

Export Competitiveness Readiness - Lite

A buyer-aligned readiness check focused on delivery, quality, traceability, and responsiveness.

International buyers tend to score suppliers on consistency, responsiveness, and control. Tick what is true today. The gaps show where you may lose preference.

Buyer scorecard basics

- We track on-time-in-full (or on-time dispatch) and know our last 3 months trend.
- Our lead times are defined and stable (not different every month).
- We can respond to an urgent change request within 24–48 hours with a clear answer.
- Quality is consistent batch to batch, with a known defect rate and containment method.
- Incoming quality from key suppliers is controlled and issues are traced to source.
- We have basic traceability: lot or batch identification and who processed it.
- Compliance documents and customer requirements are organized and easy to retrieve.
- We have a clear method for handling customer complaints (timelines, owners, closure).
- We know our top cost leaks (scrap, rework, downtime, expediting) and are reducing them.
- Production status is visible daily (what is made, pending, blocked).
- We run a simple daily management routine (huddle + actions).
- We can show evidence of continuous improvement (recent actions and results).

Score: _____ / 12

How buyers may interpret your score

Score band	What this usually means	Suggested next step
0–4	High risk supplier profile. Buyers may use you only when they must.	Stabilize delivery and quality first. Make lead times, defects, and downtime visible weekly.
5–8	Capable but inconsistent. You may win orders but struggle to become a preferred supplier.	Pick 2 themes: delivery control and quality consistency. Build daily routines and basic traceability.
9–12	Strong baseline. You can credibly position as a reliable partner, not a transactional vendor.	Package your evidence: trends, controls, and CI results. Then tighten supplier and changeover discipline.

If you want a deeper exporter readiness diagnostic (OTIF drivers, quality systems, and buyer-facing evidence pack), ElevateU can support a 30–90 day improvement program.