



Answers available in RIB reports

The table below shows the answers (criteria), available each month for Full Index and Essentials Members.

	Answers available in RIB reports	Essentials	Full Index
1	Net profit as a percentage of total turnover		✓
2	Net profit as a percentage of gross profit*		✓
3	Annualised total turnover per employee		✓
4	Annualised gross profit per employee	✓	✓
5	Total employee costs as a percentage of gross profit	✓	✓
6	Fee earners' costs as a percentage of gross profit	✓	✓
7	Monthly gross profit per fee earner	✓	✓
8	Temp margin as a percentage of Temp turnover	✓	✓
9	Average Placement Salary	✓	✓
10	Average Invoice Value - Perm Billings	✓	✓
11	Average Invoice Value – Contract, as a percentage of Average Contract Salary		✓
12	Debtor days		✓
13	Bad debt as a percentage of total turnover		✓
14	Cost of borrowing as a percentage of gross profit		✓
15	Total turnover versus last year – as a percentage		✓
16	Total turnover per week versus last month per week – as a percentage		✓
17	Gross profit versus last year – as a percentage	✓	✓
18	Total employees versus last year – as a percentage	✓	✓
19	Monthly training costs per employee		✓
20	Training Costs as a percentage of gross profit		✓
21	Ave length of tenure of full time staff		✓
22	New clients as a percentage of total clients		✓
23	Rebate value as a percentage of Perm Billings	✓	✓
24	Temps paid per Temp client		✓
25	Total number of clients billed versus last year – as a percentage		✓
26	Annualised total turnover per fee earner		✓
27	Annualised gross profit per fee earner		✓
28	Annualised gross profit per client		✓
29	Fee earners as a percentage of total staff	✓	✓
30	Gross profit as a percentage of total turnover		✓
31	Perm Average Invoice Value as a percentage of Average Placement Salary	✓	✓
32	Fee Earners' Costs per Fee Earner		✓
33	Total Perm turnover versus last year – as a percentage		✓
34	Total Temp turnover versus last year – as a percentage		✓
35	Total Contract turnover versus last year – as a percentage		✓
	Monthly Membership Cost (exc. VAT)	£49	£150

*Gross Profit – the RIB Index refers to this as Net Disposable Revenue (NDR), and gives a clear definition as to what should be included.

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Recruitment Industry Benchmarking: 9 Sandringham Avenue, Wimbledon Chase, London, SW20 8JY

☎: 020 8544 9807, e: info@ribindex.com w: www.ribindex.com © 2009 RIB Limited.