



Operations Efficiency Scorecard

Scoring: 0–3

- **0** = Broken / nonexistent
- **1** = Manual, inconsistent
- **2** = Mostly working
- **3** = Efficient, reliable, scalable

❖ Startup Operations Efficiency Scorecard (Speed, learning, and focus matter more than polish)

1. Execution Speed (Max 12)

Item	Score
Time from idea → execution is short	<input type="checkbox"/>
Decisions made without bottlenecks	<input type="checkbox"/>
Minimal approval layers	<input type="checkbox"/>
Team ships consistently	<input type="checkbox"/>
Subtotal:	_____ / 12

2. Process Clarity (Max 12)

Item	Score
Core workflows understood	<input type="checkbox"/>
“Who owns what” is clear	<input type="checkbox"/>
Lightweight SOPs exist	<input type="checkbox"/>
Hand-offs rarely break	<input type="checkbox"/>
Subtotal:	_____ / 12



3. Tooling & Tech (Max 12)

Item	Score
Tools match current stage	<input type="checkbox"/>
Minimal tool sprawl	<input type="checkbox"/>
Data accessible when needed	<input type="checkbox"/>
Tech debt tracked	<input type="checkbox"/>
Subtotal:	_____ / 12

4. Resource Efficiency (Max 12)

Item	Score
Time spent on highest-value work	<input type="checkbox"/>
Burn rate justified by learning	<input type="checkbox"/>
Contractors used effectively	<input type="checkbox"/>
Rework minimized	<input type="checkbox"/>
Subtotal:	_____ / 12

5. Risk & Reliability (Max 12)

Item	Score
Critical tasks have backups	<input type="checkbox"/>
Basic security covered	<input type="checkbox"/>
Failure points identified	<input type="checkbox"/>
Incidents resolved quickly	<input type="checkbox"/>
Subtotal:	_____ / 12

Startup Ops Efficiency Score: _____ / 60



How to Use the Scorecard

- Review **quarterly** (monthly for startups)
- Fix the **lowest-scoring category first**
- Aim for **2s before chasing 3s**
- Track trend over time, not perfection

Score Interpretation

- **48–60:** Highly efficient
- **36–47:** Functional but improvable
- **24–35:** Inefficiencies hurting growth
- **<24:** Operations are a bottleneck
