

OKR CHEAT SHEET

(Objectives and Key Results)



Operating Area

Reimagined Finance Functions

Industry

Finance

- Cash Availability
- Year-end Closing Times
- Financial Reporting Timeliness

Accounting

- % Billing Accuracy
- Cost of Goods Sold
- % Invoices Under Query
- # Days in Accounts Receivable
- Payment Made Types
- Discount Capture
- Payment Error Rate

Compliance and Risk

- Loss Expectancy
- % of Operational Risk
- Number of Inventory Audit
- Turnaround Time for Audit

Human Resources

- Time to Hire
- Cost to Hire
- Time to Impact

Project Management

- Profitability Index
- # of Change Orders
- # of Staffing Changes

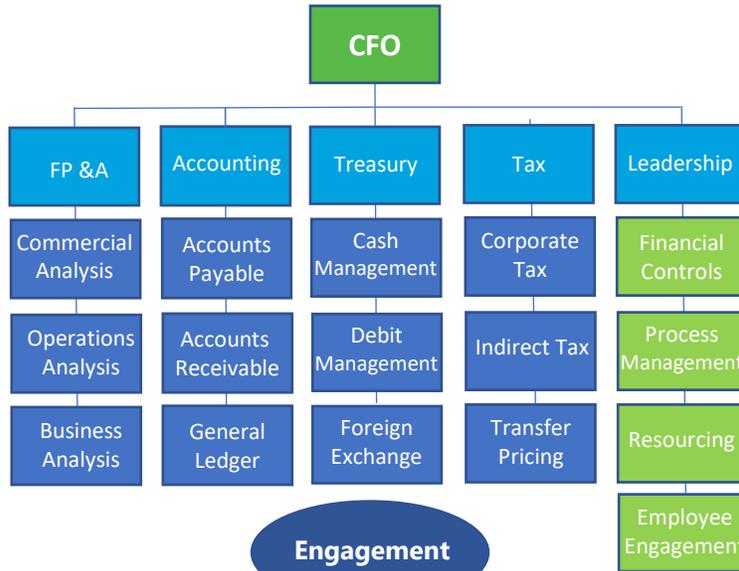
Sales

- Average Sales Cycle
- Lead Response Time
- Working Capital
- Credit Processing Time

Executive

- Revenue Growth
- Gross Profit Margin
- Net Profit
- ROI
- EOS
- SG&A
- Customer Acquisition
- Employee Turnover

CFO



Engagement

Stakeholders

- Employees
- Managers
- Board
- Suppliers
- Customers

Reports

- Annual Reports
- Operational Reports
- Supply Chain Reports
- Industry Reports
- Competitive Reports

Manufacturing

- Fill rates
- Shipping Timeliness
- Downtime
- Turnover Rates

Public Sector

- Staff utilization Rates
- Cost per Resident
- Citizen Engagement
- Asset Utilization

Wholesale

- Cash-Cash Time Cycle
- Perfect Order Rate
- Days Sales Outstanding
- Time to Receive
- Scrap Rate
- Dead Stock

Customer Service

- First Call Resolution Rate
- Net Promoter Score
- Call Drop Rate
- Employee Utilization

Retail

- Same Store Sales Growth
- Stock Rotation
- Sales per Unit Area
- Safety Stock

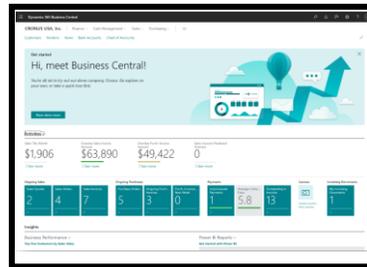
Transportation

- Freight Cost per Tonne
- Transit Time
- In Flight Shutdown Rate

Natural Resources

- CO2 Footprint Efficiency
- Mining Equipment Availability
- Drilling Success Rate
- Production Volume

Microsoft Dynamics ERP



Controls

Productivity

Analytics

Reduce Costs with Process Improvement

-10%

Reduce Miscellaneous Spending

Incremental

Reduce Expenses Across Specific Departments

-20%

Change Business Requirements

Redesign

Automate Business Processes

-30%

Restructure Departmental Activities

Revamp

Realign to Strategic Business Objectives

