

FREE 15-POINT SELF-ASSESSMENT

How healthy is the operation behind your growth?

Score each statement from 0 to 3. Be honest: the value is in finding where the operation needs attention before it becomes a customer, cash or founder-time problem.

0 - Not in place	1 - Ad hoc	2 - Mostly controlled	3 - Reliable and reviewed
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1. Inventory and replenishment

	We can see available, committed and inbound stock by SKU and location.	0	1	2	3
	Reorder decisions use sales velocity, lead time, safety stock and cash constraints - not instinct alone.	0	1	2	3
	Slow-moving and excess stock is reviewed with a named action owner.	0	1	2	3

2. Procurement and suppliers

	Purchase requirements, approvals, quantities and timing follow a repeatable process.	0	1	2	3
	Supplier lead time, delivery, quality, cost and responsiveness are measured.	0	1	2	3
	Late production, price changes and quality issues are visible before they affect customers.	0	1	2	3

3. Fulfilment and 3PL

	Orders shipped on time, pick/pack accuracy, receiving time and inventory variances are reviewed.	0	1	2	3
	The 3PL works to clear service levels, escalation rules and named owners.	0	1	2	3
	Returns, damages and fulfilment exceptions are turned into corrective actions.	0	1	2	3

4. Systems and operating control

	There is a trusted source for key operational numbers, with limited spreadsheet duplication.	0	1	2	3
	Critical workflows have clear ownership, documented steps and decision thresholds.	0	1	2	3
	Leadership receives an exception-led weekly view of risks, priorities and required decisions.	0	1	2	3

5. Operational finance and scale

	Landed cost and gross margin are reliable enough to support product and purchasing decisions.	0	1	2	3
	The business can see 30/60/90-day purchase commitments and cash tied in inventory.	0	1	2	3
	We know what would break first if order volume increased by 30% next month.	0	1	2	3

YOUR RESULT

Turn the score into a decision.

TOTAL SCORE	_____ / 45	HEALTH %	_____ %
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76-100% CONTROLLED

The foundations are strong. Focus on exceptions, working-capital efficiency and making the operation less dependent on individuals.

51-75% EXPOSED

The business is functioning, but several controls rely on workarounds or individual knowledge. Prioritise the gaps with the largest cash or customer impact.

0-50% REACTIVE

Operational risk is likely reaching the founder, customer or cash position. Stabilise the immediate issues, then install a basic operating rhythm.

THREE QUESTIONS TO ANSWER NOW

1 Which single low-scoring area presents the greatest risk to cash, stock availability or customer service?

2 Which decision still depends on the founder because the data, owner or rule is unclear?

3 What would break first if order volume increased by 30% next month?

WANT AN INDEPENDENT DIAGNOSIS?

Galeg Ops turns this score into an Operations Health Score, a risk and leakage register, and a prioritised 90-day roadmap.

Request an Operations Audit

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