation against industry standards.

Compensation Cost as a Percentage of Revenue: Proportion of compensation costs relative to the company's revenue.

Compensation Cost: Amount spent on employee compensation, including salaries, bonuses, and incentives.

Compensation Satisfaction Score: Measures employee satisfaction with their compensation through surveys.

Compliance Rate with Safety Standards: Measures adherence to safety regulations and standards.

Compliance Rate: Measures adherence to internal controls and regulatory requirements.

Compliance Training Completion Rate: Percentage of employees who complete mandatory compliance training.

Condition Monitoring Coverage: Percentage of critical assets monitored for condition-based maintenance.

Content Interactions: Number of interactions with the company's content across various platforms.

Content Reach: Measures the number of people who have seen or interacted with the company's content across various platforms.

Contract Compliance Rate: Percentage of purchases made under negotiated contracts, indicating adherence to procurement policies.

Conversion Rate: Measures the percentage of leads that convert into customers, indicating the effectiveness of communication strategies.

Conversions: Number of leads that converted into customers.

Corporate Governance Ratings: Track ratings from governance rating agencies to assess the company's governance practices.

Cost of Compensation and Benefits Audits: Amount spent on conducting compensation and benefits audits.

Cost of Customer Acquisition (CAC): Average cost to acquire a new customer, assessing marketing and sales efficiency.

Cost of Employee Assistance Programs (EAPs): Amount spent on EAPs.

Cost of Employee Wellness Programs: Amount spent on employee wellness programs.

Cost of Goods Sold (COGS): Cost incurred to produce goods sold by the company.

Cost of IT Operations: Cost incurred for IT operations.

Cost of Ownership (TCO): Cost of acquiring, operating, and maintaining an asset over its lifecycle.

Cost of Payment Processing: Cost incurred in processing payments.

Cost of Procurement: Amount spent on purchasing goods and services, including administrative and processing costs.

Cost of Risk Management: Cost incurred in implementing and maintaining risk management processes.

Cost of Sales: Measures the direct costs of producing goods sold.

Cost of Security Incidents: financial impact of security incidents, including remediation costs.

Cost of Training on Compensation and Benefits: Amount spent on training HR staff on compensation and benefits management.

Cost Per Acquisition (CPA): Tracks the cost of acquiring a new customer.

Cost per Hire: Average cost incurred to hire a new employee, including advertising, agency fees, and internal costs.

Cost per Invoice Processed: Average cost incurred to process a single invoice.

Cost per IT Service: Average cost incurred to deliver each IT service, helping to identify cost-efficiency.

Cost per Payroll Transaction: Average cost incurred to process each payroll transaction.

Cost per Unit: Measures the cost incurred to produce one unit of product, indicating cost efficiency.

Cost Savings: Total cost savings achieved through negotiations, bulk purchasing, or other strategies.

Counterparty Exposure: risk exposure to financial counterparties.

Counterparty Risk Exposure: Level of risk associated with financial transactions with counterparties.

Credit Rating: Company's creditworthiness as assessed by rating agencies.

Credit Utilization Rate: Percentage of available credit used by customers.

Crisis Incidents: Number of crisis incidents managed by the company.

Crisis Response Time: Measures the time taken to respond to a crisis, indicating the efficiency of crisis communication.

Current Ratio: Measures the company's ability to pay short-term obligations with short-term assets.

Customer Acquisition Cost (CAC): Average cost to acquire a new customer, assessing marketing and sales efficiency.

Customer Acquisition Rate: Measures the rate at which new customers are acquired, indicating the effectiveness of marketing and sales strategies.

Customer Adoption Rate of New Products: Percentage of customers adopting new products or services, indicating market acceptance and success.

Customer Churn Rate: Measures the percentage of customers lost.

Customer Feedback on New Products: Measures customer satisfaction and feedback on newly launched products or services, indicating market acceptance.

Customer Feedback Score: Tracks customer satisfaction through weekly feedback.

Customer Feedback: Collects feedback from customers through surveys and reviews, providing insights into customer satisfaction.

Customer Inquiry Response Time: Measures the average time taken to respond to customer inquiries.

Customer Lifetime Value (CLV): Total revenue expected from a customer over their relationship with the company.

Customer Retention Rate: Percentage of customers who continue to do business with the company over a specific period.

Customer Reviews: Number of reviews received from customers.

Customer Satisfaction Linked to Employee Engagement: Correlates customer satisfaction scores with employee engagement levels.

Customer Satisfaction Score (CSAT): Measures customer satisfaction with products or services, indicating potential for repeat business and referrals.

Customer Satisfaction: Tracks customer happiness and loyalty through surveys.

Customer Service Response Time: Tracks the average time taken to respond to customer inquiries.

Cycle Time: Measures the time taken to complete one cycle of a process, indicating operational efficiency.

Data Loss Prevention (DLP) Effectiveness: Measures the effectiveness of DLP tools in preventing data breaches.

Days Cash on Hand: Number of days the company can continue to pay its operating expenses with the available cash.

Days Payable Outstanding (DPO): Average number of days the company takes to pay its invoices.

Days Sales Outstanding (DSO): Average number of days it takes to collect payment after a sale.

Debt Maturity Profile: Distribution of debt maturities over time, indicating refinancing risk.

Debt Service Coverage Ratio (DSCR): Measures the ability to service debt with operating income.

Debt to Equity Ratio: Indicates the proportion of debt financing relative to equity, reflecting financial leverage.

Debt: Amount of outstanding debt.

Depreciation and Amortization: Measures the reduction in value of assets over time.

Desk Occupancy Rate: Tracks the percentage of desks that are occupied during work hours.

Digital Engagement: Measures engagement with digital channels, such as website visits, social media interactions, and app usage.

Digital Learning Adoption Rate: Percentage of employees using digital learning platforms and resources.

Direct Deposit Rate: Percentage of employees receiving their pay via direct deposit.

Disaster Recovery Testing Frequency: How often disaster recovery plans are tested.

Diversity and Inclusion: Measures the diversity of the workforce and inclusion practices.

Diversity Hire Rate: Percentage of hires from diverse backgrounds, indicating the effectiveness of diversity recruitment efforts.

Dividend Payout Ratio: Percentage of earnings paid out as dividends to shareholders.

Downtime: time assets are non-operational due to failures or maintenance.

Duplicate Payment Rate: Percentage of duplicate payments made.

Duration of Business Continuity Events: duration of business continuity events.

Duration of Payroll System Downtime: Amount of time the payroll system was unavailable.

Duration of System Downtime: Amount of time a system was unavailable.

Early Payment Discounts Captured: Percentage of early payment discounts taken advantage of by paying invoices before the due date.

Earnings Before Interest and Taxes (EBIT): Measures profitability excluding interest and tax expenses.

Earnings Before Interest, Taxes, Depreciation, and Amortization (EBITDA): Measures operating performance excluding non-operating expenses.

Earnings Growth Rate: Measures the percentage increase in earnings over a specific period.

Earnings Per Share (EPS): Measures the company's profitability on a per-share basis.

Economic Value Added (EVA): Measures the company's financial performance based on residual wealth.

Email Click-Through Rate (CTR): Percentage of recipients who click on links within the company's emails, indicating engagement with the content.

Email Open Rate: Percentage of recipients who open the company's emails, indicating the effectiveness of email campaigns.

Email Subscribers: Number of subscribers to the company's email list.

Employee Absenteeism Cost: Total cost associated with employee absenteeism.

Employee Absenteeism Rate: Measures the frequency of employee absences, with lower rates indicating higher engagement.

Employee Advocacy Rate: Measures the percentage of employees who speak positively about the company externally.

Employee Benefit Utilization: Measures the extent to which employees use available benefits, indicating their engagement with company offerings.

Employee Data Accuracy: Measures the accuracy of employee data used in payroll processing.

Employee Development Plan Completion Rate: Percentage of employees who complete their individual development plans.

Employee Engagement in Innovation: Measures the level of employee involvement in innovation activities, indicating a culture of innovation.

Employee Engagement in Learning Activities: Measures the level of engagement in learning activities outside of formal training.

Employee Engagement Index: A composite score derived from multiple survey questions that measure different dimensions of employee engagement.

Employee Engagement Score: Measures overall employee engagement, which can be influenced by learning and development opportunities.

Employee Engagement: Measures the level of employee involvement and enthusiasm.

Employee Feedback on Training: Collects insights from employees about their training experiences and areas for improvement.

Employee Feedback: Collects feedback from employees via surveys and pulse surveys to understand the effectiveness of communication and make data-driven decisions.

Employee Grievance Rate: Measures the number of formal employee grievances filed.

Employee Grievances Related to Compensation and Benefits: Total number of grievances filed by employees regarding compensation and benefits.

Employee Grievances: Number of formal complaints filed by employees, with fewer grievances indicating higher engagement.

Employee Health and Wellness Program Participation: Tracks participation rates in health programs.

Employee Net Promoter Score (eNPS): Measures how likely employees are to recommend their workplace to others, indicating overall satisfaction and loyalty.

Employee Onboarding Time: Measures the time taken to fully onboard new employees.

Employee Participation in Surveys: Percentage of employees participating in internal surveys, indicating their willingness to provide feedback.

Employee Productivity: Revenue generated per employee, indicating workforce efficiency.

Employee Recognition Program Participation: Percentage of employees participating in recognition programs, reflecting their engagement.

Employee Referral Rate: Percentage of new hires referred by current employees, indicating their willingness to recommend the company.

Employee Resource Group Participation: Percentage of employees involved in resource groups, indicating engagement in diversity and inclusion initiatives.

Employee Retention Rate Post-Compensation Review: Measures retention rates following compensation reviews and adjustments.

Employee Retention Rate: Measures the percentage of employees who stay with the company.

Employee Satisfaction Score: Gauges overall employee satisfaction through surveys, reflecting their contentment with various aspects of their job.

Employee Satisfaction with Career Development: Measures employee satisfaction with career development opportunities provided by the company.

Employee Satisfaction with Communication Tools: Measures employee satisfaction with the tools used for internal communication.

Employee Satisfaction with Payroll: Measures employee satisfaction with the payroll process through surveys.

Employee Satisfaction with Training: Measures employee satisfaction with training programs through surveys.

Employee Suggestion Implementation Rate: Percentage of employee suggestions that are implemented, reflecting the company's responsiveness to employee input.

Employee Survey Response Rate: Measures the percentage of employees who respond to engagement surveys, indicating their willingness to provide feedback.

Employee Tenure: Average length of time employees stay with the company, indicating long-term engagement.

Employee Training Hours: Measures the amount of time spent on employee training and development.

Employee Turnover Cost: Total cost associated with employee turnover, including recruitment, training, and lost productivity.

Employee Turnover Intentions: Percentage of employees considering leaving the company, with lower rates indicating higher engagement.

Employee Turnover Rate: Measures the rate at which employees leave the company, indicating workforce stability.

Employee Wellness Program Participation: Percentage of employees participating in wellness programs, indicating engagement with benefits.

Encryption Coverage: Percentage of sensitive data that is encrypted both in transit and at rest.

Endpoint Protection Coverage: Percentage of endpoints (e.g., computers, mobile devices) with up-to-date security protection.

Energy Consumption per Asset: Measures the energy usage of assets, indicating efficiency and sustainability.

Energy Consumption: Measures the amount of energy used by the company.

Engagement Metrics: Tracks engagement rates through employee apps, email newsletters, and internal videos, showing how well key messages are received.

Engagement Rate: Overall engagement rate across all external communication channels.

Environmental Impact: Tracks the company's environmental footprint, including emissions and resource use.

Environmental, Social, and Governance (ESG) Metrics: Measures performance on ESG criteria, reflecting sustainability and ethical practices.

Equity Ratio: Tracks the proportion of equity used to finance assets.

Error Detection Rate: Percentage of errors detected in accounting processes before financial statements are finalized.

Event Attendance: Tracks the number of attendees at company-hosted events, indicating interest and engagement.

Event Attendees: Number of attendees at company-hosted events over a specific period.

Event Participation Rate: Percentage of invited investors who participate in IR events, such as earnings calls and conferences.

Exit Interview Feedback: Collects insights from departing employees about their reasons for leaving, reflecting engagement issues.

Expense Ratio: Percentage of revenue spent on operating expenses, indicating cost management efficiency.

Expense Report Processing Time: Measures the time taken to process employee expense reports.

Expenses: Tracks all costs incurred by the company.

External Collaboration Rate: Measures the frequency of collaboration with external partners, such as universities or startups, on innovation projects.

Feedback and Surveys: Collect feedback from investors to understand their perceptions, expectations, and areas for improvement.

Feedback Implementation Rate: Percentage of employee feedback that is acted upon, showing responsiveness to employee input.

Financial Close Time: Tracks the time taken to close the books at the end of the week.

Financial Compliance Rate: Tracks adherence to financial regulations and standards.

Financial Risk Exposure: Assesses the potential financial impact of identified risks.

Financial Statement Accuracy: Measures the accuracy of financial statements generated from accounting records.

Financial Statement Timeliness: Average time taken to prepare financial statements.

Firewall Rule Change Success Rate: Percentage of firewall rule changes implemented without causing issues.

First Call Resolution Rate: Percentage of IT issues resolved on the first contact.

First Contact Resolution Rate: Percentage of customer issues resolved on the first contact, indicating service efficiency.

First Pass Yield (FPY): Percentage of products that meet quality standards without requiring rework, indicating production quality.

First-Year Attrition Rate: Percentage of new hires who leave the company within their first year.

Fixed Charge Coverage Ratio: Measures the company's ability to cover fixed charges, such as debt and lease payments.

Forecast Accuracy: Measures how close financial forecasts are to actual results.

Foreign Exchange Exposure: Measures the impact of currency fluctuations on financial performance.

Foreign Exchange Gains/Losses: Net gains or losses from currency fluctuations.

Fraud Detection Rate: Percentage of fraudulent invoices detected and prevented.

Free Cash Flow (FCF): Cash generated after accounting for capital expenditures.

Gross Profit Margin: Percentage of revenue remaining after deducting the cost of goods sold, reflecting production and pricing efficiency.

Gross Profit: Measures the profit after deducting COGS.

Health and Safety Incidents: Measures the number of workplace incidents, with fewer incidents potentially indicating higher engagement.

Healthcare Claims Cost: Total cost of healthcare claims submitted by employees.

Healthcare Cost per Employee: Average cost of healthcare benefits per employee.

Hedging Effectiveness: Measures how well hedging strategies mitigate financial risks.

Hedging Gains/Losses: Net gains or losses from hedging activities.

Hiring Manager Satisfaction: Measures the satisfaction of hiring managers with the recruitment process and the quality of candidates.

Hiring Velocity: The speed at which positions are filled, indicating the efficiency of the recruitment process.

HR Cost per Employee: Average cost of HR services per employee.

HR Service Delivery Time: Average time taken to deliver HR services, such as processing leave requests or resolving employee queries.

Idea Conversion Rate: Percentage of new ideas that progress from concept to implementation, reflecting the effectiveness of the innovation process.

Incentive Compensation Utilization Rate: Percentage of employees receiving performance-based incentives.

Incentive Payouts: Amount paid out in performance-based incentives.

Incident Response Plan Testing Frequency: How often the incident response plan is tested and updated.

Incident Response Time: Average time taken to respond to IT incidents.

Incident Severity: Measures the severity of incidents that occur, helping prioritize risk management efforts.

Influencer Collaborations: Number of collaborations with influencers.

Influencer Engagement: Tracks interactions and collaborations with influencers, indicating the reach and impact of influencer marketing.

Innovation and Suggestion Rate: Number of ideas and suggestions submitted by employees, indicating their proactive engagement.

Innovation Budget Utilization: Percentage of the allocated innovation budget that is effectively utilized, indicating financial commitment to innovation.

Innovation Culture Index: Composite score derived from employee surveys measuring the organization's culture of innovation.

Innovation Pipeline Value: Total potential value of all active innovation projects, indicating future growth potential.

Innovation Project Success Rate: Percentage of innovation projects that achieve their intended outcomes, indicating the effectiveness of innovation management.

Innovation Rate in Asset Management: Measures the adoption of new technologies and practices in asset management.

Innovation Rate: Measures the percentage of revenue generated from new products or services, indicating the company's innovation capability.

Innovation Training Participation: Percentage of employees participating in innovation-related training programs, reflecting the emphasis on building innovation skills.

Intercompany Reconciliation Accuracy: Accuracy of intercompany reconciliations.

Intercompany Reconciliation Timeliness: Average time taken to reconcile intercompany transactions.

Interest Coverage Ratio: Measures the company's ability to pay interest on its debt from operating income.

Interest Expense: Cost incurred from interest on debt.

Internal Communication Campaign Reach: Measures the reach of specific internal communication campaigns.

Internal Mobility Rate: Percentage of positions filled by internal candidates, indicating opportunities for career advancement within the company.

Internal Newsletter Open Rate: Percentage of employees opening internal newsletters, indicating interest in company updates.

Internal Promotion Rate: Percentage of positions filled by internal candidates

Internal Social Media Engagement: Measures likes, comments, and shares on internal social media platforms, indicating employee interaction and engagement.

Internal vs. External Hire Ratio: Ratio of internal hires to external hires.

Interview-to-Hire Ratio: Number of interviews conducted per hire made.

Interview-to-Offer Ratio: Number of interviews conducted per job offer made, indicating the selectivity and efficiency of the interview process.

Intranet Usage Rate: Measures the frequency and duration of employee visits to the company intranet, indicating its usefulness and engagement.

Intrusion Detection System (IDS) Alert Accuracy: Percentage of IDS alerts that are accurate and actionable.

Inventory Levels: Measures the amount of inventory on hand.

Inventory Turnover for Spare Parts: Measures how often spare parts inventory is used and replaced.

Inventory Turnover: Number of times inventory is sold and replaced over a period, indicating inventory management efficiency.

Investment Income: Income generated from investments.

Investment Yield: Return on investments managed by the treasury, indicating the effectiveness of investment strategies.

Investor Engagement Metrics: Track the number of investor meetings, calls, and interactions to gauge engagement levels.

Investor Newsletter Open Rate: Measure the open rate of investor newsletters to gauge interest and engagement.

Investor Presentation Attendance: Track attendance at investor presentations and roadshows to measure interest and engagement.

Investor Query Response Time: Average time taken to respond to investor queries, indicating responsiveness and efficiency.

Investor Relations Team Productivity: Measure the efficiency and output of the IR team in managing investor communications and activities.

Investor Relations Website Traffic: Track visits to the IR section of the company website to measure interest and engagement.

Investor Retention Rate: Measure the percentage of investors who remain invested over a period.

Investor Sentiment Analysis: Analyze sentiment from investor communications and feedback to understand overall investor mood.

Invoice Approval Time: Average time taken for invoices to be approved.

Invoice Dispute Rate: Percentage of invoices disputed by customers.

Invoice Exception Rate: Percentage of invoices that require manual intervention due to errors or discrepancies.

Invoice Matching Rate: Percentage of invoices that match purchase orders and receipts without discrepancies.

Invoice Processing Time: Measures the average time taken to process an invoice from receipt to payment.

IT Asset Cost: Cost of IT assets, including hardware and software.

IT Asset Inventory: Number of IT assets owned by the organization.

IT Asset Utilization Rate: Percentage of IT assets actively used versus those that are idle, indicating resource efficiency.

IT Budget Adherence: Percentage of IT projects and operations completed within the allocated budget.

IT Capital Expenditure (CapEx): Spending on IT capital projects, such as hardware and software acquisitions.

IT Cloud Spend: Amount spent on cloud services and infrastructure.

IT Compliance Cost: Cost incurred for ensuring IT compliance with regulations and standards.

IT Cost as a Percentage of Revenue: Proportion of total revenue spent on IT, indicating the financial impact of IT on the business.

IT Cost Benchmarking: Compares IT costs with industry benchmarks to assess cost competitiveness.

IT Cost Overruns: Amount by which IT projects and operations exceeded their budgeted costs.

IT Cost per Employee: Average IT cost per employee, indicating cost efficiency in supporting the workforce.

IT Cost per Service: Average cost incurred to deliver each IT service.

IT Cost per User: Average cost of IT services per user.

IT Cost Reduction Initiatives: Number and impact of initiatives aimed at reducing IT costs.

IT Cost Savings from Automation: Measures cost savings achieved through IT process automation.

IT Cost Savings: Cost savings achieved through IT initiatives and optimizations.

IT Financial Forecast Accuracy: Accuracy of financial forecasts for IT spending and investments.

IT Financial Risk Exposure: Measures the financial risks associated with IT investments and operations.

IT Financial Risk: Financial risk associated with IT investments and operations.

IT License Cost: Cost incurred for software licenses and subscriptions.

IT Maintenance Cost: Cost incurred for maintaining IT infrastructure and services.

IT Operational Cost: Cost incurred for IT operations, including maintenance and support.

IT Operational Efficiency: Measures the efficiency of IT operations in terms of cost and resource utilization.

IT Operational Expenditure (OpEx): Spending on IT operational activities, such as maintenance and support.

IT Outsourcing Cost: Amount spent on outsourcing IT services and functions.

IT Project Budget Variance: Difference between budgeted and actual costs for IT projects, highlighting cost management effectiveness.

IT Project Cost: Cost incurred for IT projects, including development and implementation.

IT Security Spend: Amount spent on IT security measures and initiatives.

IT Service Cost Allocation: Measures how IT costs are allocated across different departments or services.

IT Spend on Innovation: Proportion of IT budget allocated to innovative projects and technologies.

IT Spend vs. Budget: Measures how actual IT spending compares to the budgeted amount, indicating financial discipline and planning accuracy.

IT Spend: Amount spent on IT services and infrastructure over a period.

IT Support Cost: Cost incurred for IT support activities, such as helpdesk and technical support.

IT System Downtime: Tracks the total downtime of IT systems.

IT System Performance: Tracks the performance and uptime of IT systems.

IT System Uptime: Measures the reliability and availability of IT systems.

IT Training Cost: Amount spent on IT training and development for employees.

IT Vendor Performance: Evaluates the performance of IT vendors based on cost, quality, and delivery.

IT Vendor Spend: Amount spent on IT vendors and service providers.

Job Offer Decline Reasons: Tracks the reasons candidates decline job offers, providing insights for improvement.

Journal Entry Accuracy Rate: Percentage of journal entries posted without errors.

Journal Entry Timeliness: Average time taken to post journal entries after the transaction date.

Knowledge Retention Rate: Percentage of knowledge retained by employees after training.

Knowledge Sharing Rate: Frequency of knowledge-sharing activities, such as internal blogs or forums, indicating a culture of collaboration.

Late Payment Rate: Percentage of invoices paid after their due date.

Lead Conversion Rate: Percentage of leads that convert into customers, indicating the effectiveness of sales strategies.

Lead Generation: Tracks the number of leads generated through external communication campaigns.

Lead Time: Average time taken from the start of a process to its completion, indicating process efficiency.

Leads Generated: Number of leads generated through external communication efforts.

Learning and Development Impact on Business Goals: Measures the contribution of learning and development programs to achieving business goals.

Learning Path Completion Rate: Percentage of employees who complete structured learning paths.

Learning Program Enrollment Rate: Percentage of employees enrolling in optional learning programs.

Learning Transfer Rate: Measures the extent to which employees apply learned skills and knowledge on the job.

Liquidity Ratio: Ratio of liquid assets to liabilities, indicating the company's ability to meet short-term obligations.

Maintenance Backlog: Total number of pending maintenance tasks, indicating workload and resource allocation.

Maintenance Cost per Unit of Production: Measures the cost of maintenance relative to production output.

Maintenance Cost: expenditure on maintenance activities over a specific period.

Manager Effectiveness Score: Assesses employees' perceptions of their managers' effectiveness, impacting overall engagement.

Manager Satisfaction with Training: Measures managers' satisfaction with the training programs provided to their teams.

Market Capitalization: Total market value of the company's outstanding shares.

Market Share Growth: Measures the increase in the company's market share.

Market Share of New Products: Percentage of market share captured by new products or services.

Market Share: Company's sales as a percentage of total market sales, indicating competitive position.

Marketing Campaign Effectiveness: Tracks the performance of ongoing marketing campaigns.

Mean Time Between Failures (MTBF): Average time between asset failures, indicating reliability and maintenance effectiveness.

Mean Time to Contain (MTTC): Average time taken to contain a security incident after it has been detected.

Mean Time to Detect (MTTD): Average time taken to detect a security incident.

Mean Time to Failure (MTTF): Average time an asset operates before failing, used for non-repairable assets.

Mean Time to Repair (MTTR): Average time taken to repair an asset, reflecting maintenance efficiency.

Mean Time to Respond (MTTR): Average time taken to respond to a security incident after detection.

Media Mentions: Monitor the frequency and sentiment of media mentions to assess public perception and visibility.

Meeting Room Utilization: Measures the frequency and efficiency of meeting room usage.

Message Open Rate: Percentage of internal emails or messages opened by employees, indicating the reach and interest in the communication.

Net Cash Flow: Tracks the total cash inflow and outflow.

Net Income: Tracks the company's total profit after all expenses.

Net Profit Margin: Percentage of revenue that remains as net profit after all expenses, showing overall profitability.

Net Promoter Score (NPS): Gauges customer or employee loyalty and likelihood to recommend the company to others.

Net Working Capital: Difference between current assets and current liabilities, indicating liquidity and operational efficiency.

Network Downtime: Amount of time the network was unavailable.

Network Latency: Measures the delay in data transmission across the network.

New Customer Acquisition Rate: Tracks the number of new customers acquired.

New Hire Retention Rate: Percentage of new hires who remain with the company after a specific period.

Number of Absenteeism Days: Number of workdays missed due to employee absences.

Number of Adjusting Entries: Number of adjusting journal entries posted.

Number of Application Downtimes: Total number of times critical applications were down.

Number of Asset Failures: Count of asset failures within a specific period.

Number of Asset Health Reports: Count of reports generated on asset health and performance.

Number of Asset Inspections: Count of inspections conducted on assets.

Number of Asset Replacements: Count of assets replaced due to failure or obsolescence.

Number of Asset Upgrades: Count of upgrades made to existing assets.

Number of Audit Adjustments: Number of adjustments made during an audit.

Number of Audit Findings: Number of findings from audits related to risk management.

Number of Automated Processes: Total number of processes that have been automated.

Number of Benefits Reviews Conducted: Number of benefits reviews conducted within a specific period.

Number of Business Continuity Events: Number of events that triggered business continuity plans.

Number of Compensation and Benefits Audits: Number of audits conducted to ensure compliance with compensation and benefits policies.

Number of Compensation Reviews Conducted: number of compensation reviews conducted within a specific period.

Number of Completed Projects: Total number of projects completed.

Number of Compliance Issues: Number of compliance-related issues identified.

Number of Compliance Violations: Number of violations of regulatory compliance requirements.

Number of Condition Monitoring Alerts: Count of alerts generated by condition monitoring systems.

Number of Corrective Maintenance Tasks: Count of corrective maintenance tasks completed.

Number of Credit Memos Issued: Number of credit memos issued to customers.

Number of Customer Complaints on New Products: Number of complaints received about newly launched products or services.

Number of Customer Complaints: Number of complaints received from customers.

Number of Customer Queries: Number of queries received from customers.

Number of Data Breaches: Number of data breaches that occurred.

Number of Data Loss Incidents: Number of incidents involving data loss or leakage.

Number of Detected Security Incidents: Total number of security incidents detected.

Number of Direct Deposits: Number of employees receiving their pay via direct deposit.

Number of Disaster Recovery Tests: Total number of disaster recovery tests conducted.

Number of Disputed Invoices: Number of invoices disputed by customers.

Number of Duplicate Payments: Number of duplicate payments made.

Number of Employee Turnover: Number of employees who left the company.

Number of External Collaborations: Number of collaborations with external partners on innovation projects.

Number of Failed Backups: Total number of backup attempts that failed.

Number of Failed Changes: Total number of changes that failed or caused incidents.

Number of Failed Security Audits: Number of security audits that identified significant issues.

Number of Financial Statement Errors: Number of errors found in financial statements.

Number of Financial Statements Prepared: Number of financial statements generated.

Number of Fraud Incidents: Number of fraudulent activities detected.

Number of Fraudulent Invoices: Number of fraudulent invoices detected.

Number of Hires: Number of new employees hired within a specific period.

Number of Identified Risks That Did Not Occur: Measures the number of identified risks that did not materialize.

Number of Identified Risks That Occurred: Measures the number of identified risks that materialized during the project lifecycle.

Number of Incident Reports: Number of reports filed for risk-related incidents.

Number of Incidents: Total number of incidents reported.

Number of Innovation Awards Won: Measures the recognition received for innovation efforts, indicating external validation of innovation capabilities.

Number of Innovation Failures Documented: Number of documented failures from innovation projects, indicating lessons learned.

Number of Innovation Failures: Number of innovation projects that did not achieve their intended outcomes.

Number of Innovation Metrics Tracked: Number of metrics tracked to measure innovation performance.

Number of Innovation Projects Completed: Number of innovation projects completed within a specific period.

Number of Innovation Projects in Pipeline: Number of active innovation projects in the pipeline.

Number of Innovation Projects: Count of innovation projects undertaken in asset management.

Number of Innovation Success Stories: Number of documented success stories from innovation projects.

Number of Innovation Training Hours: Number of hours spent on innovation-related training programs.

Number of Innovation Workshops Held: Number of workshops or brainstorming sessions focused on generating new ideas.

Number of Intercompany Transactions: Number of intercompany transactions recorded.

Number of Invoices Approved: Number of invoices approved for payment.

Number of Invoices Issued: Number of invoices issued in a given period.

Number of Invoices Matched: Number of invoices that matched purchase orders and receipts.

Number of Invoices Paid Late: Number of invoices paid after the due date.

Number of Invoices Paid on Time: Number of invoices paid within the agreed terms.

Number of Invoices Paid: Number of invoices paid in a given period.

Number of Invoices Processed Manually: Number of invoices that required manual processing.

Number of Invoices Processed per Employee: Measures the efficiency of the accounts payable team.

Number of Invoices Processed: Number of invoices processed in a given period.

Number of Invoices Rejected: Number of invoices rejected due to errors or discrepancies.

Number of Invoices Unpaid: Number of invoices still unpaid.

Number of Journal Entries: Number of journal entries posted in a given period.

Number of Maintenance Backlogs: Count of pending maintenance tasks.

Number of Malware Infections: Number of malware infections detected.

Number of Manual Journal Entries: Total number of journal entries that require manual intervention.

Number of New Ideas Generated: Measures the quantity of new ideas proposed by employees, indicating the level of creative activity within the organization.

Number of New Product Launches: Total number of new products or services launched within a specific period, indicating the output of innovation efforts.

Number of New Products Launched: Number of new products or services launched within a specific period.

Number of Operational Risk Events: Number of incidents impacting treasury operations.

Number of Patching Delays: Number of instances where patches were not applied within the required timeframe.

Number of Patents Filed: Measures the number of patents filed, indicating the level of innovative activity and intellectual property creation.

Number of Patents Granted: Number of patents granted, indicating the success of intellectual property efforts.

Number of Payment Errors: Number of errors in payment processing.

Number of Payment Plans: Number of payment plans set up for customers.

Number of Payroll Adjustments: Number of adjustments made to payroll runs.

Number of Payroll Complaints: Number of complaints received from employees regarding payroll.

Number of Payroll Errors: Number of errors encountered in payroll processing.

Number of Payroll Fraud Incidents: Number of fraudulent payroll activities detected.

Number of Payroll Queries: Number of queries received from employees regarding payroll.

Number of Payroll System Downtime Incidents: Number of times the payroll system was unavailable.

Number of Payroll System Utilization Issues: Number of issues encountered with payroll system utilization.

Number of Payroll Transactions: Number of payroll transactions processed.

Number of Phishing Attacks: Number of phishing attacks detected.

Number of Policy Violations: Number of violations of treasury policies.

Number of Preventive Maintenance Tasks: Count of preventive maintenance tasks completed.

Number of Procurement Audits: Number of audits conducted on procurement processes and activities.

Number of Procurement Process Improvements: Number of process improvements implemented in procurement.

Number of Procurement Projects: Number of procurement projects initiated and completed.

Number of Procurement Staff: Number of employees working in the procurement department.

Number of Prototypes Developed: Total number of prototypes created during the innovation process, indicating experimentation and development activity.

Number of Purchase Orders: Number of purchase orders issued within a specific period.

Number of Ransomware Attacks: Number of ransomware attacks detected.

Number of Reconciliation Discrepancies: Number of discrepancies found during reconciliations.

Number of Reconciliations: Number of account reconciliations completed.

Number of Refunds Issued: Number of refunds issued to customers.

Number of Revised Invoices: Total number of invoices that had to be revised.

Number of Risk Assessments Conducted: Number of risk assessments conducted within a given period.

Number of Risk Management Policy Violations: Number of violations of risk management policies.

Number of Risk Management Reviews: Number of reviews conducted to assess the effectiveness of risk management processes.

Number of Risk Management Training Hours: Number of hours spent on risk management training.

Number of Risk-Related Incidents: Number of incidents related to identified risks.

Number of Risks Identified: Number of risks identified within a given period.

Number of Risks Mitigated: Number of risks that have been successfully mitigated.

Number of Risks That Occurred: Number of risks that materialized during a given period.

Number of Safety Incidents: Count of safety incidents related to asset operations.

Number of Security Awareness Training Failures: Number of employees who failed security awareness training assessments.

Number of Security Breaches: Total number of security breaches that occurred.

Number of Security Incidents Detected by Automated Systems: Number of incidents detected by automated security systems.

Number of Security Incidents Detected by Manual Processes: Number of incidents detected by manual processes.

Number of Security Incidents Escalated: Number of security incidents that required escalation.

Number of Security Incidents Involving Third Parties: Number of security incidents involving third-party vendors.

Number of Security Incidents Prevented: Total number of potential security incidents that were successfully prevented.

Number of Security Incidents Resulting in Legal Action: Number of security incidents that resulted in legal action.

Number of Security Incidents Resulting in Reputational Damage: Number of security incidents that caused reputational damage to the organization.

Number of Security Incidents: Number of security incidents reported over a period.

Number of Security Policy Violations: Number of violations of security policies.

Number of Service Requests: Total number of IT service requests received.

Number of Supplier Audits: Number of audits conducted on suppliers to ensure compliance and quality.

Number of Supplier Contracts: Number of active contracts with suppliers.

Number of Supplier Defects: Number of defects or issues reported with supplier deliveries.

Number of Supplier Deliveries: Count of deliveries made by suppliers.

Number of Supplier Disputes: Number of disputes or issues raised with suppliers.

Number of Supplier Evaluations: Number of evaluations conducted on suppliers to assess performance and compliance.

Number of Supplier Innovations: Number of innovations or new products introduced by suppliers.

Number of Supplier Meetings: Number of meetings held with suppliers to discuss performance and collaboration.

Number of Supplier Returns: Number of returns or rejections of goods from suppliers.

Number of Suppliers: Number of active suppliers used by the company.

Number of System Downtime Incidents: Number of times a system was unavailable.

Number of System Errors: Number of errors encountered in a system.

Number of Systems Out of Compliance: Total number of systems not compliant with patch management.

Number of Training Hours: Number of hours spent on training users on a system.

Number of Unauthorized Access Incidents: Number of incidents involving unauthorized access to systems or data.

Number of Unidentified Risks That Occurred: Measures the number of unidentified risks that materialized during the project lifecycle.

Number of Unresolved Incidents: Total number of IT incidents that remain unresolved.

Number of User Complaints: Number of complaints received from users about a system.

Number of Variance Analysis Errors: Number of errors found in variance analysis reports.

Number of Variance Analysis Reports: Number of variance analysis reports prepared.

Number of Vulnerabilities Discovered: Number of vulnerabilities discovered through scans and assessments.

Number of Work Orders: Number of maintenance work orders issued.

Number of Write-Offs: Number of invoices written off as bad debt.

Offer Acceptance Rate: Percentage of job offers accepted by candidates, indicating the attractiveness of the job and company.

Office Cleanliness Score: Measures the cleanliness of the office through regular inspections.

Office Equipment Downtime: Tracks the amount of time office equipment is out of service.

Office Equipment Replacement Rate: Measures the frequency of replacing office equipment.

Office Lease Costs: Tracks the costs associated with leasing office space.

Office Maintenance Costs: Tracks the costs associated with maintaining the office.

Office Renovation Costs: Tracks the costs of any office renovations.

Office Security Incidents: Measures the number of security breaches or incidents.

Office Space Utilization Rate: Tracks how efficiently office space is being used.

Office Supply Costs: Tracks the total expenditure on office supplies.

Onboarding Satisfaction: Gauges new employees' satisfaction with the onboarding process, impacting their initial engagement.

Operating Cash Flow: Cash generated from regular business operations, indicating liquidity and operational efficiency.

Operating Costs: Measures the costs associated with running the office.

Operating Expense Ratio: Measures operating expenses as a percentage of revenue.

Operating Expenses: Tracks expenses related to the core business operations.

Operating Income: Tracks profit from core business operations.

Operating Margin: Measures the percentage of revenue left after paying for variable costs of production.

Operational Efficiency: Measures the efficiency of business operations, often through metrics like cycle time or throughput.

Operational Risk Events: Number of incidents that could impact treasury operations.

Order Fulfillment Cycle Time: Average time taken to fulfill customer orders from receipt to delivery.

Outstanding Receivables: value of unpaid invoices.

Overall Equipment Effectiveness (OEE): Combines availability, performance, and quality to measure the effectiveness of equipment.

Overtime Cost: Amount spent on overtime pay.

Overtime Hours: Number of overtime hours worked by employees.

Overtime Pay as a Percentage of Total Payroll: Measures the proportion of overtime pay in the total payroll, indicating workload and compensation balance.

Participation Rate in Engagement Surveys: Percentage of employees who participate in engagement surveys, indicating their willingness to provide feedback.

Patch Management Compliance: Percentage of systems that are up to date with security patches.

Pay Equity Ratio: Compares the pay of employees in similar roles to ensure fairness and equity.

Payment Error Rate: Percentage of payments that contain errors.

Payment Method Optimization: Measures the effectiveness of using the most cost-efficient payment methods.

Payment Volume: value of payments made in a given period.

Payroll Accuracy Rate: Percentage of payroll runs completed without errors.

Payroll Adjustment Rate: Percentage of payroll runs that require adjustments after processing.

Payroll Compliance Rate: Percentage of payroll runs that comply with legal and regulatory requirements.

Payroll Cost as a Percentage of Revenue: Measures payroll costs relative to the company's revenue.

Payroll Cost: Cost incurred for payroll processing in a given period.

Payroll Error Rate: Percentage of payroll runs that contain errors.

Payroll Fraud Detection Rate: Percentage of fraudulent payroll activities detected and prevented.

Payroll Processing Time per Employee: Average time spent processing payroll per employee.

Payroll Staff Productivity: Number of payroll transactions processed per payroll employee.

Payroll System Downtime: Measures the amount of time the payroll system is unavailable.

Payroll System Utilization: Percentage of the payroll system features being used effectively.

Peer Comparison: Compare key metrics with peer companies to benchmark performance.

Peer Learning Participation Rate: Percentage of employees participating in peer learning or mentoring programs.

Percentage of Automated Processes: Proportion of IT processes that are automated.

Percentage of Contingency Reserve Spent: Tracks the use of contingency reserves set aside for risk management.

Percentage of Electronic Payments: Proportion of payments made electronically versus traditional methods like checks.

Percentage of High-Risk Accounts: Proportion of accounts deemed high-risk for non-payment.

Percentage of Incidents Detected by Automated Systems: Proportion of security incidents detected by automated tools versus manual detection.

Percentage of Invoices Paid Early: Proportion of invoices paid before the due date.

Percentage of Invoices Paid Late: Proportion of invoices paid after the due date.

Percentage of Invoices Paid on Time: Proportion of invoices paid within the agreed terms.

Percentage of Payments Succeeding First Time: Proportion of payments processed successfully on the first attempt, indicating operational efficiency.

Percentage of Recurring Invoices: Proportion of invoices that are recurring.

Performance Improvement Post-Training: Measures the improvement in employee performance after completing training programs.

Performance Review Completion Rate: Percentage of performance reviews completed on time.

Performance Review Scores: Measures employee performance, with higher scores often linked to higher engagement.

Phishing Simulation Success Rate: Percentage of employees who successfully identify and report phishing simulations.

PR Value: estimated value of media coverage received.

Press Release Reach: Measures the distribution and reach of press releases, indicating the effectiveness of PR efforts.

Press Releases Issued: Number of press releases issued by the company.

Preventive Maintenance Compliance: Percentage of scheduled preventive maintenance tasks completed on time.

Price to Earnings (P/E) Ratio: Valuation ratio comparing the company's current share price to its per-share earnings.

Procurement Cost Reduction: Total cost reductions achieved through procurement initiatives.

Procurement Cycle Time: Average time taken to complete the procurement process from requisition to payment.

Procurement Process Efficiency: Measures the efficiency of procurement processes, often through metrics like process cycle time or cost per transaction.

Procurement ROI: Return on investment for procurement activities, indicating the financial effectiveness of purchasing strategies.

Procurement Savings: savings achieved through procurement activities, including cost reductions and cost avoidance.

Procurement Spend Forecast Accuracy: Measures the accuracy of procurement spend forecasts compared to actual spend.

Procurement Spend: Amount spent on procurement activities, including goods, services, and administrative costs.

Procurement Training Hours: Number of hours spent on training and development for procurement staff.

Product Development Progress: Tracks the progress of ongoing product development projects.

Product Quality: Measures the quality of products through defect rates and returns.

Product Return Rate: Measures the percentage of products returned.

Production Downtime: Tracks the amount of time production is halted, indicating operational efficiency and equipment reliability.

Project Completion Rate: Tracks the percentage of projects completed on time.

Project Delivery Time: Average time taken to complete IT projects.

Project Milestone Achievement: Tracks the completion of project milestones.

Promotion Rate: Percentage of employees promoted within a specific period, indicating career growth and development.

Public Relations (PR) Value: Measures the estimated value of media coverage, reflecting the impact of PR efforts.

Purchase Order Accuracy: Percentage of purchase orders issued without errors or discrepancies.

Purchase Order Cycle Time: Measures the average time taken from placing a purchase order to receiving the goods or services.

Quality of Hire: Measures the performance and retention of new hires, indicating the effectiveness of the recruitment process.

Quality of Work: Assesses the quality of work produced by employees, with higher quality often linked to higher engagement.

Quick Ratio: Similar to the current ratio but excludes inventory, focusing on the most liquid assets.

R&D Investment: Tracks the amount invested in research and development.

R&D Spend as a Percentage of Revenue: Proportion of revenue invested in research and development, indicating the company's commitment to innovation.

R&D Spend: Amount spent on research and development activities.

Recognition Frequency: Measures how often employees are recognized for their contributions, reflecting the company's recognition culture.

Reconciliation Accuracy Rate: Percentage of reconciliations completed without discrepancies.

Reconciliation Timeliness: Average time taken to complete account reconciliations.

Recruitment Cost: Cost incurred for recruitment activities within a specific period.

Recruitment Funnel Conversion Rate: Measures the conversion rates at each stage of the recruitment funnel, from application to hire.

Recruitment Funnel Drop-off Rate: Percentage of candidates who drop out at each stage of the recruitment funnel.

Recruitment Marketing ROI: Return on investment for recruitment marketing efforts, indicating the effectiveness of marketing strategies.

Recruitment Source Effectiveness: Measures the effectiveness of different recruitment sources in attracting quality candidates.

Referral Hire Rate: Percentage of hires that come from employee referrals.

Referral Rate: Percentage of hires that come from employee referrals, indicating the effectiveness of referral programs.

Regulatory Compliance: Tracks adherence to industry regulations and standards.

Regulatory Requirement Compliance: Ensures compliance with relevant laws, regulations, and industry standards related to risk management.

Response Time to Employee Queries: Average time taken to respond to employee queries, indicating the efficiency of internal communication.

Retention Rate: Percentage of new hires who remain with the company after a specific period.

Retirement Plan Contributions: Total amount contributed to employee retirement plans by the company.

Retirement Plan Participation Rate: Percentage of employees participating in company-sponsored retirement plans.

Return on Assets (ROA): Measures profitability relative to total assets, indicating how efficiently assets are used.

Return on Capital Employed (ROCE): Measures profitability relative to capital employed.

Return on Equity (ROE): Measures profitability relative to shareholders' equity.

Return on Innovation Investment (ROI_I): Measures the financial return generated from investments in innovation projects.

Return on Investment (ROI): Measures the profitability of an investment relative to its cost.

Revenue from Innovation: revenue attributed to innovation activities, including new products and services.

Revenue from New Products: Proportion of total revenue generated from products or services launched within the last few years, indicating the impact of innovation on growth.

Revenue Growth Rate: Measures the percentage increase in revenue over a specific period, indicating the company's ability to generate sales.

Revenue per Employee: Tracks the revenue generated per employee.

Revenue: income generated from sales of goods or services.

Rewards Program Utilization: Percentage of employees utilizing the rewards programs offered by the company.

Risk Appetite Adherence: Monitors whether the organization operates within its defined risk appetite and tolerance levels.

Risk Culture Assessment: Evaluates the organization's risk culture, including employee awareness, attitudes, and behaviors toward risk management.

Risk Exposure: Measures the total amount of risk exposure within the organization, often expressed in monetary terms or other quantitative measures.

Risk Identification Rate: Measures the rate at which new risks are identified and documented within the organization.

Risk Management Cost: Measures the expenses of implementing and maintaining risk-management processes and systems.

Risk Mitigation Effectiveness: Assesses how well risk-mitigation strategies reduce the impact or likelihood of identified risks.

Risk Reporting Accuracy: Assesses the accuracy and completeness of risk-reporting mechanisms.

Risk Resolution Time: Measures the time needed to address and resolve identified risks, minimizing project delays and cost overruns.

Risk Response Time: Evaluates the speed at which the organization identifies and responds to emerging risks.

Salary Competitiveness Ratio (SCR): Measures how competitive the company's salaries are compared to the market average.

Sales Pipeline Growth: Measures the increase in potential sales opportunities.

Sales Pipeline Value: Total potential revenue from all active sales opportunities, indicating future sales potential.

Sales: Measures the sales made in the week.

Scrap Rate: Percentage of materials discarded during production, indicating production efficiency and quality.

Screening Efficiency: Measures the effectiveness of the initial candidate screening process in identifying suitable candidates.

Security Audit Coverage: Percentage of IT systems and processes covered by regular security audits.

Security Awareness Training Completion Rate: Percentage of employees who have completed security awareness training.

Security Effectiveness Metrics: Measures the effectiveness of security measures in mitigating risks.

Security Incident Detection Time: Average time taken to detect security incidents.

Security Incident Escalation Rate: Percentage of security incidents that require escalation to higher management.

Security Policy Violation Rate: Number of security policy violations detected over a period.

Service Request Fulfillment Time: Average time taken to fulfill IT service requests.

Share of Voice (SOV): Measures the company's presence in the market compared to competitors, reflecting brand prominence.

Share Price Performance: Evaluate share price performance over time, correlating major events or announcements with changes in stock value.

Share Price Volatility: Tracks the fluctuations in share price over a period.

Shareholder Base Growth: Monitor changes in the shareholder base to indicate investor sentiment and interest.

Shareholder Return (TSR): Measures the return provided to shareholders, including dividends and stock price appreciation.

Sick Leave Rate: Tracks the frequency of employee sick leave to monitor health trends.

Skill Acquisition Rate: Measures the rate at which employees acquire new skills through training.

Skill Gap Reduction: Measures the reduction in skill gaps identified through assessments.

Social Interaction Rate: Measures the frequency of social interactions among employees, reflecting a positive work environment.

Social Media Engagement: Measures interactions on social media platforms.

Social Media Followers: Number of followers across all social media platforms.

Software License Utilization: Percentage of software licenses actively used versus those that are idle, indicating cost efficiency.

Spare Parts Inventory Cost: Cost of maintaining spare parts inventory.

Spend Under Management: Proportion of total spend managed by the purchasing department, indicating control over procurement activities.

Spend with Key Suppliers: Amount spent with key suppliers, indicating reliance on critical suppliers.

Staff Productivity: Number of invoices processed per accounts receivable employee.

Strategic Initiative Progress: Tracks the progress of key strategic initiatives, indicating alignment with strategic goals.

Supplier Capacity Utilization: Measures the extent to which suppliers are utilized to their full capacity, indicating efficient use of supplier resources.

Supplier Compliance Rate: Percentage of suppliers adhering to contractual terms and conditions.

Supplier Diversity Rate: Percentage of spend with diverse suppliers, indicating commitment to supplier diversity.

Supplier Innovation Contribution: Measures the extent to which suppliers contribute to innovation and new product development.

Supplier Lead Time: Average time taken by suppliers to deliver goods or services after receiving an order.

Supplier On-Time Delivery Rate: Percentage of orders delivered by suppliers on or before the agreed delivery date.

Supplier Onboarding Time: Average time taken to onboard new suppliers.

Supplier Payment Accuracy: Percentage of payments made accurately without errors.

Supplier Payment Cycle Time: Average time taken to complete the payment cycle from invoice receipt to payment.

Supplier Performance Scorecard: Comprehensive evaluation of supplier performance based on multiple criteria.

Supplier Quality Rating: Measures the quality of goods or services provided by suppliers, often based on defect rates or returns.

Supplier Queries: Number of queries received from suppliers.

Supplier Query Response Time: Average time taken to respond to supplier queries.

Supplier Relationship Index: Measures the strength and quality of relationships with key suppliers.

Supplier Risk Assessment: Evaluates the risk associated with suppliers, including financial stability and compliance.

Supplier Satisfaction Score: Measures the satisfaction level of suppliers with the payment process.

Supply Chain Efficiency: Measures the efficiency of the supply chain, often through metrics like order fulfillment time or inventory turnover.

Supply Replenishment Time: Measures the time taken to restock office supplies.

Sustainability Initiatives: Tracks the implementation and success of sustainability programs.

System Downtime: Measures the Amount of time a system is unavailable.

System Uptime: Measures the percentage of time that a system is operational and available.

Tax Expense: Tracks the total taxes paid.

Third-Party Risk Assessment Coverage: Percentage of third-party vendors assessed for security risks.

Time to Competency: Average time taken for employees to reach competency after completing training.

Time to Fill Critical Positions: Average time taken to fill key roles, reflecting the attractiveness of compensation packages.

Time to Fill: Measures the average number of days it takes to fill a job vacancy from the date the job requisition is opened to the date the offer is accepted.

Time to Hire: Measures the time from when a candidate enters the recruitment pipeline to when they accept the job offer.

Time to Market: Average time taken to develop and launch new products or services, reflecting the efficiency of the innovation process.

Time to Productivity: Average time taken for new hires to become fully productive in their roles.

Time to Resolution: Measures the average time taken to resolve risk-related incidents.

Time to Run Payroll: Measures the average time taken to complete the payroll process from start to finish.

Touchless Invoice Processing Rate: Percentage of invoices processed without any manual intervention.

Trading Volume: Measure the volume of shares traded to gauge market activity and investor interest.

Training and Development: Tracks the hours spent on employee training and development.

Training Budget Utilization: Measures how effectively the training budget is utilized.

Training Completion Rate: Percentage of employees who complete assigned training programs.

Training Cost per Employee: Average cost incurred to train each employee.

Training Cost Variance: Difference between budgeted and actual training costs.

Training Hours per Maintenance Employee: Average number of training hours completed by maintenance staff.

Training Hours per Payroll Employee: Average number of training hours provided to payroll staff.

Training Hours: Hours spent on training for employees.

Training Impact on Performance: Measures the impact of training on employee performance.

Training Needs Assessment Completion Rate: Percentage of employees who complete training needs assessments.

Training Participation Rate: Measures the percentage of employees participating in training and development programs, reflecting their commitment to growth.

Training Program Completion Rate: Percentage of training programs completed by employees.

Training Program Diversity: Measures the variety of training programs offered to employees.

Training Program Dropout Rate: Percentage of employees who start but do not complete training programs.

Training Program Effectiveness: Measures the effectiveness of training programs based on post-training assessments and feedback.

Training Program Satisfaction Score: Measures overall satisfaction with training programs through post-training surveys.

Training Program Utilization: Percentage of available training programs utilized by employees.

Training ROI: Return on investment for training programs, indicating their financial effectiveness.

Treasury Policy Compliance Rate: Adherence to internal treasury policies and procedures.

Treasury System Utilization: Percentage of treasury management system features being used effectively.

User Complaints: Number of complaints received from users about services.

User Satisfaction Score: Measures the satisfaction of users with a system.

Value of Adjusting Entries: monetary value of adjusting journal entries.

Value of Audit Adjustments: monetary value of adjustments made during an audit.

Value of Compliance Issues: monetary value associated with compliance issues.

Value of Credit Memos Issued: value of credit memos issued to customers.

Value of Disputed Invoices: value of invoices disputed by customers.

Value of Early Payment Discounts Lost: value of discounts lost due to late payments.

Value of Fraud Incidents: monetary value of fraudulent activities detected.

Value of Intercompany Transactions: monetary value of intercompany transactions.

Value of Invoices Paid: value of invoices paid in a given period.

Value of Invoices Unpaid: value of invoices still unpaid.

Value of Journal Entries: monetary value of journal entries posted.

Value of Operational Risk Events: monetary value of incidents impacting treasury operations.

Value of Payment Errors: monetary value of payment errors.

Value of Payment Plans: value of payment plans set up for customers.

Value of Payroll Adjustments: monetary value of payroll adjustments.

Value of Payroll Fraud: monetary value of fraudulent payroll activities detected.

Value of Policy Violations: monetary value associated with policy violations.

Value of Purchase Orders: monetary value of all purchase orders issued.

Value of Refunds Issued: value of refunds issued to customers.

Value of Risk Management Policy Violations: monetary value associated with policy violations.

Value of Risks That Occurred: monetary value of risks that materialized.

Value of Security Breaches: monetary value of security breaches.

Value of Write-Offs: value of invoices written off as bad debt.

Variance Analysis Accuracy: Accuracy of variance analysis reports.

Variance Analysis Timeliness: Average time taken to complete variance analysis.

Video Engagement Rate: Measures the engagement with internal videos, such as views, likes, and comments.

Video Views: Measures the number of views on company videos, indicating the effectiveness of video content.

Visitor Check-In Time: Tracks the average time taken for visitors to check in.

Vulnerability Scan Coverage: Percentage of IT assets covered by regular vulnerability scans.

Waste Reduction: Tracks the decrease in waste produced by the company.

Web and Social Media Analytics: Analyze website traffic, social media engagement, and the reach of IR-related content.

Webinar Participants: Number of participants in webinars hosted by the company.

Webinar Participation: Tracks the number of participants in webinars hosted by the company, indicating interest and engagement.

Website Traffic: Tracks the number of visitors to the company website.

Website Visits: Number of visits to the company's website over a specific period.

Weekly Cash Flow: Tracks the inflow and outflow of cash.

Weekly Revenue Growth: Measures the increase in revenue on a weekly basis.

Wellness Program Participation: Measures the percentage of employees participating in wellness programs, indicating their engagement in health and well-being initiatives.

Work Order Completion Rate: Percentage of maintenance work orders completed on time.

Work Order Completion Time: Tracks the time taken to complete maintenance or service requests.

Work-Life Balance Score: Measures employees' satisfaction with their work-life balance, reflecting the company's support for personal well-being.

Workers' Compensation Claims Cost: Total cost of workers' compensation claims.

Working Capital Ratio: Measures the company's ability to cover short-term liabilities with short-term assets.

Workplace Accident Rate: Measures the frequency of workplace accidents, with lower rates potentially indicating higher engagement.

Write-Offs as a Percentage of Sales: Measures the proportion of sales written off as bad debt.