

End-to-End process area		START	END	DEFINITION	Support by SAP Module
BUDGET TO REPORT	BTR	Budget preparation	As-Is versus Budget analysis	Budget to Report encompasses all business functions necessary to identify, collect, measure, accumulate, analyse, interpret, and communicate cost information to accomplish the many objectives associated with control, decision making, planning, and reporting.	CO (-OM; -PA; PCA) PC SAP-BI
HIRE TO RETIRE	HTR	HR Budget	employee retired	Hire to Retire encompasses all Business functions necessary to plan for, hire, develop, assign, sustain, and separate personnel resources.	HR
ORDER TO CASH	OTC	Customer Inquiry	cleared customer item (FI)	Order to Cash encompasses all business functions necessary to accept and process customer orders for parts or machines. This includes such functions as managing customers, accepting orders, prioritization of orders, fulfilling orders, performing distributions, managing receivables, and managing cash collections.	SD (-MD; -SLS; -SHP; -TR; -BIL; -EDI) LE
MAKE TO INVENTORY	MIT	Mat. Requirement to be produced	produced finished good on stock	Make to Inventory encompasses all business functions to produce machines and parts. This includes process like make to order, make to stock, production supply or production order controlling.	PP (-SFC; -KAB; -REM) QM
PROCURE TO PAY	PTP	Mat. Requirements To be procured (from MRP or other)	cleared vendor item (FI)	Procure to Pay encompasses all business functions necessary to obtain goods and services. This includes such functions as requirements identification, sourcing, contract management, purchasing, payment management, and receipt/debt management.	MM (-PUR; -EDI) QM
PLAN TO STOCK	PTS	Sales Forecast	Material Requirements (from MRP)	Plan to Stock encompasses all functions around strategies, tactical and operational planning with all business scenarios. This area should ensure that all material is available at the right time with the right quantity.	PP (-MRP) MM (-IM; -CBP) WM
SERVICE TO SATISFACTION	STS	to be serviced item @ customer	Analysis on customer satisfaction	Service to Satisfaction encompasses all business functions necessary to determine service requirements from customers and execute measures to customer satisfaction.	CS
REQUEST TO RESOLUTION	RTR	to be serviced item @ internal	maintained tools and assets	Request to Resolution is the process of performing maintenance on materiel/assets requiring repair or complete rebuild of parts, assemblies, subassemblies, and end-items, including the manufacture of parts, modifications, testing, and reclamation as required.	PM
PROSPECT TO ORDER	PTO	qualified lead	customer inquiry	Prospect to Order encompasses all business functions necessary to generate and sustain sales by pursuing qualified leads, employing effective sales techniques, efficient order processing, maintaining customer relationships, and providing support functions to include service, personnel, and financial impacts.	SD-CAS (SAP-CRM)
MARKET TO PROSPECT	MTP	Marketing measures	identified potential customer requirement (qualified lead)	Market to Prospect encompasses all business functions necessary to establish marketing plans, identify target markets, plan and define marketing campaigns, execute marketing campaigns, and evaluate the performance of marketing campaigns.	
CONCEPT TO PRODUCT	CTP	Idea	created master data required for production	Concept to Product encompasses all business functions necessary to effectively identify product needs, and plan and execute all necessary activities to bring a product from initial concept to full production.	PS SAP-PLM?
ACCOUNTING TO REPORT	ATR	Booking on financial Account	External Reporting	Accounting to Report encompasses all business functions necessary to plan, formulate, create, execute against and report on the budget and business activities of the entity. This includes updates to the general ledger.	FI