Percentage of Sales Lost Due to Supply Issues

Benchmarks, Definition & Measurement Details





Percentage of Sales Lost Due to Supply Issues

Definition & Measurement Details



What is Percentage of Sales Lost Due to Supply Issues?

The total dollar value of sales lost due to the supplier being out of stock divided by the total dollar value of customer sales over the same period of time, as a percentage.



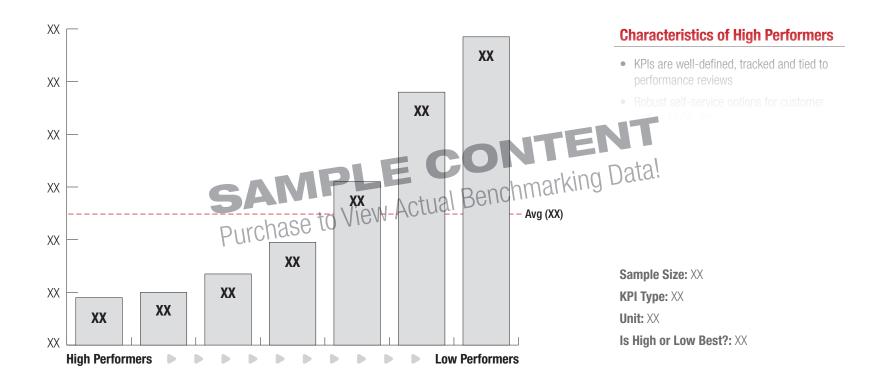
Percentage of Sales Lost Due to Supply Issues

Benchmarks & Characteristics of High Performers



Percentage of Sales Lost Due to Supply Issues

(Dollar Amount of Sales Lost Due to Supply Issues / Total Dollar Value of Sales) * 100



How to read this chart: This chart summarizes the performance gaps between high (Top 5%), mid (Median) and low (Bottom 5%) performers for this Key Performance Indicator (KPI). For example, the column labeled "Top 5%" represents a company that outperformed 95% of the peer group observed for this metric.

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