



Creating A Single Global Electronic Market

Catalog of Common Business Processes

v1.0

Business Process Team

11 May 2001

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1 Status of this Document

This document specifies an ebXML Technical Report for the eBusiness community.

Distribution of this document is unlimited.

The document formatting is based on the Internet Society's Standard RFC format.

This version:

<http://www.ebxml.org/specs/bpPROC.pdf>

Latest version:

<http://www.ebxml.org/specs/bpPROC.pdf>

2 ebXML Participants

We would like to recognise the following for their significant participation to the development of this document.

Business Process Project Team Co-Leads:

Paul Levine	Telcordia
Marcia McLure	McLure-Moynihan, Inc.

Editors:

Nita Sharma	Netfish Technologies
David Welsh	Nordstrom.com

Contributors:

Jim Clark	I.C.O.T.
David Connelly	OAG
Charles Fineman	Arzoon
Stephan de Jong	Philips International B.V.
Brian Hayes	Commerce One
David Welsh	Nordstrom.com
Rebecca Read	Mercator
William McCarthy	Michigan State University
Michael Rowell	OAG
Nita Sharma	Netfish Technologies
Jennifer Loveridge	Nordstrom.com

AIAG Members

ASC X12 EWG Members

3 Introduction

3.1 Summary of contents of document

This document puts together an initial list of common business process names, generic in nature that can be used across various industries. This includes business processes with cross references across common industry standards; including RosettaNet PIPs, X12, EDIFACT, JIPDEC/CII(Center for information of Industry of JAPAN Information Processing Development Center), OAG BOD, xCBL (CommerceOne). Identification of this catalog of common business processes were influenced by various industry initiatives like RosettaNet, EIDX, CPFR, EIAJ, OAG etc. This document also illustrates how to catalog business processes.

A Business Process consists of a set of business collaborations, which is itself composed of one or more business transactions as defined by the UN/CEFACT Modeling Methodology (UMM) Business Transaction View (BTV). The behavioral aspects of a business process are defined via the UMM Metamodel.

The keywords MUST, MUST NOT, REQUIRED, SHALL, SHALL NOT, SHOULD, SHOULD NOT, RECOMMENDED, MAY, and OPTIONAL, when they appear in this document, are to be interpreted as described in RFC 2119 [Bra97].

3.2 Audience

The target audiences for this document includes business staff of both information and technical background and specific business focus areas wishing to relate their electronic trading activities in a consistent pattern to the general ebXML trading community.

4 Design Objective

4.1 Objectives

The primary objective of this catalog is to provide the e-business community with a list of business process names and related information that are independent of any industry specifics. The generic nature of these business processes enables one to reuse them with specific context and business rules within different vertical industries. Common business processes have been grouped under various classifications. Another objective of this catalog is to provide the corresponding references to business documents and business processes defined across various industry standards.

4.2 Goals

The goals of the list of common business processes are:

- This list will drive the creation of templates for each of these business processes that can be reused across industries.
- These processes are going to be the basis for discovery and definition of collaboration patterns.
- This catalog can evolve to become a global, industry neutral catalog of commonly used processes with refinement and contribution from all sectors of the industries.

5 Business Process Catalog Use Cases

5.1 *Discovery of business processes*

Given ebXML community growth, independent of industry sector, business processes commonly used within industry will be developed according to the UMM and will be available for re-use via business process catalogs hosted in ebXML compliant registries/repositories also called Business Libraries. The catalog of common business processes can be used for the discovery of reusable business processes in conjunction with Worksheets/Guidelines. Please refer to the figure 6.1-1. The catalog supports discovering and comparing business processes in the early stages of business process analysis. Common business processes in the catalog have associated process specifications that include core components specific to it. Business process specification is a declaration of the partners, roles, collaborations, choreography and business document exchanges that make up a business process. A catalog of common business processes can be used as the business process specifications for building business document(s) for similar business processes within a specific context.

5.2 *Cross references*

This catalog provides informative cross-references to non-ebXML business processes and business documents defined by electronic business standards organizations around the world. The catalog can also be extended to include other industry specific common electronic trading documents or business process conventions. This catalog will be stored in the business library. When business process models/specifications are inserted into a business library they should be cross-referenced against other industry standards.

5.3 *Support business process contextual category*

Business Process is one of the contexts defined by the ebXML Core Components classification scheme¹. A Business Process context relies on a classification derived from the list of common business processes. The main reason to use context is to encourage reuse of core components, and with it common documents and ultimately common business processes. By working from a common set of core components and agreeing on the context for business processes, trading partners can better understand what business information is required to be part of a Business Process. The contextual categories, identified by ebXML Core Components, map to existing

¹ see [ebCNTXT] for additional information on context

elements and attributes within a business process model complying to the UMM. For example, the contextual Category “Process” maps to the Metamodel elements BusinessProcess, ProcessArea, and BusinessArea.

5.4 *Discovery of core components*

The catalog of common business processes is useful for discovery and analysis of core components that will be used as the building blocks for deriving business documents within a given context. This can be done by checking all sources of documents listed and cross-referenced on the Common Business Process Catalog to identify a document that may have the information needed (which may be EDIFACT, X12, xCBL, RosettaNet PIPs, CII, OAG BODs). There may be an existing document, which is similar and could be evaluated. Next identify if the document components meet the business requirements. If so, then these components can be reused.

5.5 *Support business process modeling*

Business processes are modeled by the information specified in the UN/CEFACT Modeling Methodology (UMM) Metamodel. This metamodel specifies all the information that needs to be captured during the business modeling of an electronic commerce based business process. With the expansive potential of the UMM in all of its “intricate depth of detail”, people are advised to use tools to help them model their business processes; and thus facilitate business analysis activities.

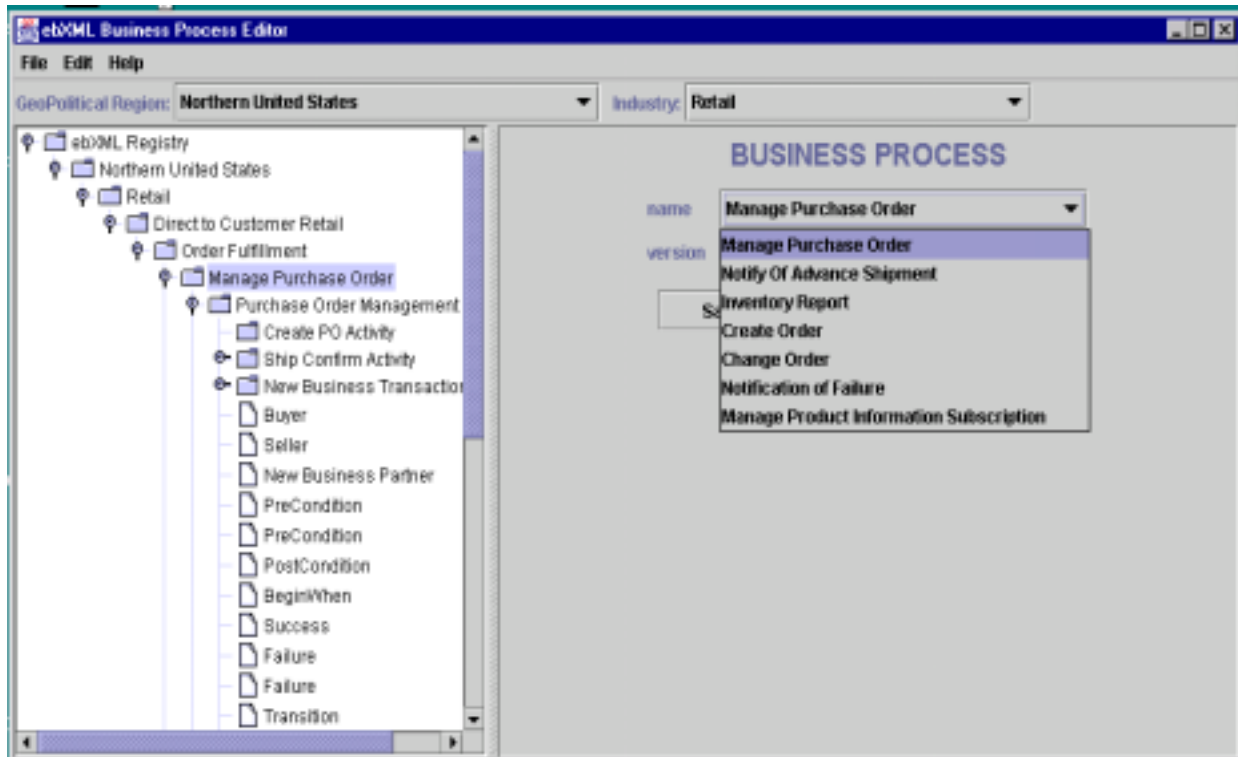


Figure 5.5-1: Business Process Editor and Business Process Catalog

When business experts model a business process using a “Business Process Editor” (BPE) tool which could use the catalog of common business processes to discover existing business process; ie. via a drop down list. A BPE would work with ebXML compliant registries/repositories. For further reference, see Business Process and Business Document Analysis Definitions.

6 The Common Business Process Catalog Overview

6.1 What is a common business process?

Common Business Processes are industry neutral and re-usable business processes. See Figure 6.1-1. Various components of a common business process specification can be re-used to create new business processes. Re-use will typically occur at the business process, business collaboration, business transaction, and business document model components. Refer to section 7.4 for a more detailed example.

Figure 6.1-1 has been revised to show the role of the Catalog of Common Business Processes.

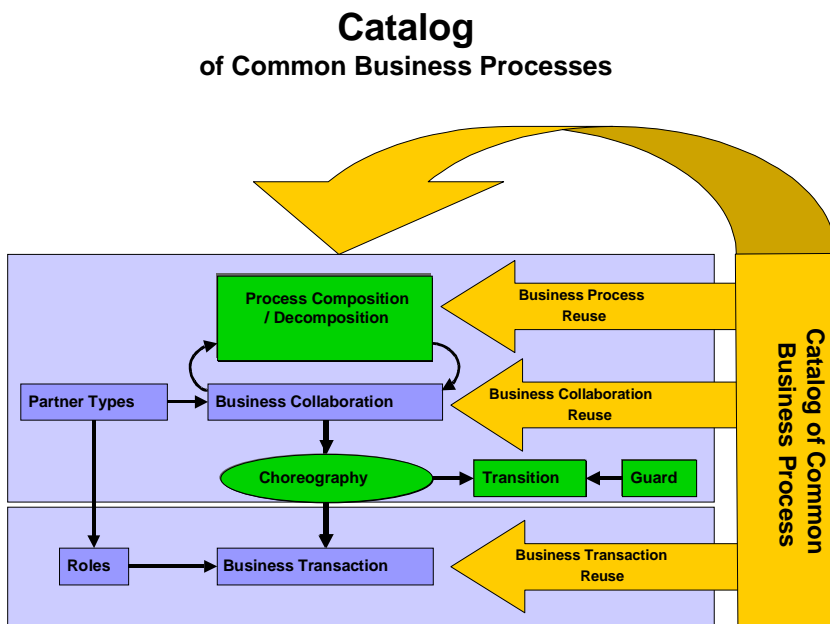


Figure 6.1-1: Business Process Model Reuse

6.2 Catalog categorization scheme

The catalog’s categorization scheme is based upon an *enterprise* value chain, the concept pioneered by Michael Porter², following review of several other reference models. A value chain is a purposeful network of business processes designed to cumulatively transform a set of process inputs into an output of greater value to the enterprise’s set of customers. Porter’s Value Chain stages are illustrated in Figure 6.2-1 below as resource flows which progress from left to right in transforming inputs as labor, capital, and goods into components of a business’s final product. Figure 6.2-1 illustrates the linked major events within each process that consume business inputs and produce business outputs.

Each business process in the Catalog of Common Business Processes is at the most general level represented by a *normative category* of enterprise activities as procurement, financing, and manufacturing. Normative category processes can be broken into normative sub-categories for better business discovery.

Figure 6.2-1 has been revised to show the normative categories in clearer font.

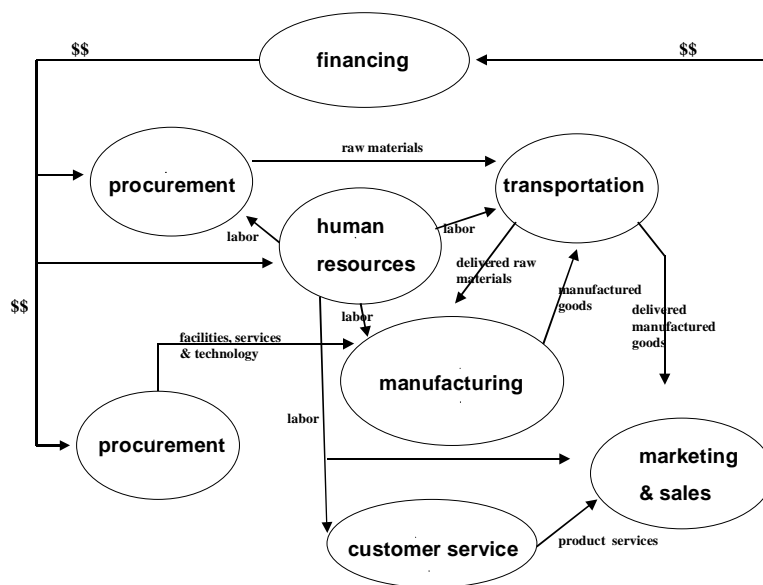


Figure 6.2-1: Graphical representation of the Porter Value Chain

6.3 Meta data for cross reference table

The various components of this cross-reference of common business processes table:

² Michael E. Porter, *Competitive Advantage : Creating and Sustaining Superior Performance*, 1998, Harvard Business School Press

Common Business Processes – A business process describes in detail how trading partners take on roles, relationships and responsibilities to facilitate exchange of information. Common Business processes are identified as commonly used across various organizations, industries or other business entities.

Normative Category – Built from components of a Porter Value Chain.

Normative Sub-category – Decomposition of the Porter Component into logical sub groups

EDIFACT/X12/CII/OAG BOD/xCBL – Common industry standards used as a cross-reference, by identifying their specific equivalent business documents commonly used today.

RosettaNet PIP – Common business processes cross-referenced to business transactions as specified by RosettaNet Partner Interface Processes™ (PIPs™) which define business processes between trading partners.

6.4 Methodology for building the industry-neutral catalog

With participation of business domain experts from major business communities and industry standards organizations, there was consensus gathering with respect to current common practices involved with electronic business trading. A comprehensive and consistent analysis needs to be conducted for each “discovered” component by a domain-neutral technical assessment teams, to further ensure cross-domain harmonization.

6.5 Registry and repository for the catalog

The catalog of common business process names and associated cross-reference MAY be stored in an ebXML Business Library and MAY be stored in other business libraries. There can only be one catalog per ebXML registry. The Common Business Process catalog owner needs to be an accredited global standards body such as UN/CEFACT, ITU, ISO. The Catalog’s main service is to be shared by the global community. The catalog of business process will be accessed through its registry interface. Business domain experts within UN/CEFACT, perhaps also partnered with industry interest groups, need to define and maintain each detailed specification for each common business process. The classification/retrieval method for accessing the catalog will be defined in a classification/retrieval mechanism.

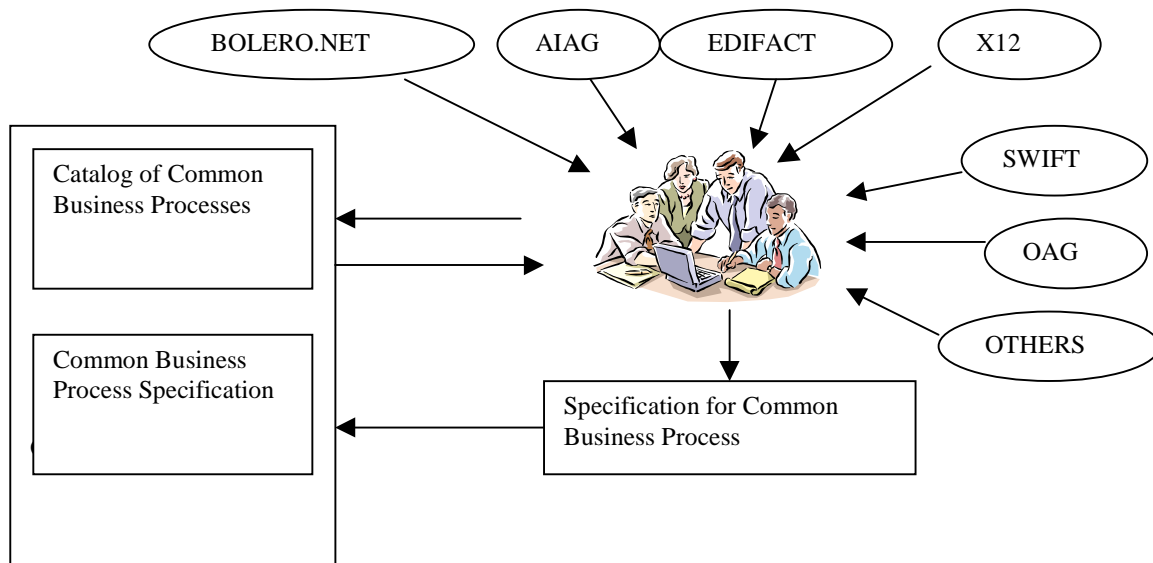


Figure 6.5-1: Common Business Process Development

In performing ebXML analysis activities to a business process, either establishing new business processes or re-engineering existing ebXML business processes, it will be necessary to persist the business process model. Business process analysis activities may call for many forms of supporting information to aid in the analysis. It is desirable to maintain relationships with supporting information and the ebXML business process model. Examples of supporting information include technical drawings, design images and sound tracks in digital format.

Resource Description Framework (RDF) or XMI can be used to persist a Business Process model in its complete UMM form, including other associated information resources that the business users feel are significant to be kept associated with the business process model. A modeled business process and supporting information registered in a catalog makes it accessible via its reusable components/artifacts.

Storing a modeled business process into the catalog needs to result in the business process to be accessible via its reusable components/artifacts. Reusability can occur at various levels in the UMM, however, reuse of artifact will likely be found at the business process, binary collaboration, business transaction, and document levels of the UMM. Experience today strongly suggests that reusability will often occur at the business transaction and document levels when compared to traditional EDI.

ebXML compliant registry's should satisfy the following Catalog of Common Business Process service requirements towards business analysis activities:

A standard mechanism for registering catalogs so the catalog of common business processes can be shared.

A standard mechanism for registering and storing *Business Process and Information models* (in RDF or XMI) so that business processes may be discovered.

7 Catalog of Business Processes

This section contains several tables that represent various aspects of cataloging business processes. Each business process [should represent/represents] a logically complete economic action or commitment. Some are atomic binary relationships that would be used as a Business Transaction within a Binary Collaboration; some may encompass several transactions, and therefore would be used within ebXML as a higher-level nested Collaboration.

The *Section 7.1* identifies common business processes (used and being developed) that may or may not have traditional EDI documents available, which do fit into the Value Chain classification schema. Here we take a Value Chain approach of classifying business processes, but recognize there are many business and regulatory domains that may not appear immediately classified in the Value Chain classification. *Section 7.2* shows an example of the Insurance Industry, which can also be classified by its common business processes but cannot be categorized under the Value Chain approach. So business processes may be categorized by the Porter’s Value Chain or other appropriate categorization scheme, perhaps specific to an industry or company. *Section 7.3* contains the definitions of the common business process as identified in *Section 7.1*. *Section 7.4* is the REA representation of the common business processes. To make this entire structure more concrete in the mind of catalog users, an illustrative table has been included in this document. The illustrative table portrays: (1) each normative category, (2) its possible sub-categories, (3) its normal types of resource inflows and outflows, (4) its major types of events that effect those flows, and (5) the normal types of agents and roles for those processes.

7.1 Catalog of common business processes with cross references

This section contains a list of common business process names and a cross-reference to various standards industry specific business process and business document names.

Note xCBL column removed from the following table.

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets*	X12 including sub-set*	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
Notification Of Failure	Administration	Failure Notification	APERAK		PIP0A1		(CONFIRM BOD)
Manage Product Information Subscription	Administration	Product Service Review			PIP1B1		065_update_productreq_004, 067_cancel_productreq_004 063_get_prodavail_003 064_show_prodavail_003 137_sync_pricelist_001 128_sync_catalog_001
Request/Verify Account Info							
Delete Party Profile			TUPREQ				
Request Account Setup	Administration	Party Profile	PARTIN	838	PIP1A1		007_sync_customer_004 008_sync_supplier_004 (plans to use ebXML tpaML based work in future)
Maintain Account	Administration	Party Profile	PARTIN	838	PIP1A2		007_sync_customer_004 008_sync_supplier_004 (plans to use ebXML tpaML based work in future)

* If document name not found in the latest official EDIFACT directory, it is a subset.

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets*	X12 including sub-set*	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
Request Credit Reference	Administration	Party Profile			PIP1A3		025_get_credit_003, 026_show_credit_003, 027_update_credit_003
Maintain Agreement	Administration	Party Agreement					007_sync_customer_004, 008_sync_supplier_004
Request Quote / Response	Procurement Management	Pre-Order and Quote	REQOTE, QUOTES	840, 843	PIP3A1	0310, 0311	152_sync_quote_002, 159_get_quote_002, 154_change_quote_002, 156_response_quote_002
Query Price And Availability	Procurement Management	Pre-Order and Quote	PROINQ, AVLREQ, TIQREQ	879	PIP3A2		137_sync_pricelist_001, 138_get_pricelist_001, 139_show_pricelist_001
Query Price	Procurement Management	Pre-Order and Quote					
Query Availability	Procurement Management	Pre-Order and Quote	AVLREQ, AVLRSR				
Request Promise Of Availability	Procurement Management	Pre-Order and Quote	AVLREQ, AVLRSR				
Price Catalog	Procurement Management	Pre-Order and Quote	PRICAT	832			128_sync_catalog_001, 129_get_catalog_001, 130_show_catalog_001
Establishment Of Contract Award	Procurement Management	Pre-Order and Quote	CONEST	836			003_process_po_005 (with appropriate PO TYPE)

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets*	X12 including sub-set*	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
Negotiate Reservation	Procurement Management	Pre-Order and Quote	RESREQ, ITAREQ			0210, 0211	NA
Create Auction Offer	Procurement Management	Auction		840, 843			
Create Auction Bid							
Bid Acceptance							
Barter Offer							
Barter Acceptance							
Haggle/Negotiation							
Report Auction Results	Procurement Management	Auction					
Check Credit	Procurement Management	Payment Term Negotiation	DOCAPP, DOCADV, DOCINF	460, 465, 466			025_get_credit_003, 026_show_credit_003, 028_change_status_003
Establish Payment Terms	Procurement Management	Payment Term Negotiation	Part of create PO, ORDERS	Part of 850			006_load_payable_005 003_process_po_005 (payment terms are on the PO) 152_sync_quote_001 (payment terms are on the quote)
Amend Payment Terms	Procurement Management	Payment Term Negotiation	DOCAMR, DOCARE, Part of ORDCHG, ORDRSP	469 Part of Change PO, 860, 865			003_process_po_005 (payment terms are on the PO) 152_sync_quote_001 (payment terms are on the quote)
Item Performance History Request	Procurement Management	Forecast / Planning	INVRPT	852			

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets*	X12 including sub-set*	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
Item Performance History Response	Procurement Management	Forecast / Planning	INVRPT	852			
Create Sales/Order Forecast	Procurement Management	Forecast / Planning	DELFOR	830, 850 (blanket)			162_sync_plansched_002, 165_sync_seqsched_002
Identify Forecast Exception	Procurement Management	Forecast / Planning					163_get_plansched_002, 164_show_plansched_002, 166_get_seqsched_002, 167_show_seqsched_002
Resolve Forecast Exception	Procurement Management	Forecast / Planning					163_get_plansched_002, 164_show_plansched_002, 166_get_seqsched_002, 167_show_seqsched_002
Create Shipping Schedule For JIT Delivery	Procurement Management	Forecast / Planning	DELJIT	830			168_sync_shipsched_002, 169_get_shipsched_002, 170_show_shipsched_002
Request Forecast Information	Procurement Management	Forecast / Planning					
Obtain Future Trend Analysis Request	Procurement Management	Forecast / Planning					
Obtain Future Trend Analysis Response	Procurement Management	Forecast / Planning					

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets*	X12 including sub-set*	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
Obtain Performance History Request	Procurement Management	Forecast / Planning	INVRPT	846			
Obtain Performance History Response	Procurement Management	Forecast / Planning	INVRPT	846, 852			
Issue Sales/Order Forecast	Procurement Management	Forecast / Planning	DELFOR	830, 850			
Issue Raw Material Authorization	Procurement Management	Forecast / Planning	DELFOR	830, 850			
Issue Fabrication Authorization	Procurement Management	Forecast / Planning	DELFOR	830, 850			
Identify Forecast Exception	Procurement Management						
Resolve Forecast Exception	Procurement Management						
Issue Shipping Schedule for Delivery	Procurement Management	Replenishment/ Scheduling	DELJIT	862, 866			
Receive Acknowledgment of Shipping Schedule Delivery	Procurement Management	Replenishment/ Scheduling	APERAK	824			
Issue Shipment Authorization	Procurement Management	Replenishment/ Scheduling	DELJIT	862, 866			
Identify Schedule Authorization	Procurement Management	Replenishment/ Scheduling					

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets*	X12 including sub-set*	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
Resolve Schedule Exception	Procurement Management	Replenishment/Scheduling					
Issue Defect Notification	Procurement Management	Defect Resolution					
Issue Defect Resolution Plan	Procurement Management	Defect Resolution					
Receive Resolution Plan Acceptance	Procurement Management	Defect Resolution					
Test Specification	Procurement Management	Test Specification					
Manage Purchase Order (Create/Change/Cancel and Accept PO)	Procurement Management	Procurement	ORDCHG, ORDERS, ORDRSP	860, 852, 850, 865, 875, 876	PIP3A4	0410, 0411	004_Acknowledge_PO_005 056_Add_PO_005 058_Cancel_PO_005 057_Change_PO_004 010_Get_PO_005 054_Getlist_PO_004 055_List_PO_004 003_Process_PO_005 012_Receive_PO_004 011_Show_PO_005 092_Sync_PO_004
Create Order	Procurement Management	Procurement	ORDERS, ORDRSP	850, 855, 865	PIP3A4		
Change Order	Procurement Management	Procurement	ORDCHG	860	PIP3A4		057_Change_PO_004

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets*	X12 including sub-set*	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
Request Order	Procurement Management	Procurement		850 (OBI)			
Query Order Status	Procurement Management	Procurement	OSTENQ, OSTRPT	869, 870	PIP3A5		010_get_po_006, 011_show_po_005 054_getlist_po_005, 055_list_po_005
Distribute Order Status	Procurement Management	Procurement	OSTRPT	870	PIP3A6		011_show_po_006
Notify Of Purchase Order Acceptance	Procurement Management	Procurement	ORDRSP	855	PIP3A7		004_acknowledge_po_006
Evaluate Supplier Performance	Procurement Management	Procurement					
Communicate Supplier Performance	Procurement Management	Procurement		501			
Authorize Fabrication	Procurement Management	Authorize Action	DELFOR	830			066_create-prodorder_004
Authorize Shipment	Procurement Management	Authorize Action	DELJIT	830			
Authorize Raw Material	Procurement Management	Authorize Action	DELFOR	830			
Distribute Despatch Instructions	Procurement Management	Transportation and Distribution	INSDS	862, 858	PIP3B1		165_sync_shipschd_001

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets*	X12 including sub-set*	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
Notify Of Advance Shipment	Procurement Management	Transportation and Distribution	DESADV	856, 869	PIP3B2	0520	165_sync_shipsched_001
Notify Of Shipment Status	Procurement Management	Transportation and Distribution	IFTSTA, ORDSTA	114(Air), 214(Motor), 315(Ocean), 404 (Rail Carrier), 870	PIP3B3		161_Show_shipment_003
Query Shipment Status	Procurement Management	Transportation and Distribution	IFTSTQ	213(Motor Carrier), 313 (Ocean Carrier), 869	PIP3B4		161_show_shipment_001
Change Shipment Information	Procurement Management	Transportation and Distribution	RECON	856	PIP3B5	0520	161_show_shipment_001
Notify Of Transport Exception	Procurement Management	Transportation and Distribution		854	PIP3B6		
Create Delivery Appointment	Procurement Management	Transportation and Distribution			PIP3B7		059_update_delivery_003
Notify Of Shipment Receipt	Procurement Management	Transportation and Distribution	RECADV	861	PIP3B8	0540	
Create Transportation Claim	Procurement Management	Transportation and Distribution			PIP3B9		

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets*	X12 including sub-set*	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
Shipment Instruction	Procurement Management	Transportation and Distribution	IFTMIN	304, 404,104,204 853			003_process_po_005 (instructions on PO line and PO line schedule)
Booking Confirmation	Procurement Management	Transportation and Distribution	IFTMBC, RESREQ	301			
Create Freight Invoices	Procurement Management	Transportation and Distribution	INVOIC, IFTMCS	110, 210, 310,410,810			
Customs Declaration (International Freight)	Procurement Management	Transportation and Distribution	CUSDEC				161_show_shipment_001(Carried as part of the Show Shipment)
Material Safety Data Sheet	Procurement Management		SAFHAZ	848			
Compliance Leak Report	Procurement Management						
Marine Inspection Report	Procurement Management			867			
Return Product	Procurement Management	Return of Goods	CREADV, DEBADV	180,812	PIP3C1	0710, 0711, 0720, 0730	161_show_shipment_001
Obtain Financing Approval	Procurement Management	Payment	AUTHOR	828	PIP3C2		028_change_status_003, 027_update_credit_003
Match Invoice	Procurement Management	Payment	INVOIC	810, 819, 811	PIP3C3	0810, 0811, 0820, 0821	073_load_matchdoc_004, 077_get_matchdoc_005, 078_Show_matchdoc_005

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets*	X12 including sub-set*	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
Process Payment	Procurement Management	Payment	REMADV, PAYORD, DIRDEB, FINSTA, BANSTA	820, 824, 823, 827, 185, 813	PIP3C4	0830, 0831	
Distribute Risk Analysis	Procurement Management	Product Configuration			PIP3D1		
Distribute Test Report	Procurement Management	Product Configuration			PIP3D2		
Distribute Test Result	Procurement Management	Product Configuration	BMISRM	863	PIP3D10		
Request Product Acceptance	Procurement Management	Product Configuration			PIP3D11		
Distribute Engineering Change Request	Procurement Management	Product Configuration			PIP3D12		107_sync_engchgorder_002, 108_get_engchgordr_002, 109_show_engchgorder_002
Distribute Engineering Change Response	Procurement Management	Product Configuration			PIP3D13		107_sync_engchgorder_002, 108_get_engchgordr_002, 109_show_engchgorder_002
Request Engineering Change Order Approval	Procurement Management	Product Configuration			PIP3D14		107_sync_engchgorder_002, 108_get_engchgordr_002, 109_show_engchgorder_002
Notify Of Engineering Change Order	Procurement Management	Product Configuration			PIP3D15		110_confirm_engchgorder_002

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets*	X12 including sub-set*	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
Notify Of Engineering Change Implementation Plan	Procurement Management	Product Configuration			PIP3D16		110_confirm_engchgorder_002
Notify Of Solution Configuration	Procurement Management	Product Configuration			PIP3D2		110_confirm_engchgorder_002
Notify Of Manufacturing Specification	Procurement Management	Product Configuration			PIP3D3		110_confirm_engchgorder_002
Request Build Authorization	Procurement Management	Product Configuration		625	PIP3D4		
Distribute Material Status	Procurement Management	Product Configuration			PIP3D5		061_show_item_004
Notify Of Build Readiness	Procurement Management	Product Configuration			PIP3D6		
Request Deviation Or Waiver	Procurement Management	Product Configuration			PIP3D7		
Distribute Work In Process	Procurement Management	Product Configuration			PIP3D8		033_update_wipconfirm_004
Query Work In Process	Procurement Management	Product Configuration			PIP3D9		031_get_wipconfirm_003 032_show_wipconfirm_004
Distribute New Product Information	Product Introduction	Preparation for Distribution		832	PIP2A1	0110	140_sync_itemspecs_001 142_show_itemspecs_001

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets*	X12 including sub-set*	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
Query Product Information	Product Introduction	Preparation for Distribution	TIQREQ	893, 620	PIP2A2		141_get_itemspecs_001, 142_show_itemspecs_001, 100_get_item_003, 101_show_item_003
Query Marketing Information	Product Introduction	Preparation for Distribution			PIP2A3		141_get_itemspecs_001, 142_show_itemspecs_001, 139_show_pricelist_001, 138_get_pricelist_001, 135_get_itemxref_001, 136_show_itemxref_001
Query Sales Promotion And Rebate Information	Product Introduction	Preparation for Distribution		889	PIP2A4		141_get_itemspecs_001, 142_show_itemspecs_001
Query Technical Information	Product Introduction	Preparation for Distribution		841	PIP2A5		141_get_itemspecs_001, 142_show_itemspecs_001
Query Product Lifecycle Information	Product Introduction	Preparation for Distribution			PIP2A6		141_get_itemspecs_001, 142_show_itemspecs_001
Request Product Discontinuation Information	Product Introduction	Preparation for Distribution			PIP2A7		141_get_itemspecs_001, 142_show_itemspecs_001
Distribute Product Stock Keeping Unit (SKU)	Product Introduction	Preparation for Distribution			PIP2A8		134_sync_itemxref_001 136_show_itemxref_001
Change Product Information	Product Introduction	Product Change Notification	TUPREQ, SKDUPD	888	PIP2B1		065_update_productreq_004

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets*	X12 including sub-set*	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
Change Marketing Information	Product Introduction	Product Change Notification			PIP2B2		140_sync_itemspecs_001,
Change Sales Promotion And Rebate Information	Product Introduction	Product Change Notification			PIP2B3		137_sync_pricelist_001 140_sync_itemspecs_001
Change Product Technical Information	Product Introduction	Product Change Notification			PIP2B4		140_sync_itemspecs_001 061_sync_item_004
Change Product Lifecycle Information	Product Introduction	Product Change Notification			PIP2B5		134_sync_itemxref_001,
Query Optional Product Information	Product Introduction	Product Change Notification			PIP2B6		135_get_itemxref_001, 136_show_itemxref_001
Distribute Inventory Report	Procurement Management	Inventory Reporting	INVRPT	846	PIP4C1		068_sync_inventory_005,
Distribute Inventory Tieout Report	Procurement Management	Inventory Reporting			PIP4C2		
Distribute Inventory Error Notification	Procurement Management	Inventory Reporting			PIP4C3		
Distribute Inventory Tie-Out Discrepancy Report	Procurement Management	Inventory Reporting			PIP4C4		022_get_countinfo, 023_show_countinfo

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets*	X12 including sub-set*	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
Warehouse Stock Transfer Receipt Advice	Procurement Management	Inventory Reporting	RECADV	944			036_show_picklist_005 037_update_picklist_005
Warehouse Stock Transfer Shipment Advice	Procurement Management	Inventory Reporting		943			036_show_picklist_005 037_update_picklist_005
Notify Of Commercial Sales Report	Procurement Management	Sales Reporting	SLSRPT, STLRPT	867	PIP4E1		089_getlist_salesorder_005 090_list_salesorder_005
Notify Of Consumer Sales Report	Procurement Management	Sales Reporting			PIP4E2		089_getlist_salesorder_005 090_list_salesorder_005
Notify Of Tieout Sales Report	Procurement Management	Sales Reporting			PIP4E3		089_getlist_salesorder_005 090_list_salesorder_005
Request Detail Sales Tieout Report	Procurement Management	Sales Reporting			PIP4E4		089_getlist_salesorder_005 090_list_salesorder_005
Distribute Commercial Sales Report Error Notification	Procurement Management	Sales Reporting			PIP4E5		089_getlist_salesorder_005 090_list_salesorder_005
Notify Of Consumer Sales Report For Affected Errors	Procurement Management	Sales Reporting					
Distribute Consumer Sales Report Error Notification	Procurement Management	Sales Reporting			PIP4E6		

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets*	X12 including sub-set*	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
Price Protection	Procurement Management	Price Protection			PIP4F		
Ship From Stock And Debit_Credit	Procurement Management	Ship from Stock and Debit_Credit					161_show_shipment_003
	Procurement Management	Regulatory_Royalty		185, 813			
Create Invoice (Products)	Financial	Financial	INVOIC	810			076_load_plinvoice_003
Create Invoice (Services)	Financial	Financial		811			
Receive Payables	Financial	Financial		820			006_load_payable_005
Originate Payables	Financial	Financial		820			
Receive Receivables	Financial	Financial		820, 823			
Originate Receivables	Financial	Financial		820			
Originate Child Support Payments	Financial	Financial		820			
Originate Payroll	Financial	Financial		820			
Originate Tax Payments	Financial	Financial		820			
Originate Royalty Payments	Financial	Financial		820			
Acknowledge a Payment Order	Financial	Financial		824			

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets*	X12 including sub-set*	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
Confirm/Verify Payment Orders	Financial	Financial		831			
Notify Party of Returned payment Item	Financial	Financial		827			
Request Payment Cancellation	Financial	Financial		829			
Process Lockbox	Financial	Financial		823			
Cash Reconciliation (Asset)	Financial	Financial		821			
Cash Reconciliation (Liability)	Financial	Financial		821			
Send Debit Authorization	Financial	Financial		828			
Issue a Check Issuance List	Financial	Financial		828			
Transmit Business Credit Information	Financial	Financial		155			
Transmit Real Estate Title Information	Financial	Financial		197			
Request Loan Information	Financial	Financial		198			
Transmit Loan Information	Financial	Financial		198			

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets*	X12 including sub-set*	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
Transmit Real Estate Settlement Information	Financial	Financial		199			
Report Mortgage Credit Information	Financial	Financial		200			
Transmit Uniform Residential Loan Application	Financial	Financial		201			
Transmit Mortgage Loan Information	Financial	Financial		202			
Transmit Mortgage Note Information and Characteristics	Financial	Financial		205			
Transmit Mortgage Service Information	Financial	Financial		203			
Transmit Real Estate Site Inspection Information	Financial	Financial		206			
Transmit Property Tax Information	Financial	Financial		245			
Transmit Collection Account Assignments	Financial	Financial		248			
Report Collection Account Status Inquiries	Financial	Financial		248			

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets*	X12 including sub-set*	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
Apply for Mortgage Insurance Benefits	Financial	Financial		260			
Request Real Estate Information	Financial	Financial		261			
Report Real Estate Information	Financial	Financial		262			
Respond to a Residential Mortgage Insurance Application	Financial	Financial		263			
Mortgage Loan Default Status Report	Financial	Financial		264			
Order Real Estate Title Insurance Services	Financial	Financial		265			
Notify Parties of Mortgage or Property Record Change	Financial	Financial		266			
Transmit a Debit/Credit Adjustment	Financial	Financial		812			
Request/Respond Financial Action	Financial	Financial		814			
Transmit Billing and Operating Expense Details	Financial	Financial		819			

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets*	X12 including sub-set*	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
Transmit Account Analysis Information	Financial	Financial		822			
Order for Mortgage Credit Information	Financial	Financial		833			
Request Account Adjustment Action	Financial	Financial		844			
Respond to a Request for Account Adjustment Action	Financial	Financial		849			
Apply for Residential Mortgage Insurance	Financial	Financial		872			
Invoice for Grocery Products	Financial	Financial		880			
Create Payroll	Financial	Financial					040_update_persontime_003
Issue Ticket/Voucher			TKTREQ, TIKTRES				
Exchange/Reissue Ticket			TKTREQ, TKTRES				
Refund Ticket			TKTREQ, TKTRES				
Void Ticket			TKTREQ, TKTRES				
Request Payment Status	Financial	Financial	REMADV	820			

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets*	X12 including sub-set*	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
Request Payment	Financial	Financial	REMADV	820			
Customs Declaration (Shipper)	Transportation and Logistics	Declaration of Goods and Transportation	CUSDEC				161_show_shipment_003, 003_process_po_006, 084_sync_salesorder_005 (Customs declarations can be carried on each of these.)
Shipping Line To Customs – (Carrier)	Transportation and Logistics	Declaration of Goods and transportation	CUSCAR				161_show_shipment_003, 003_process_po_006, 084_sync_salesorder_005 (Customs declarations can be carried on each of these.)
Environment Health And Safety Declaration	Transportation and Logistics	Declaration of Goods and transportation	IFTDGN				161_show_shipment_003, 003_process_po_006, 084_sync_salesorder_005 (Customs declarations can be carried on each of these.)
Export And Import Declaration	Transportation and Logistics	Declaration of Goods and transportation					161_show_shipment_003, 003_process_po_006, 084_sync_salesorder_005 (Customs declarations can be carried on each of these.)
Import Side Compliance Check	Transportation and Logistics	Declaration of Goods and transportation					161_show_shipment_003, 003_process_po_006, 084_sync_salesorder_005 (Customs declarations can be carried on each of these.)

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets*	X12 including sub-set*	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
Voyage Itinerary / Schedules	Transportation and Logistics	Declaration of Goods and transportation					161_show_shipment_003, 003_process_po_006, 084_sync_salesorder_005 (Customs declarations can be carried on each of these.)
Request For Compliance Screening (Solvency Check)	Transportation and Logistics	Declaration of Goods and transportation					161_show_shipment_003, 003_process_po_006, 084_sync_salesorder_005 (Customs declarations can be carried on each of these.)
Announce Arrival Of Vessel/Vehicle	Transportation and Logistics	Inbound Transport (at international port)					161_show_shipment_003
Entry Of Cargo	Transportation and Logistics	Inbound Transport (at international port)	COARRI				
Pickup / Pre-carriage Of Goods At Origin	Transportation and Logistics	Inbound Transport (at international port)					161_show_shipment_003
Announce Departure Of Vessel / Vehicle	Transportation and Logistics	Outbound Transportation (at international port)					161_show_shipment_003

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets*	X12 including sub-set*	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
Departure Of Cargo	Transportation and Logistics	Outbound Transportation (at international port)	CODECO				
Onward Carriage Of Cargo To Final Destination	Transportation and Logistics	Outbound Transportation (at international port)					161_show_shipment_003
Vessel / Vehicle Arrival Planning	Transportation and Logistics	Operation (at international port of call)					161_show_shipment_003
Vessel / Vehicle Departure Planning	Transportation and Logistics	Operation (at international port of call)					161_show_shipment_003
Vessel / Vehicle Discharge Operation	Transportation and Logistics	Operation (at international port of call)	BAPLIE				
Vessel / Vehicle Load Operation	Transportation and Logistics	Operation (at international port of call)					
Cargo Relay Operation	Transportation and Logistics	Operation (at international port of call)					
Customs Clearance Of Cargo For Export	Transportation and Logistics	Clearance					161_show_shipment_003
Customs Clearance Of Cargo For Import	Transportation and Logistics	Clearance					161_show_shipment_003

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets*	X12 including sub-set*	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
Health And Safety Clearance Of Cargo	Transportation and Logistics	Clearance					161_show_shipment_003
To-Be-Determined	Transportation and Logistics	G. Cross Border Return Handling					
Manage Sales Lead	Marketing Management	Marketing Campaign Management			PIP5A1		
Transfer Sales Lead Responsibility	Marketing Management	Marketing Campaign Management			PIP5A2		087_change_salesorder_006 (Carries sales lead responsible for the order.)
Query Sales Lead Status	Marketing Management	Marketing Campaign Management			PIP5A3		
Notify Of Sales Lead Status	Marketing Management	Marketing Campaign Management			PIP5A4		
Distribute Marketing Activity Information	Marketing Management	Marketing Campaign Management			PIP5B1		
Notify Of Marketing Activity	Marketing Management	Marketing Campaign Management					
Create Sales Marketing Claim	Marketing Management	Marketing Campaign Management					

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets*	X12 including sub-set*	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
Process Sales Marketing Claim	Marketing Management	Marketing Campaign Management			PIP5B2		
Change Sales Marketing Claim	Marketing Management	Marketing Campaign Management			PIP5B3		
Notify Of Cancel Sales Marketing Claim	Marketing Management	Marketing Campaign Management			PIP5B4		
Query Sales Marketing Claim Status	Marketing Management	Marketing Campaign Management			PIP5B5		
Notify Of Sales Marketing Claim Status	Marketing Management	Marketing Campaign Management			PIP5B6		
Distribute Product List	Marketing Management	Design Win Management			PIP5C1		
Request Design Registration	Marketing Management	Design Win Management			PIP5C2		
Request Design Win	Marketing Management	Design Win Management			PIP5C3		
Distribute Registration Status	Marketing Management	Design Win Management			PIP5C4		
Query Registration Status	Marketing Management	Design Win Management			PIP5C5		
Request Ship From Stock And Debit Authorization	Marketing Management	Ship from Stock and Debit			PIP5D1		019_confirm_issue_005

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets*	X12 including sub-set*	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
Notify Of Blanket Ship From Stock And Debit Authorization	Marketing Management	Ship from Stock and Debit			PIP5D2		161_show_shipment_003
Distribute Open Ship From Stock And Debit Authorization Status	Marketing Management	Ship from Stock and Debit			PIP5D3		
Query Ship From Stock And Debit Authorization Status	Marketing Management	Ship from Stock and Debit			PIP5D4		
Create Ship From Stock And Debit Claim	Marketing Management	Ship from Stock and Debit			PIP5D5		
Notify Of Ship From Stock And Debit Claim Status	Marketing Management	Ship from Stock and Debit			PIP5D6		028_change_status_003
Product Request (Internal / External – All Sources)	Product Development	Needs Determination	PROINQ	841, 244			
Request Evaluation (Research)	Product Development	Needs Determination		841			143_sync_rfq_002
Evaluation Results	Product Development	Needs Determination	PRODAT	841			143_syn_rfq_002, 151_show_rfq_002
Gather And Document Information	Product Development	Requirements Definition	GENRAL	841			143_sync_rfq_002

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets*	X12 including sub-set*	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
Analyze Information	Product Development	Requirements Definition					
Develop Functional Specifications	Product Development	Requirements Definition					
Develop Technical Specifications	Product Development	Design Product	PRODAT	841			
Design Tooling	Product Development	Design Product		841			150_get_rfq_002, 151_show_rfq_002, 144_add_rfq_002, 146_cancel_rfq_002
Design Process (Routing)	Product Development	Design Product	PROTAP	841			150_get_rfq_002, 151_show_rfq_002, 144_add_rfq_002, 146_cancel_rfq_002
Establish Product Configuration (BOM)	Product Development	Design Product	PRODAT	841			145_change_rfq_002
	Production Planning						145_change_rfq_002
Initiate Manufacturing Order	Product Manufacturing	Manufacturing	ORDERS	830			145_change_rfq_002
Setup Production Line (Tooling)	Product Manufacturing	Manufacturing					145_change_rfq_002

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets*	X12 including sub-set*	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
Get Materials (RM / Component Parts / MRO)	Product Manufacturing	Manufacturing					
Produce Product	Product Manufacturing	Manufacturing					
Inspect Incoming Material (Tooling, RM, Components)	Product Manufacturing	Quality Assurance	INSRPT, INSREQ	863			
Inspect WIP	Product Manufacturing	Quality Assurance	INSRPT, INSREQ	863			
Inspect Finished Goods	Product Manufacturing	Quality Assurance	INSRPT, INSREQ	863			
Test Product/Process Characteristics (RM, Components, Finished Goods)	Product Manufacturing	Quality Assurance	QUALITY	863			
Report Test Results / Non-conformance / Scrap / Rework / Certifications	Product Manufacturing	Quality Assurance	QUALITY, INSRPT	863, 842			
Provide And Administer Asset Management	Service Support	Provide and Administer Warranties, Service Packages, and Contracted Services			PIP6A1		

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets*	X12 including sub-set*	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
Technical Support And Service Management	Service Support	Provide and Administer Warranties, Service Packages, and Contracted Services			PIP6C1 PIP6C2 PIP6C3 PIP6C4		
	Service Support	Provide and Administer Asset Management			PIP6B1		

7.2 Catalog of industry specific business processes with cross references

Note Note: xCBL column removed from the following table

Common Business Processes	Category	Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	RosettaNet Partner Interface Process	OAG BODs
Declare Lien	Insurance	Administration	IPPOAD				
Accept Lien	Insurance	Administration	IPPOAD				
Change Insurer	Insurance	Cancellation	IPPOAD				
Claims Recovery Request	Insurance	Cancellation	IPPOAD, (Other TBD)				
Claims Recovery Acceptance	Insurance	Cancellation	IPPOAD, (Other TBD)				
Loss Advice	Insurance	Claims	IFTICL	272, 148			
Solicitor Instruction / Report	Insurance	Claims	ICSOLI				
Claims Settlement / Agreement / Invoice	Insurance	Claims	IFTICL, ICASRP	276, 810, 811			
Loss Adjustment	Insurance	Claims	IFTICL				
Payment Rejection	Insurance	Claims	ICASRP	824			
Claims Payment	Insurance	Claims	PRPAID	820, 835			
Claims Survey Request	Insurance	Claims	IFTICL, ICASRP				
Claims Survey Report	Insurance	Claims	IFTICL, ICASRP				

Common Business Processes	Category	Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	RosettaNet Partner Interface Process	OAG BODs
Claims Recovery / Subrogation Request	Insurance	Claims	ICASRP	272			
Claims Recovery/ Subrogation Response	Insurance	Claims	ICASRP	272			
Authorization for Vendor Services on a Claim	Insurance	Claims	ICASRP	272			
Change / Cancel Authorization for Vendor Services	Insurance	Claims		272, 824			
Intermediary System Authority Update Request	Insurance	System Services	ISENDS				
Intermediary System Authority Update Accept	Insurance	System Services	ISENDS				
Support Application for Admission	Student Record	Transcript/Student Record Transfer		130			
Update Enrollment Status	Student Record	Transcript/Student Record Transfer		130			
Support Application for Employment	Student Record	Transcript/Student Record Transfer		130			
Provide Transfer Credit Validation	Student Record	Transcript/Student Record Transfer		130			
Transfer Student Record	Student Record	Transcript/Student Record Transfer		130			
Support Licensing Application	Student Record	Transcript/Student Record Transfer		130			

Common Business Processes	Category	Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	RosettaNet Partner Interface Process	OAG BODs
Authenticate Sender of Transcript	Student Record	Transcript Acknowledgment		131			
Reconcile Transcript Data	Student Record	Transcript Acknowledgment		131			
Request Delivery of Transcript	Student Record	Request Transcript		146			
Respond to Transcript Request	Student Record	Request Response		147			
Support Application for Admission to Educational Institution	Test Score Report	Transfer of Test Score and Related Information		138			
Support Application for Employment	Test Score Report	Transfer of Test Score and Related Information		138			
Support Licensing Application	Test Score Report	Transfer of Test Score and Related Information		138			
Update Testing Service Information	Test Score Report	Transfer of Test Score and Related Information		138			
Create a Prospective Student Record	Prospective Student Report	Transfer of Prospective Student Information		138			
Update a Prospective Student Record	Prospective Student Report	Transfer of Prospective Student Information		138			

Common Business Processes	Category	Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	RosettaNet Partner Interface Process	OAG BODs
Transfer Application Data	Admission of Students	Admission Application Processing		189			
Report Student Status Confirmation	Student Status Certification	Enrollment Verification		190			
Confirm Degree Awarded		Degree Verification		190			
Distribute Course Information	Course Catalog			188			
Request Course Information	Course Catalog			188			
Report Staff Profile	Human Resources	Staffing Information		132			
Report Staff Assignments				132			
Report Institution Description	Institutional Characteristics	Institution Information		133			
Report Institution Enrollment	Institutional Characteristics	Institution Information		133			
Report Institutional Student Profile	Institutional Characteristics	Institution Information		133			

7.3 Description of common business processes

Each common business process identified in the catalog will contain detailed descriptions in this section. This definition will identify the roles, transaction and documents involved in this process. Currently the table has limited descriptions and will grow as domain experts define the business process specifications. This table is intended to be illustrative only, not exhaustive.

Business Process	Definition
Request For Quote	<p>The Request Quote allows a Buyer to request a product quote from a Seller. The Seller may return a quote, or a referral to another Seller. The Buyer has the option of requesting a quote from the referral.</p> <p>Quotes may involve:</p> <p>*One or more items. * Fixed price quotes or negotiated prices. *Configurable or standalone product.</p>
Query Price And Availability	<p>Partners can query the price and availability of products from other partners that supply products in the supply chain.</p> <p>This query contains both the specification of a request for information and a specification of how that information must be returned to the requestor. (The information must be returned in tabular format in the order specified by the select part of the query.)</p>
Manage Purchase Order	<p>The purchase order management process comprises the creation, change and cancellation of a purchase order. A Buyer or buying organization initially creates a purchase order and sends the request to fulfil the order to a Seller. The Seller acknowledges acceptance of the purchase order by returning a substantive purchase order acceptance Business Document. A Buyer can then initiate a purchase order change or cancel the purchase order.</p>
Query Order Status	<p>The status of a product order is requested after a purchase order is created. The status of a purchase order informs a requesting partner of the fulfilment and shipping status of the products in the order. For example, products in the purchase order request may be backordered, shipped, or the entire purchase order may have been cancelled.</p>
Distribute Order Status	<p>The status of a product order is distributed on an unsolicited basis after a purchase order is created. The status of a product order informs a Buyer of the fulfillment and/or shipping status of the products in the order. For example, products in the purchase order request may be backordered, shipped or the entire purchase order may have been canceled</p>

Distribute New Product Information	<p>The process for distributing new product information to Buyers so that enterprise systems can be established to accept product orders, and for product information users to populate the Buyer’s online sales catalogs.</p> <p>Two categories of product information are listed below.</p> <p>Sales catalog information typically used to promote products to non-technical customers. Sales catalog information can include quantities, prices and marketing information.</p> <p>Technical specifications that are used to promote products to technical products and to create content for configuration catalogs. Technical specifications only comprise the qualitative and quantitative properties.</p> <p>Product information is typically exchanged to partners who have subscribed for new announcements.</p>
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7.4 REA table

This table illustrates the normative categories and subcategories of an enterprise as envisioned in the value chain model of Michael Porter. It also includes columns for illustrative REA (Resources-Events-Agent) components of the BRV layer of the UMM metamodel. The table portrays: (1) each normative category, (2) its possible sub-categories, (3) its normal types of resource inflows and outflows, (4) its major types of events that effect those flows, and (5) the normal types of agents and roles for those processes. This table is intended to be illustrative only, not exhaustive. The table also includes an entry for an *Administration* category, a component not shown on the resource flow figure

Normative Category	Normative Sub-Category	Resource inflows & outflow	Major types of events	Economic Agents & Roles
Procurement	Bid Submission	Money	Payments	Buyer
	Contract Negotiation	Raw materials	Purchase	Seller
	Purchase Order Preparation	Facilities	Purchase Orders	Vendor
	Receiving	Services	Price Quotes	Cashier
Human Resources		Technology	Contract Negotiation	
	Hiring	Money	Cash Payments	Employee
	Training	Purchased training materials	Acquisition of labor	Student
	Payroll Management	Purchased benefit packages	Training	Beneficiary
	Personnel Deployment			

Normative Category	Normative Sub-Category	Resource inflows & outflow	Major types of events	Economic Agents & Roles
Transportation	Loading Shipping Packaging	Raw Materials Delivered Raw Materials Manufactured Goods Delivered Manufactured Goods	Shipment Warehousing Tasks Material Handling Trucking	Buyer Vendor Logistics Worker Trucker
Manufacturing	Product Development Product Design Assembly Quality control	Facilities & Technology Labor Raw Materials Finished Goods	Manufacturing Operation Raw Material Issue Manufacturing Job	Factory Worker Supervisor QC Inspector
Marketing & Sales	Advertising Use & Campaigning Marketing Management Sales Calling Customer Credit Management	Labor Advertising Service Delivered Goods Product Services Cash	Cash Payment Customer Invoice Sale Order Price Quotes Contract Negotiation	Customer Salesperson Cashier
Customer Service	After Sales Service Warranty Construction	Labor Purchased Services Product Warranties & Services	Service Call Product Repair Service Contract	Customer Service Agent Customer
Financing	Loan Management Stock Subscriptions and Sales Dividend Policy	Cash Bonds Stocks Derivative Instruments	Interest Payments Stock Subscriptions Dividend Declarations Cash Receipts	Stockholders Bond Holders Investment Brokers Financial Managers
Administration	Accounting Financial Reporting Executive Management	Employee Labor	Employee Service Management Projects	Managers Clerks

7.5 *Transactional view*

This section and table depicts examples and illustrates the use of common business processes identified in the catalog, as business processes, binary collaborations and business transactions within a specific hypothetical business process. That process is certain simple economic relationships between a dotcom retailer (partner type "Retailer") and a drop ship vendor (partner type "DSVendor"), in the hypothetical Business Area "Direct to Customer Retail", described in the exemplary use case used in Sections 6 and 7 of the Business Process Analysis & Worksheets. The table below contains the essential metamodel element values for the business processes.

- A Business Transaction is an exchange of Business Documents between two parties. This table shows one row per Business Transaction.
- All Business Transactions MUST be contained in a two-party Binary Collaboration. CPAs are associated with each Binary Collaboration: the Process Specification Digest in a CPA points to a particular Authorized Role, and therefore to a particular Business Transaction, within a Binary Collaboration. A Binary Collaboration MUST contain one or more Business Transaction, which in the aggregate MUST use only two Partner Types. One or more Binary Collaborations MAY be aggregated (nested) into composite Collaborations which MUST use two Partner Types and MAY use more than two.
- A Business Process is a Collaboration (aggregated at any level) referenced as a whole process by an ebXML registry. This entire table may be defined as one Business Process. Partner types are assigned to persistent roles within a Business Process.
- Authorized Roles are assigned to each of the two roles in each Business Transaction. Each MUST be unique within a Business Process. It is RECOMMENDED that Authorized Roles be named to facilitate resource discovery, by creating unique composite values from a controlled vocabulary. **There is no normative rule for generating the names.** In this table, we have used a *hypothetical* controlled vocabulary which includes "*Buyer, Seller, Shipper, Carrier, Shipment Receiver, Payor, Payee, Debtor, Creditor, Credit Service, Reporter, Report Receiver*", to promote resource discovery and re-use. We have elected to use the Business Transaction names **(and, where necessary, Collaboration names)** to qualify and distinguish them.

BUSINESS PROCESS	BINARY COLLABORATION (protocol)	BUSINESS TRANSACTION (activity) [N90 pattern] ³	INITIATING / REQUESTING SIDE [X12:EDIFACT equivalents]		RESPONDING SIDE [X12:EDIFACT equivalents]	
			PARTNER TYPE: AUTH ROLE:	DOCUMENT:	PARTNER TYPE: AUTH ROLE:	DOCUMENT:
Order Fulfillment	Manage Purchase Order**	Create order** [Commercial Transaction]	Retailer Buyer.Create order	Purchase Order [850:ORDERS]	DSVendor Seller.Create order	PO Acknowledgment [855:ORDRSP]
		Change Order ** [Commercial Transaction]	Retailer Buyer.Change order	Purchase Order [860:ORDCHG]	DSVendor Seller.Change order	PO Acknowledgment [865:ORDRSP]
	Notify of advance shipment** [Notification]	DSVendor Shipper.Notify of advance shipment	ASN [856:DESADV]	Retailer Receiver.Notify of advance shipment	[No document: receive ASN]	

³ This column suggests use of one of the six demonstrative transaction patterns currently offered in the UN/CEFACT TMWG N90 metamodel.

** These Business Transactions have been reused from the ebXML Common Business Process Catalog ver 1.0.

BUSINESS PROCESS	BINARY COLLABORATION (protocol)	BUSINESS TRANSACTION (activity) [N90 pattern]3	INITIATING / REQUESTING SIDE [X12:EDIFACT equivalents]		RESPONDING SIDE [X12:EDIFACT equivalents]	
Payment Fulfillment	Process Payment**	Process payment [Commercial Transaction]	PARTNER TYPE: DSVendor AUTH ROLE: Payee.Process payment	DOCUMENT: Send Invoice [810:INVOIC]	PARTNER TYPE: Retailer AUTH ROLE: Payor.Process payment	DOCUMENT: Pay invoice [820:PAYORD]

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9 Disclaimer

The views and specification expressed in this document are those of the authors and are not necessarily those of their employers. The authors and their employers specifically disclaim responsibility for any problems arising from correct or incorrect implementation or use of this design.

10 Contact Information

Business Process Project Team

Business Process/Core Components (BP/CC) Analysis Team Lead:

Name: Brian Hayes
Company: Commerce One
Street: 4440 Rosewood Drive
City, State, ZIP: Pleasanton, CA
Nation: USA
Phone: +1 (925) 788-6304
EMail: brian.hayes@UCLAlumni.net

Editor:

Name: Nita Sharma
Company: Netfish Technologies
Street: 2350 Mission College Boulevard
City, State, ZIP: Santa Clara, CA 95054
Nation: USA
Phone: +1 (408) 350-9500
EMail: nsharma@netfish.com