

Service Sales as a Percentage of Plant Revenue

Benchmarks, Definition & Measurement Details

**SAMPLE
CONTENT & DATA**



Service Sales as a Percentage of Plant Revenue

Definition & Measurement Details



What is Service Sales as a Percentage of Plant Revenue?

The dollar amount of revenue generated from service (maintenance, machine repair, etc.) sales divided by the total dollar amount of revenue generated by the plant, or production facility, over the same period of time, as a percentage.

Why should this KPI be measured?

Service Sales as a Percentage of Plant Revenue measures the dollar amount of revenue generated from service (maintenance, machine repair, etc.) sales in relation to the dollar amount of revenue generated by the

How is this KPI calculated?

Two numbers are used to calculate this KPI: (1) the dollar amount of revenue generated from the services performed by the plant, and (2) the total dollar amount of revenue generated by the plant or production

ABRIDGED CONTENT
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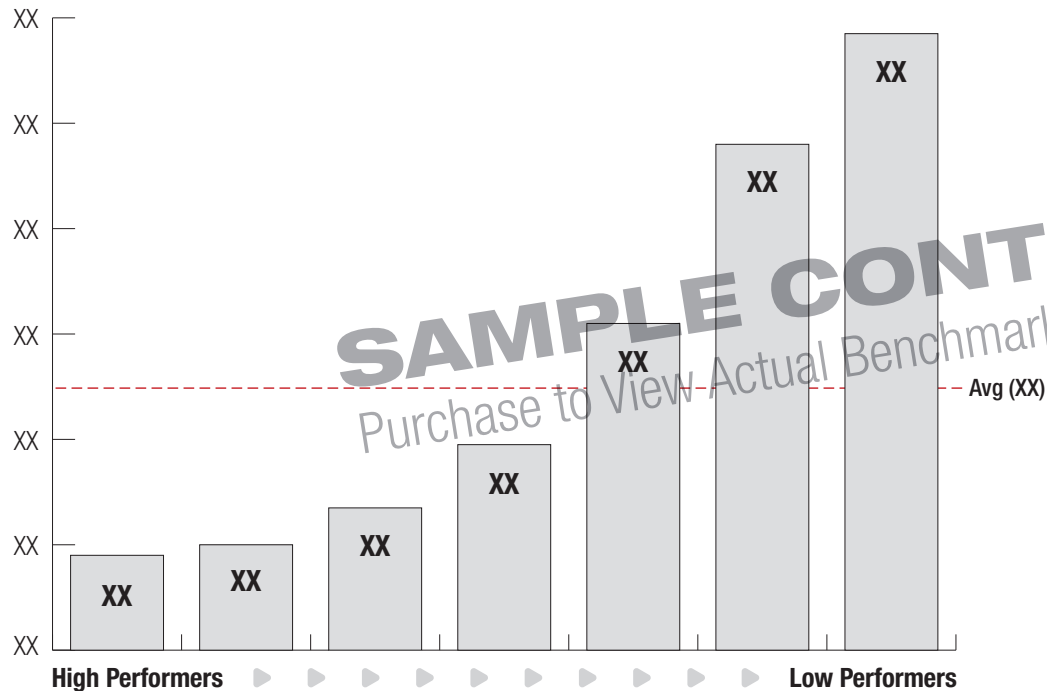
Service Sales as a Percentage of Plant Revenue

Benchmarks & Characteristics of High Performers



Service Sales as a Percentage of Plant Revenue

(Service Sales Generated / Plant 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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