

The Spaghetti Problem: Why Fixing One Part of Your Business Can Break Another: 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.

Systems Mapping

- 1 ☐ Can you trace one order from listing to delivery without a visibility gap?
- 2 ☐ Does every team know which other team a process change will affect?
- 3 ☐ Have you mapped how shipping delays change customer service ticket volume?
- 4 ☐ Can advertising see real-time stock levels before spending on a SKU?
- 5 ☐ Is there one documented map of your A-to-Z fulfillment path?

ERP Change Control

- 6 ☐ Did you define exact requirements before approving any ERP change?
- 7 ☐ Are you forcing a new system to replicate an old legacy workflow exactly?
- 8 ☐ Is any part of this fix running on unpaid staff overtime?
- 9 ☐ Does one vague requirement line allow unlimited scope expansion?
- 10 ☐ Did every affected department sign off before implementation began?

Inventory Accuracy

- 11 ☐ Are you running two inventory systems without a real integration layer?
- 12 ☐ Do cycle counts show repeated discrepancies month over month?
- 13 ☐ Does your ERP assume a fixed consumption rate per part or assembly?
- 14 ☐ Are pick-pack-ship records matching warehouse counts every week?
- 15 ☐ Have yield losses ever been left out of your inventory formulas?

Financial Cushion

- 16 ☐ Could your cash reserve cover six months of fixed costs today?
- 17 ☐ Have you listed every fixed monthly cost against cash on hand?
- 18 ☐ Does one slow month threaten rent, payroll, or utility payments?
- 19 ☐ Did you launch a new offering without resizing your cash buffer first?
- 20 ☐ Is your savings cushion separate from the funds the new service needs?

Staffing Load

- 21 ☐ Did you hire new staff without redesigning how daily work gets done?
- 22 ☐ Is one person still carrying tasks meant for a full team?
- 23 ☐ Does growth in one area quietly add hours to someone else's day?
- 24 ☐ Are new hires onboarded into a process that still isn't on paper?
- 25 ☐ Could this business run if the founder took a week off?

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