SUPPLY CHAIN OPERATIONS

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P Plan				S Source				M Make				D Deliver			
P2 Plan Source	P3 Plan Make	P4 Plan Deliver	S1 Source-To- Replenish	S2 Source-To- Order	S3 Source-To- Engineering Order	S4 Source Return	M1 Make-To- Stock	M2 Make-To- Order	M3 Make-To- Engineering Order	M4 Re-Make	D1 Deliver- From-Stock	D2 Deliver-To- Order	D3 Deliver-To- Engineering Order	D4 Deliver Return	
Gather Sourcing	Gather Demand	Gather Delivery	S101 Create Schedule	S201 Create Order	S301 Identify Supply Sources	S401 Process Return Inquiry	M101 Create Schedule	M201 Create Order	M301 Create Project Order	M401 Create Work Order	D101 Process Inquiry	D201 Process Inquiry	D301 Receive Request for Proposal	D401 Inquire	
Gather Inventory	Gather Inventory	Gather Delivery	S102 Receive	S202 Create Schedule	S302 Negotiate & Award	S402 Create Return Authorization	M102 Issue, Stage Materials	M202 Schedule Make Orders	M302 Complete Order Engineering	M402 Schedule Work Orders	D102 Create Order	D202 Validate & Create Order	D302 Develop & Present Proposal	D402 Request Return Authorization	
Calculate	Calculate	Calculate	S103 Unload	S203 Receive	S303 Create Order	S403 Receive	M103 Produce	M203 Issue Materials	M303 Schedule Resources	M403 Issue Product	D103 Reserve Inventory	D203 Route & Schedule Order	D303 Create Project Order	D403 Schedule Transportation	
Publish Sourcing	Publish	Publish Delivery	S104 Inspect	S204 Unload	S304 Receive	S404 Unload	M104 Inspect	M204 Produce	M304 Issue Resources	M404 Examine	D104 Schedule Transportation	D204 Schedule Transportation	D304 Schedule Project Resources	D404 Receive Settlement	
Analyze Sourcing	Analyze Make	Analyze Delivery	S105 Put Away	S205 Inspect	S305 Unload	S405 Inspect, Examine	M105 Package	M205 Inspect	M305 Produce	M405 Issue Material	D105 Invoice	D205 Invoice	D305 Schedule Delivery & Installation	D405 Pick	
			S106 Transfer	S206 Put Away	S306 Inspect	S406 Put Away	M106 Dispose	M206 Package	M306 Inspect	M406 Recondition, Repair, Remake	D106 Receive & Store	D206 Receive & Stage	D306 Invoice	D406 Pack	
			S107 Approve Payment	S207 Transfer	S307 Put Away	S407 Transfer	M107 Transfer	M207 Dispose	M307 Package	M407 Inspect	D107 Pick	D207 Pick	D307 Receive & Stage	D407 Load	
				S208 Approve Payment	S308 Transfer	S407 Settle Return		M208 Transfer	M308 Dispose	M408 Repackage	D108 Pack	D208 Pack	D308 Pick	D408 Ship	
					S309 Approve Payment				M309 Transfer	M409 Dispose	D109 Load	D209 Load	D309 Pack		
										M410 Transfer	D110 Ship	D210 Ship	D310 Load		
													D311 Ship		
PCS PPP	P2 Plan Source P201 Gather Sourcing Demand P202 Gather Inventory & Schedule P203 Calculate Sourcing Plan P204 Publish Sourcing Plan P205 Analyze Sourcing	Plan Source P201 Gather Sourcing Demand for Make P202 Gather Inventory & Schedule P203 Calculate Sourcing Plan P204 Publish Sourcing Plan P204 Publish Sourcing Plan P205 Analyze Sourcing P305 Analyze Make	Plan Source P3 Plan Make P401 Gather Sourcing Demand P202 Gather Inventory Schedule P303 Calculate Sourcing P10 Calculate P204 Publish Sourcing P304 Publish Sourcing P305 Analyze Sourcing P305 Analyze Make P407 P408 P409 P409 P409 P409 P409 P409 P409 P409	Plan Source Plan Source Plan Make Plan Deliver Page 1 Page 201 Gather Sourcing Gather Demand for Make Page 202 Gather Inventory & Schedule Page 303 Calculate Sourcing Plan Page 303 Calculate Production Plan Page 304 Publish Sourcing Plan Page 305 Analyze Sourcing Plan Deviations Page 305 Analyze Sourcing Plan Deviations Page 305 Analyze Make Plan Deviations Page 306 Page 307 Page 307 Page 308 Page 309 Pag	Plan Source Plan Make Plan Deliver Plan Source Plan Make Plan Deliver Plan Deliver Plan Source-To-Replenish Plan Deliver	Plan Source Plan Make Plan Deliver Plan Deliver Plan Source Plan Make Plan Deliver	P1 P2 P3 P1 P4 P1 P1 P4	Plan Source Plan Make Plan Deliver Plan Source Plan Make Plan Deliver Plan Deliver Plan Source Plan Make Plan Deliver Plan	Plan Source Plan Make Plan Deliver Plan Source Plan Make Plan Deliver Plan Source Plan Make Plan Deliver Plan Deviations Plan Dev	Plan Source Plan Make Plan Deliver Plan Make Plan Deliver Plan Source Plan Make Plan Deliver Plan Source Plan Make Plan Deliver Plan Source Plan Make Plan Deliver Plan Deliver Plan Source Plan Make Plan Deliver Plan Deliver Plan Deliver Plan Deliver Plan Deviations Plan	Plan Source Plan Make Plan Deliver P30 Plan Make P101 Make P10 P30 P30 P4 P101 Make P10201 Gather Demand Gather Delivery Create Schedule Gather Delivery Demand Gather Delivery Delivery Demand Gather Delivery D	Plan Source P2 P3 Plan Make Plan Deliver Replenish P31 Source To-	Plan Source Plan Make Plan Deliver Plan Source-To- Plan Source-To- Plan Make Plan Deliver Plan Deviations Plan Deliver Plan Deviations Plan Deviation	Plan Source	

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OPEN REFERENCE SUPPLY CHAIN METRICS



OPEN REFERENCE

The Open Reference Initiative

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Our Definition of Open

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- Open Knowledge is published in all its details







DP11 Order Damage Free Ratio DP12 Orders Defect Free Ratio **DP** Dependability DP1 Perfect Order Ratio DP13 Orders On-time Ratio DP14 Orders In-full Ratio DP15 Error-free Documentation Ratio **RS11 Planning Frequency RS12** Deliver Cycle Time RS1 Order Cycle Time RS13 Make Cycle Time **RS** Responsiveness **RS14 Sourcing Cycle Time RS21 Stock Out Ratio** RS2 Order Fill Rate **RS22 Order Processing Delays** CO11 Cost of Goods Sold CO1 Supply Chain Costs **CO Cost CO12** Distribution Costs **CO13** Other Operational Expenses **AE11** Days Receivables Outstanding AE1 Cash Conversion Cycle AE12 Days of Inventory **AE Asset Efficiency** AE13 Days Payables Outstanding **AE21 Gross Fixed Assets** AE2 Fixed Asset Turns **AE22** Asset Depreciation Ratio

SUPPLY CHAIN QUICK REFERENCE CARD

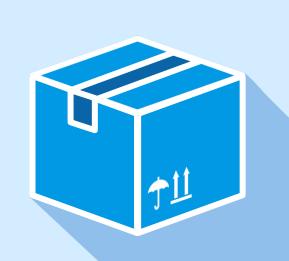
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