



CFMA Benchmarker for Prophix

Over 200 KPIs and 100 Peer Groups

The construction industry is one of the most competitive sectors with contractors always dealing with tight margins. Understanding the health of your business is one thing but how it compares to everyone else, takes your insights to the next level.

That is where Prophix comes in.

Our software centralizes all your financial information from any source and scales your ability to track KPIs through our powerful analytics engine. Gone are the days of just tracking KPIs and Financial Ratios monthly in a spreadsheet. Harness the power of analytics on demand combined with the data in the CFMA Benchmarker to make better decisions.

Benefits for you

In-Depth
Insight into
Your Data

Reliable
Comparison
Against Industry
Peers

Understand
and Evaluate
Company
Performance

Shape Strategic
Decisions Based
on KPIs Against
Industry Trends

Turn daily KPIs and Ratios into actionable insights and gain a competitive advantage over your peers.

What You Get with Prophix and the CFMA Benchmarking Data Tool Results

The Construction Financial Benchmarker is an online tool that lets you compare your financial data against CFMA's compiled and aggregated industry financial data. Leveraging Prophix as your single source of data truth, along with over 200 KPIs across 100+ peer categories from CFMA, you can now focus on making strategic decisions related to how you manage cash, investments, and resources within your company.

	Actual	All Companies	Under \$10 Million	\$10-20 Million	\$25 - 50 Million	\$50 - 100 Million	\$100-200 Million	Over \$200 Million	Northwest	Southwest	Midwest	South	East
Key Income Statement Items (as a % of Total Revenue)													
Total Revenue	100.00%	100.00%	200.00%	200.00%	200.00%	200.00%	200.00%	200.00%	200.00%	200.00%	200.00%	200.00%	200.00%
Total Direct Costs	80.81%	80.40%	144.00%	155.40%	162.80%	173.00%	181.40%	188.20%	191.40%	198.20%	191.40%	198.20%	191.40%
Indirect Costs	2.86%	2.86%	5.80%	7.40%	8.00%	8.80%	9.80%	10.80%	11.40%	12.40%	13.40%	14.40%	15.40%
Total Costs	83.67%	83.26%	150.80%	162.80%	170.80%	181.80%	191.20%	199.00%	202.80%	203.80%	204.80%	212.60%	206.80%
Gross Profit	17.20%	18.60%	59.20%	37.60%	22.20%	25.80%	24.00%	17.20%	18.60%	18.60%	18.60%	18.60%	18.60%
SG&A Expenses													
Total SG&A Expenses	11.88%	11.50%	39.80%	28.20%	28.80%	18.20%	14.80%	11.50%	11.50%	11.50%	11.50%	11.50%	11.50%
Income (Loss) from Operations	5.48%	6.50%	19.40%	9.40%	11.00%	9.60%	9.40%	6.20%	7.10%	7.10%	7.10%	7.10%	7.10%
Other income (expense)	2.21%	2.20%	1.80%	1.20%	2.20%	2.20%	2.20%	2.20%	2.20%	2.20%	2.20%	2.20%	2.20%
Net Income (Loss)	3.27%	4.30%	21.20%	10.60%	13.20%	11.80%	11.60%	4.00%	9.30%	9.30%	9.30%	9.30%	9.30%
Balance Sheet (% of Total Assets)													
Assets													
Total Accounts Receivable, Net	50.26%	48.00%	82.80%	84.20%	101.00%	103.40%	110.20%	108.40%	103.00%	103.00%	103.00%	103.00%	103.00%
Total Current Assets	82.81%	82.40%	121.00%	124.40%	168.80%	170.00%	173.00%	173.00%	173.00%	173.00%	173.00%	173.00%	173.00%
Total Property, Plant & Equipment	44.38%	43.10%	130.80%	94.80%	78.40%	70.20%	62.80%	42.00%	42.00%	42.00%	42.00%	42.00%	42.00%
Total Noncurrent Assets	3.91%	3.80%	9.80%	9.60%	8.40%	8.40%	8.40%	8.40%	8.40%	8.40%	8.40%	8.40%	8.40%
Total Assets	100.00%	100.00%	200.00%	200.00%	200.00%	200.00%	200.00%	200.00%	200.00%	200.00%	200.00%	200.00%	200.00%
Liabilities													
Total Accounts Payable	28.22%	27.40%	33.00%	46.00%	68.80%	68.20%	72.00%	85.40%	85.40%	85.40%	85.40%	85.40%	85.40%
Total Current Liabilities	21.12%	20.80%	27.00%	31.00%	104.80%	112.20%	124.40%	124.40%	124.40%	124.40%	124.40%	124.40%	124.40%
Total Noncurrent Liabilities	9.77%	9.80%	23.80%	17.80%	18.00%	14.00%	17.00%	17.00%	17.00%	17.00%	17.00%	17.00%	17.00%
Total Liabilities	41.20%	40.00%	100.40%	102.60%	131.40%	127.60%	135.40%	150.00%	150.00%	150.00%	150.00%	150.00%	150.00%
Total Net Worth	58.80%	60.00%	99.60%	97.40%	78.60%	72.00%	68.00%	50.00%	50.00%	50.00%	50.00%	50.00%	50.00%
Total Liabilities and Net Worth	100.00%	100.00%	200.00%	200.00%	200.00%	200.00%	200.00%	200.00%	200.00%	200.00%	200.00%	200.00%	200.00%

Take Benchmarking to the Next Level with:

- 5 Years Worth of Peer Data Spanning Multiple Size, Types and Geographies
 - Plus all future releases from CFMA
- Gain instant value as you get started quickly with:
 - Full Dataset of 200+ KPIs and 100+ Peer Groups from CFMA
 - 40+ Pre-Configured Calculations to Compare Your Actuals
 - 2 Interactive Dashboards for Ease of Comparison to the Benchmarks
 - 1 Comprehensive Report showing all KPIs and Peer Categories
 - 2 Detailed Reports Covering P&L and Balance Sheets Percentages and Key Ratios

Features Accessible Through the Prophix and CFMA Integration are Fully Configurable and Customizable to Meet Your Needs

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