



Why Measure Supply Chain Efficiency?

The Impact of Measuring Supply Chain Efficiency for Distributors is summarized below.

Measure	Operating Expense Reduction	Enhanced Reliability/ Quality	Ease of Doing Business/ Responsiveness	Working Capital Reduction	Top Line Growth
IDEA Participation	●	●	●		○
Electronic Purchase Orders	●	●	●		
Electronic Invoices	●	●	●		
Timeliness of Price Changes	●	●	●		
Lead Time		◐	●		
Initial Fill Rate	●	●	●	●	
Average Number of Shipments per Order	●		◐		
On-Time Delivery	◐	●	●	●	
Shipping Accuracy	◐	●	◐		
Invoice Accuracy	◐	●	◐		
Total Sales @ Distributor Cost net of SPAs					●
Direct Sales @ Distributor Cost net of SPAs					●
Stock Sales @ Distributor Cost net of SPAs					●
Percent Stock Sales Subject to SPAs	◐		◐		○
Sales Growth @ Distributor Cost net of SPAs					●
Average Inventory	○			●	
Overstock Inventory	○			●	
Stagnant Inventory	○			●	
Inventory Turnover				●	◐
Return Authorization Processing Cycle Time			●	◐	
Receipt of Credit for Return Cycle Time	○		●	◐	

- = High Value Impact
- ◐ = Medium Value Impact
- = Lower Value Impact