

Cost Modelling Scorecard for ERP and eCommerce Partner Evaluation

Score each factor from 1 to 5 before committing to an ERP, eCommerce, or retail systems partner. A strong partner should answer with examples, not generic assurance.

Factor	Score /5	What a strong answer sounds like	Notes from your review
Cost model depth		Purchase price is one input; calculated cost is the result used for pricing, stock, and reporting decisions.	
Rule governance		Rebates, free goods, duties, tax treatment, and freight allocation are maintained as rules with owners.	
Workflow alignment		ERP, eCommerce, finance, stock, and pricing workflows read from the same trusted result.	
Traceability		The team can explain which rules applied to a period, SKU, batch, or supplier scenario.	
Delivery ownership		The actual delivery team can discuss, test, and refine the business logic directly with your team.	

21-25: Strong structural fit. Proceed to sample-data validation and reference checks.

15-20: Proceed with caution. Confirm gaps in writing before implementation starts.

Under 15: Material project risk. The system may be built before the business logic is understood.

Use this as a discussion aid only. Avoid adding production credentials, customer records, or other sensitive data before access boundaries are agreed.