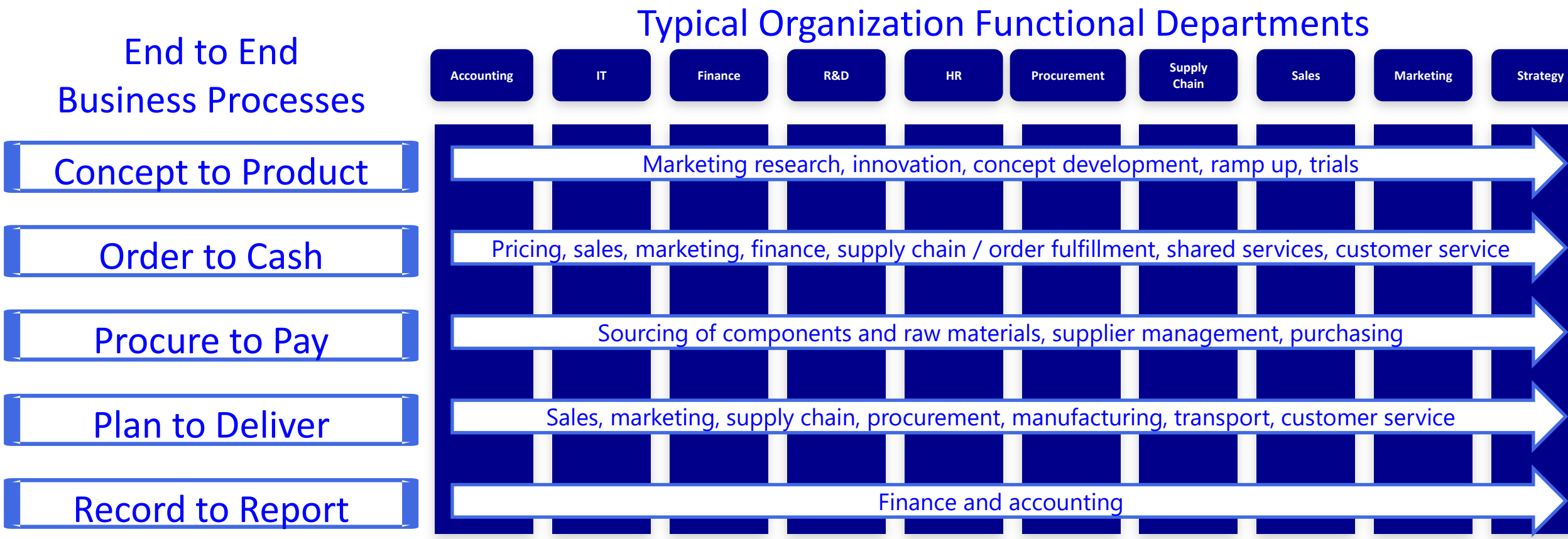

End to End
Business Processes
Typical Organization Functional Departments
Accounting
IT
Finance
R&D
HR
Procurement
Supply Chain
Sales
Marketing
Strategy
Concept to Product
Marketing research, innovation, concept development, ramp up, trials
Order to Cash
Pricing, sales, marketing, finance, supply chain / order fulfillment, shared services, customer service
Procure to Pay
Sourcing of components and raw materials, supplier management, purchasing
Plan to Deliver
Sales, marketing, supply chain, procurement, manufacturing, transport, customer service
Record to Report
Finance and accounting