

Apple Family Dental Example Company
KPI Scorecard*
For The Period Ending: June 30, 2021

	Ideal Range		Entity Performance****			
Income Analysis**	Low	High	Reporting Month	Prior Month	Trend	Last 12 Months Avg
Fee for Service Income	\$151,848.86	\$158,046.78	\$156,121.54	\$123,560.77	✓	\$154,947.82
Product Sales	\$20,078.22	\$20,897.74	\$27,317.31	\$13,658.66	✓	\$20,487.98
Other Items	\$284.82	\$296.45	\$387.51	\$193.76	✓	\$290.63
Interest Income	\$266.19	\$277.06	\$362.17	\$181.08	✓	\$271.63
Fees for Other Services	\$562.91	\$585.89	\$127.20	\$127.20	✓	\$574.40
COGS Analysis	Low	High	Reporting Month	Prior Month	Trend	Last 12 Months Avg
Widget Assembly1	\$458.13	\$476.83	\$179.60	\$179.60	✓	\$467.48
Product Material	\$497.11	\$517.40	\$90.40	\$90.40	✓	\$507.25
Expense Analysis***	Low	High	Reporting Month	Prior Month	Trend	Last 12 Months Avg
Owner Salary	\$20,057.33	\$20,876.00	\$16,000.00	\$8,000.00	✗	\$20,466.67
Dental Supplies	\$11,176.11	\$11,632.28	\$15,205.59	\$7,602.80	✗	\$11,404.19
Associate Salary Expense	\$10,742.41	\$11,180.88	\$14,615.53	\$7,307.76	✗	\$10,961.65
Consulting	\$7,215.83	\$7,510.35	\$9,817.46	\$4,908.73	✗	\$7,363.09
Staff Expenses	\$7,173.86	\$7,466.68	\$9,760.36	\$4,880.18	✗	\$7,320.27
KPI Analysis	Low	High	Reporting Month	Prior Month	Trend	Last 12 Months Avg
COGS Ratio	0.0%	2.6%	0.1%	0.2%	✓	0.6%
Gross Margin Ratio	97.4%	101.4%	99.9%	99.8%	✓	99.4%
Expense Ratio	53.8%	57.8%	71.5%	47.2%	✗	55.8%
Profitability Ratio (Net Income)	28.4%	32.4%	18.4%	46.0%	✗	30.4%
Months of Cash	3.0	6.0	7.4	14.9	✗	9.8

ENTITIES IN THIS REPORT

Apple Family Dental

* All accounts are automatically stack ranked from the accounting file by Qvinci

** The Top 5 Income accounts are a combination of Income and Other Income account types

*** The Top 5 Expense accounts are a combination of Expense and Other Expense account types

**** See the Guidance tab for descriptions regarding color coding of cells by account type and column