

ORDER-TO-DELIVERY CONTROL TOWER

01

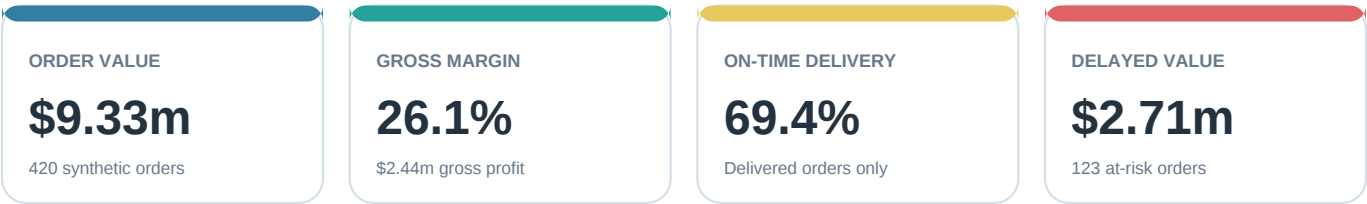
From 420 order records to management decisions

Designed and developed by Youssef Khoury

- SUMMARY
- DRIVERS
- ACTIONS
- QUALITY
- BA
- ROADMAP

EXECUTIVE SUMMARY

- **Commercial exposure:** \$9.33m order portfolio; \$2.71m sits in delayed orders.
- **Main operational driver:** supplier lead time creates 45.7% of delayed value (\$1.24m).
- **Management priority:** \$1.29m is overdue; highest-value and longest delays move first.

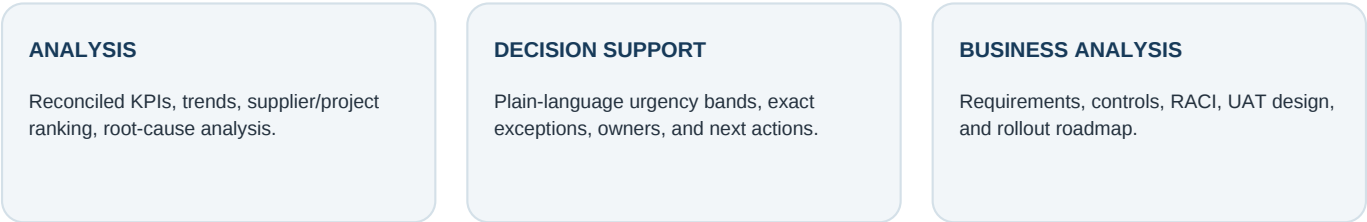


HOW THE STORY MOVES

Clickable section tabs above



WHAT A REVIEWER CAN VERIFY



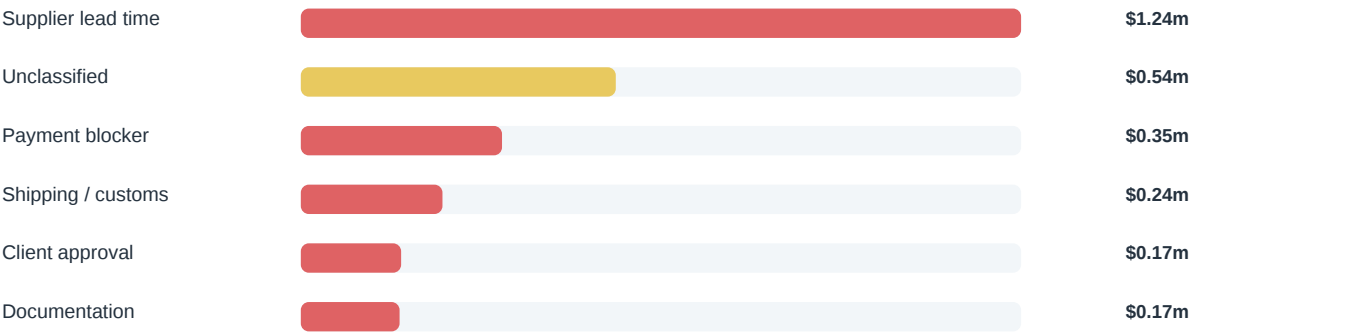
Two drivers explain where management should focus first

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DELAYED VALUE BY ROOT CAUSE

USD; delayed orders only

Supplier lead time dominates. It represents nearly half of delayed value. Unclassified exposure is second and needs data-owner follow-up, not an assumed cause.



DELAYED VALUE BY PROJECT

Top five projects

Olive Gardens leads exposure at \$314.9k. Meridian Campus follows at \$276.0k. These projects deserve the first weekly exception review.



SO WHAT?

Review delayed value before order count. Require recovery date + owner for supplier-lead-time exceptions. Assign data owners to the \$540.5k unclassified backlog.

FROM RISK TO ACTION

03

Clear priority rules link each exception to a practical next action

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AT-RISK ORDERS

123

Any positive delay

DELAYED VALUE

\$2.71m

Commercial exposure

OVERDUE CASH

\$1.29m

Immediate finance follow-up

UNKNOWN BLOCKERS

\$540.5k

25 orders need ownership

PLAIN-LANGUAGE PRIORITY

Label	Meaning	Rule
URGENT	Act first	Overdue cash, delayed value >= \$40k, or delay >= 15 days
HIGH	Review next	Delayed value >= \$20k or delay >= 7 days
WATCH	Track	Any other delayed order

TOP URGENT EXCEPTIONS

Highest delayed exposure

Order	Project	Why urgent	Exposure	Next action
ORD-0251	Meridian Campus	\$56.7k + 11 days	\$56.7k	Assign owner; capture blocker
ORD-0412	Meridian Campus	\$54.1k delayed	\$54.1k	Confirm supplier recovery date
ORD-0165	Garden Villas	\$51.7k + 19 days	\$51.7k	Assign owner; capture blocker
ORD-0358	Iris Resort	Overdue + \$46.9k	\$46.9k	Confirm approval owner/deadline
ORD-0279	Juniper Mall	\$45.6k delayed	\$45.6k	Escalate supplier
ORD-0370	Cedar Residence	\$45.4k delayed	\$45.4k	Confirm supplier recovery date
ORD-0090	Garden Villas	\$44.7k + 20 days	\$44.7k	Escalate supplier
ORD-0287	Olive Gardens	\$44.5k + 18 days	\$44.5k	Confirm supplier recovery date



TRUSTWORTHY BY DESIGN

04

Clean structure, visible caveats, and an auditable data model

- SUMMARY
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VALIDATION RESULTS			420 synthetic orders
Unique Order ID	PASS	0 duplicates	
Date chronology	PASS	0 invalid rows	
Financial validity	PASS	0 negative values	
Dimension integrity	PASS	0 orphan keys	
Payment dependency	PASS	0 payment-without-invoice rows	
Delayed blocker coverage	REVIEW	25 orders \$540.5k	

AUDITABLE STAR SCHEMA

One row per order



VISIBLE CAVEAT 25 delayed orders have no usable blocker. They remain visible as REVIEW. Analyst does not guess causes; owner follow-up is required.

DATA BECOMES A BUSINESS CONTROL

05

Requirements, ownership, and acceptance criteria make reporting actionable

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CURRENT GAP -> FUTURE CONTROL

Current gap	Business impact	Future control
Incomplete order handoff	Rework after PO	Required-field check before handoff
Supplier updates scattered	Risk found late	Weekly exception log + recovery date
Promise dates unmanaged	Escalation + unreliable reporting	Controlled baseline + owner
Delivery/payment status differ	Stale collection view	Weekly milestone reconciliation

PRIORITY REQUIREMENTS

Acceptance evidence included

ID	Requirement	Owner	Acceptance evidence
BR-01	Show value, risk, blocker, and action in one view	Operations	Every active order contains all fields
BR-02	Classify delivery risk without manual flags	Operations	Dates reproduce urgency band
BR-03	Compare suppliers using one KPI definition	Procurement	Count, value, OTD, delay, margin
BR-04	Use one payment-status definition	Finance	Invoice, terms, payment, as-of date

OWNERSHIP + USER VALUE

RACI SNAPSHOT

Control	Ops	Proc.	Fin.	Mgmt
Supplier recovery	C	R	I	A
Delivery exception	R	C	I	A
Invoice reconciliation	R	I	R	A

USER STORY

As an operations coordinator, I want delayed orders ranked by commercial value so I can focus follow-up on the highest-impact exceptions.

Acceptance: each risk includes date evidence, blocker, next action, and owner.

READY TO DISCUSS

06

Recommended actions, rollout path, and a simple interview walkthrough

SUMMARY

DRIVERS

ACTIONS

QUALITY

BA

ROADMAP

RECOMMENDED NEXT STEPS

- Run weekly exception review using delayed value + overdue cash, not order count alone.
- Require recovery date + owner for supplier-lead-time exceptions.
- Reduce unclassified delayed exposure from \$540.5k toward zero.
- Reconcile delivery, invoice, and payment milestones before collection reporting.

SIX-WEEK ROADMAP



TWO-MINUTE INTERVIEW WALKTHROUGH

- 01 Problem**
Delivery + cash risk lacked one trusted view.
- 02 Method**
Validate order grain; define KPI rules; reconcile totals.
- 03 Finding**
Supplier lead time drives 45.7% of delayed value.
- 04 Action**
Urgent queue ranks overdue, high-value, and long delays.
- 05 Control**
Requirements, owners, UAT, and roadmap support adoption.

TOOLS + CAVEATS

EXCEL

SQL SERVER

POWER BI

DAX

DATA QA

BUSINESS ANALYSIS

All data is synthetic. Priority rules support human judgment. UAT cases are ready for execution; no production implementation or confidential-system access is claimed.