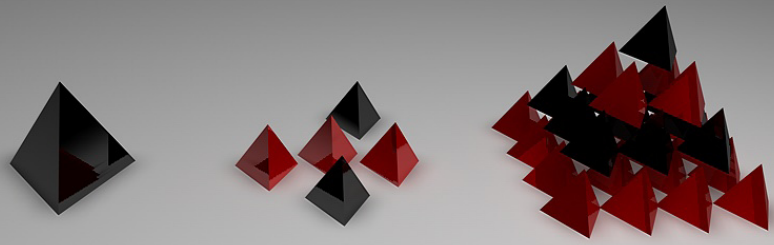


# Benchmarking



**The performance of your organisation only becomes truly meaningful when you compare it to others. This is the very essence of competition and failure to look at others means you are at best surviving and at worst unknowingly be about to go out of business!**

Your business is unique but has great similarities to other businesses in your sector. Being prepared to learn from others is an important way to identify and learn about best practice. Companies that benchmark should not try to imitate but adapt their own organisation to enable them to surpass their competitors.

The Benchmarking process uses a simple data collection form with a full explanation of the terms and where the data should come from. Complimenting your organisations financial data with management information, we create a report that enables you to get a much deeper understanding of your businesses strengths and weaknesses. This is achieved by comparing your business performance with that of your peers. The tool is based on more than 70 performance indicators, from the four fundamental business scorecard areas of Finance, Process, Customers and Learning & Growth.

Your time is important and you have many pulls on it on a daily basis. The purpose of benchmarking is to ensure your time and resources are dedicated to the right areas of your business. The process of collecting and inputing the necessary data will take a maximum of 4 hours.

Upon completion of the benchmarking exercise Pragmatique will provide: a benchmark report showing a comparison to your peer group, with an indication of your strengths, areas for improvement and recommendations.

## Benchmarking Process

**The Benchmarking process** involves the following steps.

**Step 1:** Contact us and speak to one of our advisors.

**Step 2:** The advisor will provide the questionnaire or if you wish come and complete it with you.

**Step 3:** The advisor will generate the report and highlight the strengths and areas for improvement within your business.

**Step 4:** The advisor will help you determine a prioritised action plan and appropriate targets for the relevant KPI's based on the data.

## Deliverables

- A benchmarking report comparing your business to its peers
- Identification of strengths and areas for improvement within your business
- Creation of a prioritised action plan
- Creation of targets based on sector data

## Who should be involved?

Benchmarking is a strategic measurement tool and we recommend that a cross functional team of senior managers are involved. Involving the people who deal with the financial and management information will ensure you receive maximum benefit from the process.

To find out more about how Benchmarking can help your organisation then contact us on

**0845 1444001** or  
**enquire@pragmatique.co.uk**

## Why Pragmatique?

Our portfolio of skills and experience enable us to deliver a Benchmarking Assessment that will deliver real benefits for your business.

As we are independent we can drive the process, asking the difficult questions and not accepting the obvious answers to ensure you receive the full benefit from our involvement.

## About Pragmatique

Our successful clients describe us as a company of talented professional consultants with the knowledge & experience in areas of the business they need.

We provide consulting, training and interim support to enable our clients to get even better results from their people, their processes and their projects.

In short: we provide the know how to effect the change but leave you with the know how to develop our solution.

Visit our website to find out about all our service offerings and how we could help you.

pragmatique

Know how

0845 1444001  
enquire@pragmatique.co.uk  
www.pragmatique.co.uk