Days Sales Outstanding (DSO) Benchmarks, Definition & Measurement Details





www.opsdog.com | info@opsdog.com | 844.650.2888

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Days Sales Outstanding (DSO)



What is Days Sales Outstanding (DSO)?

The number of days, on average, required for a company to collect their outstanding accounts receivable balance (the amount of money owed by customers/clients) from customers. Days Sales Outstanding (DSO) is one of three components of the Cash Conversion Cycle.



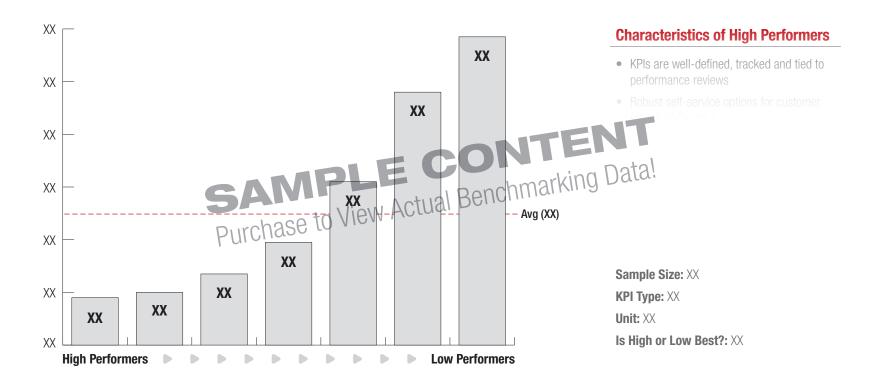
Days Sales Outstanding (DSO)

Benchmarks & Characteristics of High Performers



Days Sales Outstanding (DSO)

(Ending Accounts Receivable Balance / (Average Amount Billed to Customers per Day))



How to read this chart: This chart summarizes the performance gaps between high (Top 5%), mid (Median) and low (Bottom 5%) performers for this Key Performance Indicator (KPI). For example, the column labeled "Top 5%" represents a company that outperformed 95% of the peer group observed for this metric.

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OpsDog, Inc.

1502 Augusta Dr., Suite 200 Houston, TX 77057 Tel: 844-650-2888