

SOLOMON COYLE YE2022 FINANCIAL BENCHMARKING SURVEY NOW UNDERWAY

The Solomon Coyle YE2022 Operational and Financial Benchmarking survey period is now open through Monday, April 17, 2023. The survey includes the participation of Allsteel, Haworth, MillerKnoll, Kimball International, Steelcase, and Teknion, LLC aligned dealers.

“This year we expect to see a general rise in revenue due to price inflation, higher bookings performance, and the beginning of a reduction in backlogs. This likely rise in revenue should provide dealers with invaluable insights into changes in core expense, productivity, and profitability which will prepare dealers for a successful 2023 and inform decisions about 2024,” says Paul Holland, Managing Principal at Solomon Coyle.

John Joseph, head of business analytics, adds, “There has been an extraordinary amount of change in the distribution channel these past couple of years. Benchmarking helps leaders compress the time it takes to optimize their businesses for the new realities we are facing.”

Dealers who complete the survey will have access to the full report, to be published in May. The report availability announcement will be sent via email to all participants. For detailed information on how to complete the survey, visit [Completing the Benchmark Survey – Solomon Coyle](#). A tutorial for how to map your chart of accounts is also available.

To learn more about Solomon Coyle’s research or discuss financial benchmarking for your company, visit solomoncoyle.com or contact David Solomon at dsolomon@solomoncoyle.com

Learn how we can help you.

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