

B2B Operational Audit Checklist

10 Costly Operational Bottlenecks Draining Profits in SMEs — Nodosfera

This document allows executives and operations leads to audit internal workflows in 15 minutes and identify invisible profit leakages and wasted working hours.

[] 1. Management in Fragmented Spreadsheets

Data scattered across sales reps and admin. Hours lost daily copying data manually.

[] 2. Cold Leads Due to Delayed Responses

Responding to a sales lead more than 2 hours late drops conversion rates by 80%.

[] 3. Manual Invoicing & Delayed Payments

Lack of automated payment gateways and 1-click invoicing choking cash flow.

[] 4. Outdated Inventory & Stock Sync

Canceled sales or delivery delays due to unsynchronized inventory levels.

[] 5. Manual Data Transfer (Web to ERP)

Web orders manually typed into accounting systems instead of auto-syncing.

[] 6. Absence of Lead Nurturing Workflows

Prospects who don't buy immediately receive zero automated follow-up.

[] 7. Hand-Calculated Profitability Reports

Waiting until month-end to manually calculate profit margin per client or project.

[] 8. Unstable Websites & Server Downtime

Poor web maintenance causing site crashes during high-traffic promotional campaigns.

[] 9. Extreme Dependence on Manual Tasks

Core operational processes stop completely if key employees take time off.

[] 10. Unknown Real Cost per Project

Projects that appear profitable on paper but drain unbilled working hours.

Checked more than 3 boxes? Your company has immediate potential for operational savings.

Book your Free 20-min Operational Audit at nodosfera.com/en or via WhatsApp at +34 601 081 322.