Identifying High Impact Opportunities

	Industry Average	Top 20%	My Operation Current Year	My Operation Last Year	My Operation is Trending	High Impact!
AI Per Employee					→ ↔ ←	
Personnel E.R.					→ ↔ ←	
Transportation E.R.					→ ↔ ←	
Total Equipment Maintenance E.R.					→ ↔ ←	
Total E.R.					→ ↔ ←	
Revenue Per Day					→ ↔ ←	
Utilization					→ ↔ ←	
Net Income Before Revenue Equip. Financing					→ ↔ ←	
Other Variable Expense Per FTE					→ ↔ ←	
Operating Margin (Net % AI)					→ ↔ ←	

High Impact Items – Metrics trending in the wrong direction year over year AND on the wrong side of the group average