

Open Standards Benchmarking Measure List

Manufacturing

Cost Effectiveness				
Metric Group ID	Metric Name	Metric Formula	KPI Flag	PCF ID
103169	Scrap and rework costs as a percentage of sales	189.0290	a	10217
104010	Total cost to manufacture per \$1,000 revenue	$189.0190 / (189.0040 * .001)$	a	10217
100433	Cost of goods sold as a percentage of revenue	$(189.0060 / 189.0040) * 100$		10005
100820	Labor costs as a percentage of cost of goods sold	189.0070a		10217
100860	Material costs as a percentage of cost of goods sold	189.0070c		10217
101735	Overhead costs as a percentage of cost of goods sold	189.0070b		10217
Process Efficiency				
Metric Group ID	Metric Name	Metric Formula	KPI Flag	PCF ID
100014	Actual production rate as a percentage of the maximum capable production rate	189.0270	a	10304
100726	Finished product, first pass quality yield	189.0280	a	10304
101741	Perfect order performance	189.0320	a	10005
103113	Production material handling damage as a percentage of total material cost	189.0380	a	10217
104176	Unplanned machine downtime as a percentage of scheduled run time	189.0260	a	10305
104217	Warranty costs (repair and replacement) as a percentage of sales	189.0300	a	10217
100076	Raw material inventory turns	189.0340		10005
100251	Average production schedule attainment during a planning period for primary products	189.0250		10304
100307	Return on fixed assets	189.0220		10749
100719	Finished goods inventory turns	189.0360		10005
100790	Inventory obsolescence as a percentage of total inventory	189.0370		10217
100821	Labor turnover rate as a percentage of work force	189.0400		10217
102573	Percentage of sales orders delivered on time	189.0330		10341
103152	Return on invested capital	189.0210		10734
103178	Shrinkage as a percentage of revenue	$(189.0390 / 189.0040) * 100$		10005
104225	Work-in-process (WIP) inventory turn rate	189.0350		10304

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Cycle Time				
Metric Group ID	Metric Name	Metric Formula	KPI Flag	PCF ID
100496	Customer order cycle time in days	189.0310	a	10005
100854	Manufacturing cycle time in hours	189.0230	a	10304
100697	Engineering change order (ECO) cycle time	189.0240		10217
Staff Productivity				
Metric Group ID	Metric Name	Metric Formula	KPI Flag	PCF ID
104202	Value of plant shipments per employee	189.0200		10217

About APQC's Open Standards Benchmarking

- APQC is the steward of the open standard benchmarking content. Content is developed and reviewed by various subject matter experts.
- Participation in APQC's Open Standards Benchmarking is complimentary for APQC Enterprise Members. APQC Functional Members can benchmark in their functional membership at no cost.
- By participating, you will receive a detailed table comparing your responses with those of your peers. In essence, you'll get a row-by-row comparison of your responses versus those of your peers. The data tables will feature your answers as well as indicate the high, median and low performance ranges.
- Past participants have used open standards benchmarking research reports to set baselines for process improvement projects, to build a business case for new initiatives, to prioritize high-impact opportunities, and even to validate success or return on investment from efforts.

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