OMA NEXUS â Category Risk Review Sample (Illustrative)

Version: July 2026

Purpose

Sample framework for logging category-specific commercial, documentation, and execution risks before supplier outreach.
Readiness signal only. Not legal advice or verified supplier status.

Common risk domains

Incomplete technical scope or drawings
Certification claims without model or entity scope
MOQ and lead-time mismatch
Unclear installation, warranty, or after-sales responsibility
Export documentation and language readiness gaps
Quote exclusions and commercial assumption drift

Review actions

Assign owner and due date for each open risk
Request evidence before commercial commitment
Separate structuring signals from verified claims
Escalate legal, customs, tariff, or certification questions to specialists

Who it is for

Industrial buyers, sourcing teams, and export-ready manufacturers preparing a reviewed OMA NEXUS workflow.

Required inputs

Company and category context; target market; technical or product scope; available evidence; commercial assumptions; requested decision date.

Sample table

Item | Evidence | Score | Risk | Owner | Next action
Example requirement | Document pending | 2 / 5 | Medium | Project owner | Confirm evidence

Scoring criteria / checklist

5 = complete and supported; 3 = usable with gaps; 1 = missing or unsupported. Review category fit, documentation, commercial clarity, timing, and market readiness.

Risk flags

Unsupported claims; unclear certification scope; missing technical inputs; unrealistic MOQ or lead time; undefined import, payment, or compliance responsibility.

Next action

Assign owners to gaps, confirm evidence, and request the appropriate OMA NEXUS review before supplier outreach or commercial commitment.