

Collection

Users can Collect posts into a printable, sortable format. Collections are a good way to organize posts for quick reading. A Collection must be created to tag posts. [More Help](#)

Thread: What companies did you compare for the financial analysis assignment?

Posted Date: November 18, 2018 11:12 AM
Status: Published

Post: RE: What companies did you compare for the financial analysis assignment?

Author:  **Melissa Boysen**

I compared Home Depot and Lowes. Home Depot caters to the "professional" focusing on inventory - variety, quantity, cost.... with a cost leader strategy. Lowes focuses on the DIY or DIFM (do it for me) audience. Stores are more targeted to include women and those needing to picture the look of the finished product vs a builder focused on getting supplies as cheap as possible. Lowes follows more of a differentiation strategy with a "showroom" and "shopper focused" environment. I found it really interesting how the data supported the strategy of the company.

I also found this assignment helpful to understand why my company uses certain metrics over others...comes back to the business strategy. Great assignment!

(Post is Unread)

Thread: What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Posted Date: November 17, 2018 9:16 PM
Status: Published

Post: Walmart analyzing the short- and long-term performance of your organization?

Author:  **John Lyons**

Walmart has always been an early and continual investor in IT to help speed business and all of their logistics. Very impressive for what is likely one of the largest companies in the world and I think the largest employer in the US.

(Post is Unread)

Thread: What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Posted Date: November 15, 2018 8:12 PM
Status: Published

Post: RE: What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Author:  **Chauma Smith Guss**

In looking at Texas A&M University's College of Engineering and our performance as an institute, I consider the value of things that we are driving for in our future growth. The 25x25 initiative, to have 25,000 students by 2025 could very easily have been expressed in terms of increased new enrollment. Instead, because our "product" is graduates who will move into industry, or stay to get advanced degrees and perhaps join the research groups, we are focusing on retention across all engineering campuses and academies. An example of that retention effort is our mentorship program for First Generation Engineering students, who are the first in their families to get a college degree. In short, while it's a values based metric, rather than a hard dollar metric, I see that our enrollments are going up over time, reaching the mid 19,000 range this year. I am confident that by leveraging the center for excellence mindset as well as the use of innovative technological learning spaces, like the Zachry building, we will continue to build our Aggie engineering population and legacy going forward.

(Post is Unread)

Thread: What companies did you compare for the financial analysis assignment?

Posted Date: November 15, 2018 8:02 PM
Status: Published

Post: RE: What companies did you compare for the financial analysis assignment?

Author:  **Chauma Smith Guss**

I used Kroger Groceries and Whole Foods. I knew that Kroger is a low cost leader and owns several "store" brand names to reinforce that, but was interested in how Whole Foods measures against that. The numbers supported that, and the corporate vision statements for both

companies emphasized cost leadership for Kroger (best value for the customer and the store), and differentiation leadership for Whole Foods (best quality product, best shopping experience).

(Post is Unread)

Thread:

What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Post:

ARE: What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Author:

Mason Edwards

Posted Date:

November 15, 2018 6:59 PM

Status:

Published

As part of a larger organization they have many financial metrics for the global company that may not be indicative of our business unit. Operating Profit is a very important metric and it is not uncommon to hear other metrics discussed that sometime are not indicative of success. Internally, scrap, yield, downtime, labor each have metrics that different departments and managers will observe to try and manage costs.

An example of an improper metric I've heard was that an executive was trying to compare labor hour per ton between business units and found that our site was above average. Our site makes a technical, high margin product while the other site made more of a commodity, low margin product. This meant that the comparison was not a good one as labor was still a small percentage of our financials and overall our site was more profitable

(Post is Unread)

Thread:

What companies did you compare for the financial analysis assignment?

Posted Date:

November 15, 2018 4:04 PM

Status:

Published

Post:

RE: What companies did you compare for the financial analysis assignment?

Author:

Mary Montgomery

I did PetSmart & PetCo. I ended up there by shear determination. I started off wanting to do Pedigree or Purina to Orijen or another high end no grain dog food. But I quickly learned that on Orijen Dog Food was Canadian owner and the others were all part of conglomerates. Which made it hard to find any 10K(s) on just the dog food lines. But though shear dogged determination I was able to stick with my thought of our beloved pets and I was able to go with where we buy our pet food. Yet again I ran into problems because the fancy natural food stores, "Kriser's Natural Pet" & "Naturally Paws" are privately owned so I couldn't find any 10K information posted on them. I had already spent hours researching this topic and I was not about to give up so I started digging into the major PetSmart & PetCo and quickly found out that they are also privately owned. You would think any smart person would have given up by now and moved on to something else, but like a dog with a bone I persisted and was able to find the information on the 2 major stores. Though you would think they would be similar I was shocked to find that the financials are extremely different.

Though finding the information I needed was very frustrating I found this assignment very informative.

(Post is Unread)

Thread:

What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Posted Date:

November 14, 2018 11:48 PM

Status:

Published

Post:

RE: What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Author:

Gray Lankford

We target differentiation as our main strategy while the rest of the market thrives in cost leadership and races to the bottom. Our differentiation actually allows us to compete on a system basis in cost with the cost leaders by satisfying their requirements with less product.

(Post is Unread)

Thread:

What companies did you compare for the financial analysis assignment?

Posted Date:

November 14, 2018 11:44 PM

Status:

Published

Post:

RE: What companies did you compare for the financial analysis assignment?

Author:

 Gray Lankford

LOL, I did American and Southwest also. It seemed an obvious differentiation vs cost leadership comparison to me. While I had difficulty determining some other companies strategies they seems to have more overlap.

(Post is Unread)

Thread:

What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Post:

RE: What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Author:

James Stietenroth

Posted Date:

November 14, 2018 10:16 PM

Status:

Published

As an EPC where most of our projects are cost plus, the most important indicator is asset utilization. If an asset (personnel) isn't billable, then that directly affects the bottom line. For lump sum jobs, the PM is more focused on productivity and ensuring that the project scope is completed on schedule at an acceptable quality with little to no scope creep.

(Post is Unread)

Thread:

What companies did you compare for the financial analysis assignment?

Posted Date:

November 14, 2018 9:59 PM

Status:

Published

Post:

RE: What companies did you compare for the financial analysis assignment?

Author:

James Stietenroth

I compared airlines; American and Skywest. As I was doing research I found something interesting in that Southwest airlines had both a higher turnover rate as well as higher margins than most of the other airlines I looked at. I think they have a good strategy by maintaining a fleet of similar aircraft and also listening to the customer by having no baggage or flight change fees. I decided on comparing American to Skywest because the financials made an easier argument for the strategy of each.

(Post is Unread)

Thread:

What companies did you compare for the financial analysis assignment?

Posted Date:

November 14, 2018 8:23 PM

Status:

Published

Post:

RE: What companies did you compare for the financial analysis assignment?

Author:

Ysabel Ledezma

I was actually going to use hotels but I could not find consistency in financials due to some being overseas. I wanted to use hotels because i was a project to sign a contract for a new hotel to host our technicians while attending training at our training center in Orlando. One hotel rolled out the red carpet for us and I immediately thought, "these guys are all about market differentiation." Some barely tried selling themselves at all. I picked tooling because one of my customer's used to tell his operations team to never buy tooling from Harbour Freight. So i was going to use Harbor Freight vs Snap-On. The problem with this approach is that Harbor Freight is privately held. So i did some research to see who Snap-On's competitors were. All indicators pointed to Stanley Black & Decker.

(Post is Unread)

Thread:

What companies did you compare for the financial analysis assignment?

Posted Date:

November 14, 2018 11:26 AM

Status:

Published

Post:

RE: What companies did you compare for the financial analysis assignment?

Author:

Xiaomin Yang

Charles, What's your observation. HD vs. Lowes. For retail, inventory is the key performance factor. Xiaomin

(Post is Read)

Thread:

What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Posted Date:

November 14, 2018 11:22 AM

Status:

Published

Post:

RE: What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Author:

John Lyons

I had the same thought James, since this was not a team exercise, I did not know we were having a group discussion and did not post anything either.

Attachment: Discussion Assessment financial Analysis.docx (375.299 KB)

(Post is Unread)

Thread:

What companies did you compare for the financial analysis assignment?

Posted Date:

November 14, 2018 11:18 AM

Status:

Published

Post:

RE: What companies did you compare for the financial analysis assignment?

Author:

John Lyons

I did O'reillys and autozone

(Post is Unread)

Thread:

What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Posted Date:

November 14, 2018 9:10 AM

Status:

Published

Post:

RE: What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Author:

James Yelvington

So in looking at my grades....Evidently while I though out a answer to this I never actually posted it.

I figured I would still post just to be able to share.

Since we strive to be the supplier of choice for custom engineered solutions we typical look at a few things. We look at our bookings which is new jobs coming in. We then look at our backlog which is basically the same as looking at inventory or WIP and then we look at profit margins. For long term analysis we also look at an external factor which is oil and gas prices as they directly relate to our customers willingness to let go of capital for projects. We don't necessarily need high prices, although it is great but often it is more important that prices stay stable so our customers can accurately plan their capital projects. We also keep track of our raw material prices such as steel and copper because often material cost eats up almost 50% of our revenue.

(Post is Unread)

Thread:

What companies did you compare for the financial analysis assignment?

Posted Date:

November 14, 2018 9:01 AM

Status:

Published

Post:

RE: What companies did you compare for the financial analysis assignment?

Author:

James Yelvington

I did Siemens and ABB since they are direct competitors of ours.

(Post is Unread)

Thread:

What companies did you compare for the financial analysis assignment?

Posted Date:

November 14, 2018 7:42 AM

Status:

Published

Post:

RE: What companies did you compare for the financial analysis assignment?

Author:

Charles Lang

I did Home Depot and Lowes because I wanted to see why Home Depot did better than Lowes.

(Post is Read)

Thread: What companies did you compare for the financial analysis assignment?

Post:

RE: What companies did you compare for the financial analysis assignment?

Author:

 Matthew Wiszowaty

I find this humorous as I did the same! :)

(Post is Unread)

Thread: What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Post:

RE: What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Author:

 Russell Richardson

Jerry, I am in a similar situation. My organization is most concerned with the confidentiality, integrity, and availability of the information systems and networks that we field, monitor, and secure around the world. We do constant monitoring of the networks and perform frequent system integrity analyses to ensure that the risk level is within an acceptable range. So in essence, my organization does continuous monitoring, testing, and assessments to analyze our short-term and long-term performance.

(Post is Unread)

Thread: What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Post:

RE: What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Author:

 Jerry Montes

I guess my view is a little different. Being in the GRC world, I look at the organization more from a risk perspective and understand more of the risk appetite an organization as oppose to its performance. In other words I tend to analyze and focus on Key Risk Indicators as the risk that the organization is taking (form an IT perspective) can exceed the risk appetite the organization is willing to take. For me, the organization may be performing strongly but for how long and can one event drastically cause major disruption which would affect performance.

(Post is Unread)

Thread: What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Post:

RE: What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Author:

 Ysabel Ledezma

Key Metrics:

Hours per Service.

Mean Time Between Visits.

Expected Minor Case spend.

Overall we look at each project and make sure that is is doing better than LOA. We are expected to find savings in the project in order to keep up with the current market pricing.

(Post is Unread)

Thread: What companies did you compare for the financial analysis assignment?

Post:

RE: What companies did you compare for the financial analysis assignment?

Author:



Ysabel Ledezma

Posted Date: November 11, 2018 10:36 PM
Status: Published

I used Snap-On vs Stanley Black & Decker. Snap-On used product differentiation strategy while B&D used a more conventional approach.

(Post is Unread)

Thread: What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Post:

RE: What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Author:



Nathan Smith

Posted Date: November 11, 2018 8:45 PM
Status: Published

Working for the DoD in acquisition, it can be a challenge for me to find correlation in some of these types of exercises. That being said, my organization is also a lab that receives some limited funding each year for locally developed systems in the hope that they will eventually become programs of record. This would in turn bring in more funding for the base, adding more jobs, more follow on work, etc. When working up proposals for this local work, you develop an estimate for what funding/schedule you will need for the next X years. Each year you evaluate your progress but in the govt, schedule trumps all (money included).

(Post is Unread)

Thread: What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Post:

RE: What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Author:



Andrew Burgess

Posted Date: November 11, 2018 1:16 PM
Status: Published

Hi Ryan,

Yes - we manufacture (amongst other things) firefighting systems for offshore installations.

One of the key metrics we use to gauge this is customer fill rate, on-time delivery, perfect order percentage:

This metric is key to the order-management process and ultimately determines our customer relationships. It shows us the percentage of our orders that are shipped in full and on time as a percentage of all orders. I.e., it tells us the likelihood that we will effectively service our customers.

The higher our fill rate, the more likely your customers are to trust us and choose us over our competitors. It also helps show how efficient our production line is when it comes to getting the product out of the door, and how successfully we are keeping to production schedules.

As an organisation we try to never aim lower than 100%!

BR,

Andrew

(Post is Unread)

Thread: What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Post:

RE: What performance indicators may you focus on when analyzing the short- and long-term

Posted Date: November 11, 2018 12:03 AM
Status: Published

performance of your organization?
Author:  Ryan Holt

Are there any other metrics other than gross margin that are used to measure productivity on the manufacturing side? "EPC" = Engineering, Procurement, Construction meaning there is a manufacturing side of the business.

(Post is Unread)

Thread:
What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Posted Date: November 10, 2018 11:59 PM
Status: Published

Post:
RE: What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Author:  Ryan Holt

Any metrics?

(Post is Unread)

Thread:
What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Posted Date: November 10, 2018 7:05 PM
Status: Published

Post:
RE: What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Author:  Andrew Burgess

Hi All,

The company I work for specializes in EPCI for Oil & Gas projects, our motto is "one call does it all".

We essentially differentiate ourselves from our competitors as we provide a buffer between the client and the various sub contractors by effectively project - managing on behalf of the client.

As Brandon stated in his post above, "Rarely are we the lowest cost, so we tend to focus on differentiation and provide service, a quality product (hopefully), finish ahead of schedule, and intent focus on safety of employees." I can completely relate to this as this is a key differentiating factor in our organisation

Gross margin is a key indication of how profitable the business is doing as our overheads are typically very low.

Projects where we typically see high GM's is the retail of spare parts and tools.

As the company's HQ out of Denmark, our office in the US has over performed this year meaning some of our revenues have been redirected to other offices that have under performed (to the consternation of some of my colleagues). This sees us in a stand off with corporate about their aspirations for the office in the US - do they want the office to grow by reinvesting the profits or do they simply want the business to keep ticking over.

BR,

Andrew

(Post is Unread)

Thread: What companies did you compare for the financial analysis assignment?
Post: What companies did you compare for the financial analysis assignment?
Author:  Sharissa Johns

Posted Date: November 10, 2018 6:01 PM
Status: Published

Hi there!

Just curious what companies everyone compared for the financial analysis assignment? I did Macy's vs. Neiman Marcus - what can I say, Christmas present shopping is on the brain right now.

-Sharissa

(Post is Unread)

Thread:

What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Post:

RE: What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Author:



Sharissa Johns

Posted Date:

November 10, 2018 5:58 PM

Status:

Published

Lockheed uses a differentiation strategy for sure. As a DOD contractor we are subject to the Defense Acquisition Regulations, and the focus via the DAR process has been on utilizing the best value continuum to show our customer that we are providing the best value for the money, versus what would be considered the lowest price, technically acceptable option.

There are lots of good articles regarding best value on the Defense Acquisition University website, and here is a link to the Best Value Continuum:

<https://www.dau.mil/acquipedia/Lists/Acquipedia%20Article/Attachments/1454/Best%20Value%20Continuum%20and%20Source%20Selection.pdf>

-Sharissa

(Post is Unread)

Thread:

What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Post:

RE: What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Author:



Charles Lang

Posted Date:

November 9, 2018 4:42 PM

Status:

Published

I am currently working as an independent contractor for an exploration company. The current company tries to differentiate itself by maintaining a record of sustained excellence and high client retention. It tries to maintain a staff of well-qualified people that concentrate on customer satisfaction. If the clients are happy, everyone is happy.

(Post is Unread)

Thread:

What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Post:

RE: What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Author:



Charles Lang

Posted Date:

November 9, 2018 4:23 PM

Status:

Published

That is an excellent example of how the material relates to the real world. I enjoyed reading the post. It shows how the leadership strategy of the company is vital in decision making.

(Post is Unread)

Thread:

What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Post:

RE: What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Author:



Ryan Holt

Posted Date:

November 8, 2018 4:33 PM

Status:

Published

I work at a subsea oil and gas equipment manufacturing facility, and our measurements actually follow those that are found in The Goal, the book we are currently reading in 611; throughput, inventory, and operational expense. Moreover, measuring throughput, inventory, and operational expense at the Operations level, helps Corporate in turn measure net profit, ROI, and cash flow.

(Post is Unread)

Thread:

What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Post:

RE: What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Author:

Matthew Wiszowaty

Posted Date:

November 8, 2018 4:29 PM

Status:

Published

It was very fun to use this course during the past 3 days. I was invited with 10 other people in our company to a private meeting held in Germany. We were told about a new product that R&D is developing and we were there to break down the go to market sales strategies. We all weighed in our risks and thoughts of this potential product. There was so much material that we have discussed brought up. I was able to learn the information we have learned to contribute some good points. I wonder what I would have brought to the table without it.....

(Post is Read)

Thread:

What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Post:

RE: What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Author:

Xiaomin Yang

Posted Date:

November 6, 2018 12:17 PM

Status:

Published

Brandon, yes your board focuses on margin because your organization follows the differentiation strategy. They are well linked. Simple but works well. Xiaomin

(Post is Read)

Thread:

What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Post:

RE: What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Author:

Xiaomin Yang

Posted Date:

November 6, 2018 12:15 PM

Status:

Published

Dear Mellisa, Thank you very much for sharing your insightful analysis of the linkage between Walmart performance indicators and strategy. Very helpful. Thanks. Xiaomin

(Post is Read)

Thread:

What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Post:

RE: What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Author:

Xiaomin Yang

Posted Date:

November 6, 2018 11:55 AM

Status:

Published

Matt, your interpretation of your company's strategy is correct. Typically, a decentralized organization follows the differentiation strategy.

(Post is Read)

Thread:

What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Post:**Posted Date:**

November 5, 2018 10:15 AM

Status:

Published

RE: What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Author:



Kirra Brooks

My company provides MRO and supply chain management as a service to manufacturing customers to minimize their operating costs and increase productivity, reliability, and efficiencies. This could anything from establishing and managing storerooms from the ground up or small scale engineering projects for a particular product.

For short-term, KPIs for my company would be the monthly cost savings reported from each client site from various cost reducing initiatives. More long-term indicators would be percentage of retention with current clients and if there were an increase in presence with current clients. For example, we currently have a chemical manufacturing company as a client and have engineers at three of their plants in various states with the possibility to expand to more plants. Another long term indicator would be acquisition of new clients in varying industries in order to prove the versatility of our services.

(Post is Read)

Thread:

What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Post:

RE: What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Author:



Brandon Manley

Posted Date:

November 4, 2018 3:30 PM

Status:

Published

As a follow up, we are privately held and employee owned. That also allows more freedom in what we do, and focus on differentiation as opposed to outside influences driving the direction of our company.

(Post is Read)

Thread:

What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Post:

RE: What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Author:



Brandon Manley

Posted Date:

November 4, 2018 3:29 PM

Status:

Published

Looking at my company, our measurements will typically be risk assessment and anticipated margin. The margin is generally set by the board and is to cover G&A expenses for the company. We have numerous districts that span services (building, infrastructure, energy, construction, mining, offshore construction) so each district will have certain expectations for achievement goals. Rarely are we the lowest cost, so we tend to focus on differentiation and provide service, a quality product (hopefully), finish ahead of schedule, and intent focus on safety of employees.

(Post is Read)

Thread:

What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Post:

RE: What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Author:



Melissa Boysen

Posted Date:

November 4, 2018 12:46 PM

Status:

Published

I am amazed at the relevance of what we are learning in the lectures to what is used every day in business. For me, at Walmart, I would analyze and evaluate project viability and return regularly. I was always told to us Internal Rate of Return. When I would consistently challenge and question why not ROI, I was always instructed to just use the IRR. Frustrated, I would do as directed.

As you are aware, Walmart has a corporate strategy of "Everyday Low Price". What many don't know is the company states to associates (employees) daily to focus on EDLC. "We are an EDLC company". EDLC means "Everyday Low Cost". In fact, when ordering anything, even a stapler, an EDLC reminder is projected before you hit submit. Additionally a \$ value is shown for absolutely anything you order which shows a required amount of store sales to "pay" for what you are about to order. Makes you think twice, so quite affective.

Through completing Module 6, I have finally been able to answer and understand why I had to use IRR vs ROI. It is because of the Cost Leadership strategy of the company. Since the company focuses more on cash flow, annual growth, and less on profit margin (passing that savings back to the consumer), it is now clear to me why I have been instructed to always use the IRR of a project.

(Post is Read)

Thread:

What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

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RE: What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Author:



Matthew Wiszowaty

Posted Date:

November 4, 2018 9:14 AM

Status:

Published

GEA's Strategy incorporates four cornerstones. These are Market Leadership and Focus, Technology Leadership through Innovation, Strong Focus on the Bottom Line, and Calculated Risks. Sounds a lot like what we have discussed in this course. Stated directly in these cornerstones is focus on the bottom line. We are able to do this by following these two statements from the strategy. One being, with a decentralized organizational structure with global responsibility in each division. The second being cost leadership through rigorous cost management. We are able to stay on top because we take calculated risks that have through assessments of project risks. Before going to market we make sure we show differentiation from our competitors by creating a technological advantage. We have many competitors that offer cost leadership type solutions for the low budget markets but we thrive on using differentiation to take the leading edge.

<https://www.gea.com/en/company/strategy/business-strategy/index.jsp>

(Post is Read)

Thread:

What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Post:

RE: What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Author:



Minh Huynh

Posted Date:

November 4, 2018 8:15 AM

Status:

Published

The website guidestar.org lists the Form 990 for non-profits. Our administrative arm is Texas A&M Research Foundation. Guidestar gives the following numbers for TAMRF: GROSS RECEIPTS : \$78,132,282 ASSETS: \$18,632,763

(Post is Read)

Thread:

What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Post:

RE: What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Author:



Xiaomin Yang

Posted Date:

November 4, 2018 7:34 AM

Status:

Published

It's really interesting to learn that some non-profit organizations report activities and incoming funds in its annual reports. They likely represent the most important performance indicators of these institutes. Excellent inputs. Thanks. Xiaomin

(Post is Read)

Thread:

What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Post:

RE: What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Author:



Daniel Carmona

Posted Date:

November 3, 2018 7:28 PM

Status:

Published

The Cyclotron Institute is a non-profit organization most notably funded by DOE, NNSA, and Industrial and Private sources. I found a report titled "Legislative Appropriations Request For the 86th Legislative Session Fiscal Years 2020 and 2021" submitted by Texas A&M University to the Governor's Office of Budget, Planning and Policy and the Legislative Budget Board. Early in the semester we were tasked with reading our organization annual report to understand the balance sheet and other financial measures. When I found the Cyclotron Institute Annual Report, I found no balance sheet information or financial measurement info. The Cyclotron Institute Annual Report is purely a report of research activity. So finding this document includes all funding info and sources. So based on my analysis, incoming funds is an important indicator to

the Cyclotron Institutes's performance. Interestingly, funds from the Industrial and Private sector have increased since 2013 to closely match that provided by the DOE. I find this interesting because our organization main objective is research, but we are catering more and more to industry for real world applications year after year. The physicist who deals with the private sector stresses to me the importance our research staff have over these companies in terms of awarded beam time.

(Post is Read)

Thread:

What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Post:

RE: What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Author:

Being a non-profit, government-funded program, the measurement with the most relevance for our organization is cash flow. We must be watchful of the cash that is spent and the funding that is received annually. We are purely operations with large expenditure for tools and specialized equipment and no sales opportunities. Our funding is fixed annually. Depreciating assets are a major concern, as tools wear out and must be replaced. Our inventory must be maintained and tracked. Finally, accounts receivables and payables numbers provide our funding source visibility on the efficiency of our operations. This module does apply to some extent to our organization, but it is more gear toward for-profit businesses.

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What performance indicators may you focus on when analyzing the short- and long-term performance of your organization?

Author:

Based on your analysis of your organization's strategy, what indicator(s) may be the most appropriate to measure your firm's performance?

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November 3, 2018 9:22 AM

Status:

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Posted Date:

November 2, 2018 11:46 AM

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← OK