

# Supply Chain Cheat Sheet

## Common acronyms

<b>3PL:</b> Third party logistics	<b>MHE:</b> Material handling equipment
<b>AS/RS:</b> Automated storage and retrieval system	<b>MS:</b> Master scheduling
<b>ASN:</b> Advance shipment notification	<b>MTO:</b> Make to order
<b>ATP:</b> Available to promise	<b>MTS:</b> Make to stock
<b>B2B:</b> Business to business	<b>OTIF:</b> On time in full
<b>B2C:</b> Business to consumer	<b>PO:</b> Purchase order
<b>COGS:</b> Cost of goods sold	<b>POS:</b> Point of sale
<b>CPFR:</b> Collaborative planning, forecasting, and replenishment	<b>PTP:</b> Profitable to promise
<b>CR:</b> Continuous replenishment	<b>RFID:</b> Radio frequency identification
<b>CTP:</b> Capable to promise	<b>RMA:</b> Return material authorization
<b>DOM:</b> Distributed order management	<b>S&amp;OP:</b> Sales and operations planning
<b>DSD:</b> Direct to store delivery	<b>SCE:</b> Supply chain executive
<b>ERP:</b> Enterprise resource planning	<b>SCP:</b> Supply chain planning
<b>FG:</b> Finished goods	<b>SCV:</b> Supply chain visibility
<b>IMS:</b> Inventory management system	<b>SKU:</b> Stock keeping unit
<b>ISP:</b> In store picking	<b>SS:</b> Safety stock
<b>JIT:</b> Just in time	<b>TMS:</b> Transportation management system
<b>KPI:</b> Key performance indicator	<b>VAS:</b> Value added (logistics) services
<b>LMS:</b> Labor management system	<b>VMI:</b> Vendor managed inventory
<b>LSP:</b> Logistics service provider	<b>WCS:</b> Warehouse control system
<b>MES:</b> Manufacturing execution system	<b>WIP:</b> Work in process
	<b>WMS:</b> Warehouse management system