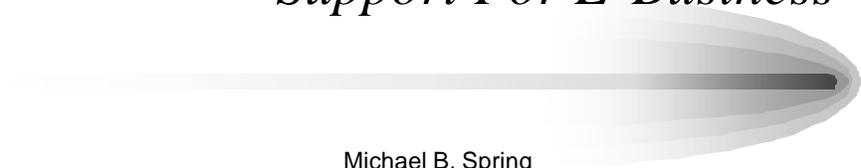


Support For E-Business



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Support for E-Business



- Organizations such as Rossettanet and Oasis provide an infrastructure for information exchange
- A variety of firms such as SAP, Baan, Oracle, etc. provide internal infrastructure on which E-Business can be built.
- Organizations such as Vertical.net and Ariba provide applications for E-Business

www.oasis-open.org

- Organization for the Advancement of Structured Information Standards
- Working on a registry and base XML document types (e.g. CALS and DocBook)
- Working on an exchange standard for Computer Graphics Metafile

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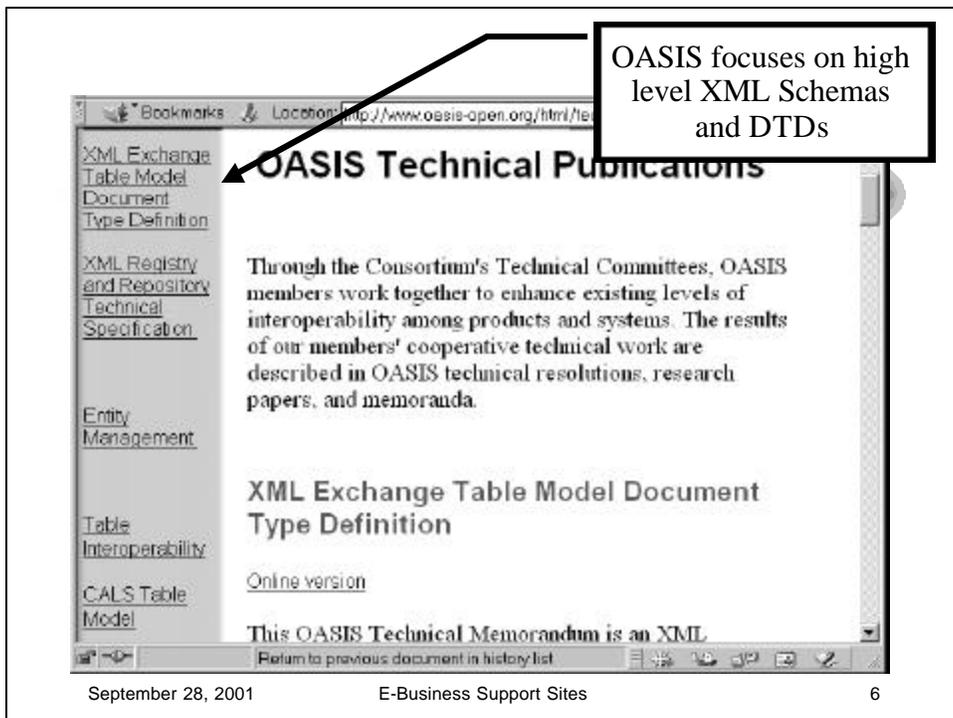
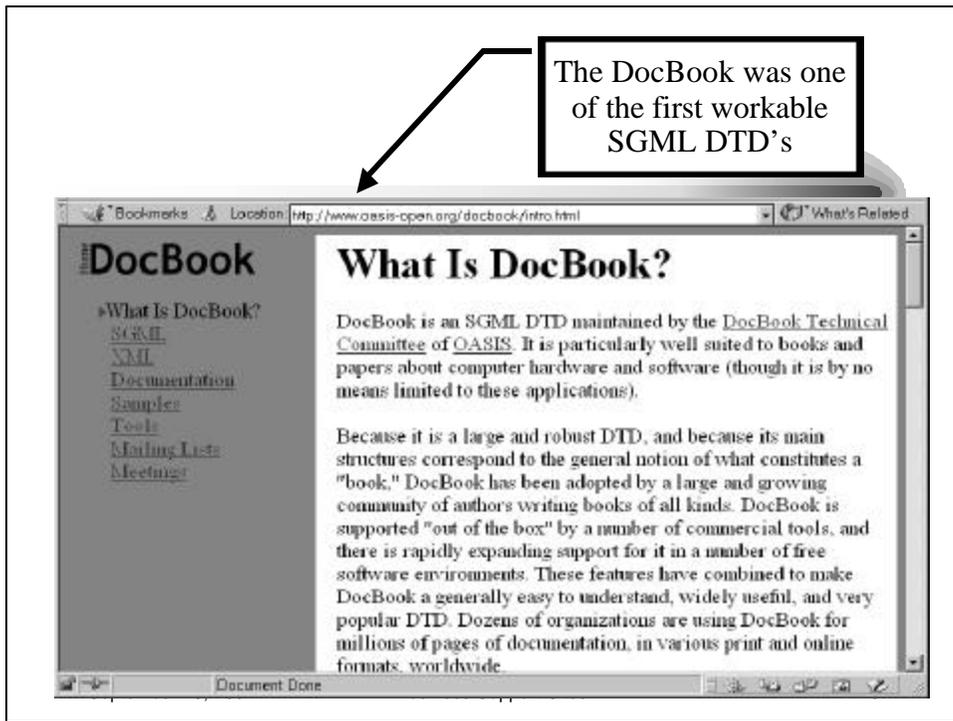
The screenshot shows the OASIS website in a browser window. The browser's address bar displays "Local Look up / /www.oasis-open.org/". The website header features the OASIS logo and the text "Organization for the Advancement of Structured Information Standards". A navigation menu includes links for "About Us", "Library", "Calendar", "Site Map", "Members", and "News". Below this, a secondary menu contains "Members Only", "OASIS Committees", "Desktops", "CGM Open", and "ROBIN COVER'S SGML/XML PAGES". A callout box with a black border and white background, containing the text "OASIS focuses on the development of structured information", has an arrow pointing to the "OASIS Committees" link. Below the navigation menus, there is a section titled "New to OASIS?" followed by a paragraph of introductory text. The browser's status bar at the bottom shows "Document Done" and the date "September 28, 2001".

OASIS focuses on the development of structured information

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www.rosettanet.org

- Focus on common business interfaces
- Extends EDI into the XML world
- Looks to develop four components
 - Dictionaries
 - Frameworks
 - Interfaces
 - Business processes

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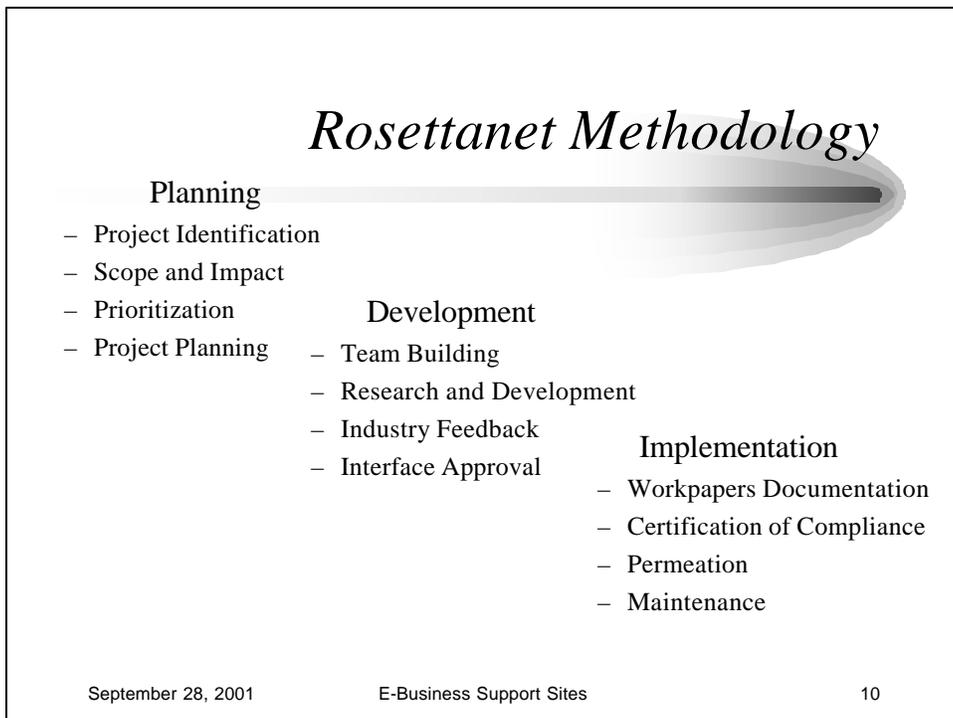
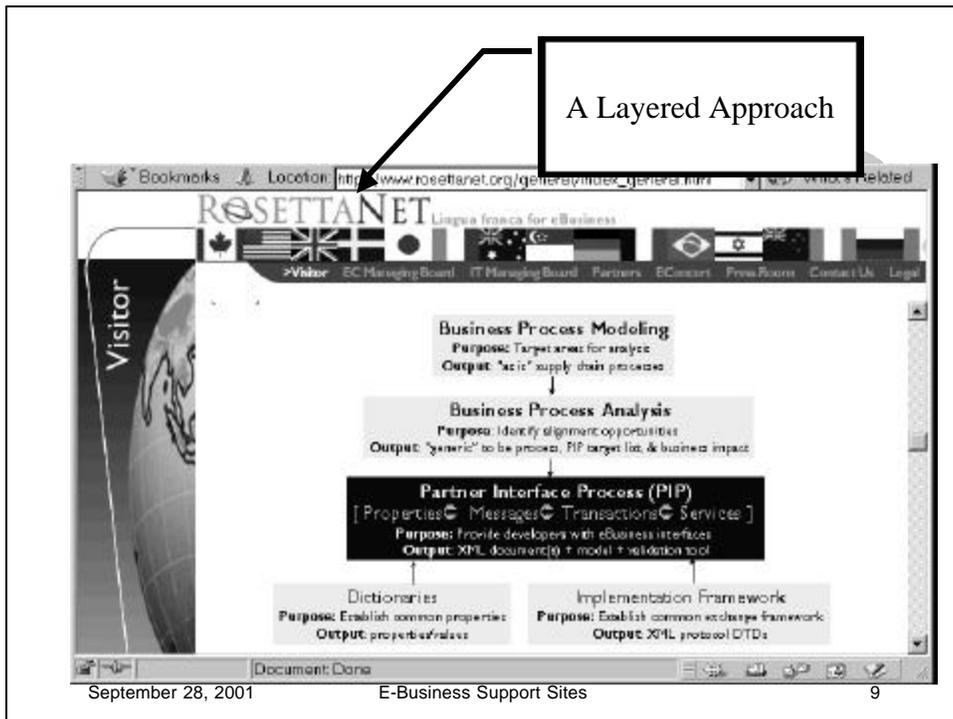
RosettaNet description of its efforts in the context of traditional business

The screenshot shows the RosettaNet website interface. At the top, there is a navigation bar with links for Visitor, SC Planning Board, IT Manager Board, Partners, EConnect, Press Room, Contact Us, and Legal. The main content area features a diagram comparing traditional business exchange with eBusiness exchange. On the left, under 'human-to-human business exchange', are listed: Telephone, Business Process, Dialog, Grammar, Words, Alphabet, and Sound. On the right, under 'system-to-system eBusiness exchange', are listed: Ecom application, eBusiness Process, PIP, Framework, Dictionaries, HTML/XML, and Internet. Double-headed arrows connect corresponding items between the two columns. The RosettaNet logo and tagline 'Lingua franca for eBusiness' are visible at the top of the page. A 'Visitor' sidebar is on the left. The browser's address bar shows 'http://www.rosettanet.org/general/index_general.html'.

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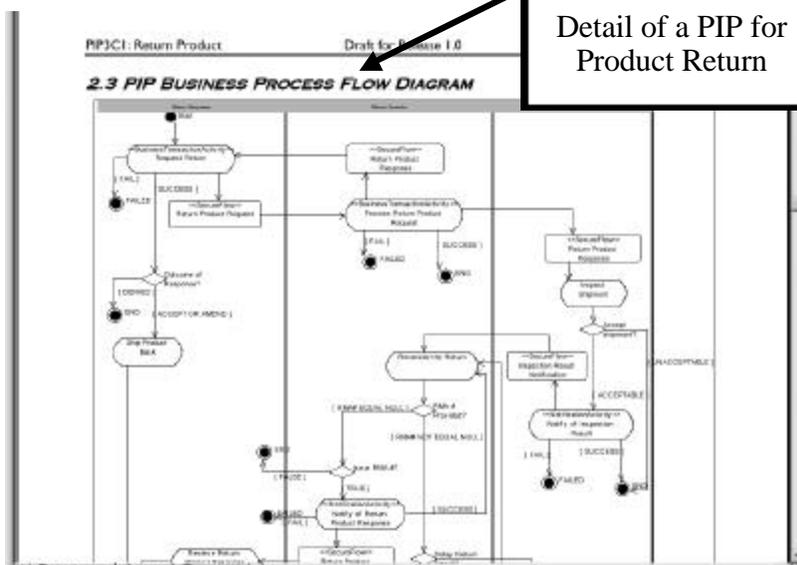




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Further detail of end states in the process

2.5 PIP END STATES

End States are comprised of one or more conditions:

END

- Return Provider has issued the Return Product Response.
- Return Provider has issued the Return Product Response, and the Return Requester decided not to return the product.
- The Return Receiver determined the shipment to be unacceptable.
- The return did not have an RMA number, and the Return Provider decided not to issue an RMA number.
- The Return Result was issued to the Return Requester.
- The shipment was rejected by the Return Receiver.

FAILED

- The Return Product Request could not be sent by the Return Requester.
- The Return Product Response could not be sent by the Return Provider.

Page 8 of 10 | 100% | 8.5 x 11 in

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www.commerce.net

- Supports development of e-commerce
- Provides a forum for the discussion of issues
- Provides access to research data
- Provides an architecture
- Provides specific XML support for transactions

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Mission is to support E-Commerce

The screenshot shows the 'About CN' page of the CommerceNet website. The page features a navigation menu on the left and a main content area. The main content area includes a welcome message, a paragraph about the organization's history and membership, and a list of links including 'Who We Are', 'CommerceNet Mission', 'CN Members List', and 'Memberships'. A callout box with the text 'Mission is to support E-Commerce' has an arrow pointing to the 'CommerceNet Mission' link.

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Focus on XML as a Data Exchange Format

The screenshot shows the 'XMLX' page of the CommerceNet website. The page features a navigation menu on the left and a main content area. The main content area includes a list of links including 'The eCo Framework', 'CommerceNet on-line Glossary', 'Questions and Answers about Electronic Commerce Basics', 'XMLX', 'eCommerce Advocacy & Public Policy Resources', and 'Mailing Lists'. A callout box with the text 'Focus on XML as a Data Exchange Format' has an arrow pointing to the 'XMLX' link.

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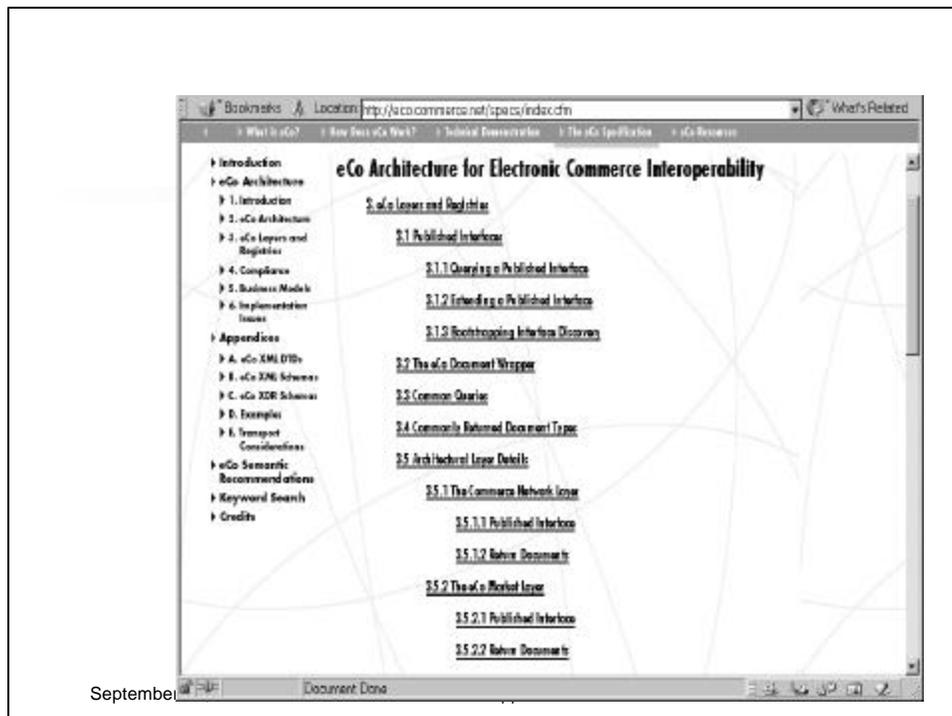
commerce.net design guidelines

- Use Internet Standards and Specifications
- Use Existing or Emerging Standards
- Promote Interoperability
- Allow for International Language Support
- Extensibility
- Simplicity
- Achievable

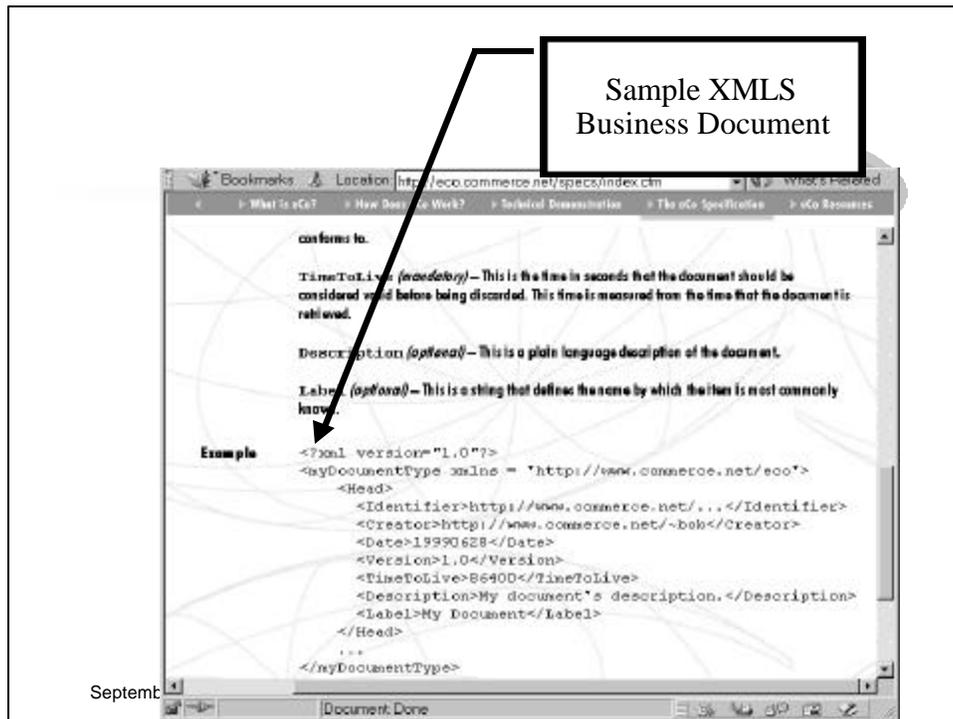
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Sample XMLS Business Document



The screenshot shows a web browser window with the URL `http://eco.commerce.net/specs/index.cfm`. The page content includes:

- conforms to.
- TimeToLive (mandatory)** – This is the time in seconds that the document should be considered valid before being discarded. This time is measured from the time that the document is retrieved.
- Description (optional)** – This is a plain language description of the document.
- Label (optional)** – This is a string that defines the name by which the item is most commonly known.

Example

```
<?xml version="1.0"?>
<myDocumentType xmlns = "http://www.commerce.net/eco">
  <Head>
    <Identifier>http://www.commerce.net/...</Identifier>
    <Creator>http://www.commerce.net/~bak</Creator>
    <Date>19990628</Date>
    <Version>1.0</Version>
    <TimeToLive>86400</TimeToLive>
    <Description>My document's description.</Description>
    <Label>My Document</Label>
  </Head>
  ...
</myDocumentType>
```

September

www.oracle.com

- Oracle provides extensive support for e-business through its DBMS engine
- It also practices what it preaches and thus sells knowledge as well as systems
- It also provides extensive post purchase support

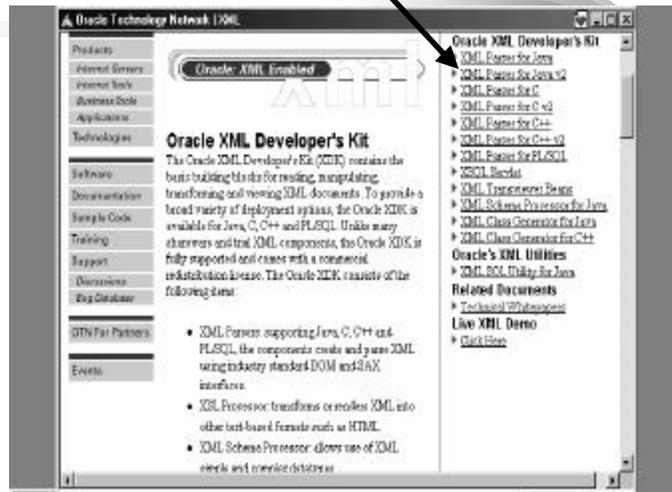
Oracle sells ebusiness software for a broad range of industries.

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Oracle used its own products and reduced operating cost by \$2 Billion

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Extensive XML developer software is available



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Technical discussion groups are coordinated for Oracle developers.



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Ariba

- Ariba has grown from a simple buy side enabler to a total solution provided
- Ariba development:
 - Buy side
 - Exchanges (Tradex, Trading Dynamics)
 - Sell side (Supplier Market)
 - Value chain management solutions
- Ariba also offers solutions for “Targets of Opportunity”
 - Business expenses and e-procurement

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An E-Business Platform

The screenshot shows a web browser window displaying the Ariba B2B Commerce Platform. The browser's address bar shows the URL http://www.ariba.com/corp/b2b/b2b_overview.asp. The page content includes a navigation menu on the left with links for "News & Events", "About Ariba", and "Contact". The main text describes the platform as a comprehensive set of integrated Commerce Applications and open, network-based Commerce Services. Below the text is a diagram titled "Ariba B2B Commerce Applications" which is divided into two main sections: "Ariba B2B Commerce Applications" and "Directory & Interoperability Services". The top section includes "B2B Procurement", "B2B Marketplace", "B2B Dynamic Trade", and "B2B Collaboration". The bottom section includes "Content & Catalog", "Reporting & Analysis", "Messaging & Integration", and "Supplier Utilities". Below these are "Directory & Interoperability Services" which includes "Transaction Building Services", "Supplier & Content Services", "Sourcing & Logistics Services", "Payment & Financial Services", "Logistics & Fulfillment Services", and "Information & Analytics Services". The diagram is labeled "Ariba B2B Commerce Services" at the bottom.

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Ariba Commerce Services Network

- The Commerce Services Network (CSN) provides access to 30,000 suppliers for Ariba customers
- Services on the network include:
 - supplier directories
 - supplier catalog and content management
 - access to supplier content
 - secure transaction routing
 - multi-protocol support for exchanging content and transaction information.

A number of solution levels

Targets of Opportunity

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integrating logistics, accessing payment services

from requisition to payment

multiple languages and currencies

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Ariba Buyer

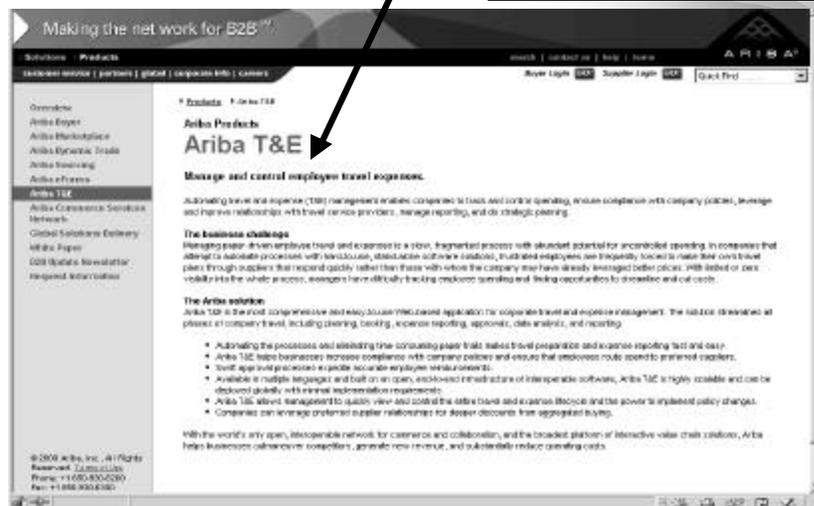
- For example, Ariba Buyer includes
 - HTML-based access from a standard browser
 - Simple set-up for purchasing business rules
 - Transaction reporting on batch basis
 - Easy-to-use searching and sourcing tools
 - E-mail-based approval routing
 - Spot buying
- On the buy side, customers pay:
 - Transaction fees
 - Software license (adapters) and service fees
 - Network fees

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Targets significant areas for quick cost saving



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Scalable to groups of buyers and sellers

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Online dynamic auctions
Reverse auctions
Bid/ask exchanges
Dynamic negotiations

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VerticalNet, Inc.

- example of an Internet-company enabler
- owns and operates 47 industry-specific Web sites designed as online B-to-B communities, known as Vertical Trade Communities.
- These Vertical Trade Communities provide users with comprehensive sources of information, interaction and e-commerce.

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Provides industry specific index.

The screenshot shows the VerticalNet website interface. At the top, there is a navigation bar with links for 'ABOUT VERTICALNET', 'EXECUTIVES & DIRECTORS', 'JOB OPPORTUNITIES', 'BUSINESS COMMUNITIES', 'EDITORIAL STAFF', and 'IN THE PRESS'. Below this, a 'Front Page' section features a 'Welcome' message and links for 'Investor Relations' and 'Contact VerticalNet'. A prominent banner reads 'Leading Business To E-Business™'. The main content area is titled 'Provides options for contact information' and lists various industry categories with radio button selection options: 'ADVANCED TECHNOLOGIES', 'ENVIRONMENTAL', 'FOOD & PACKAGING', 'HOSPITALITY/RESTAURANT', 'REAL ESTATE/SCIENCE', 'MANUFACTURING & METALS', 'PHARMA', 'PUBLIC SECTOR', 'SERVICE', and 'TEXTILES & APPAREL'. A 'Browse Our Entire Directory of Communities' link is also present. On the right side, there is a 'COMMUNITY' graphic with the word 'COMMERCE' below it. A text box on the left explains the benefits of the communities: 'Since 1995, VerticalNet has been the home of e-business to business... building and managing centers of business on the Internet for diverse industries and meeting diverse business needs by following: Targeted communities - where professionals and companies in a particular industry will find fast, efficient business information, interaction, and transaction opportunities; Targeted content - from the latest industry news and insights, to wide-ranging product and supplier information, to online education and career opportunities; Targeted solutions - for increasing sales and reducing costs through effective online'.

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Provides options for contact information

The screenshot shows a web browser window displaying the VerticalNet website. The address bar shows "http://www.verticalnet.com/comm_service.html". The page features a navigation menu with links for "ABOUT VERTICALNET", "EXECUTIVES & DIRECTORS", "JOB OPPORTUNITIES", "BUSINESS & COMMUNITIES", "EDITORIAL STAFF", and "IN THE PRESS". Below the menu, there is a "Business Communities" section with a "Service Communities" sub-section. This section lists two communities: "hrhub.com" and "logisticsonline.com". Each community entry includes the editor's name, the establishment date, a brief description of the community's focus, and contact information for advertising and sponsorship. The "hrhub.com" entry lists Editor: Cristine Weisberg, ESTABLISHED August, 1999, and contact info for Carol Lloyd. The "logisticsonline.com" entry lists Editor: Michael Lear Olin, ESTABLISHED February, 2000, and contact info for Steve Leason. A "Service" sidebar is visible on the right.

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