

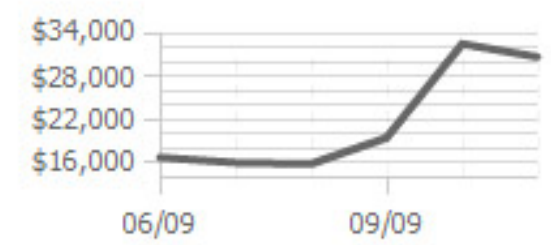
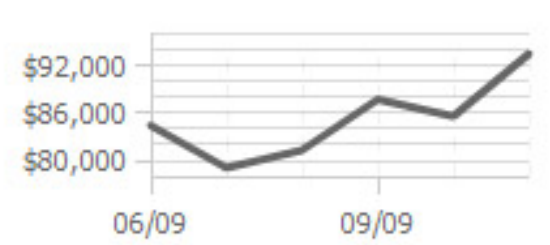
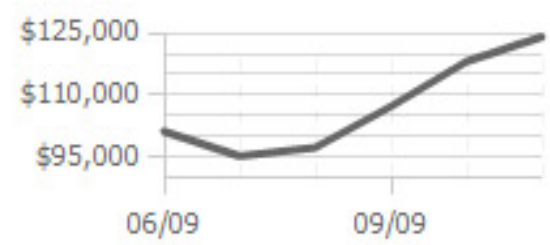
Leading Indicators

Corelytics Analysis

Your Service Leadership PBM[®] is: Managed Services Centric [\[change\]](#)

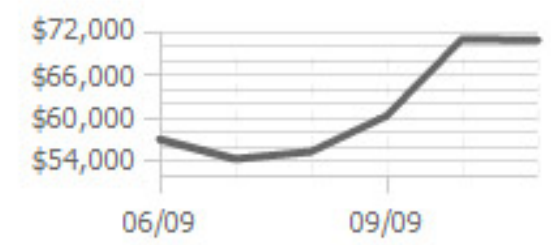
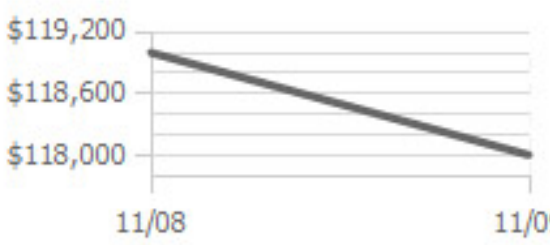
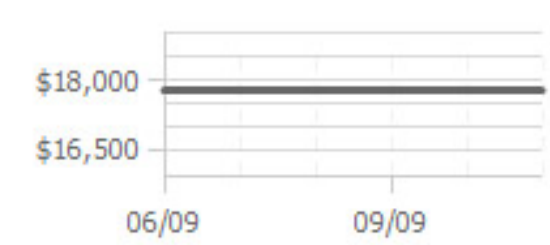
Revenue more			Expense more			Profit more		
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Goal	Actual	S-L Index™	Goal	Actual	S-L Index™	Goal	Actual	S-L Index™
\$102,550	\$116,333	\$99,571	\$81,433	\$88,867	\$79,598	\$25,593	\$27,467	\$18,068
5.00% /qtr	19.1%	1.95%	70.0% of rev	76.4%	81.5%	22.0% of rev	23.6%	18.5%
382% pace		980%	109% pace		93.7%	107% pace		128%



Receivables more			Owner Compensation more			Gross Margin more		
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Goal	Actual	S-L Index™	Goal	Actual	S-L Index™	Goal	Actual	S-L Index™
\$18,178	\$17,800	n/a	\$136,850	\$118,000	n/a	\$69,800	\$67,367	\$44,829
2.12% /qtr	0%	0%	15.0% /yr	-0.84%	0%	60.0% of rev	57.9%	45.9%
0% pace		0%	-5.60% pace		0%	96.5% pace		126%



Balance Accounts

LOB: Combined

View by: Month



Accounts Receivable

Avg./mo.

\$17,242

Prior year: \$12,800

Avg. Mo. Expense

\$85,183

Avg. Mo. Revenue

\$104,417

based on 12 past months

Yearly Increases

Actual

34.7%

Goal

8.50%

[» update goals](#)

Expenses

29.1%

Revenue

37.2%

Accounts Receivable (% of Rev.)

Actual

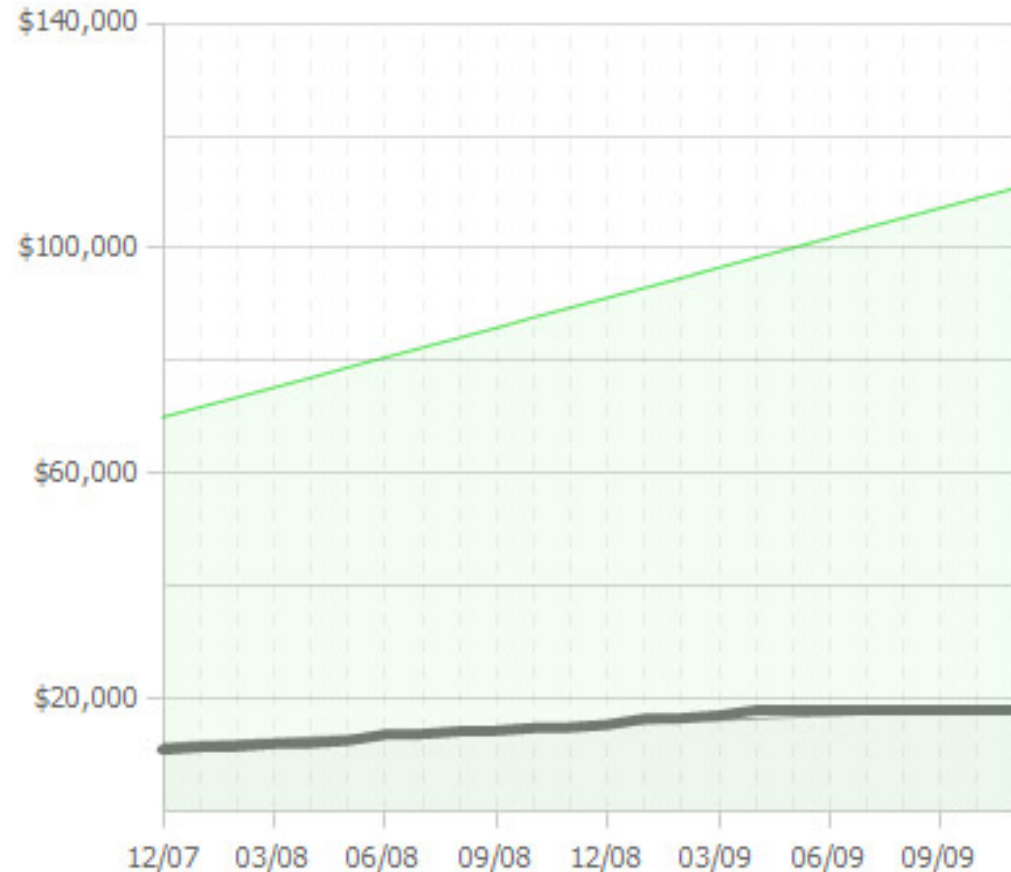
16.5%

Goal

14.0%

[» update goals](#)

S-L Index™



Revenue

Expenses

Acct. Rate

Rev. Rate

Exp. Rate

Goal

Revenue

LOB: Combined

View by: Month



[History](#)

Forecast

High Growth

54.2%

4.52% /mo

Next 12 mo.

\$1,869,667

n/a

Low Growth

21.4%

1.78% /mo

Next 12 mo.

\$1,471,571

n/a

Goal

20.0%

1.67% /mo

Growth Goal

\$1,473,375

n/a

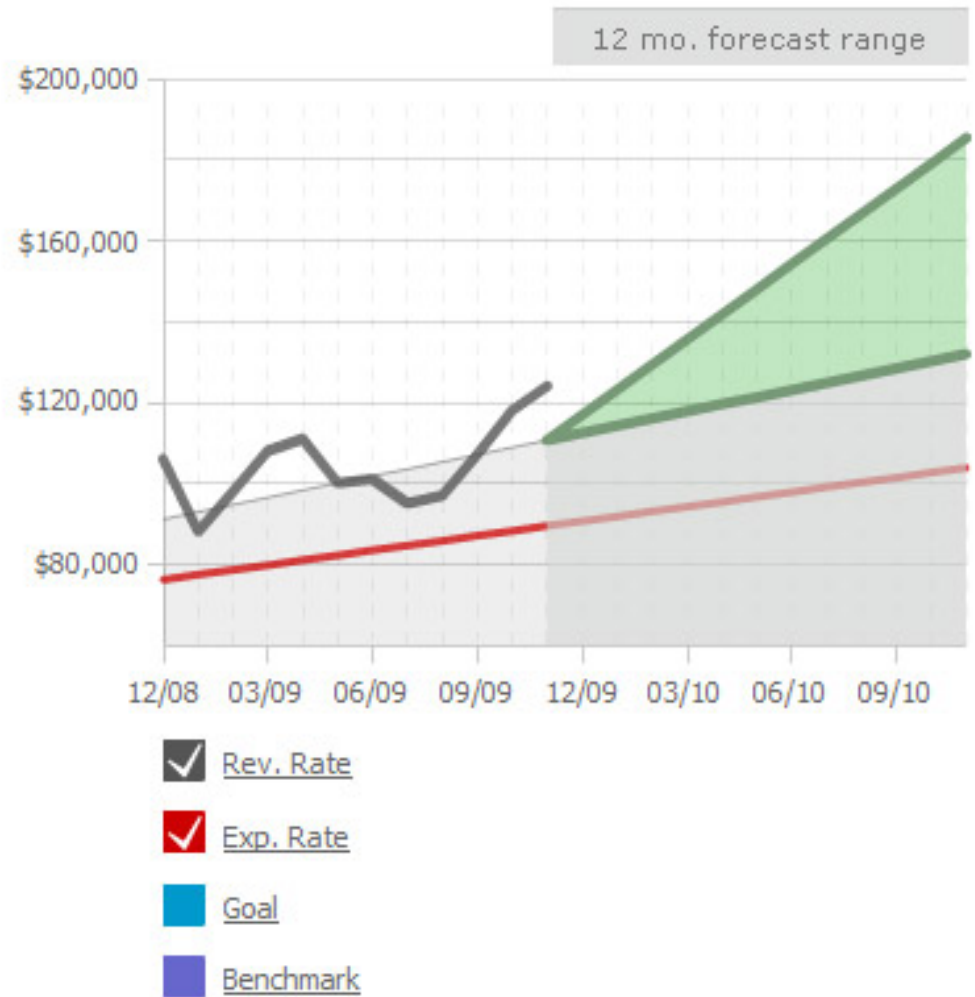
[» update goals](#)

S-L Index™

7.80%

0.65% /mo

\$1,304,983



Staff Contributions

LOB: Combined

View by: Month

Revenue per Billable FTE

Ave./mo

\$42,806

Prior year: \$26,916

based on 12 past months

Yearly Increases

Actual

59.0%

Goal

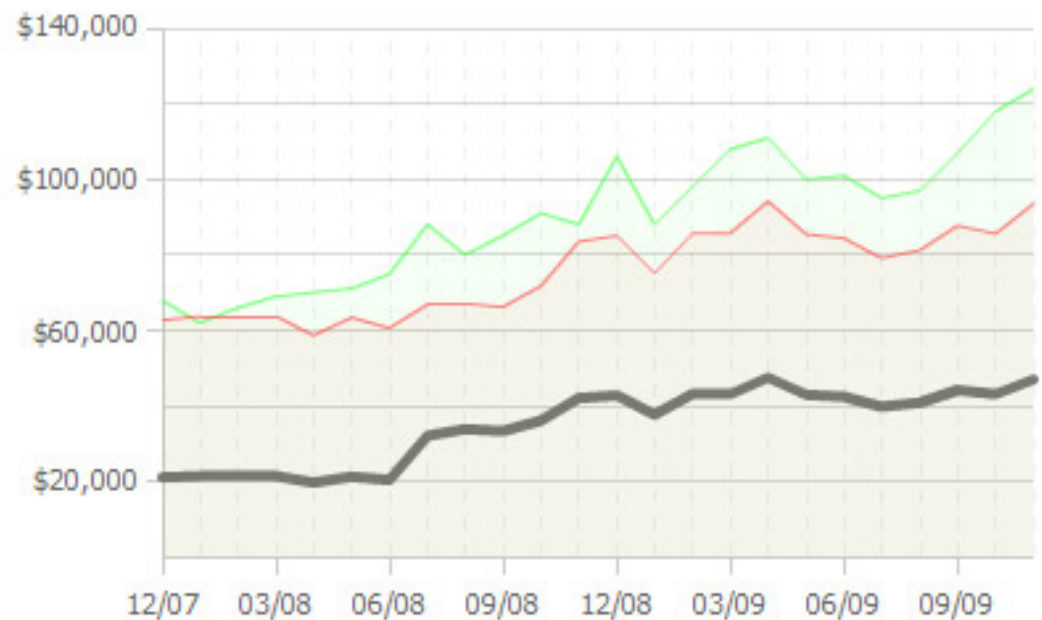
» update goals

(per month)

Goal

» update goals

Benchmark



✓ Revenue

✓ Expenses

Rev. Rate

Exp. Rate