What does the report look like and how do I read it?

A past performance evaluation consists of four sections:

**Company Overview**: Contains basic location, contact and operating data for the company being evaluated. This information is provided by Dun and Bradstreet according to the D-U-N-S number that is provided.

**Supplier Performance Rating**: Provides the supplier’s Summary Performance Rating, which is an assessment of likely overall performance. This section also contains your SIC Level Quintile, which is a rating that marks the overall performance of a supplier against all other Suppliers in its Standard Industry Classification code (SIC).

**Detailed Performance Rating**: This section lists the detailed performance questions that Open Ratings will ask your references. The detailed ratings are combined with other qualitative survey data and other relevant data sources. It is then calculated using an algorithm that weighs scores based on recency of the information, transaction size, and accuracy of the rater.

**Buyers Surveyed**: Indicates the industries of the companies that provided ratings on this supplier. Individual raters are not identified in order to preserve confidentiality.

**Distribution Feedback**: Provides a breakdown of the survey responses received from raters of this supplier. The responses are rated on a 0-10 scale for each survey question.

9-10 – Positive Feedback
5-8 – Neutral Feedback
0-4 – Negative Feedback

Click on the link below to view a sample report:

[Sample Past Performance Evaluation Report](#)

How do I interpret the results?

All scores are relative to the companies that are listed in the SIC code you provide. Favorable scores are those in the top quintile. If your scores rate in the lower quintile it does not mean that your references gave you poor results, only that the scores were lower than other companies with the same SIC code.

How is the rating calculated?

The rating is calculated using a statistical analysis of various performance data and survey responses that Open Ratings collects. This analysis places a greater weighting on recent data collections such as the surveys completed by the references you provided for your PPE.
analysis may also consider, with a lesser weighting, performance information collected in the past. The score is then reported in two ways: the score (performance rating) and how good the score is relative to your peers in the same SIC code (SIC Level Quintile). As a result having the correct SIC is imperative in the process.

**What is a SIC Level Quintile?**

The SIC Level Quintile indicates how good or poor a rating is compared to other companies in the same industry. Performance ratings within an SIC are rank ordered and divided into five groups (Quintiles). The top 20% performance ratings are in the quintile, the next 20% of performance ratings are in the second quintile, etc...

**Why do you calculate a SIC Level Quintile?**

Scores vary significantly from industry to industry. For example management consultants will almost invariably receive higher absolute scores than building contractors. Providing the SIC Level Quintile normalizes the score based on the industry, making interpretation of that score easier.

**Can I see my references’ survey responses?**

All individual survey results are confidential and are not shared with anyone.