

KPI Metrics Assessment

FOOD AND BEVERAGE



KPI Assessment – RESTAURANTS Industry Benchmarks



FUNCTIONAL AREA	KPI	BOTTOM TIER	MEDIAN	TOP TIER
Restaurant in a Box	Revenue Growth	-37.8%	-24.1%	-5.6%
Inventory Management	Cost of Goods Sold (COGS)	62.6%	40.2%	30%
Procurement & Replenishment	Days in Inventory	41 days	20 days	8 days
Labor & Scheduling	Labor as a % of Revenue	36.3%	30%	24.1%
Operations Management	Prime Cost	75.2%	62.9%	53.5%
Marketing, Loyalty & Guest Services	Net Promoter Score	< 30%	30%	35%
Financials & Accounting	% Free Cash Flow	-8.9%	0.7%	9.4%
	Restaurant in a Box Inventory Management Procurement & Replenishment Labor & Scheduling Operations Management Marketing, Loyalty & Guest Services Financials & Accounting	Restaurant in a Box Revenue Growth Inventory Management Cost of Goods Sold (COGS) Procurement & Replenishment Days in Inventory Labor & Scheduling Labor as a % of Revenue Operations Management Prime Cost Marketing, Loyalty & Guest Services Net Promoter Score Financials & Accounting % Free Cash Flow	Restaurant in a Box Revenue Growth -37.8% Inventory Management Cost of Goods Sold (COGS) 62.6% Procurement & Replenishment Days in Inventory 41 days Labor & Scheduling Labor as a % of Revenue 36.3% Operations Management Prime Cost 75.2% Marketing, Loyalty & Guest Services Net Promoter Score <30% Financials & Accounting % Free Cash Flow -8.9%	Restaurant in a Box Revenue Growth -37.8% -24.1% Inventory Management Cost of Goods Sold (COGS) 62.6% 40.2% Procurement & Replenishment Days in Inventory 41 days 20 days Labor & Scheduling Labor as a % of Revenue 36.3% 30% Operations Management Prime Cost 75.2% 62.9% Marketing, Loyalty & Guest Services Net Promoter Score <30% 30%



Thank You