



**Supply Chain Consultancy**

# Key Performance Indicators

## Measuring Company Performances

**Linking Top-down and Bottom-up Targets**

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# Supply Chain Consultancy

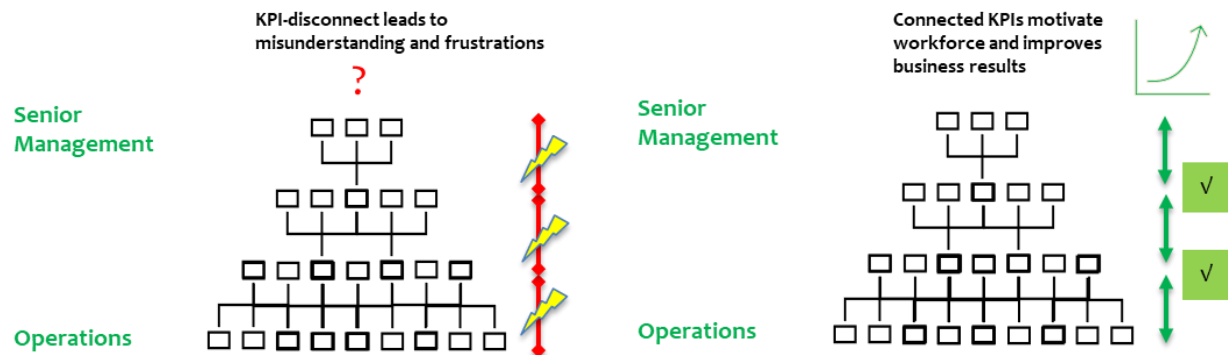
**Key Performance Indicator (KPI) is an important quantifiable measure of performance over time for a specific business activity. It is a fact-based management tool supporting decisions on a daily, weekly, and monthly basis to reach intended company strategic objectives**

**KPIs can have several objectives and be at multiple levels of the organization: Strategic (market penetration), Financial (Profit, ROI), Sales (turnover), Health & Safety, and Operational (Machine Utilization, Change-over Times, Stock Accuracy, Quality). The challenge lies in connecting these KPIs to ensure there is both a Top-Down and a Bottom-Up link**

## The Issue:

Most companies do have a lot of KPIs in place across the organization but **missing the logical linking-pin connection** in between. Without having a link management can have **difficulties to steer the company** as setting strategic and operational objectives are not clearly translated into SMART-Goals (**S**pecific, **M**easurable, **A**chievable, **R**ealistic, and **T**ime-bound) for specific parts of the organization

A **well-designed KPI-tree** assures both Top-down and Bottom-up connections and supports in expressing clear objectives. Action plans translate into **two-way improvements**



## Supply Chain Consultancy Solution:

By introducing a KPI-tree creating two-way connections across the organization enabling clear communication, a motivated workforce, and **improved company results**

## Supply Chain Consultancy Methodology:

**First**, the current set of KPIs and company objectives are analysed together with the way of communication and actions plans for improvements. **Second**, a tailor-made concept will be created to ensure a logical link with a two-way KPI-connection. **Third**, a pilot study set-up is done to prove concept feasibility including the effects of action plans on the KPIs. **Fourth**, a company-wide execution will be facilitated

**Interested? Contact us under [jelle.van-der-haak@supplychainconsultancy.at](mailto:jelle.van-der-haak@supplychainconsultancy.at)**

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