

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.

Early Warning Systems

- 1 ☐ Do you know today's full list of past-due deliveries without asking anyone?
- 2 ☐ Does a late shipment reach you before or after it disrupts your line?
- 3 ☐ Is delay data centralized instead of buried in one planner's spreadsheet?
- 4 ☐ Do you track average days-late per supplier as a standing metric?
- 5 ☐ Does your team spend daily hours calling suppliers to explain delays?

System Fragmentation

- 6 ☐ Is your intake system the only automated step in supplier management?
- 7 ☐ Do you compile spend analysis manually after the ERP data closes?
- 8 ☐ Are RFX events run outside the system that holds your intake data?
- 9 ☐ Do contract terms live in a separate tool from your supplier scorecards?
- 10 ☐ Did your last platform rollout stall on connecting to legacy systems?

Data Quality

- 11 ☐ Has your supplier data been profiled for errors before building a scorecard?
- 12 ☐ Could duplicate or outdated supplier records be skewing your scores?
- 13 ☐ Do you manually stitch spend data from multiple systems each quarter?
- 14 ☐ Can you trace a supplier score back to its original raw data?
- 15 ☐ Did a data cleaning step happen before your last dashboard launch?

Automation Risks

- 16 ☐ Does your automated PO logic adjust for seasonal demand changes?
- 17 ☐ Have automated reorders ever fired against demand that didn't exist?
- 18 ☐ Does your real-time inventory feed ever lag behind actual stock counts?
- 19 ☐ Has an inventory sync error ever caused a stockout or overstock?
- 20 ☐ Do you review automated purchase orders before they execute?

Partnership Risk

- 21 ☐ Could a rival use public data to poach your longest-standing account?
- 22 ☐ Do you assume tenure alone keeps a supplier or customer loyal?
- 23 ☐ Have you priced rework and returns against your unit cost savings?
- 24 ☐ Does one supplier or region carry most of your critical spend?
- 25 ☐ Would a single vendor disruption stop your entire supply line?

SCORING GUIDE

Score	Level	What it means
0 to 11	CRITICAL	Structural failures are actively destroying margin
12 to 19	MODERATE	Gaps in two or three areas that need immediate attention
20 to 25	STRONG	Systems are solid, focus on optimization

Book a free data audit at modonix.com/service. We identify your top 3 margin leaks in one session. Written by Ahmed Abuswa, Modonix.com