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# How to Build a Simple Master SKU Tracker Across 3+ Channels Operator Checklist — 25-Point Self-Audit

25-Point Operator Self-Audit • modonix.com  
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How to use: Go through each section and check every box that applies. Tally your score at the end. Any unchecked box is a documented operational gap.

## SKU Governance and Identifier Architecture

- Do you have a single master SKU format that is used identically across every selling channel?
- Is every active product mapped in a channel identifier table linking platform IDs back to one master SKU?
- Is there a documented SOP that requires a master SKU to be assigned before any new product is listed on any channel?
- Have you audited your catalog in the past 12 months to identify and consolidate duplicate product identifiers?
- Is one specific role or person accountable for SKU data integrity across your entire catalog?

## Inventory Count Accuracy and Sync

- Do your on-hand quantities in your master tracker match your channel-reported quantities within a defined tolerance at any given time?
- Is there a daily or scheduled reconciliation process that flags count discrepancies above your tolerance threshold before they compound?
- Does your inventory system account for in-transit units and FBA reserved units separately from available units?
- Are stockout alerts firing before a SKU reaches zero, based on a calculated reorder point rather than a manual check?
- Have you experienced zero oversell incidents in the past 30 days that resulted from a sync delay or count error?

## Bundle and Component Tracking

- Do you have a bill-of-materials table mapping every bundle SKU to its component SKUs and quantities per unit?
- When a bundle order is fulfilled, does your system automatically deduct from component inventory rather than just from the bundle record?
- Is component demand calculated to include both individual SKU sales and all bundle configurations that use that component?
- Are bundle reorder points calculated at the component level, not the bundle level?
- Can you identify the true COGS of every bundle SKU including all component costs and assembly labor if applicable?

## Financial Reconciliation and Cost Tracking

- Can you produce a per-SKU net margin calculation that includes COGS, all channel fees, fulfillment cost, ad spend allocation, and return cost allocation?
- Is there a monthly per-SKU P&L report that is produced within the first two business days of each month?
- Does your financial reconciliation process normalize revenue across channels (accounting for each channel's different fee structure) before producing a blended P&L?
- If you source the same SKU from two or more suppliers, are their costs tracked separately at the purchase order level?
- Is your monthly financial reconciliation completing in under four hours without requiring manual cross-channel report merging?

## Scale Readiness and Operational Discipline

- Does every manual inventory adjustment go through a logged process that records date, previous count, new count, and reason code?
- Are your spreadsheet or system formula dependencies documented so that any team member can diagnose a broken formula without institutional knowledge?
- Have you set explicit thresholds (SKU count, order volume) at which you will evaluate upgrading your inventory infrastructure?
- Is your current system able to produce accurate cross-channel sales analytics without requiring manual data cleaning or merging?
- Do you have a quarterly review process for evaluating system performance metrics including reconciliation time, discrepancy frequency, and catalog growth rate?

## SCORING GUIDE

Score	Level	What it means
0-11	<b>CRITICAL</b>	your operation has structural failures that are actively destroying margin
12-19	<b>MODERATE</b>	gaps exist in 2 to 3 areas that need immediate attention
20-25	<b>STRONG</b>	your systems are solid, focus on optimization

Book a free data audit at [modonix.com/services](https://modonix.com/services) — we identify your top 3 margin leaks in one session. Written by Ahmed Abuswa, Modonix.com