



# MAXCREDIBLE

Europe's No. 1 Online Customer Credit Management

KPI's	CCO	CFO	CEO	Total in %	Definition
1 DSO (days)	•	•	•	47%	Days Stay Outstanding
2 FT E /turnover		•		52%	Fulltime-equivalent
3 Depreciation		•		51%	
4 WART	•	•		NA	Weighted Average Resolution Time
5 Quick Ratio		•	•	NA	
6 Efficiency		•		NA	

\* This information will be available soon

KPI's	CCO	CFO	CEO	Company 1: Industry			Company 2: Administration Software		
				Pre	Post	Decrease in%	Pre	Post	Decrease in%
1 DSO (days)	•	•	•	59	42	29%	84	40	52%
2 FT E /turnover		•		2	1	50%	2	2	0%
3 Depreciation		•		1%	1%	0%	2	1	50%
*4 WART	•	•							
*5 Quick Ratio		•	•						
*6 Efficiency		•							

KPI's	CCO	CFO	CEO	Company 3: Telecom			Company 4: Training Center		
				Pre	Post	Decrease in%	Pre	Post	Decrease in%
1 DSO (days)	•	•	•	65	43	34%	60	40	33%
*2 FT E /turnover		•							
*3 Depreciation		•							
*4 WART	•	•							
*5 Quick Ratio		•	•						
*6 Efficiency		•							

KPI's	CCO	CFO	CEO	Company 5: Educational			Company 6: Hardware vendor		
				Pre	Post	Decrease in%	Pre	Post	Decrease in%
1 DSO (days)	•	•	•	152	61	60%	60	12	80%
2 FT E /turnover		•		3	1	67%	*	*	*
3 Depreciation		•		3	2	40%	*	*	*
*4 WART	•	•							
*5 Quick Ratio		•	•						
*6 Efficiency		•							



# MAXCREDIBLE

Europe's No. 1 Online Customer Credit Management

KPI's	CCO	CFO	CEO	Total in %	Definition
1 DSO (days)	•	•	•	47%	Days Stay Outstanding
2 FT E /turnover		•		52%	Fulltime-equivalent
3 Depreciation		•		51%	
4 WART	•	•		NA	Weighted Average Resolution Time
5 Quick Ratio		•	•	NA	
6 Efficiency		•		NA	

\* This information will be available soon

KPI's	CCO	CFO	CEO	Company 7: Automation			Company 8: Retail		
				Pre	Post	Decrease in%	Pre	Post	Decrease in%
1 DSO (days)	•	•	•	88	38	57%	49	26	47%
2 FT E /turnover		•		2	1	50%	3	1	67%
3 Depreciation		•		2	1	50%	7	3	57%
*4 WART	•	•							
*5 Quick Ratio		•	•						
*6 Efficiency		•							

KPI's	CCO	CFO	CEO	Company 9: Retail			Company 10: Business Services		
				Pre	Post	Decrease in%	Pre	Post	Decrease in%
1 DSO (days)	•	•	•	98	29	70%	152	74	51%
2 FT E /turnover		•		4	2	50%	2	0,8	60%
3 Depreciation		•		5	3	40%	4	2	51%
*4 WART	•	•							
*5 Quick Ratio		•	•						
*6 Efficiency		•							

KPI's	CCO	CFO	CEO	Company 11: Automation			Company 12: Parkeerbedrijf		
				Pre	Post	Decrease in%	Pre	Post	Decrease in%
1 DSO (days)	•	•	•	67	57	15%	90	40	56%
2 FT E /turnover		•		*	*	*	8	4	50%
3 Depreciation		•		*	*	*	2	0	95%
*4 WART	•	•							
*5 Quick Ratio		•	•						
*6 Efficiency		•							



# MAXCREDIBLE

Europe's No. 1 Online Customer Credit Management

KPI's	CCO	CFO	CEO	Total in %	Definition
1 DSO (days)	•	•	•	47%	Days Stay Outstanding
2 FT E /turnover		•		52%	Fulltime-equivalent
3 Depreciation		•		51%	
4 WART	•	•		NA	Weighted Average Resolution Time
5 Quick Ratio		•	•	NA	
6 Efficiency		•		NA	

\* This information will be available soon

KPI's	CCO	CFO	CEO	Company 13: Financial Services			Company 14: Health Care		
				Pre	Post	Decrease in%	Pre	Post	Decrease in%
1 DSO (days)	•	•	•	198	60	70%	60	40	33%
2 FT E /turnover		•		0,5	0,2	60%	*	*	*
3 Depreciation		•		4	3	29%	*	*	*
*4 WART	•	•							
*5 Quick Ratio		•	•						
*6 Efficiency		•							

KPI's	CCO	CFO	CEO	Company 15: Retail		
				Pre	Post	Decrease in%
1 DSO (days)	•	•	•	30	26	13%
2 FT E /turnover		•		3	1	67%
3 Depreciation		•		2	0	93%
*4 WART	•	•				
*5 Quick Ratio		•	•			
*6 Efficiency		•				

## DISCLAIMER

The information in this benchmark is derived from our reliable sources. MaxCredible can not guarantee the accuracy or completeness of the facts. Although this benchmark was created with the utmost care, we are not liable for damages of any kind resulting from incorrect or incomplete information. This benchmark will be updated continuously. The recorded number of these suppliers and may fluctuate. More information is available via the website MaxCredible [www.maxcredible.com](http://www.maxcredible.com)