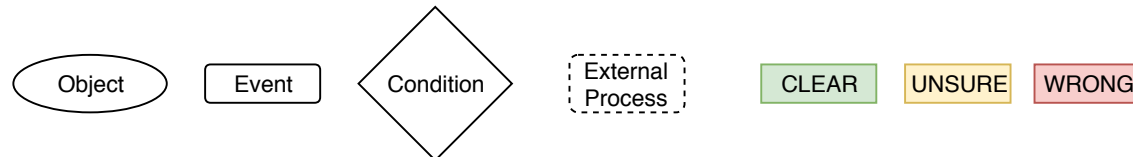


PM1 - payments, executed at the time of order creation and confirmation (CC, PP, Sofort)

PM2 - payments, executed at the time of Invoice issue (Rechnung=Invoice)

PM3 - payments, executed at the moment of goods being delivered to a customer (installments, postpayment)



- Which Systems are being used?
- Does CRM exist and used?
- Is delivery date communicated to customer at the time of sales order creation?
- Last step of the order
- Good guarantee after Delivery Note?