

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.

Shipping Data Accuracy

- 1 ☐ Do you log the gap between checkout ETA and actual carrier delivery timestamp?
- 2 ☐ Does your reorder trigger use carrier scan data instead of promised delivery dates?
- 3 ☐ Have you audited whether arrival window timestamps still match transit reality?
- 4 ☐ Do late delay notices get flagged as a data event, not just a complaint?
- 5 ☐ Is your available to promise model rebuilt when carrier ETA accuracy drifts?

Carrier Routing Logic

- 6 ☐ Have you confirmed each SKU's shipping method matches its current service tier?
- 7 ☐ Do you re-check carrier assignments after any Prime or tier status change?
- 8 ☐ Does your lead-time assumption update when a fulfillment center changes routing?
- 9 ☐ Have you cross-checked reorder points against the carrier actually shipping today?
- 10 ☐ Do you audit fulfillment centers for defaulting to old shipping methods by habit?

Reorder Point Discipline

- 11 ☐ Do you know your true transit variance, not just an average transit time?
- 12 ☐ Have you set inventory buffers using real delay data instead of a guess?
- 13 ☐ Does your reorder logic separate one-time demand spikes from trend growth?
- 14 ☐ Do you re-pull shipping data on a fixed schedule, not only when stock runs low?
- 15 ☐ Have you tested what happens to reorder points if lead time doubles?

Forecast Volatility

- 16 ☐ Do you treat every demand forecast as a range instead of a fixed number?
- 17 ☐ Have you built a review step for spikes before reordering more stock?
- 18 ☐ Do you check whether a volume spike traces to a customer or a replacement order?
- 19 ☐ Does your forecast model get revised after each confirmed miss, not left static?
- 20 ☐ Have you separated dropship supplier delays from your own demand signal?

Platform Cash Impact

- 21 ☐ Do you track how overstocking affects your marketplace inventory performance score?
- 22 ☐ Have you calculated the cash tied up in slow-turning SKUs this month?
- 23 ☐ Does your shipping friction data get compared against your cart-abandonment rate?
- 24 ☐ Do you know which SKUs risk storage fee penalties from an inaccurate forecast?
- 25 ☐ Have you modeled how a stockout during peak demand affects working capital?

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