

# Operational Performance & Financial Benchmarking

## Taking a deep dive into data that motivates higher performance.

Conducted annually, the financial benchmarking survey represents the participation of hundreds of Allsteel, Haworth, Kimball Int'l, MillerKnoll, Steelcase and Teknion-aligned dealers.

Each participant receives a benchmarking report that goes far beyond traditional distributor financials. In addition to a granular analysis of the distributor's own performance, we provide historical trending and anonymously present data that allows them to see how they compare to similar distributors in their channel.

Through a companion report based on the Solomon Coyle Index (SCI) of all aligned manufacturer dealers, we provide additional comparative data to give participants an even fuller picture of where they stand within the industry.

The methodology is uniquely aimed at driving improvements in performance and profitability. Applying the Solomon Coyle key performance indicators, the participating dealer can easily target areas offering the biggest opportunity for improvement.

### Take Financial Benchmarking to the Next Level with SCi<sup>3</sup>

Better leverage your financial benchmarking data with SCi<sup>3</sup>, our set of dynamic, interactive tools which empowers leadership teams to strategize more effectively, make decisions more confidently and drive profitability.

This subscription-based toolkit includes an interactive **business analytics tool** and interactive **budget and scenario planning tool** which provide deep insights allowing businesses to identify where their true profit opportunity lies. Learn more, [here](#).

Learn how we can help you.

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