

Why We Don't Hand You a: 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.

Engagement Structure

- 1 ☐ Does your contract require the consultant to stay through execution, not just strategy delivery?
- 2 ☐ Is there a written handoff process defined before the engagement starts?
- 3 ☐ Does the scope of work name who executes each recommended action?
- 4 ☐ Is there a defined end date tied to implementation completion, not just deliverable submission?
- 5 ☐ Does the agreement specify who owns unfinished work if the engagement ends early?

Accountability Terms

- 6 ☐ Does your contract assign responsibility for failure to the strategy design, not only execution?
- 7 ☐ Is there a clause preventing the consultant from blaming internal staff for a flawed plan?
- 8 ☐ Do you have a documented method for reviewing whether the strategy itself was sound?
- 9 ☐ Is accountability for results split by milestone rather than left undefined?
- 10 ☐ Does your agreement specify consequences if recommendations go unimplemented?

Execution Capacity

- 11 ☐ Does your team have the skilled headcount to execute the plan without the consultant?
- 12 ☐ Have you confirmed the consultant will perform hands-on work, not only advisory work?
- 13 ☐ Is there a named internal owner responsible for carrying the plan forward?
- 14 ☐ Does the plan include a resourcing budget for execution, separate from strategy fees?
- 15 ☐ Have you tested whether staff can run the plan without the consultant present?

Financial Exposure

- 16 ☐ Do you track hourly or project billing against actual completed milestones?
- 17 ☐ Is there a cap on total spend before implementation must be demonstrated?
- 18 ☐ Have you calculated the cost of redoing unfinished work from scratch?
- 19 ☐ Does your contract tie payment to delivered, working outcomes, not time spent?
- 20 ☐ Have you compared consultant billing rates to the cost of internal execution staff?

Implementation Follow-Through

- 21 ☐ Is there a sequencing plan for which strategy gets implemented first?
- 22 ☐ Do you have a mechanism that flags strategy plans sitting unused and untouched?
- 23 ☐ Is there a review cadence to check execution progress against the original plan?
- 24 ☐ Does someone outside the consultant verify the plan actually gets implemented?
- 25 ☐ Have you audited how many past strategy documents were never acted on?

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