

Sample Supply Chain Performance Scorecard — Quantitative Performance Assessment

Key Perspectives	Metrics	Performance Versus Comparison Population					Your Org.
		0% - 20% Major Opportunity	20% - 40% Disadvantage	40% - 60% Median	60% - 80% Advantage	80% - 100% Best-In-Class	
Customer Facing Metrics	On Time Delivery to Request %			▲			96.3%
	On Time Delivery to Commit %		▲				92.8%
	Order Fulfillment Lead Time (OFLT): Primary Manufacturing Strategy (days)		▲				11.0
	Upside Production Flexibility : Principal constraint (days)			▲			25.0
Internal Facing Metrics	Total Supply-Chain Management Costs (% of Revenue)					▲	6.9%
	Total Returns Processing Costs (% of Revenue)						66.6%
	Inventory Days of Supply					▲	39.0
	Cash-to-Cash Cycle Time (days)				▲		43.6
	Net Asset Turns					▲	5.9

▲ - Your Organization
 NR = Not Relevant
 ND = No Data or Insufficient Data

Sample Supply Chain Practice & IT Assessment Scorecard

		Stage 1	Stage 2	Stage 3	Stage 4
		Functional Focus	Internal Integration	External Integration	Cross-Enterprise Collaboration
PLAN	Strategy		▲		★
	Demand Planning		▲	●	★
	Supply Planning		▲	●	★
	Demand/Supply Balancing & Decision-making		▲	●	★
SOURCE	Strategy		▲	●	★
	Sourcing Processes		▲	●	★
	Supplier Development/Management		▲	●	★
	Organization and Infrastructure		▲	●	★
MAKE	Manufacturing Strategy		▲	●	★
	Production Scheduling		▲	●	★
	Material Issue, Movement and Tracking		▲	●	★
	Manufacturing Process Control		▲	●	★
DELIVER	Enable		▲	●	★
	Order Entry & Scheduling		▲	●	★
	Warehousing, Transportation and Delivery		▲	●	★
	Invoicing and Cash Collection		▲	●	★
OVERALL	Supply Chain Strategy		▲	●	★
	Supply Chain Performance Management		●	▲	★
	Supply Chain Processes		▲	●	★
	Supply Chain Organization		●	▲	★

★ - Best-In-Class ▲ - Your Organization ● - Average