



Business Data: What Comes after Cost and Count?

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The guiding documents for business performance are the balance sheet, the profit and loss statement and cash flow details. These stand the test of time for communicating a snapshot of the health of any business. They require no translations as they are in the universal language of finance. These tools have a primary focus on cost and count. This means they let you know how much of something you have (or plan to have), the cost to your organization of doing business and the value you put in (or have earned) on that business activity.

We all know the changing face of business requires data beyond these legacy documents and snapshot moments to find success. Simple snapshots of cost and count are just not frequent enough for dynamic decision-making. How then

do we source instantly required data for our best decision-making beyond cost and count?

Dashboards: Certainly we are proceeding to solve a part of this information challenge with Business Intelligence dashboards. Dashboards provide more frequent slices or snapshots of our core data. Still, much of this Business Intelligence data is supported at the source by that same cost and count data that supports our legacy standards. So, without some additional effort, dashboard tools solve only a part of our total problem.

Devices: The burgeoning atmosphere of The Internet of Things provides a myriad of devices that can enable instant, or almost instant, communication. This, too, is another part of the solution. But, beyond today's weather, our best route to our next destination, or today's sales numbers, the

