

# 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 as follows:

**ABRIDGED CONTENT**  
Purchase to View Full Definition & Measurement Details!

# 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



### Characteristics of High Performers

- KPIs are well-defined, tracked and tied to performance reviews
- Robust self-service options for customer

Sample Size: XX

KPI Type: XX

Unit: XX

Is High or Low Best?: XX

**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.

# 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