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TAPPING THE MINDS OF THE BUSINESS COMMUNITY

METRICS

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				DP12 Orders Defect Free Ratio				
		DP Dependability	DP1 Perfect Order Ratio	DP13 Orders On-time Ratio				
describe business processes, metrics, business terminology. We believe in s	and other			DP14 Orders In-full Ratio	OPERATIONS			
so that anyone can build on our work.				DP15 Error-free Documentation Ratio				
THIS IS OPEN KNOWLEDGE				RS11 Planning Frequency				
	JE		RS1 Order Cycle Time	RS12 Deliver Cycle Time				
Knowledge is open if anyone is free to modify, and share it — subject to mea		RS Responsiveness		RS13 Make Cycle Time	QUICK REFERENCE CARD			
preserve provenance and openness:				RS14 Sourcing Cycle Time	2023 EDITION			
 Open Knowledge is accessible to e of charge (and without identification) 			RS2 Order Fill Rate	RS21 Stock Out Ratio				
 Open Knowledge is published in all its details Open Knowledge is developed by volunteers through due process 			KS2 Ofder Fill Kate	RS22 Order Processing Delays	0 ())			
				CO11 Cost of Goods Sold				
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Open Reference is knowledge licensed under the Creative Commons Attribution Share Alike 4.0 International License.				CO13 Other Operational Expenses				
				AE11 Days Receivables Outstanding				
	© () ()	AE Asset Efficiency	AE1 Cash Conversion Cycle	AE12 Days of Inventory				
				AE13 Days Payables Outstanding				
Participate: • ORwiki.org • dev.ORwiki.org • @ORwiki	Folding			AE21 Gross Fixed Assets				
	Instructions		AE2 Fixed Asset Turns	AE22 Asset Depreciation Ratio				
		SD Sustainability		SD11 Intake Sustainability Ratio				
	-KONT QUICK REFERENCE CARD		SD1 Environmental	SD12 Recovery Ratio				
			Sustainability Ratio	SD13 Output Sustainability Ratio				

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P Plan		S Source			M Make			D Deliver								
P2 Plan Source	P3 Plan Make	P4 Plan Deliver	SO Strategic Sourcing	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	D5 Deliver Subscription
Gather Sourcing		P401 Gather Delivery Demand	S001 Identify Requirements	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	D501 Create (Re-) Order
Gather Inventory		P402 Gather Delivery Inventory	S002 Analyze Supply Market	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	D502 Route Order
Calculate	Calculate	P403 Calculate Delivery Plan	S003 Develop Sourcing Strategy	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 Transport	D503 Confirm Order
Publish	Publish	P404 Publish Delivery Plan	S004 Identify Supply Sources	S104 Inspect	S204 Unload	S304 Receive	S404 Unload	M104 Inspect	M204 Produce	M304 Issue Resources	M404 Examine	D104 Schedule Transport	D204 Schedule Transport	D304 Schedule Project Resources	D404 Receive Settlement	D504 Record Delivery/ Enablement
Analyze Sourcing		P405 Analyze Delivery Plan Deviations	S005 Tender	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	D505 Create Consolidated Invoice
			S006 Negotiate	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	
			S007 Award Contract	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	S408 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		
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