# Purchasing & Procurement

Purchasing & Procurement always adheres to this core flow inside the purchasing organization:

1. **Internal Order** - Users are creating purchase requisitions (internal orders) to document demand inside the company. This can happen centrally through the Purchase Order Manager or decentrally through our ZUGSEIL Shop
2. **Internal Order Approval** - Internal orders in some scenarios have to undergo approval process before they are handed over to purchasing (e.g. internal budgeting, material approval flows, …)
3. **Purchasing Automation** - The Purchasing Automation Engine creates preliminary purchase orders, with the goal to optimize the individual purchase order for best purchasing conditions (money & delivery speed)
4. **Purchase Order Pooling** - Preliminary purchase orders can be pooled to aggregate them by specific rules for better purchasing conditions. The result of this step is the issuance of purchase orders.
5. **Purchase Order Approval** - Finally the purchase order must be approved by internal parties (e.g. fiscal approval processes). Typically only high-volume or special orders need to be approved. Most organizations have an approval ruleset defined, which not hinder the purchasing process without the neccessity for it.
6. **Purchase Order Transmission** - the trigger point of the P2P process, where the purchase orders are handed over to the suppliers.
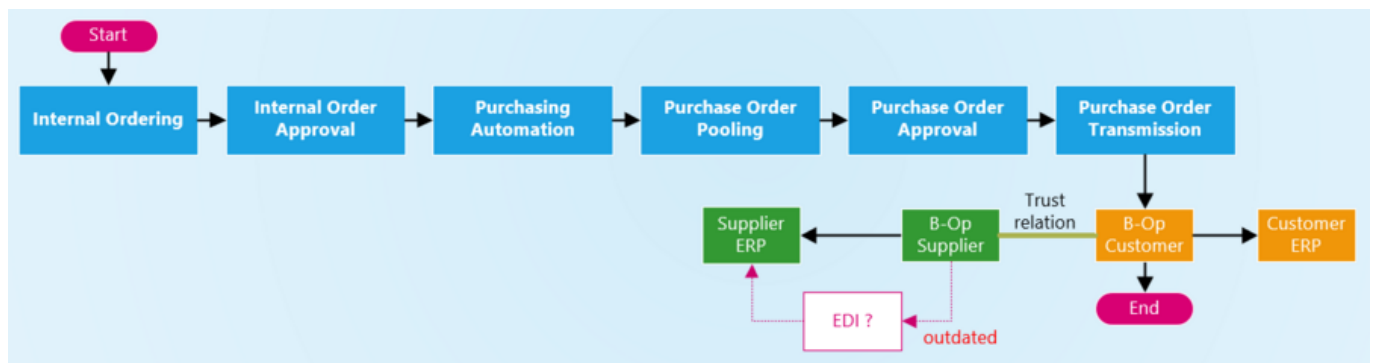
Purchase Order Flow

Important take-aways

- The b-op network serves as an ERP-to-ERP bridge, so they can directly exchange information without EDI suppliers and at zero transaction cost.
- With b-op network data are automatically delivered to the suppliers.
- One-Interface serves al partnerships: Each partner needs to integrate its b-op digital with its ERP **once**. If implemented properly, partnering up with further customers or suppliers does not bear any further IT cost.

See also

- Procure-To-Pay
- Purchasing Automation Engine

- Main data objects
    - [Purchase requisition](#)
    - [Purchase order](#)
    - [Customer orders](#)