

Percentage of Sales Lost Due to Supply Issues

Benchmarks, Definition & Measurement Details

**SAMPLE
CONTENT & DATA**



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.

Why should this KPI be measured?

Percentage of Sales Lost Due to Supply Issues measures the company's ability to stock inventory that is in demand from its customers. A high value for this KPI suggests that the company has inadequate demand

How is this KPI calculated?

Two values are used to calculate this KPI: (1) the dollar value of sales lost due to the company being out of stock and (2) the total dollar value of customer sales over the same period. The calculation is:

ABRIDGED CONTENT
Purchase to View Full Definition & Measurement Details!

Benchmarking Report Terms & Conditions

OpsDog KPI Reports



© 2017 OpsDog, Inc.

The OpsDog KPI Reports and their contents are protected by copyright laws, contain the trademark OpsDog, Inc., and are OpsDog's proprietary information. No part of this book shall be reproduced, stored in a retrieval system, or transmitted by any means, electronic, mechanical, photocopying, recording or otherwise, without written permission from OpsDog, Inc.

OpsDog, Inc. assumes no liability with respect to the use of the information contained herein which is provided "as is" and there are no warranties of any kind provided by OpsDog with respect to this report. OpsDog assumes no responsibility for errors or omissions and will not be liable for any damages resulting from the use of the information contained herein.

OpsDog, Inc.

1502 Augusta Dr., Suite 200

Houston, TX 77057

Tel: 844-650-2888