**Additional news for period 6:**

Your ERP system broke down. Your accounting respectively controlling people have to analyze all figures manually. So, they are just able to provide you six KPIs you have to choose in advance. Just the planning accounting will work in this period and does not cost anything. But you will not be able to get the final reports for period 6 out of the system.

Another big impact is that there were chances by the government. Companies out of your industry are free to postpone the publishing of their balance sheet and profit and loss statement. So, you cannot use them for your internal planning.

This has also a huge effect on the market research business. Market research agencies have to use “questionable” methods to get indicators of other companies. This workload has a tremendous influence on their market situation and pricing policy. Just for a normal market research report (you received from them normally) the prices increase to 5 Meuro!

Please name the 6 KPIs you would like to get from your Controlling department. Please consider that you have to derivate all further management decisions out of them. If you like to receive KPIs which you normally do not get automatically you have to define exactly how they have to be calculated.

Company: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Further remarks, if you like to have new KPIs:

KPI 1: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

KPI 2: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

KPI 3: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

KPI 4: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

KPI 5: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

KPI 6: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

You have to hand in this sheet by the end of period 6 to receive them for period 7.