

BUSINESS INTELLIGENCE DIAGNOSTIC

The 5-Minute Business Health Check

Can you answer these, right now, without opening Excel or calling anyone? A genuinely useful, honest gut-check across 20 key operational questions.

Prepared for: Business Owners, CFOs & Operations Leaders

Time Required: ~5 Minutes

The 5-Minute Business Health Check

Can you answer these, right now, without opening Excel or calling anyone?

Most business owners genuinely believe they know their numbers — until they try to answer a specific question on the spot, without reaching for a spreadsheet or picking up the phone. Tick the ones you could answer immediately, with confidence, right now. Be honest — the value here is in an accurate picture, not a good score.

SALES & REVENUE

- ☐ What was yesterday's total revenue, without checking anything?
- ☐ Which single product or service made you the most money last month?
- ☐ Is this month tracking ahead of or behind the same month last year?
- ☐ Which of your team is over-performing right now, and which is under-performing?
- ☐ Do you know today, not at month-end, if this week is unusually quiet or unusually busy?

STOCK & INVENTORY

- ☐ How much stock have you had sitting unsold for more than 60 days?
- ☐ Do you know your current stock value without a physical count?
- ☐ Can you tell, right now, if you're about to run short on your best-selling item?
- ☐ Do you know which stock is quietly losing you money the longer it sits?
- ☐ If asked today, could you tell someone exactly what's in stock across every location?

FINANCE & CASH FLOW

- ☐ What's your actual profit margin this month, not your revenue?
- ☐ Who owes you money right now, and how overdue is the oldest amount?
- ☐ Could you close this month's books in days, not weeks?
- ☐ Do you know your average cost per sale, and whether it's rising or falling?

TEAM & OPERATIONS

- ☐ Do you know which team member is your actual top performer this month, by the numbers, not by feel?
- ☐ Could you spot a problem brewing (a slow week, a stock issue, a cash gap) before it becomes expensive?
- ☐ Does anyone on your team currently spend real time each week manually rebuilding the same report?

☐ If your accountant or auditor asked for a number right now, could you get it in minutes?

☐ If you were away for a week, would your numbers still be visible to whoever's covering for you?

☐ Do you genuinely enjoy looking at your own numbers, or does it feel like a chore you put off?

What Your Score Actually Means

15–20

Your business already has strong visibility into its own numbers — the opportunity now is making that visibility live and automatic, rather than something someone rebuilds by hand each time.

8–14

You have decent pockets of visibility, but real blind spots — likely costing you time each month and occasionally a missed opportunity or a surprise you didn't see coming.

0–7

Your business is very likely running on instinct more than actual numbers — which is completely normal at this stage, but it also means real decisions are being made with less information than they could be.

What This Actually Costs You

- Hours each month rebuilding the same report from scratch
- Decisions made on numbers that are already weeks old by the time they're compiled
- Stock quietly losing value the longer it sits, unnoticed until it's a real problem
- A slow month-end close, and a scramble every time an auditor asks a question
- Good decisions delayed simply because nobody could get the number fast enough to act while it still mattered

RECOMMENDED NEXT STEP

Book a Metrics Audit — R9,500

Fixed fee, 10 working days turn-around time. Turn your diagnostic findings into a live, unified business view.

- ✓ Full technical assessment of where your specific information gaps are
- ✓ A real, written findings report identifying operational risks and delays
- ✓ A sample visualization built directly from your own real business data
- ✓ Complete ownership of all findings and mockups — yours to keep either way

Book Your Metrics Audit

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Location

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