

Labor Expense as a Percentage of Total Revenue

Benchmarks, Definition & Measurement Details

**SAMPLE
CONTENT & DATA**



Labor Expense as a Percentage of Total Revenue

Definition & Measurement Details



What is Labor Expense as a Percentage of Total Revenue?

The employee compensation-related expense incurred divided by the total dollar amount of revenue generated by the company over the same period of time, as a percentage.

Why should this KPI be measured?

Labor Expense as a Percentage of Total Revenue measures the employee compensation-related expense incurred in relation to the total dollar amount of revenue generated by the company over the same period of time.

How is this KPI calculated?

Two numbers are used to calculate this KPI: (1) the employee compensation-related expense incurred and (2) the total dollar amount of revenue generated by the company over the same period of time.

ABRIDGED CONTENT
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Labor Expense as a Percentage of Total Revenue

Benchmarks & Characteristics of High Performers



Labor Expense as a Percentage of Total Revenue

$(\text{Labor Expense Incurred} / \text{Total Revenue Generated}) * 100$



Characteristics of High Performers

- KPIs are well-defined, tracked and tied to performance reviews
- Robust self-service options for customer

Sample Size: XX

KPI Type: XX

Unit: XX

Is High or Low Best?: XX

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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