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			oba	end-to-end Proce Retail sale for single	Sustomer Regular LAB/FAB Pro	e a a	egular PUS Pro	la la	P Pro	isig Joo	Delivery call-off EDL	La ga	egular LAB/FAB Process CSD (Aftermarket) GTL La	Regular LAB process with collective invoice and profe	Regular LAB Process Label	Delivery order with GM PUS	iver	Delivery order with RAN	rop shipment order apers and labels	Sale of raw materials	sales e of ser	Sample + first	Customer returns goods return	ds r	Credit/debit differences	dit/	Credit/debit ralue differe
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OTO	Onder to Oneth																										
OTC-010	Order-to-Cash Sales Order Processing Materials	BD9 - Sell from Stock	1 1	1.			1				1	1					- 1		1	1		1	1		1		
OTC-010 OTC-013	Sales Order Processing Materials Sales Order Processing Tools	BD9 - Sell from Stock BD9 - Sell from Stock	+	+	`		+	++	+		+	1	\vdash							1	Х	-		1	1	+	
OTC-016	Sales Order Processing Services	2EQ - Sale of Services																			X					+	
OTC-020	Third-party-orders / Drop shipments	BDK - Sales Processing using Third-Party without																	х			Х				1 7	
		Shipping Notification																	^			^					
OTC-050	Scheduling Agreements with consignment EDL	1IU - Customer Consignment				_	_		+	X X					-							-		-	-	+	+
OTC-070 OTC-090	Scheduling Agreements with subcontracting EDL Scheduling Agreements with inventory control VMI					-	+		-	X	X											-		+	-	+	<u> </u>
OTC-100	Credit and debit-note processing																								Х	X	Х
OTC-100_01	Credit and debit-note processing for value differences																										
OTC-100 02	Credit and debit-note processing for quantity differences																										
OTC-100_03	Credit and debit-note processing for quantity and value dit	fferences					-		-														V	· ·			
OTC-110 PTS	Customer returns Plan-to-Stock						1					1			1								X	X	1		1
PTS-005	Material requirements planning - master data check		1 1			1	1	1 1	1		1	1			1				1			1	1	1	1	1	
PTS-010	Program Planning																									1 -	
PTS-020	Longtermplanning																										
PTS-030	Capacity planning																									!	<u> </u>
PTS-040 PTS-050	Material requirements planning Detailed Scheduling		-			+	+		-	_	+				-							-		-	-	+	
PTS-050	Transportation Requirements planning							+																		+	
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MTI-005	master data check PP																										
MTI-010	Discrete manufacturing			>	(X	X	Х	X 2		X X	X	X	Х	Х	X			Χ				X				!	
MTI-020	Repetitive Manufacturing				/	Х	X			X X	X				X			Х				-		-		+	+
MTI-030 MTI-040	Pre-Produciton in another plant Joint production				(X					X X		X	X	X	X			X				X				+-	
MTI-050	KANBAN processing		+	T	^	T ~	† ^	+^+ <i>-</i>		- /	 ^				<u> </u>							T ~	1	1	1	+	
MTI-060	Rework processing				(X			X 2					Х	Χ	Х			Χ				Х				'	
MIT-080	Sample production		\bot	>	(X	Х	Х	X 2	X	Х Х	Х	X	Х	Χ	Х		\Box	Χ		$oxed{\Box}$		Х				$+ \Box$	
MTI-QM-010	cross plant shipments of blocked stocks Management of blocked stock		+	-		-	1	+	-	_	_									1	_	+	1			+'	
MTI-QM-020 MTI-QM-030	inspection during production		+	+		+	+-	++	+	-	+	+	\vdash		-					1 +	+	+	+	+	+	+-	
MTI-QM-040	process the Firewall		+				+	++														1				+	
MTI-LO-005	master data maintenance - warehouse management								ᆂ		ᆂ																
MTI-LO-010	Storage process goods receipt				х					х х			Х	х	х	Х	х	Х								\bot	
MTI-LO-020	internal replenishment		+	-	X		X			X X			X	X	X	X	X	X	-				-	+	1	+	
MTI-LO-030 MTI-LO-050	cross plant replenishment corss plant returns		+	+	X		X			x x			X X	X X	X X	X X	X X	X		\vdash	+	+		1	1	+-	
PTP	Procure-to-Pay		1 1	- 1	, ,	. ^	1 ^	1 ^ 1 '	^	^ ^	1 ^	_ ^	_ ^	^	. ^	^	^	^	١	1	- '-		1	1	1		
PTP-005	master data check MM-EINK		1																	<u> </u>							
PTP-010	Purchase processing																									'	
PTP-020	Procurement into stock (Single purchase)		\perp				1	+	_			-							ļ			_			1		1
PTP-040 PTP-050	Procurement into consumption Procurement of Services		+		+	+	+	+	+	_	_	1			1				-	+	_	+	1	+	-	+	
PTP-050 PTP-060	Subcontract order processing		+	-	+	-	+	+	+		+	+	\vdash		+					1	+	+	+	+	1	+	
PTP-QM-010	Returns processing		+				+	++														1				+	
PTP-QM-020	quality inspection for the receiving department								工		ᆂ																
PTP-010	Procurement based on scheduling agreements and quota																									$+\Box$	
PTP-010	Procurement based on scheduling agreements (for produ	ction)					1					1							L				1	1	1	ليسا	l .
QM QM-005	Quality Management master data maintenance - QM dates	1	1 1			1					1				1				1	1		1	1			1	
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QM-006	master data maintenance - test plan	1	1	1		Т									1	1			- 1				
QM-010	Calibration tools					+ +																	
	create a quality notification	+	+			+ +			_		_							-+	_		_	_	-
	outgoing goods inspections		+	-					-									-	-		-	_	
	Management of test equipment					-													_		_		
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	Budget-to-Report		 1	1	1	1 1		- 1	- 1	1	1				- 1	1		- 1	- 1		- 1	- 1	
	master data maintenance - controlling	-	-	+		+	-				_	-				-		-+	-+			_	
	Product Costing	-	-	-		-						_											
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	Accounting-to-Report																						
	Asset Management																						
	Accounts Payables																						
ATR-030	Accounts Receivable																						
	Banks																						
ATR-050	General Ledger																						
	Cash register																						
LO-ATR-070	Physical inventory		х	х	x x	х	х	х	х	x x	х	х	х	х	х								
MDM	Master-Data-Management																						
	Creation of debtors																						
	plant view maintenance FERT																						
MDM-MAT-020	plant view maintenance ROH																						
MDM-MAT-030	plant view maintenance borrowed property (ZLEI)																						
	plant view maintenance HALB																						
MDM-MAT-050	plant view maintenance ERSA																						
MDM-MAT-060	plant view maintenance tools (FHMI)																						
MDM-MAT-07	plant view maintenance services (DIEN)																						
MDM-MAT-08	plant view maintenance VERP																						
MDM-MAT-09	plant view maintenance HIBE																						
RTR	plant maintenance																						
RTR-005	master data maintenance - servicing	1						1						1									
RTR-010	preventative maintenance																						
	repairs																						
RTR-030	other activities																						
RTR-040	activities for investment																						
	analyse maintenance																						
RTR-101	reporting lists																						
RTR-102	reporting lists multistage																						
	service order lists																						-
	service order lists multistage		1																				
	feedback lists		+	1														-	-			_	
	deadline monitoring, maintenance plan lists	1	1	1		++																	
	maintenance date lists	+	1			+ +																	
	maintenance plan lists	1	+	+		+ +						+							-			_	
RTR-100	maintenance instructions lists	+	-	-		+ +						-											
K1K-109	maintenance instructions lists		 ᆜ						_								\vdash		_				

End-to-End process	area	START	END	DEFINITION	Support by SAP Module
BUDGET TO REPORT	BTR	Rudget 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	отс	Customer Inquiry	cleared customer item (FI)	Order to Cash encompasses all business functions necessary to accept and process	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	РТР	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 strategis, 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 ist 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	РТО	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	МТР	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	СТР	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?
ACCOUTING 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