

WEEKLY KPI SCORECARD

Manufacturing KPI Scorecard

The 8 numbers every manufacturing owner should track weekly — with formulas, healthy ranges, and why each one matters.

THE 8 WEEKLY KPIS

<p>1 Gross Margin by SKU</p> <p>$(\text{Revenue} - \text{direct costs}) \div \text{revenue per SKU}$</p> <p>HEALTHY RANGE</p> <p>Track distribution</p> <p>Usually 20% of SKUs eat 100% of profit.</p>	<p>5 Capacity Utilization</p> <p>$\text{Hours produced} \div \text{available production hours}$</p> <p>HEALTHY RANGE</p> <p>75 – 85%</p> <p>Below 75% = idle overhead; above 85% = breakdown and overtime risk.</p>
<p>2 Inventory Turns</p> <p>$\text{COGS} \div \text{avg inventory}$</p> <p>HEALTHY RANGE</p> <p>4 – 8x annually</p> <p>Below 4 = trapped capital; above 8 = stockouts costing orders.</p>	<p>6 Days Inventory Outstanding</p> <p>$(\text{Inventory} \div \text{COGS}) \times \text{days}$</p> <p>HEALTHY RANGE</p> <p>Under 60 days</p> <p>Inventory ages faster than most owners realize.</p>
<p>3 On-Time Delivery %</p> <p>$\text{Orders shipped on or before promise} \div \text{total}$</p> <p>HEALTHY RANGE</p> <p>Above 95%</p> <p>Below 95% you'll lose top accounts within 18 months.</p>	<p>7 Customer Concentration</p> <p>Top 5 customers as % of revenue</p> <p>HEALTHY RANGE</p> <p>Under 50%</p> <p>Above 50%, one lost account becomes existential.</p>
<p>4 Production Yield</p> <p>$\text{Good units} \div \text{total units started}$</p> <p>HEALTHY RANGE</p> <p>Above 97%</p> <p>Scrap costs 2–3x variable cost when time and capacity are included.</p>	<p>8 Working Capital Cycle</p> <p>$\text{DIO} + \text{DSO} - \text{DPO}$</p> <p>HEALTHY RANGE</p> <p>Industry-specific</p> <p>Decides whether growth needs outside capital or self-funds.</p>

Want help building this into a live dashboard? We embed as your fractional CFO and put these numbers in front of you every week.

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