MHC

P2P vs R2R vs Q2C vs O2C

What's the Difference?

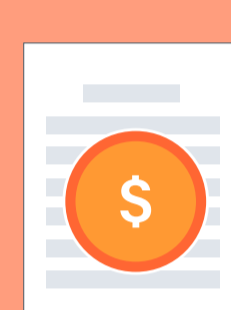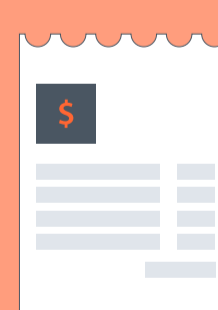| P2P Process	R2R Process	Q2C Process	O2C Process
01 Identify Needs	Extract Data	Configure the Product or Service	Customer Orders
02 Create Purchase Requisition	Collect Data	Understand the Pricing Structure	Fulfill the Order
03 Receive Purchase Order (PO) Approval	Validate Data	Develop and Negotiate a Quote	Ship the Order
04 Receive Vendor's Invoice	Transform Data Into KPIs	Process the Contract and Generate an Invoice	Invoice the Customer
05 Pay Vendors Through Accounts Payable	Share the Results	Receive a Payment Receipt	Record Payment
06		Manage Your Contract	

> **See MHC in Action** >