



m4p&arm LQ ProfitGuard

Profitable orders, clear key figure

Order
assessment

Interactive
dashboards

Integrated
control



What is the Lammers Quotient?



The Lammers Quotient was developed by Richard Lammers, management consultant at MSB Management-Service-Beratungsgesellschaft mbH.

The Lammers quotient combines the **contribution margin** with the **capacity utilisation** in one key figure. The core elements are, on the one hand, the available performance hours and, on the other hand, a company-specific order interpretation. In this way, the profitability of an order can be calculated and visualised.

To calculate the Lammers quotient, you need the following key figures:

- ▶ Planned cost accounting for the coming or current year, incl. planned staff hours
- ▶ Material and goods input
- ▶ External services
- ▶ Machine and equipment costs
- ▶ Employee working hours
- ▶ For orders in stock or in progress, additionally the turnover or performance status.

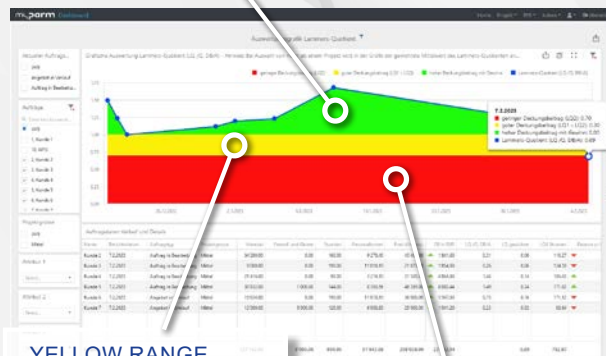
Profitable orders.
At one glance.

The cloud-based software myPARM LQ ProfitGuard calculates the profitability of your offers, orders and projects according to the Lammers quotient and presents it visually. This gives you a quick and easy overview of whether an order is profitable.

Whether you need to calculate prices or check if a long-term project is still in the green zone – myPARM LQ ProfitGuard provides you with the answers.

GREEN RANGE

High contribution margin and high profit share for orders in this range. Caution with very high values: Due to the high price you could lose orders.



YELLOW RANGE

High contribution margin and low profit share. In the long run, it is better to have orders in the green range only.

RED RANGE

Low contribution margin and no profit share. You should get rid of such orders as quickly as possible or not accept them in the first place.

A clear overview.
A dashboard with evaluation chart.

In the dashboard you can see the results of the Lammers quotient at a glance. Filter offers, orders and projects and observe their development over time. In this way, you get an overview of material, external, machine and equipment costs as well as hours worked, personnel costs and the price. The clear graph also shows you the amount of the contribution margin on the respective reporting date.

In this way, you can prioritise orders, set optimal prices and highlight calculation errors. In addition, the Lammers quotient serves as an early indicator for the profitability of orders and shows you whether there are still reserves in terms of finances or resources.

Integrated task management.
Easy control.

Immediately implement insights gained with integrated task management tools such as Kanban boards. So that measures taken can be stored clearly and transparently in the system. In addition, a document management system is integrated into the software in order to be able to store additional information.

Involved employees are automatically informed about the status of their tasks via the notification function. In addition, you can monitor the status of the measures in a separate dashboard.



Quick data entry.
Manually or with import function.

Enter new offers, orders or projects using a simple and intuitive input form. Update the data at any time to make decisions on an up-to-date database.

Alternatively, you can also enter the data via the convenient import function, for example if you have the data in an Excel file.

Functions of myPARM LQ ProfitGuard

	Basic licence	User	Team
Software maintenance, incl. updates and improvements	x		
Infrastructure / hardware	x		
Provision of a redundant server	x		
Licences (server operating system / database)	x		
Backup Management	x		
Performance monitoring	x		
10GB data storage for document management	x		
Input form for key figures		x	
Dashboards / Cockpits		x	
Task management / Kanban		x	x
Risk management		x	x
Collaboration (comment functions)		x	x
Document management		x	x



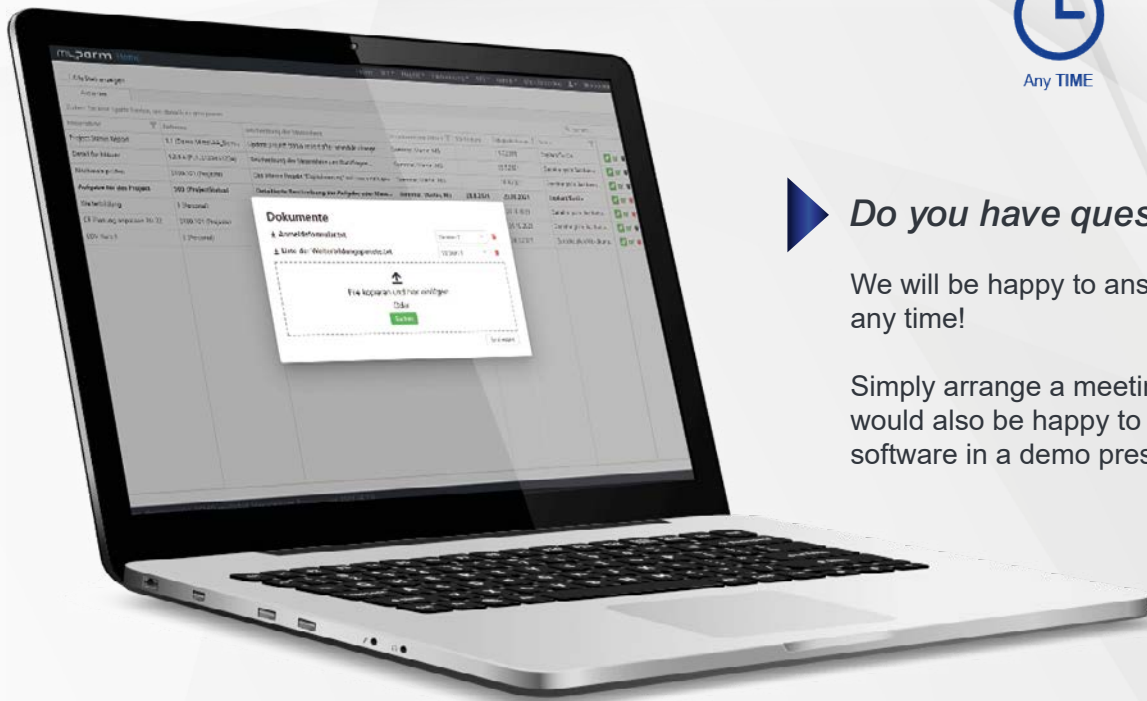
Any TIME



Any WHERE



Any DEVICE



Do you have questions?


We will be happy to answer them at any time!


Simply arrange a meeting with us. We would also be happy to show you our software in a demo presentation.







Parm AG

 Bahnhofstrasse 31
8280 Kreuzlingen
Switzerland

 +41 71 243 10 00

 info@parm.com

 parm.com