





Suppliers

Developers

Order Flow

- Tactical Procurement
- Order Control
- Order Processing
- Order Tracking

Internal Systems

- Analysis, Development, & Support
- Data Management
- Finance & Order Processing
- Internal Communications
- External Communications

Product Engineering

Product Specialists

- Specification
- Standardization
- Evaluation
- Selection (Technical)
- Preconfiguration
- Internal/External Training

Solution Specialists

- PreSale Analysis
- Recommendation
- Demonstration
- Selection (Feedback)
- Internal/External Training
- PreSale Support

Material Flow

- Receiving
- Inventory Control
- Distribution

Product Planning

- Pricing
- Forecasting
- Selection (Economic)
- New Product Business Plan
- Strategic Procurement
- Strategic Relationships

Order Flow

$\Delta t = 0$

acc. = ∞

Internal Systems

TEAMNet

EMail

RealWorld access

Product Engineering

Product Specialists

**fine tuned
price book**

Solution Specialists

**SEs & SSS
per vertical
market**

Material Flow

$\Delta t = 0$

inv. = 0

Product Planning

**DBMS, Unix,
networking**

Suppliers

Developers