

## EXECUTIVE SUMMARY

The primary bottleneck is a **12%** stockout rate, which is four times the 3% target. This inefficiency results in a total financial bleed of **\$30,000** per month, requiring immediate intervention.

## PROCESS HEALTH SCORECARD.

CATEGORY	STATUS	FINDING
Stockout Rate	<span style="color: red;">●</span>	<div style="display: flex; justify-content: space-around;"><span>YOUR METRIC 12%</span><span>TARGET 3%</span></div> <p>A 12% stockout rate directly results in lost sales and customer dissatisfaction when products are unavailable for purchase.</p> <p>Risk: Permanent loss of customers to competitors and damage to brand reputation.</p>
Manual Inventory Count Time.	<span style="color: red;">●</span>	<div style="display: flex; justify-content: space-around;"><span>YOUR METRIC 20h/week</span><span>TARGET &lt; 4h</span></div> <p>Spending 20 hours per week on manual inventory counts consumes significant labor resources that could be reallocated to value-added activities.</p> <p>Risk: High labor costs, employee burnout, and inaccurate stock levels due to human error.</p>
Manual Order Reconciliation Time.	<span style="color: yellow;">●</span>	<div style="display: flex; justify-content: space-around;"><span>YOUR METRIC 2h/day</span><span>TARGET &lt; 1h</span></div> <p>Manual order reconciliation for 2 hours per day introduces delays in order fulfillment and increases the likelihood of data entry errors.</p> <p>Risk: Delayed shipments, incorrect financial reporting, and wasted administrative time.</p>

### REVENUE BLEED

**\$30,000/mo**  
PER MONTH

● Primary Bleed: **\$30,000/mo**

Based on 312.5 monthly sales opportunities × 12% stockout rate × \$800 cost per stockout = \$30,000.

## RECOMMENDED FIXES

- PROBLEM:** Excessive labor cost and risk of error from spending 20 hours per week on manual inventory counts.  
**FIX:** Implement a barcode scanning system to automate inventory counts, reducing manual effort to less than 4 hours per week.  
**IMPACT:** Recover ~\$15,000/month. Automation eliminates the need for manual data entry and physical tallying, freeing up staff time and reducing human error.  
LOW EFFORT HIGH IMPACT 7-14 DAYS
- PROBLEM:** A 12% stockout rate leads to lost revenue and customer attrition due to product unavailability.  
**FIX:** Integrate the POS and Shipping Software into a single inventory management system to provide real-time stock level visibility.  
**IMPACT:** Recover ~\$15,000/month. Real-time data synchronization between sales and shipping prevents overselling and triggers timely reordering, directly lowering the stockout rate.  
MEDIUM EFFORT HIGH IMPACT 14-21 DAYS

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

**Address \$30,000 Monthly Inventory Bleed.**

Implement the recommended fixes to recover costs, reduce errors, and improve customer satisfaction.

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