



Your Report

Variable: {payable_days_average_electrical_industry}

Definition: Average number of days it takes electrical contractors to pay suppliers (accounts payable days outstanding, DPO).

Value: N/A

Top Performers: Elite 10-20% achieve 55-65 days via strong vendor negotiations and terms optimization (ServiceTitan 2023 Electrical benchmarks; NECA).

Value Tiers: N/A – Consistent across sizes.

Red Flag Trigger: <25 days (cash strain) or >80 days (vendor risk).

Default Value: 45 days

Variable: {inventory_days_on_hand_electrical_industry}

Definition: Average days electrical parts/materials inventory is held before use or sale (days inventory outstanding, DIO).

Value: N/A

Top Performers: Top performers hold 25-35 days through just-in-time ordering and demand forecasting (ServiceTitan/Nexstar Electrical data).

Value Tiers: <\$1M revenue: 45 days; \$1-5M: 40 days; >\$5M: 30 days.

Red Flag Trigger: >75 days.

Default Value: 38 days

Variable: {productivity_ideal_per_employee_electrical_industry}

Definition: Ideal annual revenue generated per full-time employee in electrical service businesses.

Value: N/A

Top Performers: Elite achieve \$300k+ per employee via high tech utilization (75%+ billable) and upsell focus (Nexstar/ServiceTitan 2023 Electrical).

Value Tiers: <\$1M revenue: \$175k; \$1-5M: \$225k; >\$5M: \$275k.

Red Flag Trigger: <\$150k per employee.

Default Value: \$200,000

Variable: {callback_cost_per_incident_electrical_industry}

Definition: Average direct and indirect cost of a single electrical callback incident.

Value: N/A

Top Performers: <\$300 per incident with callback rates <2.5% via diagnostics training (ECM/NECA surveys).

Value Tiers: N/A – Scales minimally with size.

Red Flag Trigger: >\$600 or rate >7% of calls.

Default Value: \$400

Variable: {training_cost_per_hour_electrical_industry}

Definition: Average cost per hour for electrical technician training programs.

Value: N/A

Top Performers: \$45-65/hr with ROI from certifications reducing callbacks 25% (NECA/EGIA).

Value Tiers: N/A.

Red Flag Trigger: <\$25/hr (underinvestment) or >\$110/hr.

Default Value: \$55

Variable: {maintenance_contract_renewal_rate_percent_electrical_industry}

Definition: Percentage of electrical maintenance contracts renewed annually.

Value: N/A

Top Performers: 90%+ renewal via proactive communication and value-add services (ServiceTitan 2023 Electrical).

Value Tiers: N/A – Goal consistent across sizes.

Red Flag Trigger: <80%.

Default Value: 87%

Variable: {fixed_costs_annual_electrical_industry}

Definition: Average annual fixed operating costs (rent, admin salaries, insurance, etc.) excluding variable costs.

Value: N/A

Top Performers: 20-26% of revenue via lean overhead (Nexstar/ECM benchmarks).

Value Tiers: <\$1M revenue: \$225k; \$1-5M: \$750k; >\$5M: \$1.6M (RMA/ECM).

Red Flag Trigger: >38% of revenue.

Default Value: N/A – Use tiers

Variable: {tax_rate_percent_electrical_industry}

Definition: Average effective combined federal, state, and local tax rate for electrical contractors.

Value: N/A

Top Performers: 23-26% via tax optimization strategies (RMA Annual Studies).

Value Tiers: N/A.

Red Flag Trigger: >34% (planning needed).

Default Value: 28%

Variable: {depreciation_percent_of_fixed_assets_electrical_industry}

Definition: Annual depreciation expense as a percentage of total fixed assets in electrical firms.

Value: N/A

Top Performers: 13-16% with efficient asset turnover (IBISWorld/RMA Electrical).

Value Tiers: N/A.

Red Flag Trigger: <9% (under-depreciation) or >24% (over-aging assets).

Default Value: 14%

Variable: {ideal_cash_conversion_cycle_days_electrical_industry}

Definition: Optimal cash conversion cycle (DSO + DIO - DPO) for electrical contractors.

Value: N/A

Top Performers: <15 days or negative via fast collections and inventory turns (ServiceTitan 2023 Electrical avg 22 days).

Value Tiers: Small (<10 techs): 35 days; Large (>20 techs): 20 days.

Red Flag Trigger: >55 days.

Default Value: 25 days

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