

## EXECUTIVE SUMMARY

The current workflow has a critical bottleneck with an average time from request to confirmed appointment of 26 hours, exceeding the target of less than 24 hours. This inefficiency results in a monthly bleed of **\$4,050**, emphasizing the urgency for immediate process improvements.

## PROCESS HEALTH SCORECARD

CATEGORY	STATUS	FINDING
Average time from request to confirmed appointment	<span style="color: red;">●</span>	<div style="display: flex; align-items: center; gap: 10px;"><span>YOUR METRIC <b>26h</b></span><span>TARGET <b>&lt; 24h</b></span></div> <p>The average time from request to confirmed appointment is 26 hours, which exceeds the target of less than 24 hours. <b>Risk:</b> Failure to address this issue may lead to decreased tenant satisfaction and increased costs due to prolonged maintenance request processing times.</p>
Worst case appointment delays	<span style="color: red;">●</span>	<div style="display: flex; align-items: center; gap: 10px;"><span>YOUR METRIC <b>4 days</b></span><span>TARGET <b>&lt; 3d</b></span></div> <p>The worst-case appointment delays are 4 days, which is significantly higher than the target of less than 3 days. <b>Risk:</b> Such extensive delays can severely impact tenant trust and potentially lead to financial losses due to unresolved maintenance issues.</p>
Percentage of requests missing 24-hour SLA for routine maintenance	<span style="color: red;">●</span>	<div style="display: flex; align-items: center; gap: 10px;"><span>YOUR METRIC <b>15%</b></span><span>TARGET <b>&lt; 5%</b></span></div> <p>15% of requests are missing the 24-hour SLA for routine maintenance, which is higher than the target of less than 5%. <b>Risk:</b> Missing SLAs can result in tenant dissatisfaction, potential legal issues, and financial penalties.</p>
Monthly maintenance requests	<span style="color: red;">●</span>	<div style="display: flex; align-items: center; gap: 10px;"><span>YOUR METRIC <b>180</b></span><span>TARGET <b>&lt; 90 count</b></span></div> <p>The workflow handles 180 monthly maintenance requests. <b>Risk:</b> High volumes of requests can overwhelm the system, leading to inefficiencies and increased costs if not managed properly.</p>

### PER MONTH REVENUE BLEED

**\$4,050/mo**

PER MONTH

● Primary Bleed: **\$4,050/mo**

Based on 180 monthly maintenance requests x 15% failure rate x \$150 cost per failure, the total monthly bleed is \$4,050.

## RECOMMENDED FIXES

- PROBLEM:** Prolonged average time from request to confirmed appointment  
**FIX:** Streamline the appointment scheduling process within the technician calendar to reduce confirmation times.  
**IMPACT:** Recover ~\$1,701/month. This fix recovers the estimated amount by reducing the number of missed SLAs and associated costs.

LOW EFFORTHIGH IMPACT7-14 DAYS
- PROBLEM:** Complexity due to multiple systems used in the process  
**FIX:** Implement an integrated system that consolidates the tenant portal, email inbox, technician calendar, work order spreadsheet, and phone calls to simplify the workflow.  
**IMPACT:** Recover ~\$567/month. This fix recovers the estimated amount by increasing efficiency and reducing errors caused by manual data transfer between systems.

MEDIUM EFFORTMEDIUM IMPACT14-21 DAYS
- PROBLEM:** High volume of monthly maintenance requests  
**FIX:** Implement a preventive maintenance program to reduce the number of requests and prioritize urgent issues.  
**IMPACT:** Recover ~\$567/month. This fix recovers the estimated amount by decreasing the overall volume of requests and associated costs.

MEDIUM EFFORTMEDIUM IMPACT14-21 DAYS

✓ PHASE 1: AUDIT > PHASE 2: STABILIZE > PHASE 3: SCALE

**Stop losing \$4,050 monthly**

Implement these fixes to improve workflow efficiency and reduce financial losses immediately

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