End to End Business Scenarios

This section provides a list of generic, application neutral, end to end business scenarios and processes along with descriptions. The resulting structure can be used to organize other content and discussions on particular business issues.

Independent from what industry and business you are working in, there are underlying basic business scenarios with process steps reused in multiple scenarios. Those scenarios cover resource and business management and describe the simplest processes that are used in the business world. Here is an incomplete list of some of those scenarios:

**Scenarios**

**Resource management**

- Assess to Acquire
- Acquire to Retire (Fixed Assets)
- Hire to Retire

**Business Management**

- Procure to Pay
- Idea to Offering
- Market to Order
- Quote to Cash
- Order to Cash
- RMA (Return Material Authorization) - Sales Return Cycle.
- Forecast to Delivery
- Financial Plan to Report
- Issue to Resolution
- Plan to Inventory

Note that some of those scenarios are overlapping (Quote to Cash and Order to Cash).

Each Scenario is built up of different process steps like Create or Maintain Customer, Enter and Authorize Sales Order and so on. More details to the scenarios are available in the SAP Business Maps. Each industry and each business adapts those scenarios and process steps to their own needs and uses those differences to gain an advantage to their competitors. Even if those business scenarios are published, the intrinsic knowledge or attitude of an organization cannot be easily copied and implemented by competitors (see also The World is Flat about Total Quality Management).

A BPX must be familiar with the basic scenarios and be able to map them to the organizations specifics.

**Related links**

- Business Maps