AuditCo

MANUFACTURER'S GROWTH READINESS SCORECARD

ARE YOUR SYSTEMS READY TO SUPPORT THE NEXT STAGE OF GROWTH?

This scorecard helps small and mid-sized manufacturers honestly assess their operational readiness before adding headcount, chasing new contracts, or expanding into new markets.

WHY GROWTH CAN BREAK A GOOD BUSINESS

Most manufacturers who hit a wall at 20, 30, or 50 staff don't fail because their product isn't good enough. They fail because their systems never scaled with them.

What works at 12 people on the floor falls apart at 35. Verbal handovers become miscommunications. Quality checks that relied on one person's institutional knowledge become inconsistent. Safety inductions that were informal become liability risks. Procurement that worked on trust and phone calls becomes a bottleneck.

Growth doesn't create new problems. It amplifies the ones already there.
This scorecard is designed to surface those vulnerabilities before they become crises. It's not an audit. It's an honest self-assessment, and a starting point for building the foundations that allow your business to grow with confidence.

HOW TO USE THIS SCORECARD

Work through each pillar. For each statement, score your business honestly:

4 POINTS	Fully in place, documented, and followed consistently
3 POINTS	In place but inconsistently followed or not documented
2 POINTS	Partial or informal version exists
1 POINTS	Not in place

APAC
1300 706 491
info@auditco.com.au
auditco.com.au

EMEA
+44 0 1727 309 770
info@auditco.uk
auditco.co.uk

AMERICAS
+ 1 844 328 3482
info@auditco.com
auditco.com

CONTACT US
AuditCo

MANUFACTURER'S GROWTH READINESS SCORECARD

AuditCo

PILLAR 1: QUALITY MANAGEMENT

	4	3	2	1
We have a documented quality management process that production staff follow consistently.				
Non-conformances are recorded and reviewed, not just fixed on the spot.				
We have a customer complaint process that captures, tracks, and closes issues.				
Corrective actions are documented and followed up.				
Quality responsibilities are clearly assigned, not assumed.				

PILLAR 2: SAFETY SYSTEMS

	4	3	2	1
We have a current WHS management plan that reflects our actual operations.				
All staff complete a documented induction before starting work.				
Incidents and near-misses are recorded and reviewed.				
Hazard identification is a regular, structured activity, not just a response to incidents.				
Our safety obligations under state legislation are clearly understood and met.				

APAC
1300 706 491
info@auditco.com.au
auditco.com.au

EMEA
+44 0 1727 309 770
info@auditco.uk
auditco.co.uk

AMERICAS
+ 1 844 328 3482
info@auditco.com
auditco.com

CONTACT US
AuditCo

MANUFACTURER'S GROWTH READINESS SCORECARD

AuditCo

PILLAR 3: PEOPLE & PROCESS

	4	3	2	1
• Role responsibilities are documented, not held in one person's head.				
• We have standard operating procedures for key production and operational tasks.				
• Onboarding a new team member doesn't depend on a single person.				
• Performance expectations are communicated clearly and consistently.				
• We could scale from 20 to 40 staff without our processes breaking down.				

PILLAR 4: CONTRACTS & PROCUREMENT

	4	3	2	1
• We have a documented process for reviewing and approving supplier performance.				
• Our contracts with major customers clearly define quality and delivery expectations.				
• We can evidence our compliance with contract requirements when asked.				
• We understand what additional compliance obligations larger contracts may require.				
• We have pursued, and lost, contracts because we couldn't demonstrate our systems.				

APAC
1300 706 491
info@auditco.com.au
auditco.com.au

EMEA
+44 0 1727 309 770
info@auditco.uk
auditco.co.uk

AMERICAS
+ 1 844 328 3482
info@auditco.com
auditco.com

CONTACT US
AuditCo

MANUFACTURER'S GROWTH READINESS SCORECARD

AuditCo

PILLAR 5: DOCUMENTATION & RECORDS

	4	3	2	1
• Key operational records are stored in a way that can be retrieved quickly.				
• We could provide a customer or auditor with evidence of quality controls within 24 hours.				
• Our records management doesn't depend on one person knowing where things are.				
• We retain records for the durations required by relevant legislation and contracts.				
• Our document control processes are understood and followed, not accidental.				

TOTAL SCORE:

SCORECARD GUIDE

80-100 POINTS	Strong foundations. You're well positioned for the next stage.
60-79 POINTS	Solid in places. Identify your lowest-scoring pillars and prioritise.
40-59 POINTS	Significant gaps exist. Growth before fixing these is high risk.
BELOW 40	Urgent attention required before pursuing growth or larger contracts.

NOT SURE HOW TO CLOSE THE GAPS?

AuditCo works with manufacturers across Australia to build the systems that support sustainable, scalable growth. AuditCo is the leading global independent audit, inspection, and compliance provider. We work with manufacturers at every stage, from businesses just starting to formalise their systems through to established operators seeking ISO certification, supplier assurance, or support ahead of major contract bids.

APAC
1300 706 491
info@auditco.com.au
auditco.com.au

EMEA
+44 0 1727 309 770
info@auditco.uk
auditco.co.uk

AMERICAS
+ 1 844 328 3482
info@auditco.com
auditco.com

CONTACT US
AuditCo