

Company Value Driver Assessment Scorecard

A Value Driver measures systems, processes, strategies, resources, etc. that create sustainable value. Do you ever wonder what an objective outside party sees when they look at your company? Rate your company (not yourself) based on the following 23 Value Drivers. Use 1 for the lowest score and 5 for the highest. Skip any that are not applicable.

Don't worry about an overall score. The goal is to get a picture of where your strengths and areas for improvements are.

	Value Drivers	1	2	3	4	5
1	Positive Sales Trend					
2	Positive Gross Margin Trends					
3	Positive Profit Trend					
4	Uniqueness of Your Product					
5	Low Customer Concentration					
6	Strong Sales & Marketing					
7	Low Vendor Reliance					
8	Strong Management Team					
9	High Recurring Revenue					
10	Accurate SOP / Business Plan					
11	Strong Infrastructure					
12	Strong Information Systems					
13	High Market Share					
14	Strong History / Reputation					
15	Easy to Transfer					
16	Technology / Process Advantages					
17	Intellectual Property					
18	Distribution Leverage					
19	Low Competition					
20	Insulated from Foreign Threats					
21	Large Market Size					
22	High Barriers to Entry					
23	High Industry Growth					