



## **BENCHMARKING FAQs**

### **WHAT SIZE OF COMPANY IS THE PROGRAMME DESIGNED FOR?**

The ACE Benchmarking programme is designed for organisations with a headcount of 251 and above. If your company has a headcount of 250 or fewer and you would like to participate ACE has developed the SME Benchmarking Programme.

### **WHO CONDUCTS THE ANALYSIS?**

The analysis for the ACE Benchmarking programme is conducted by our data partner, the Centre for Interfirm Comparison (CIFC). This ensures that participants' data is kept confidential and that each participating organisation will receive an independent view of their company's performance.

### **HOW MANY METRICS DOES THE REPORT ANALYSE?**

The Benchmarking programme includes over 550 metrics covering a wide variety of business performance operations, both current and forecasted.

### **WHO ARE CIFC?**

Since 2005, The Centre has worked with ACE to design and operate the benchmarking project for Engineering and Consultancy firms.

The Centre for Interfirm Comparison (CIFC) was one of the pioneers of benchmarking; it developed the concept of comparing company performance using management ratios in projects that range from a few simple measures to sophisticated analytical studies.

It was set up in 1959 by the Institute of Management with the support of the CBI and the British Productivity Council to meet the demand for a neutral specialist body to conduct interfirm comparisons and benchmarking projects on a confidential basis as a service to management.

Its objectives were to enable companies to assess their performance against that of their peers and so identify areas for improvement and to implement best practice.

### **WHO HOLDS THE DATA FOR THE BENCHMARKING PROGRAMME?**

The data for the benchmarking programme is held by the Centre for Interfirm Comparison (CIFC) and is only used for the purposes of the benchmarking programme.

### **WILL MY COMPANY'S DATA BE SHARED OUTSIDE OF THE REPORT?**

No. CIFC and ACE have a confidentiality agreement in place with CIFC holding the data for the programme to provide participants with the confidence that it will not be used for any other purposes.



## **WHAT WILL I RECEIVE?**

As part of the ACE Benchmarking programme participants receive the following reports in both hard copy and digital formats:

- An industry overview
- An individual report about how organisation compares within the benchmarking data of your industry

## **WHAT INFORMATION IS IN THE INDUSTRY OVERVIEW?**

The ACE Benchmarking Report industry overview compares the averages and upper and lower quartiles of companies' data to draw conclusions on industry trends.

Participants in the benchmarking programme receive a copy of this report which includes data tables for all the information contained in the report.

The analysis from the ACE Benchmarking Report is available (with the exception of the data tables) to key industry leaders, relevant government departments and important policy groups in order to promote important issues and trends within the industry.

The report contains NO individual company data and does not identify any participants ensuring that participants' figures in the scheme remain completely confidential.

## **WHAT INFORMATION IS IN THE INDIVIDUAL REPORT?**

The Individual Report is one of the unique selling points of ACE's program, comparing your organisation's results on an anonymous basis with the full dataset of your peers and competitors. It is completely separate to the published benchmarking report.

This Individual Report contains an individually written analysis unique to your organisation providing you with an independent review of your performance. Your Individual Report will be sent directly to the person you have nominated at the point of registration and is intended exclusively for internal use within your organisation.

These Individual Reports are not shared with any other parties and are not publicly available.

## **CAN I REQUEST THE INFORMATION ON ANOTHER COMPANY?**

Companies can request for the individual report to be sent to other employees but to do this the individual that registered as the benchmarking contact at the point of registration will need to contact CIFIC directly to request the change of recipient.

This ensures that companies' reports are only sent to the intending recipient and ensures confidentiality of participants' data.



## **WHAT IS THE FORMAT OF THE EUROPEAN CEO CONFERENCE?**

The European CEO Conference provides:

- A platform to CEOs for high level financial and strategic advice to help position and direct their corporate vision, mission and business strategy
- Information and tools for business and scenario planning
- Factual evidence to plan and manage business portfolios and M&A activities
- A European forum for discussion and debate between CEOs in the consultancy and engineering industry in the UK and continental Europe
- An opportunity to present and discuss the key highlights of the Benchmarking analysis, comparing them on a wide-range OF financial and business parameters
- Discussion on the impact of major events and developments within the industry, the wider economy, the environment, and government (both in the UK and across the world).

*This FAQ document was prepared in September 2018.*