

## THE FINANCE OPERATING INDEX

1 2 3 4 5

### *The standard for finance velocity and precision.*

For each statement below, rank your business on a scale of 1 to 5 where 1 is weak and 5 is strong.

#### **SPEED OF INSIGHT**

1 We receive accurate financial reports by the 10th of every month without needing to ask for them.	<input type="checkbox"/>				
2 Our tax, legal and banking obligations 100% compliant, causing zero anxiety for ownership.	<input type="checkbox"/>				
3 The finance function is lean, leveraging systems rather than adding headcount for brute force.	<input type="checkbox"/>				
4 Every finance reporting package explains <i>why</i> things happened, not just <i>what</i> happened.	<input type="checkbox"/>				

#### **FLOW OF THE TREASURE**

5 We can predict our cash position 13 weeks out with 90%+ accuracy.	<input type="checkbox"/>				
6 We collect from customers faster than we pay vendors (or have a strategy to manage the gap).	<input type="checkbox"/>				
7 We have access to sufficient capital to survive a 3-month revenue shock.	<input type="checkbox"/>				
8 Our working capital is optimized to self-fund our growth, or we have the capital plan in place.	<input type="checkbox"/>				

#### **PROFIT FROM PRECISION**

9 We know the exact Margins of every product or service, and capture all changes in scope.	<input type="checkbox"/>				
10 Our pricing model is based on great data and value, rather than "cost-plus" or guessing.	<input type="checkbox"/>				
11 We clearly distinguish between our fixed overhead and the variable costs of business.	<input type="checkbox"/>				
12 We run a standardized ROI model to predict and validate every "Go / No-Go" decision.	<input type="checkbox"/>				

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## RESOURCES OPTIMIZED

13	Every person on the finance team knows exactly what they are accountable for.	<input type="checkbox"/>				
14	Our Revenue per Employee consistently grows year-over-year.	<input type="checkbox"/>				
15	Our tech stack is integrated, avoiding manual spreadsheets to bridge the gap between systems.	<input type="checkbox"/>				
16	We have the right mix of lower-cost execution roles and high-value strategic roles.	<input type="checkbox"/>				

## BE AN INVESTABLE ASSET

17	We know what the business is worth today and exactly which "levers" will double that value.	<input type="checkbox"/>				
18	Our 3-year strategic plan is financially modeled, fully funded and tracked monthly.	<input type="checkbox"/>				
19	Our Return on Invested Capital (ROIC) proves we are building wealth, not just servicing debt.	<input type="checkbox"/>				
20	Data across our organization is real-time, paperless, accurate and secure.	<input type="checkbox"/>				

Total count in each column

0	0	0	0	0
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Multiplier

1	2	3	4	5
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Multiply count x the multiplier

0	0	0	0	0
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Now add up all 5 results, and the sum is your organization's **Finance Operating Index**.

Total

0%

To find out more about building a finance function, growing your finance team or improving finance efficiency and value visit [easworld.com/in-the-vault](http://easworld.com/in-the-vault)