CEO CoPilot

Your Report

Variable: {annual_revenue_electrical_industry}

Definition: The annual revenue for the previous business fiscal year.

Value: N/A

Top Performers: Elite residential electrical contractors achieve >$10M revenue through service agreements, EV charger installs, and panel upgrades; they prioritize recurring revenue and fleet scaling.

Value Tiers: Small (<$1M): Solo or startup; Medium ($1M-$5M): 5-15 techs; Large (>$5M): Multi-location operations.

Red Flag Trigger: <$500K for businesses with >3 employees.

Default Value: $1.3 million

Variable: {yoy_growth_rate_electrical_industry}

Definition: The year-over-year percentage increase in revenue.

Value: N/A

Top Performers: Top performers achieve 15-25% YOY growth via smart home integrations, electrification trends, and digital marketing; focus on tech training and membership programs.

Value Tiers: Small (<$1M): 8-15%; Medium ($1M-$5M): 10-20%; Large (>$5M): 8-15%.

Red Flag Trigger: Negative or <5%.

Default Value: 10%

Variable: {technical_staff_time_on_technical_labor_percent_electrical_industry}

Definition: The percentage of total working hours that technical staff spend on billable technical labor tasks in electrical operations.

Value: N/A

Top Performers: Elite performers achieve 78-88% by using GPS routing, pre-stocked vans, and call-ahead protocols to cut travel and prep time.

Value Tiers: N/A – Not applicable

Red Flag Trigger: <70%.

Default Value: 72%

Variable: {owner_hours_per_week_in_field_electrical_industry}

Definition: The average number of hours per week an electrical business owner spends performing hands-on field work.

Value: N/A

Top Performers: Owners of >$2M businesses spend 0 hours in field, focusing on sales, systems, and expansion.

Value Tiers: <$1M revenue: 25-40 hours; $1M-$2M: 10-25 hours; >$2M: 0-10 hours.

Red Flag Trigger: >20 hours for >$1M revenue businesses.

Default Value: 15 hours

Variable: {full_time_operations_managers_count_electrical_industry}

Definition: The number of full-time operations managers employed in an electrical business to oversee daily operations and staff.

Value: N/A

Top Performers: Elite firms use 1 manager per 12-18 techs for dispatching, training, and QA.

Value Tiers: <$1M revenue: 0-1; $1M-$5M: 1-2; >$5M: 3+.

Red Flag Trigger: 0 for >$1.5M revenue or >10 techs.

Default Value: 1

Variable: {callback_rate_percent_electrical_industry}

Definition: The percentage of electrical service calls that require a return visit due to unresolved issues or errors.

Value: N/A

Top Performers: Top performers hold <1.5% via tech certification, QA checklists, and parts verification.

Value Tiers: N/A – Not applicable

Red Flag Trigger: >3%.

Default Value: 2.5%

Variable: {first_fix_rate_percent_electrical_industry}

Definition: The percentage of electrical jobs successfully completed and resolved on the first technician visit.

Value: N/A

Top Performers: Elite achieve 92-97% with diagnostic tools, van stocking, and remote diagnostics.

Value Tiers: N/A – Not applicable

Red Flag Trigger: <85%.

Default Value: 88%

Variable: {dispatch_efficiency_percent_electrical_industry}

Definition: The percentage of dispatch decisions that result in optimal routing, minimal travel time, and maximized job completion.

Value: N/A

Top Performers: Top firms hit 92-98% using AI dispatch software like ServiceTitan or FieldEdge.

Value Tiers: N/A – Not applicable

Red Flag Trigger: <82%.

Default Value: 85%

Variable: {jobs_per_tech_per_day_electrical_industry}

Definition: The average number of jobs an electrical technician completes in a single workday.

Value: N/A

Top Performers: Elite techs complete 6-8 jobs/day with flat-rate service calls and zone dispatching.

Value Tiers: N/A – Not applicable

Red Flag Trigger: <4.

Default Value: 5

Variable: {technician_utilization_percent_electrical_industry}

Definition: The percentage of a technician's available hours spent on billable work in the electrical field.

Value: N/A

Top Performers: Top performers reach 80-90% by streamlining travel and admin via mobile apps.

Value Tiers: N/A – Not applicable

Red Flag Trigger: <72%.

Default Value: 75%

Variable: {overtime_hours_percent_of_total_labor_electrical_industry}

Definition: The percentage of total labor hours in electrical operations that are overtime.

Value: N/A

Top Performers: Elite keep <8% with predictive scheduling and flex staffing.

Value Tiers: N/A – Not applicable

Red Flag Trigger: >15%.

Default Value: 8%

Variable: {estimated_service_tech_count_electrical_industry}

Definition: The estimated number of service technicians needed based on electrical business revenue.

Value: N/A

Top Performers: Maintain $275K-$350K revenue per tech via high utilization and upsell training.

Value Tiers: <$1M: 2-4 techs; $1M-$5M: 5-18 techs; >$5M: 20+ techs.

Red Flag Trigger: Revenue per tech <$200K.

Default Value: Revenue divided by $250,000

Variable: {revenue_leakage_total_electrical_industry}

Definition: The estimated annual revenue lost in an electrical business due to inefficiencies like callbacks.

Value: N/A

Top Performers: Minimize to <$25K via <1.5% callbacks and 90%+ first-fix.

Value Tiers: $1M-$5M revenue: $30K-$60K typical.

Red Flag Trigger: >$50K annually.

Default Value: $35,000

Variable: {total_revenue_lift_electrical_industry}

Definition: The potential increase in annual revenue for electrical businesses through optimization strategies.

Value: N/A

Top Performers: Achieve 20-30% lift from efficiency gains and service expansions.

Value Tiers: N/A – Not applicable

Red Flag Trigger: N/A – Not applicable

Default Value: 15%

Variable: {profit_boost_electrical_industry}

Definition: Strategies and benchmarks for increasing net profit in electrical businesses.

Value: N/A

Top Performers: Boost net profit to 12-18% via 55%+ gross margins, low callbacks, and owner non-field focus.

Value Tiers: N/A – Not applicable

Red Flag Trigger: Net profit <8%.

Default Value: 5%