

Key Performance Indicators

Exceed Your ERP Implementation Goals with
21 Key Performance Indicators



Visualize Your Data

Key Benefits of KPI Trends

KPI Trends equips you with critical metrics needed to know, review, and use to drive change

Use the Power of Your Existing SQL Server to
Orchestrate Business Improvement!

Most organizations work from a series of reports that independently measure critical parts of operations. This tool is a further refinement of original reports used throughout my consulting experience.

Built on the Microsoft SQL Server Reporting Services (SSRS) platform, this application systematically collects critical data and illustrates your ERP performance against twenty-one proven, industry standard, supply chain metrics from four areas: Overall System, Outbound Performance, Internal Supply Chain and Inbound Performance Metrics.

As a metric, each is very relevant to a part of your operations. As a group, they represent opportunity to manage across departments for the sake of common objectives.

Contact us for more information:
614.410.2667 | jdalessio@ecisolutions.com

KPI Trends provides

- The critical insight you need to resolve operating issues within your ERP system and simultaneously improve customer service, productivity, and reduce inventory.
- The capability to measure your business performance with confidence because it is built on solid fundamental principles as taught by ASCM – The Association for Supply Chain Management.
- The tool to increase collaboration and coordination between various operating departments and simultaneously improve performance metrics as a single integrated business entity.

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Here are the 4 groups of 21 KPI's:

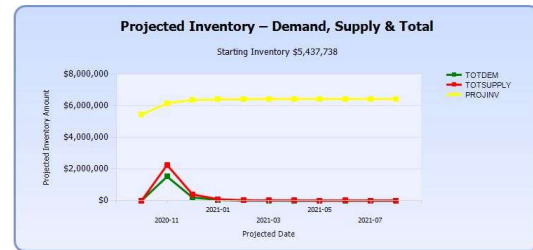
Overall System Metrics are used to gauge the overall operation of the system. No system can work effectively or efficiently if these metrics do not report a high level of accuracy.

1. ORDER DATE REALISM

Calculate the realism of all open orders in the system, where realism is determined by examining order dates and comparing them to the system date.

2. PROJECT INVENTORY ANALYSIS

Uses your current production schedule and cash flows and calculate the future value of inventory.



KPI Trends Data Last Refreshed: 11/17/2020 Report Run By: SERV1RYVickie Chart 2 of 4 Rev: 2.00

Outbound Performance Metrics provide fundamental data for how well you are making and keeping promises to customers and the resulting profit for stakeholders.

3. SALES ORDER ANALYSIS

Monitors open sales orders in relation to their due dates to take effective action on past due orders, as well as watching the sales horizon on future sales.

4. AGED SALES ORDER ANALYSIS

"Slices and dices" the dollar amount of open sales orders by time to assess the overall health of the business.



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5. SHIPPING PERFORMANCE ANALYSIS

Determines the rate of orders shipped in the right quantity at the promised time, and how well you are meeting the promises made to customers on sales orders.

6. QUOTED LEAD-TIME (OUTGOING) ANALYSIS

Measures how well you are promising customer deliveries around your current lead-times.

7. INVOICE ANALYSIS

Monitors the overall health of your business by measuring the dollar amount of sales orders shipped and invoiced.

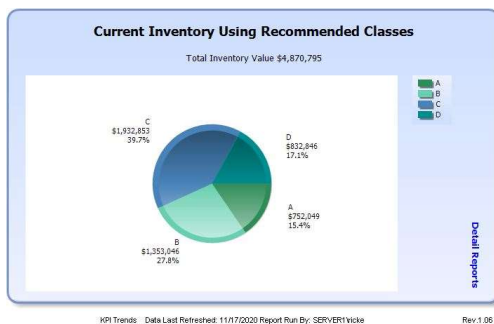
8. PROFIT ANALYSIS

Tracks the profit generated by period, by customers, to understand which customers are contributing, both favorably and unfavorably, to the bottom line.

Internal Supply Chain Metrics provide fundamental data for how well you are using the system to manage the flow of material from suppliers, through the internal supply chain, and out to your customers.

9. ABC ANALYSIS

Finds the parts that are significantly affecting inventory and cost of goods sold values by measuring inventory velocity.



10. INVENTORY TURNS ANALYSIS

Effectively turns inventory faster by understanding the relationship between COGS and inventory values.

11. INVENTORY ANALYSIS

Looks at the levels of stockroom inventory and establishes trends over time.

12. SAFETY STOCK ANALYSIS

Reports the level of safety stock in your inventory and helps manage trends to determine the ideal balance of parts to buffer forecast errors, uncertainties in lead times, and desired service levels.

13. OBSOLETE, SURPLUS AND ACTIVE (OSA) ANALYSIS

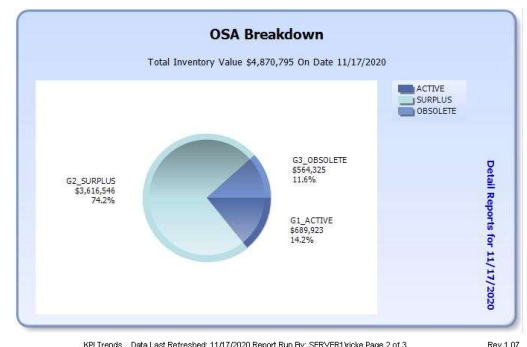
Identifies where excesses exist in your stockroom/warehouse and then develop a plan of action to dispose of it.

14. SHORTAGE TREND

A shortage exists when the part is not completely issued to the order within the expected time.

15. WORK IN PROCESS ANALYSIS

Determines the current values of inventory controlled by released shop orders, not only at the total value but also the percentage of each aging bucket to the total WIP value.



16. SCRAP REPORT

Reports the actual dollar value of scrap from ten identified sources within MAX.

17. INVENTORY ACCURACY

Inventory is considered accurate when the actual count from a physical inventory is within the specified tolerance.

18. CYCLE COUNT ACCURACY

Inventory is considered accurate when the actual count from your formal cycle count program is within the specified tolerance.

Inbound Performance Metrics provide fundamental data for how well you are scheduling and coordinating with our suppliers and the resulting impact on product costs.

19. SUPPLIER PERFORMANCE ANALYSIS

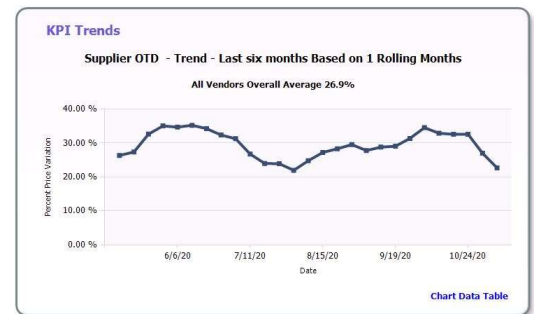
Analyzes how well suppliers are delivering based upon their quoted delivery date, and determine candidates for replacement.

20. LEAD TIME ANALYSIS (INCOMING)

Uncovers how well your planning system is providing the requested lead-times to suppliers. How can suppliers be on time when adequate lead-time is not provided?

21. PURCHASE PRICE VARIANCE ANALYSIS

Determines how well you are purchasing according to standard costs and planned material budgets.



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Proudly used in our **Remote Business Analysis (RBA)** offer.
Ask how we can assess your system performance.