

Supplier Growth, Business Fundamentals & KPIs Survey Questions

- 1) What was your company's **billed revenue** in promotional products for **2022** in \$USD? (*this question is required for recognition, and documentation such as tax filings must be uploaded for validation*)
- 2) What was your company's **billed revenue** in promotional products for **2019** in \$USD? (*this question is required for recognition, and documentation such as tax filings must be uploaded for validation*)
- 3) Is revenue up or down in 2023, and by what percentage has your 2023 revenue changed compared to same period 2022?
- 4) How many active distributor company clients did your company have in 2022 (do not count individual affiliates/franchisees separately to the parent organization)?
- 5) What was your company's total order count (not including samples) in 2022?
- 6) 8) What was your company's integrated order percentage in 2022?
- 7) What was your company's gross profit margin percentage in 2022?
- 8) As a percentage of revenue, what were your company's sample costs in 2022?
- 9) In terms of staffing, what was your factory employee turnover rate in 2022?
- 10) In terms of staffing, what was your office employee turnover rate in 2022?
- 11) What was your on-time shipping percentage in 2022 (the percentage of orders you shipped "on time")?