SUPPLY CHAIN OPERATIONS
PROCESS QUICK REFERENCE CARD

P — Plan

P1 Plan Supply Chain Operations	P2 Plan Source	P3 Plan Make	P4 Plan Deliver
P101 Gather Demand Forecast	P201 Gather Sourcing Demand	P301 Gather Demand for Make	P401 Gather Delivery Demand
P102 Validate Demand Forecast	P202 Gather Inventory & Schedule	P302 Gather Inventory & Schedule	P402 Gather Delivery Inventory
P103 Gather Supply (Resources)	P203 Calculate Sourcing Plan	P303 Calculate Production Plan	P403 Calculate Delivery Plan
P104 Balance Supply & Demand	P204 Publish Sourcing Plan	P304 Publish Production Plan	P404 Publish Delivery Plan
P105 Develop Supply Chain Plan	P205 Analyze Sourcing Plan Deviations	P305 Analyze Make Plan Deviations	P405 Analyze Delivery Plan Deviations
P106 Publish Supply Chain Plan			
P107 Analyze Supply Chain Plan Deviations			

S — Source

S1 Source-To-Replenish	S2 Source-To-Order	S3 Source-To-Engineering Order	S4 Source Return
S101 Create Schedule	S201 Create Order	S301 Identify Supply Sources	S401 Process Return Inquiry
S102 Receive	S202 Create Schedule	S302 Negotiate & Award	S402 Create Return Authorization
S103 Unload	S203 Receive	S303 Create Order	S403 Receive
S104 Inspect	S204 Unload	S304 Receive	S404 Unload
S105 Put Away	S205 Inspect	S305 Unload	S405 Inspect, Examine
S106 Transfer	S206 Put Away	S306 Inspect	S406 Put Away
S107 Approve Payment	S207 Transfer	S307 Put Away	S407 Transfer
	S208 Approve Payment	S308 Transfer	S407 Settle Return
		S309 Approve Payment	

M — Make

M1 Make-To-Stock	M2 Make-To-Order	M3 Make-To-Engineering Order	M4 Re-Make
M101 Create Schedule	M201 Create Order	M301 Create Project Order	M401 Create Work Order
M102 Issue, Stage Materials	M202 Schedule Make Orders	M302 Complete Order Engineering	M402 Schedule Work Orders
M103 Produce	M203 Issue Materials	M303 Schedule Resources	M403 Issue Product
M104 Inspect	M204 Produce	M304 Issue Resources	M404 Examine
M105 Package	M205 Inspect	M305 Produce	M405 Issue Material
M106 Dispose	M206 Package	M306 Inspect	M406 Recondition, Repair, Remake
M107 Transfer	M207 Dispose	M307 Package	M407 Inspect
	M208 Transfer	M308 Dispose	M408 Repackage
		M309 Transfer	M409 Dispose
			M410 Transfer

D — Deliver

D1 Deliver-From-Stock	D2 Deliver-To-Order	D3 Deliver-To-Engineering Order	D4 Deliver Return
D101 Process Inquiry	D201 Process Inquiry	D301 Receive Request for Proposal	D401 Inquire
D102 Create Order	D202 Validate & Create Order	D302 Develop & Present Proposal	D402 Request Return Authorization
D103 Reserve Inventory	D203 Route & Schedule Order	D303 Create Project Order	D403 Schedule Transportation
D104 Schedule Transportation	D204 Schedule Transportation	D304 Schedule Project Resources	D404 Receive Settlement
D105 Invoice	D205 Invoice	D305 Schedule Delivery & Installation	D405 Pick
D106 Receive & Store	D206 Receive & Stage	D306 Invoice	D406 Pack
D107 Pick	D207 Pick	D307 Receive & Stage	D407 Load
D108 Pack	D208 Pack	D308 Pick	D408 Ship
D109 Load	D209 Load	D309 Pack	
D110 Ship	D210 Ship	D310 Load	
		D311 Ship	

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