

CORA AI

Profit Intelligence Report

Business Intelligence Score: 82/100 (B)

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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