

## State Benchmarking Prism

If you're only comparing to U.S. averages, then key insights could be hiding from you

Although U.S. averages can provide good insight, they assume all states are alike. With Deloitte's State Benchmarking Prism (SBP), an online data visualization tool, State leaders have the capability to compare their state to relevant peer states, which enables better comparisons and stronger insights into key performance indicators.

By using different criteria, such as such as total number of students by state (to evaluate education spend) or number of paved urban miles (to evaluate highway spend). State leaders can select and customize a set of peer states with characteristics similar to their own state, which can help them make data driven decisions on where to improve public sector performance and prioritize efforts.

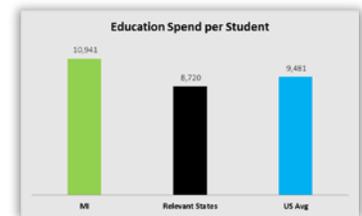
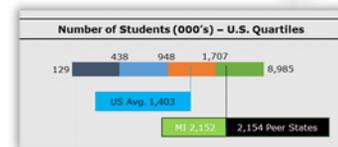
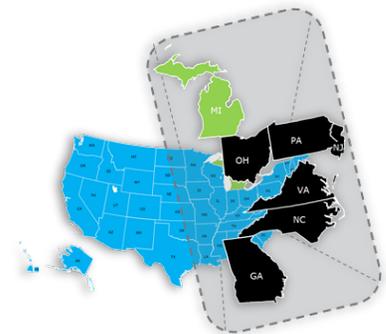
In the example to the right, the Michigan leader explores education spend per student compared to both relevant peers (a group states with similar numbers of students) and the U.S. average for meaningful comparison and assessment.

SBP contains two user-friendly modules: the Spend Module and the Revenue Module. When used with Deloitte's Fast Improvements and Targeted Transformation for Efficiency and Results (FITTER) framework, SBP can help leaders prioritize and implement projects that drive results.

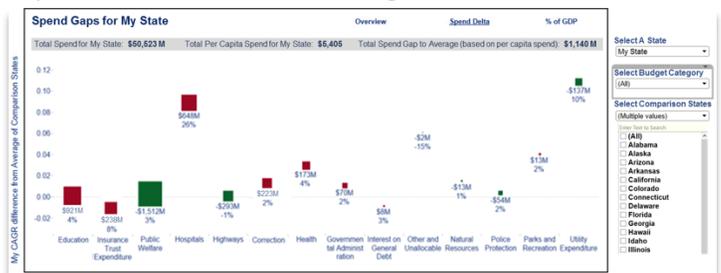
### SBP's Spend Module

With SBP's Spend Module, state executives are able to analyze their state's spend as compared to peer states, identify cost reduction and investment opportunities, and use this for budget analysis and future spend justification. To drastically reduce the time and effort spent in data gathering, consolidation, and analysis, this comprehensive tool:

- Provides insights into 14 budget categories such as education, public welfare, insurance trust expenditure, and health
- Generates 600 metrics such as total education spend per student, total Medicaid spending per enrollee, unfunded liability per capita, and overall health ranking
- Organizes these metrics into 85 relevant and interactive dashboards



Flip the page to learn more about the power of comparative benchmarks and customized peer groups



## SBP's Revenue Module

SBP's Revenue Module enables state leaders to analyze revenue as compared to peer states. Like the Spend Module, it can identify and validate opportunities to improve and optimize sources of revenue generation, and validate and influence budget decisions. This tool:

- Provides insights into 13 revenue categories via the Revenue Gap dashboard, an executive level summary dashboard that calculates revenue generation as compared to peer states and identifies strengths and weaknesses of your revenue model
- Consolidates and organizes over 250 metrics into 50 interactive dashboards
- Allows leaders to select a single state or a group of states relevant for your comparison and analysis - choose a pre-defined sets of states from any dashboard and switch on the fly, or choose a custom set of states using the peer state selector dashboards



## The bottom line

Because executives are under increasing pressure to do more with less in highly visible ways, SBP can help State leaders stay laser-focused on what relevant peers are doing and spot opportunities for improvement. This insight is foundational for establishing the road map for implementing operational changes and achieving public trust and transparency.

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