

# CORA AI

## Profit Intelligence Report

Business Intelligence Score: 82/100 (B)

Generated: August 03, 2025 at 12:39 PM  
Report Period: Last 30 Days

### Executive Summary

This report provides comprehensive analysis of your business performance, including cost forecasting, vendor performance, job profitability predictions, pricing optimization, and industry benchmarks. Your intelligence score of 82/100 indicates excellent business health.

### 1. Cost Forecasting Analysis

#### Forecast Summary

Current Average Monthly Costs: \$45,000  
Predicted Average Monthly Costs: \$56,250

Cost Trend: +25.0%

| Month | Actual Costs | Predicted Costs | Variance  |
|-------|--------------|-----------------|-----------|
| Jan   | \$40,500     | N/A             | N/A       |
| Feb   | \$38,250     | N/A             | N/A       |
| Mar   | \$42,750     | N/A             | N/A       |
| Apr   | \$49,500     | \$54,000        | \$+4,500  |
| May   | \$51,750     | \$56,250        | \$+4,500  |
| Jun   | \$47,250     | \$58,500        | \$+11,250 |

### ***Forecasting Recommendations***

- Monitor cost trends closely and adjust budgets accordingly
- Consider seasonal variations in your planning
- Review vendor contracts to optimize costs
- Implement cost control measures for predicted increases

## **2. Vendor Performance Analysis**

### ***Top Performing Vendors***

| Vendor                   | Performance Score | Total Cost | Trend |
|--------------------------|-------------------|------------|-------|
| ABC Supply Co            | 88%               | \$13,500   | +2.1% |
| Quality Materials        | 92%               | \$11,250   | -1.5% |
| Pro Tools & Equipment    | 85%               | \$9,000    | +3.2% |
| Reliable Services        | 79%               | \$6,750    | +1.8% |
| Local Contractors Supply | 82%               | \$4,500    | -0.5% |

### ***Vendor Optimization Recommendations***

- Negotiate better terms with high-cost, low-performance vendors
- Increase business with top-performing vendors
- Consider consolidating purchases with fewer vendors for better pricing
- Monitor vendor trends and address declining performance

## **3. Job Profitability Predictions**

### ***Current Job Analysis***

| Job   | Risk Level | Potential Profit | Completion % |
|---|------------|------------------|--------------|
| Electrical Contractor Project - Test Contractor | Low        | \$18,000         | 85%          |
| Maintenance Contract                            | Medium     | \$13,500         | 65%          |
| Emergency Service Call                          | High       | \$9,000          | 45%          |

### ***Job Management Recommendations***

- Focus resources on high-profit, low-risk jobs
- Implement additional monitoring for high-risk projects
- Review pricing strategy for similar future jobs

- Consider project management improvements for delayed jobs

## 4. Pricing Intelligence

### Market Pricing Analysis

Market Average: \$125/hr

Your Average: \$127/hr

Pricing Premium: +\$2/hr above market

### Service-Specific Pricing Recommendations

| Service                       | Current Price | Suggested Price | Confidence |
|-------------------------------|---------------|-----------------|------------|
| Electrical Contractor Service | \$125/hr      | \$130/hr        | 85%        |
| Emergency Call                | \$188/hr      | \$200/hr        | 92%        |
| Maintenance Contract          | \$100/hr      | \$106/hr        | 78%        |

### Pricing Strategy Recommendations

- Consider gradual price increases for services below market average
- Maintain premium pricing for high-value services
- Monitor competitor pricing regularly
- Adjust pricing based on demand and seasonality

## 5. Industry Benchmarks

### Performance vs Industry Standards

| Metric                 | Your Performance | Industry Average | Status        |
|------------------------|------------------|------------------|---------------|
| Profit Margin          | 18.5%            | 15.2%            | Above Average |
| Completion Rate        | 94.0%            | 87.0%            | Above Average |
| Customer Satisfaction  | 4.2%             | 3.8%             | Above Average |
| Operational Efficiency | 78.0%            | 72.0%            | Above Average |

### Benchmark Improvement Recommendations

- Focus on areas where you're below industry average
- Leverage your strengths in above-average areas
- Set specific improvement targets for each metric
- Monitor progress monthly and adjust strategies accordingly

## Action Plan & Next Steps

### *Priority Actions (Next 30 Days)*

1. **Immediate (Week 1):** Review vendor contracts and negotiate better terms
2. **Short-term (Week 2-3):** Implement pricing adjustments for below-market services
3. **Medium-term (Week 4):** Develop cost control measures for predicted increases
4. **Ongoing:** Monitor job profitability and adjust resource allocation

### *Expected Outcomes*

- 10-15% improvement in profit margins
- 5-10% reduction in operational costs
- Better vendor relationships and pricing
- Improved job profitability tracking
- Enhanced competitive positioning