

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.

Metric Selection

- 1 ☐ Has every dashboard metric been cut if it never changed a decision last quarter?
- 2 ☐ Does each tracked metric have one named owner accountable for investigating moves?
- 3 ☐ Have you compared your active dashboard count against your total headcount?
- 4 ☐ Would this metric look identical if copied into an unrelated industry's report?
- 5 ☐ Can you name the specific decision each surviving metric was built to trigger?

Cross-Team Alignment

- 6 ☐ Could any team's improving number be quietly damaging another team's output?
- 7 ☐ Do sales and fulfillment pull from one inventory number instead of two?
- 8 ☐ Has a metric ever pitted one department's target directly against another's?
- 9 ☐ Do website, store, and warehouse all read stock from the same system?
- 10 ☐ Would a sudden metric shift get flagged by more than one department?

Review Cadence

- 11 ☐ Have you eliminated every operational metric reviewed on a daily cycle?
- 12 ☐ Is your tightest routine review cadence weekly rather than daily?
- 13 ☐ Do you treat single-day metric swings as noise, not as signal?
- 14 ☐ Is monthly or quarterly the rhythm for your lagging financial metrics?
- 15 ☐ Would you still make the same call checking this number once weekly?

Inventory Data Integrity

- 16 ☐ Do you track accuracy, turns, and FIFO as three separate checks?
- 17 ☐ Has any partner been manually re-keying data instead of feeding it electronically?
- 18 ☐ Is shrinkage rate tracked weekly inside your point-of-sale and stock system?
- 19 ☐ Have you traced a stock mismatch back to a single entry source?
- 20 ☐ Is your reorder point set from a turns ratio, not a sales total?

Fulfillment Performance

- 21 ☐ Do you track one composite perfect order rate across ship, time, damage?
- 22 ☐ Is on-time delivery measured against the date you committed, not shipped?
- 23 ☐ Is stockout rate checked weekly on your fastest moving SKUs?
- 24 ☐ Do you track return-to-origin cost separately from standard shipping cost?
- 25 ☐ Would a drop in order value get flagged before an internal reorg?

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