

Excel Management Systems - Gate-Way Capital Optimization Index

Category	2009	2008	2007	2006	2005	Average	Industry Average	Standard	Score
Growth and Productivity									
Total Managers									
FTE Employees						#DIV/0!			
Sales						#DIV/0!			
Annual Growth Rate	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!		#DIV/0!	> 10%	25%	#DIV/0!
Productivity Ratio	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	\$ 82,000	\$ 200,000	#DIV/0!
Production Capability		#VALUE!				#VALUE!		25%	#VALUE!
Cash Flow									
Cash Deposits						#DIV/0!			
Cash Deposits Ratio	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!			
Sales-Cash Difference	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -			
Accounts Receivable						#DIV/0!			
A/R Ratio	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	8%	8.33%	
A/R Collection Period	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	30 days	30	#DIV/0!
Accounts Payable						#DIV/0!			
A/P Ratio	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	> 8.33%	12.50%	
Accounts Payable-Days	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	> 30 days	45	#DIV/0!
Paid Expenses						#DIV/0!			
Net Cash	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -			
Net Cash Margin	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	> 10%	20%	#DIV/0!
Profitability									
Cost of Sales						#DIV/0!			
Gross Profit Margin	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	> 50%	60%	#DIV/0!
Variable Costs						#DIV/0!			
Contribution Margin	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	> 30%	40%	#DIV/0!
Net Profit Before Taxes						#DIV/0!			
Net Profit Margin	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	> 10%	20%	#DIV/0!
Annual Growth Rate	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!		#DIV/0!	10%	33%	#DIV/0!
Asset Management									
Total Assets						#DIV/0!			
Total Liabilities						#DIV/0!			
Net Worth	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -			
Current Assets						#DIV/0!			
Current Liabilities						#DIV/0!			
Working Capital	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -			
Current Ratio	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	200%	120%	#DIV/0!
Inventory						#DIV/0!			
Inventory Turns-Days	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	< 90 days		
Retained Earnings						#DIV/0!			
Company Valuation									
Book Value=Net Worth	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -			
Liquidation Value	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -			
Avg Earnings Value	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	\$ -	#DIV/0!			
Current Earnings Value	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -			
Future Earnings Value	#REF!								
Score Card									
EMS Task-Score Card									
EMS Optimization Index	#DIV/0!							4	#DIV/0!