

Executive KPI Dashboard

Organization: _____ Period: _____ Prepared by: _____ Reviewed on: _____ R = off plan, action required · Y = at risk, watch · G = on plan

KPI	Definition / data source	Target	Actual	Prior	Trend	R/Y/G	Owner	Action if off-track
REVENUE								
Revenue — month	Recognized revenue, current month [source]							
Revenue — YTD vs. plan	YTD actual vs. annual operating plan							
Recurring / contracted	Recurring revenue under contract							
PROFIT								
Gross margin %	Gross profit ÷ revenue [source]							
Operating income	Operating profit for the month							
Cash on hand / runway	Cash balance and months of runway							
PIPELINE								
Qualified pipeline value	Weighted pipeline, stages [x–y]							
Coverage ratio	Pipeline ÷ remaining plan gap							
Win rate / cycle length	Closed-won % and days to close							
DELIVERY								
On-time delivery %	Milestones met on schedule							
Projects red / yellow	Engagements off plan							
Rework / escaped defects	Rework hours this period							
CUSTOMER SATISFACTION								
NPS or CSAT	Score and response rate [cadence]							
Open escalations	Issues past commitment date							
Retention / renewal %	Logo or revenue retention							
EMPLOYEE UTILIZATION								
Billable utilization %	Billable hours ÷ available hours							
Open roles / time to fill	Vacancies against plan							
Voluntary turnover %	Rolling 12-month attrition							
AI ADOPTION								
Approved-tool active users	Weekly active users ÷ eligible staff							
Use cases in production	Approved use cases with measured value							
Hours or cost saved	Validated savings, AI-enabled work							
CYBERSECURITY								
MFA / SSO coverage %	Accounts on enforced MFA and SSO							
Critical vulnerabilities open	Unremediated criticals past SLA							
Phishing test failure rate	Simulation results, current cycle							
COMPLIANCE								
Findings open / overdue	Findings past their due date							
Required training complete %	Staff current on mandatory training							
Policy reviews on schedule	Policies past their review date							

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