

## KPI Analysis Questionnaire

Key Performance Indicators (KPI) help organizations understand how well they are performing in relation to their strategic goals and objectives. The objective of the Frontline KPI is to roughly measure ROI and, specifically, to determine at what point a Frontline system can begin making money for customers. In order to prepare an accurate KPI for your organization we first need to obtain some information from you. Please take a moment to answer the following questions as completely as possible.

### What do you hope to accomplish MOST from better managing your cooking oil?

**Reduced injury rate**

(one being the most important, four the least)  1  2  3  4

**Reduced costs on equipment purchases**

(one being the most important, four the least)  1  2  3  4

**Long-term cost savings from your cooking oil program**

(one being the most important, four the least)  1  2  3  4

**Increased rebates and/or better control rebates**

(one being the most important, four the least)  1  2  3  4

**Other**

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## Indicator 1. Labor Reduction

1.) How often is oil changed at your store?

/per week

2.) Approximately how much time does it take for an employee to change each vat of oil?

hours

3.) How many total vats are in the store?

4.) What is your labor rate?

(please specify in USD)  / per hour

## Indicator 2. Waste Oil Rebates

1.) How much fresh oil is used in your store?

/ per week

2.) How much waste oil is collected from your store? (per week)

(fill in one)  lbs.

liters

kg.

3.) What is your current waste oil rebate (if any)?

(please specify in USD)  per lbs.

per liters

per kg.

## Indicator 3. Safety/Risk Management

1.) What is the average number of burn injuries in the last year for similar sized stores?

2.) What is the average number of slips/fall injuries in the last year for similar sized stores?

3.) What is the accepted industry average cost of burn injuries:\*

(please specify in USD)

4.) What is the accepted industry average cost of slip and fall injuries:\*

(please specify in USD)

5.) What is the anticipated insurance reduction after installation of Smart Oil Management system?

(please specify in USD)

6.) Other injuries or comments on the above

\* Note: Total cost equals direct and indirect associative costs to work place injuries. The direct costs of an injury are the easiest to see and understand. These costs include emergency room and doctor visits, medical bills, medicines, and rehabilitation. Indirect costs of an injury are often overlooked. These costs can amount up to 4 times the direct cost of the injury. Indirect costs include administrative time dealing with the injury and medical care, raises in insurance costs, replacing the hours lost of the injured employee with hiring another employee, loss of reputation and confidence in employees and clients, unwanted media attention, and more.

## Indicator 4. Environmental Issues/Store Image

1.) Have you experienced any oil spills inside or out over the past year?

Yes  No  If yes, how many?

2.) What is the approximate time it takes to clean up splash and residue oil around fryer?

 / hours

3.) What is the approximate time it takes to clean up splash and residue oil around outside oil bins?

 / hours

4.) What is the average cost of environmental or nuisance fines?

 ( please specify in USD )

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