

Executive Summary

	Section	Percentage Score
●	Management	75 %
●	Staff	85 %
●	Strategic Relationships	85 %
●	Opportunities	88 %
●	Challenges	75 %
●	Funding	80 %
●	Competition	100 %
●	Business Goals	100 %
●	Execution Capability	72 %
●	Key Strengths	58 %
●	IT Infrastructure	50 %
●	Management & use of Information	42 %
●	Business Risks	80 %
●	Operations	95 %
●	Pricing/Margins	58 %
●	Customer Care	60 %
●	Product Offering	50 %
●	Marketing	30 %
●	Credit Control	68 %
●	Management Accounts	100 %
●	Key Performance Indicators	53 %
●	Communication	30 %
●	Strategy and Business Planning	35 %
●	Sales	60 %
●	36 Month Question	75 %
●	What CEO thinks is missing	60 %
●	CEOs Background	57 %
●	Financial Performance	63 %
	Overall Score	68 %

Executive Summary

	Section	Percentage Score
●	Management	100 %
●	Staff	100 %
●	Strategic Relationships	80 %
●	Opportunities	73 %
●	Challenges	75 %
●	Funding	67 %
●	Competition	90 %
●	Business Goals	100 %
●	Execution Capability	32 %
●	Key Strengths	58 %
●	IT Infrastructure	78 %
●	Management & use of Information	73 %
●	Business Risks	63 %
●	Operations	85 %
●	Pricing/Margins	50 %
●	Customer Care	78 %
●	Product Offering	87 %
●	Marketing	63 %
●	Credit Control	100 %
●	Management Accounts	100 %
●	Key Performance Indicators	78 %
●	Communication	50 %
●	Strategy and Business Planning	75 %
●	Sales	17 %
●	36 Month Question	25 %
●	What CEO thinks is missing	40 %
●	CEOs Background	77 %
●	Financial Performance	43 %
	Overall Score	72 %

Executive Summary

	Section	Percentage Score
●	Management	58 %
●	Staff	40 %
●	Strategic Relationships	65 %
●	Opportunities	53 %
●	Challenges	50 %
●	Funding	27 %
●	Competition	73 %
●	Business Goals	80 %
●	Execution Capability	45 %
●	Key Strengths	70 %
●	IT Infrastructure	93 %
●	Management & use of Information	20 %
●	Business Risks	53 %
●	Operations	8 %
●	Pricing/Margins	10 %
●	Customer Care	15 %
●	Product Offering	37 %
●	Marketing	15 %
●	Credit Control	22 %
●	Management Accounts	45 %
●	Key Performance Indicators	20 %
●	Communication	15 %
●	Strategy and Business Planning	25 %
●	Sales	7 %
●	36 Month Question	50 %
●	What CEO thinks is missing	20 %
●	CEOs Background	62 %
●	Financial Performance	23 %
	Overall Score	39 %

Executive Summary

	Section	Percentage Score
●	Management	75 %
●	Staff	80 %
●	Strategic Relationships	90 %
●	Opportunities	98 %
●	Challenges	75 %
●	Funding	100 %
●	Competition	100 %
●	Business Goals	90 %
●	Execution Capability	72 %
●	Key Strengths	82 %
●	IT Infrastructure	100 %
●	Management & use of Information	53 %
●	Business Risks	80 %
●	Operations	100 %
●	Pricing/Margins	90 %
●	Customer Care	60 %
●	Product Offering	90 %
●	Marketing	50 %
●	Credit Control	80 %
●	Management Accounts	0 %
●	Key Performance Indicators	67 %
●	Communication	60 %
●	Strategy and Business Planning	40 %
●	Sales	63 %
●	36 Month Question	25 %
●	What CEO thinks is missing	60 %
●	CEOs Background	83 %
●	Financial Performance	60 %
	Overall Score	74 %

Executive Summary

	Section	Percentage Score
●	Management	67 %
●	Staff	65 %
●	Strategic Relationships	80 %
●	Opportunities	70 %
●	Challenges	100 %
●	Funding	80 %
●	Competition	40 %
●	Business Goals	50 %
●	Execution Capability	50 %
●	Key Strengths	93 %
●	IT Infrastructure	60 %
●	Management & use of Information	20 %
●	Business Risks	77 %
●	Operations	15 %
●	Pricing/Margins	12 %
●	Customer Care	68 %
●	Product Offering	63 %
●	Marketing	15 %
●	Credit Control	100 %
●	Management Accounts	60 %
●	Key Performance Indicators	75 %
●	Communication	55 %
●	Strategy and Business Planning	45 %
●	Sales	67 %
●	36 Month Question	100 %
●	What CEO thinks is missing	100 %
●	CEOs Background	70 %
●	Financial Performance	42 %
	Overall Score	62 %

Executive Summary

	Section	Percentage Score
●	Management	67 %
●	Staff	50 %
●	Strategic Relationships	55 %
●	Opportunities	73 %
●	Challenges	50 %
●	Funding	80 %
●	Competition	95 %
●	Business Goals	20 %
●	Execution Capability	42 %
●	Key Strengths	93 %
●	IT Infrastructure	93 %
●	Management & use of Information	77 %
●	Business Risks	80 %
●	Operations	95 %
●	Pricing/Margins	63 %
●	Customer Care	88 %
●	Product Offering	63 %
●	Marketing	90 %
●	Credit Control	100 %
●	Management Accounts	15 %
●	Key Performance Indicators	53 %
●	Communication	25 %
●	Strategy and Business Planning	25 %
●	Sales	70 %
●	36 Month Question	0 %
●	What CEO thinks is missing	0 %
●	CEOs Background	57 %
●	Financial Performance	53 %
	Overall Score	62 %

Executive Summary

	Section	Percentage Score
●	Management	25 %
●	Staff	40 %
●	Strategic Relationships	65 %
●	Opportunities	68 %
●	Challenges	50 %
●	Funding	13 %
●	Competition	75 %
●	Business Goals	80 %
●	Execution Capability	65 %
●	Key Strengths	35 %
●	IT Infrastructure	35 %
●	Management & use of Information	3 %
●	Business Risks	27 %
●	Operations	18 %
●	Pricing/Margins	28 %
●	Customer Care	43 %
●	Product Offering	57 %
●	Marketing	35 %
●	Credit Control	35 %
●	Management Accounts	30 %
●	Key Performance Indicators	15 %
●	Communication	30 %
●	Strategy and Business Planning	40 %
●	Sales	43 %
●	36 Month Question	50 %
●	What CEO thinks is missing	40 %
●	CEOs Background	3 %
●	Financial Performance	32 %
	Overall Score	37 %

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	Section	Percentage Score
●	Management	67 %
●	Staff	85 %
●	Strategic Relationships	80 %
●	Opportunities	88 %
●	Challenges	75 %
●	Funding	93 %
●	Competition	90 %
●	Business Goals	100 %
●	Execution Capability	57 %
●	Key Strengths	100 %
●	IT Infrastructure	100 %
●	Management & use of Information	67 %
●	Business Risks	67 %
●	Operations	100 %
●	Pricing/Margins	90 %
●	Customer Care	88 %
●	Product Offering	80 %
●	Marketing	90 %
●	Credit Control	100 %
●	Management Accounts	90 %
●	Key Performance Indicators	100 %
●	Communication	65 %
●	Strategy and Business Planning	85 %
●	Sales	83 %
●	36 Month Question	50 %
●	What CEO thinks is missing	50 %
●	CEOs Background	83 %
●	Financial Performance	55 %
	Overall Score	82 %

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	Section	Percentage Score
●	Management	83 %
●	Staff	80 %
●	Strategic Relationships	85 %
●	Opportunities	30 %
●	Challenges	50 %
●	Funding	40 %
●	Competition	35 %
●	Business Goals	60 %
●	Execution Capability	35 %
●	Key Strengths	70 %
●	IT Infrastructure	100 %
●	Management & use of Information	7 %
●	Business Risks	17 %
●	Operations	95 %
●	Pricing/Margins	15 %
●	Customer Care	43 %
●	Product Offering	60 %
●	Marketing	55 %
●	Credit Control	100 %
●	Management Accounts	90 %
●	Key Performance Indicators	43 %
●	Communication	45 %
●	Strategy and Business Planning	25 %
●	Sales	67 %
●	36 Month Question	25 %
●	What CEO thinks is missing	20 %
●	CEOs Background	62 %
●	Financial Performance	43 %
	Overall Score	54 %

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	Section	Percentage Score
	Management	50 %
●	Staff	55 %
●	Strategic Relationships	80 %
●	Opportunities	63 %
●	Challenges	50 %
●	Funding	80 %
●	Competition	100 %
●	Business Goals	80 %
●	Execution Capability	42 %
●	Key Strengths	47 %
●	IT Infrastructure	33 %
●	Management & use of Information	17 %
●	Business Risks	67 %
●	Operations	95 %
●	Pricing/Margins	80 %
●	Customer Care	78 %
●	Product Offering	50 %
●	Marketing	15 %
●	Credit Control	67 %
●	Management Accounts	45 %
●	Key Performance Indicators	100 %
●	Communication	35 %
●	Strategy and Business Planning	30 %
●	Sales	37 %
●	36 Month Question	25 %
●	What CEO thinks is missing	60 %
●	CEOs Background	20 %
●	Financial Performance	58 %
	Overall Score	56 %

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	Section	Percentage Score
●	Management	100 %
●	Staff	95 %
●	Strategic Relationships	90 %
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●	Challenges	75 %
●	Funding	93 %
●	Competition	100 %
●	Business Goals	100 %
●	Execution Capability	83 %
●	Key Strengths	70 %
●	IT Infrastructure	33 %
●	Management & use of Information	13 %
●	Business Risks	80 %
●	Operations	100 %
●	Pricing/Margins	85 %
●	Customer Care	83 %
●	Product Offering	50 %
●	Marketing	80 %
●	Credit Control	53 %
●	Management Accounts	45 %
●	Key Performance Indicators	70 %
●	Communication	35 %
●	Strategy and Business Planning	75 %
●	Sales	73 %
●	36 Month Question	50 %
●	What CEO thinks is missing	10 %
●	CEOs Background	90 %
●	Financial Performance	67 %
	Overall Score	72 %

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●	Staff	100 %
●	Strategic Relationships	55 %
●	Opportunities	85 %
●	Challenges	100 %
●	Funding	67 %
●	Competition	25 %
●	Business Goals	90 %
●	Execution Capability	60 %
●	Key Strengths	82 %
●	IT Infrastructure	100 %
●	Management & use of Information	73 %
●	Business Risks	63 %
●	Operations	100 %
●	Pricing/Margins	75 %
●	Customer Care	100 %
●	Product Offering	77 %
●	Marketing	38 %
●	Credit Control	100 %
●	Management Accounts	30 %
●	Key Performance Indicators	78 %
●	Communication	75 %
●	Strategy and Business Planning	45 %
●	Sales	50 %
●	36 Month Question	25 %
●	What CEO thinks is missing	30 %
●	CEO's Background	65 %
●	Financial Performance	38 %
	Overall Score	69 %