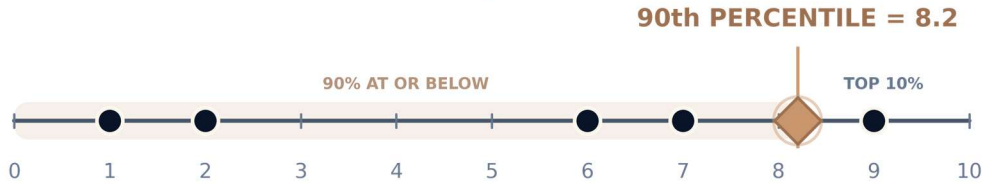


What is a *percentile*?



WHAT IS IT?

A **percentile** tells you what percent of values fall at or below a number. Like a pediatrician's growth chart, a child in the 75th percentile for height is taller than 75% of kids their age.

HOW IS IT CALCULATED?

A **percentile** is calculated in **3 steps**:

1

Choose a **target percentile** and **order** the numbers from smallest to largest

target percentile: 90th
 numbers: 7, 2, 9, 1, 6
 number count: 5

ordered numbers				
1	2	6	7	9
1	2	3	4	5
			position	

2

Find the **percentile rank position**

- divide the target percentile by 100
 $(90 \div 100) = .9$
- multiply by the **number count** minus 1
 $.9 \times (5 - 1) = 3.6$
- add 1
 $3.6 + 1 = 4.6$

the **percentile rank position** is 4.6

the **percentile threshold** is between the 4th position (7) and the 5th position (9)

3

Find the **percentile threshold**

- get the difference between the 2 numbers surrounding the **percentile rank position**
 $(9 - 7) = 2$
- multiply by the decimal portion of the **percentile rank position**
 $2 \times .6 = 1.2$
- add the lowest number that's next to the **percentile rank position**
 $1.2 + 7 = 8.2$

the **percentile threshold** is 8.2

90% of the numbers fall at or below 8.2

CAUTION

With small datasets, percentiles can be jumpy, so compare like with like.

SO WHAT?

A **percentile** tells you how a single number compares to the rest:

Commitments — “90% of our matters resolve within X days” is a promise you can keep.

Problem spotting — your slowest-paid 10% of invoices are often where the money is stuck.

Benchmarking — “your realization rate is in the top quartile” makes performance easy to read.

“And if you don't know, now you know.” – Christopher Wallace

Let's put your data to work for **you**. Calrissian helps small businesses use their data to make smarter decisions and improve profitability. *Now go win.*

