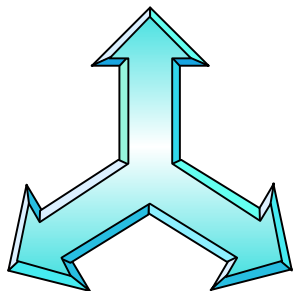




Creating A Single Global Electronic Market

Business to Business Integration with Electronic Trading-Partner Agreements



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Outline of Presentation

- Problems of business to business business
- Electronic trading-partner agreements
- ebXML standardization of electronic TPA
- Details of profiles and agreements
- B2B middleware and tools
- Agreement life cycle



Challenges to Business Integration

- Companies have not been able to tightly integrate their Web commerce application to their back-end systems.
 - Dozens of complex ERP and business application systems
 - 90% of the Fortune 1000 run on at least three different operating systems, further complicating business integration.
- And few e-commerce Web sites are integrated with existing business systems today.
 - Our own research indicates that as little as 2% of all e-commerce sites integrate with their back end systems.
- Business integration is complex, time-consuming.
 - "70% of the cost of writing an application is writing the infrastructure" -- Gartner



Solution

Streamline the process of setting up and doing business between businesses.

IBM Research proof-of-concept prototype:

- Electronic Trading Partner Agreement (TPA)
 - "Trading Partner Markup Language" (tpaML)
- Business to Business Protocol Framework (BPF)
 - Run-time support for TPA

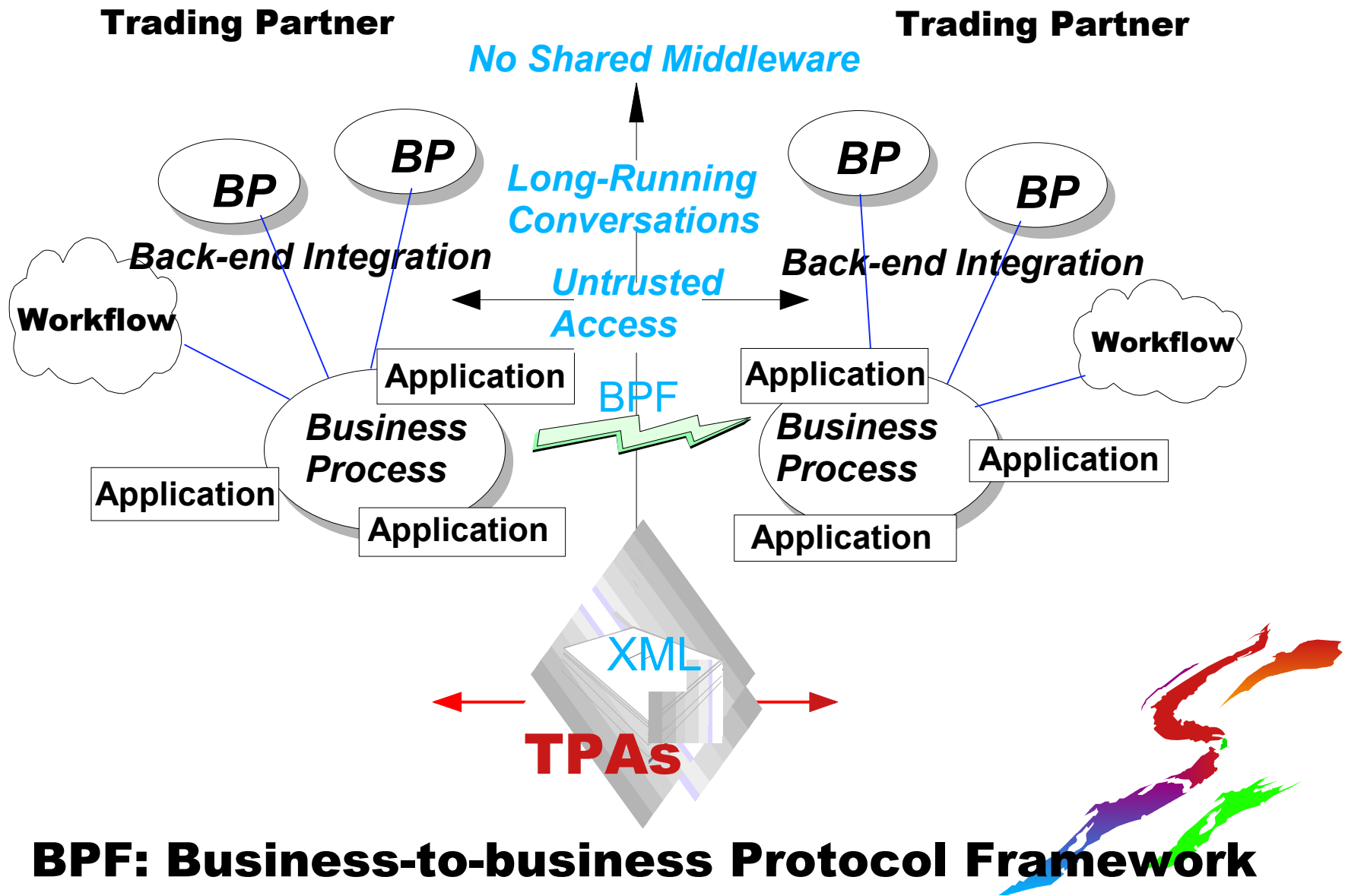


Cross-enterprise Application Integration

- ▶ ***Heterogeneous applications and platforms***
 - ▶ Partners not required to use same middleware
- ▶ ***Loose coupling of business platforms***
 - ▶ Each party's internal processes independent of other's
 - ▶ No party can lock resources at other parties
 - ▶ Explicit recourse actions instead of rollback
 - ▶ Cancel the reservation
 - ▶ Logs provide needed correlations among parties
- ▶ ***Untrusted application components***
 - ▶ Controlled & monitored
 - ▶ Check that prescribe sequence of actions is followed

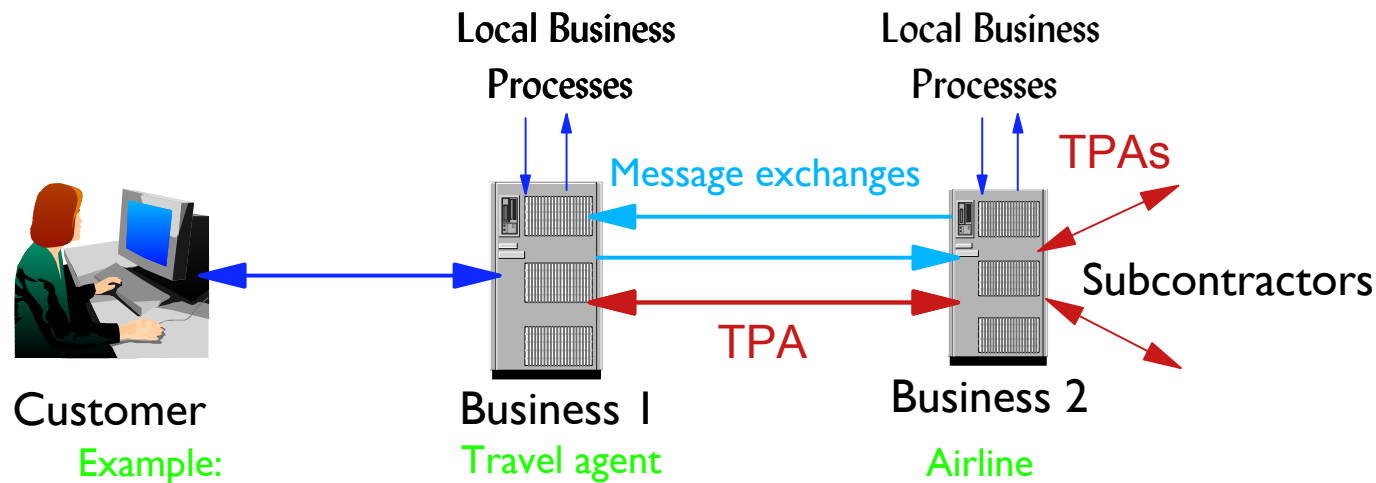


Inter-enterprise Integration



BPF: Business-to-business Protocol Framework

Electronic TPA



- Rules of interaction between independent businesses
 - Not a complete definition of the application
- Independent of the internal business processes at each party
- XML document
 - Authoring tool (understands TPA semantics)
- Automatic generation of customization code at each party
 - Formal specification of TPA avoids misinterpretation
 - Assures that parties configured compatibly



Using the Electronic TPA to do Business

- Parties agree on how to interact
- Write application code
- Write a TPA that expresses the agreement
- Generate TPA code at each partner's site
- Register (install) information from TPA
- Do business under the TPA



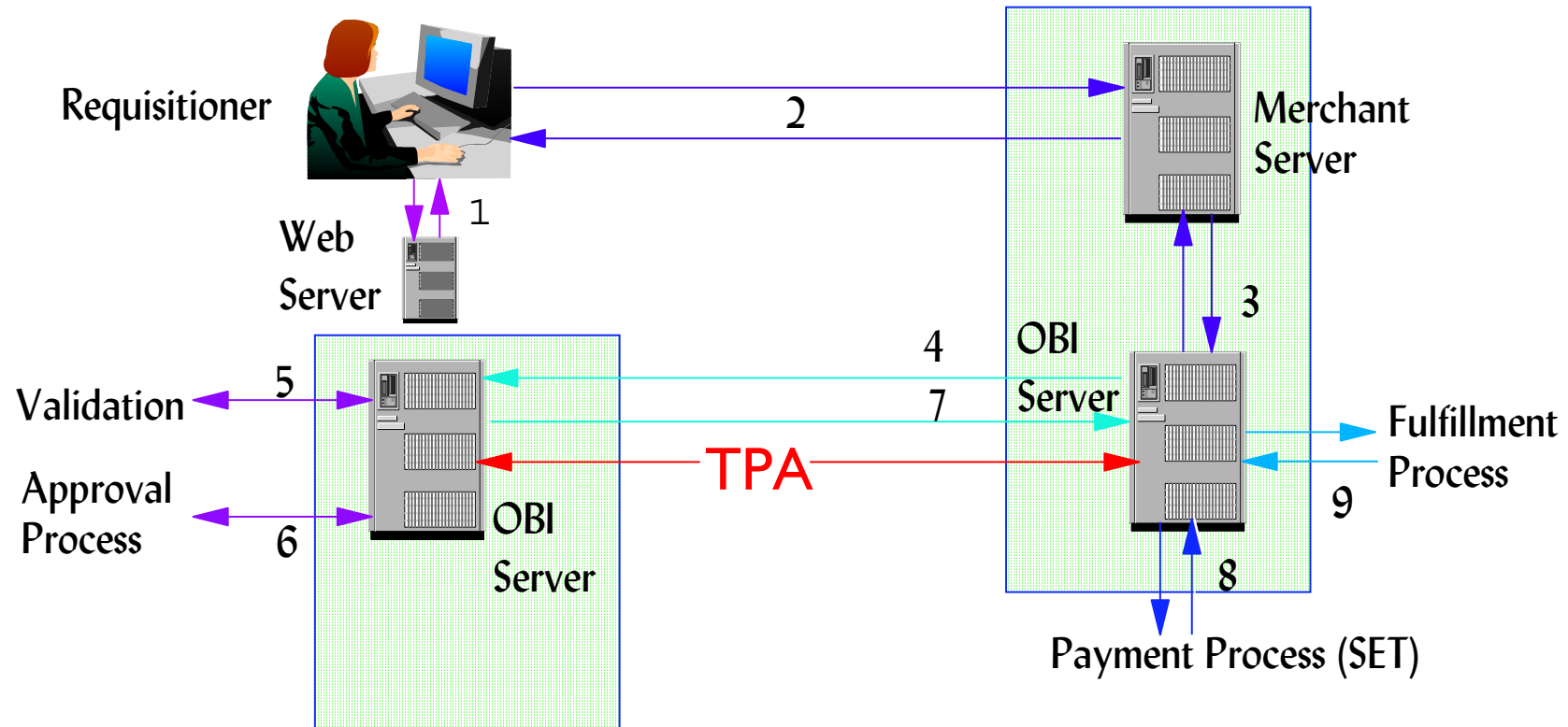
Long-Running Conversation

- TPA defines a single conversation
 - Unit of business under a TPA
 - Instantiate many conversations, serial or concurrent
- Sequence of related business transactions
- Asynchronous or synchronous messages
- Each party maintains history and enforces TPA
- Each party maintains correlations across conversations
- Each party invokes own internal business logic

OBI: Open Buying on the Internet

Buyer organization

Seller organization



Standardizing the TPA

- Interoperability is essential to wide-spread B2B e-commerce
 - Avoid vendor-dependent solutions
 - Partners with different implementations must be able to do business
- Create a vendor-neutral standard TPA language
- ebXML has begun a standardization activity on electronic TPAs based on the IBM tpaML proposal



ebXML

- Broad-based industry consortium for electronic commerce standards (approx. 120 companies)
- Open XML-based infrastructure for global e-business information
 - Lower e-business entry barrier for small/medium enterprises and developing nations
- Project teams related to electronic TPA
 - Business process methodology
 - Message structure and routing
 - Trading partner profiles and TPA
 - Registry and repository



ebXML Trading-Partner Project Team

■ Mission

- Define a specification for creating the IT part of a partner profile and a TPA.
- Enable automated configuration generation from TPA.

■ TPA

- IT configuration file, specifies only things that middleware can manage and enforce.
- No business information.
- No business semantics except message names/schemas and transition rules.
 - Derive from BP metamodel

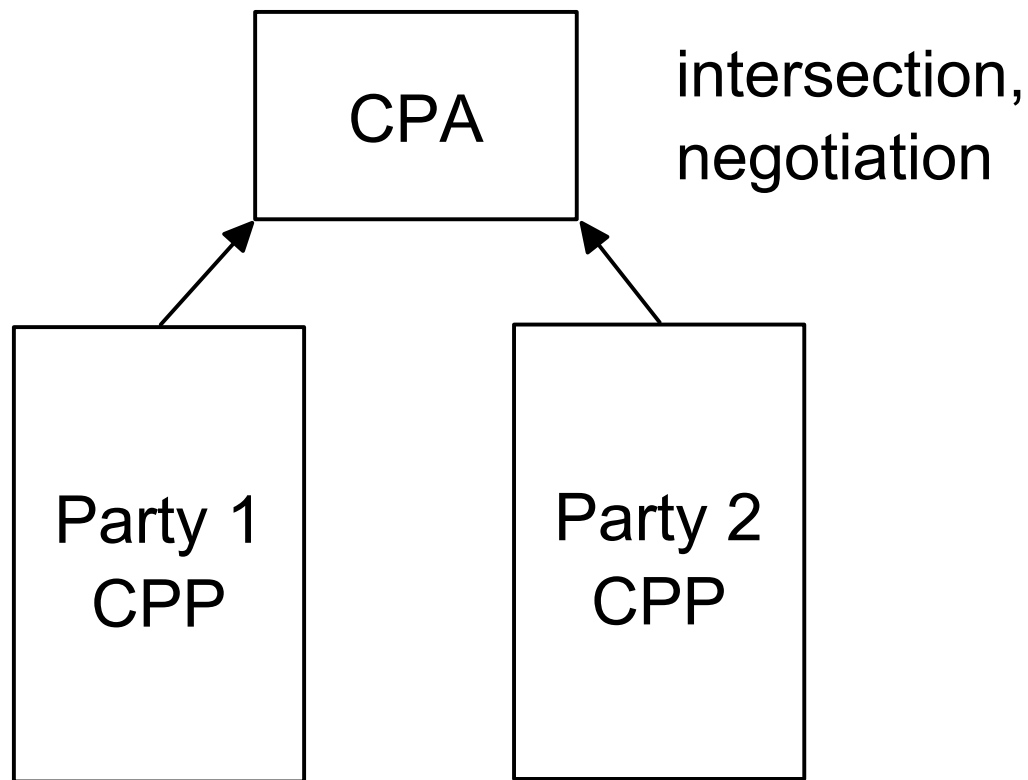


ebXML Profiles and Agreements

- Collaboration Protocol Profile (CPP)
 - Describes party's IT capabilities
 - Communication protocols
 - Security requirements
 - Business processes it supports
- Collaboration Protocol Agreement (CPA)
 - Agreed IT capabilities
 - Business process to be performed
 - Definition of business transactions, transition rules, etc.
- CPA is intersection of two parties' CPPs plus results of negotiating variable parameters

Composing a CPA

What Parties WILL do



What Parties CAN do



Key CPA Information

Overall properties
Identification
Communication properties
Document-exchange properties
Security properties
Roles
Business transactions
Responsiveness
Transition rules
Error handling
Comments

Examples

Agreement duration

Business partner info.

HTTP

Message protocol

Authentication, non-repudiation

Buyer, seller, broker

Reserve, modify

Timeout

Modify after reserve

Retries, actions invoked

ID of accompanying paper contract



Main sections of CPP and CPA

- Party identification
- Transport
 - Protocol, encoding, timeout, security, etc.
- Document exchange
 - Messaging protocol, security, etc.
- Collaboration protocol
 - Business transaction definitions
 - Derived from business process metamodel



CPP Structure

```
<CollaborationProtocolProfile id = "id"
  various namespace attributes...>
  <Party partyId = "N01">
    ...
  </Party>
  <!--CollaborationProtocol: one or more-->
  <CollaborationProtocol version = "1.0" id = "N07"
    xlink:type = "locator"
    xlink:href = "http://www.ebxml.org/services/purchasing.xml">
    Buy and Sell
  </CollaborationProtocol>
  <ds:Signature>any combination of text and elements
  </ds:Signature>
</CollaborationProtocolProfile>
```



Party Information in CPP

```
<Party partyId = "N01">
  <PartyId type="uriReference">duns:...</PartyID>
  <PartyDetails xlink.../> <!--link to additional information-->
  <Role certId="N03" roleId="N02" name""buyer">
    <ServiceBinding xlink:type = ...>
      <!--link to collaboration protocol-->
    </ServiceBinding> N/Role>
  <Certificate certId = "N03"> <!-- ref. to certificate definition-->
    <ds:KeyInfo>XMLDSIG</ds:KeyInfo>
    <!--certificate information in line or remote-->
  </Certificate>
  <DeliveryChannel> ... </DeliveryChannel>
  <Transport> ... </Transport> <!--Transport-->
  <DocExchange> ... </DocExchange>
</Party>
```



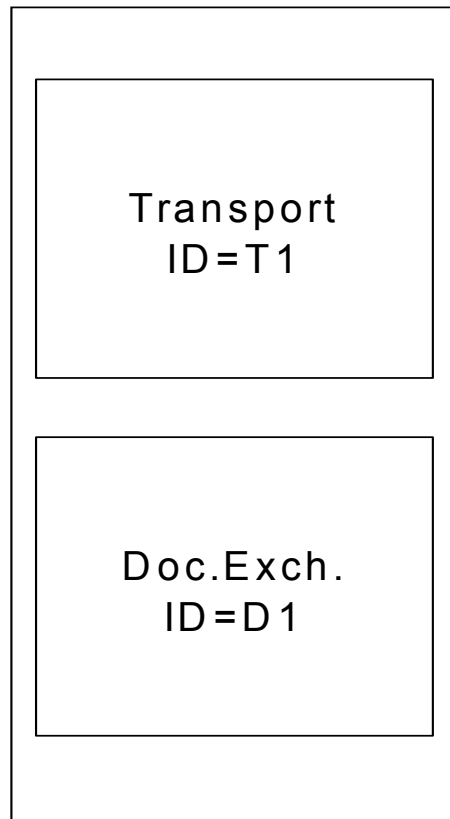
Roles

- Collaboration protocol defined in terms of roles
 - Buyer, seller, etc.
- CPP indicates which roles party can play
- CPA binds specific parties to roles

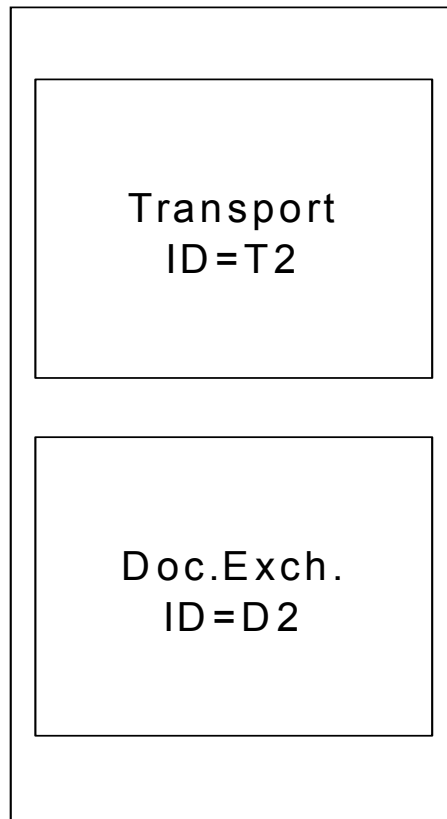


Delivery Channels

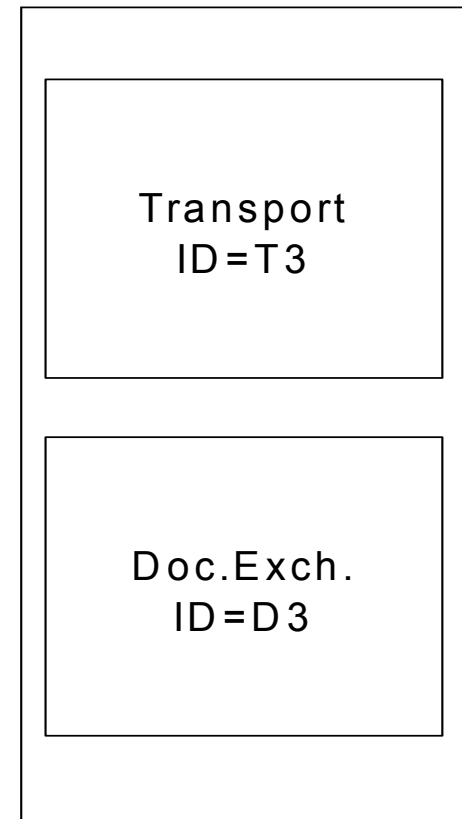
Delivery
Channel
ID=DC1



Delivery
Channel
ID=DC2



Delivery
Channel
ID=DC3



Delivery Channel Contents

- Combination of
 - One transport definition
 - One doc exchange definition
- Multiple delivery channels in CPA
 - Dynamically selected for each message
 - Statically bound to individual business transactions or individual message definitions



Delivery Channel Definition

```
<DeliveryChannel channelId = "N04" transportId = "N05"  
  docExchangeld = "N06">  
  <Characteristics  
    nonrepudiationOfOrigin = "true"  
    nonrepudiationOfReceipt = "true"  
    secureTransport = "true"  
    confidentiality = "true"  
    authenticated = "true"  
    authorized = "true"/>  
  <ServiceBinding xlink:type = "locator"  
    xlink:href = "http://www.example.com/services/purchasing"/>  
</DeliveryChannel>
```



Key Transport Elements

■ Communication

- Protocol
 - HTTP, SMTP, FTP
- Addresses
- Timeout information

■ Transport Security

- Encryption definition
- Authentication definition
- Certificates
 - Each party's certificate (1 or more) information



Key Document-Exchange Elements

- Message exchange protocol
 - ebXML messaging, XP, etc.
- Message encoding
- Reliable Messaging parameters
 - Semantics (e.g. OnceAndOnlyOnce)
 - idempotency, timeouts, retries
- Security
 - Nonrepudiation
 - certificates, protocol, hash function, encryption algorithm, signature algorithm
 - Digital envelope
 - certificates, encryption algorithm



Collaboration Protocol

- Set of business transactions to be performed.
- Defined by ebXML Business Process Metamodel
 - Separate XML document

```
<CollaborationProtocol version = "1.0" id = "N07"  
  xlink:type = "locator"  
  xlink:href = "http://www.ebxml.org/services/purchasing.xml">  
  Buy and Sell  
</CollaborationProtocol>
```



Business Transactions Examples

Business transactions in a CPA are defined by the business process, not mandated by the CPA standard.

- In a procurement CPA
 - Process purchase order
 - Modify purchase order
 - Cancel purchase order

- In an airline reservation CPA
 - Reservation request
 - Modify reservation
 - Cancel reservation
 - Confirm reservation



Elements of Business Transaction Definition

- Request name
- Request message (schema)
- Delivery channel
- Reply name and schema
- Exception reply name and schema
- Maximum allowed service time
- Transition rules

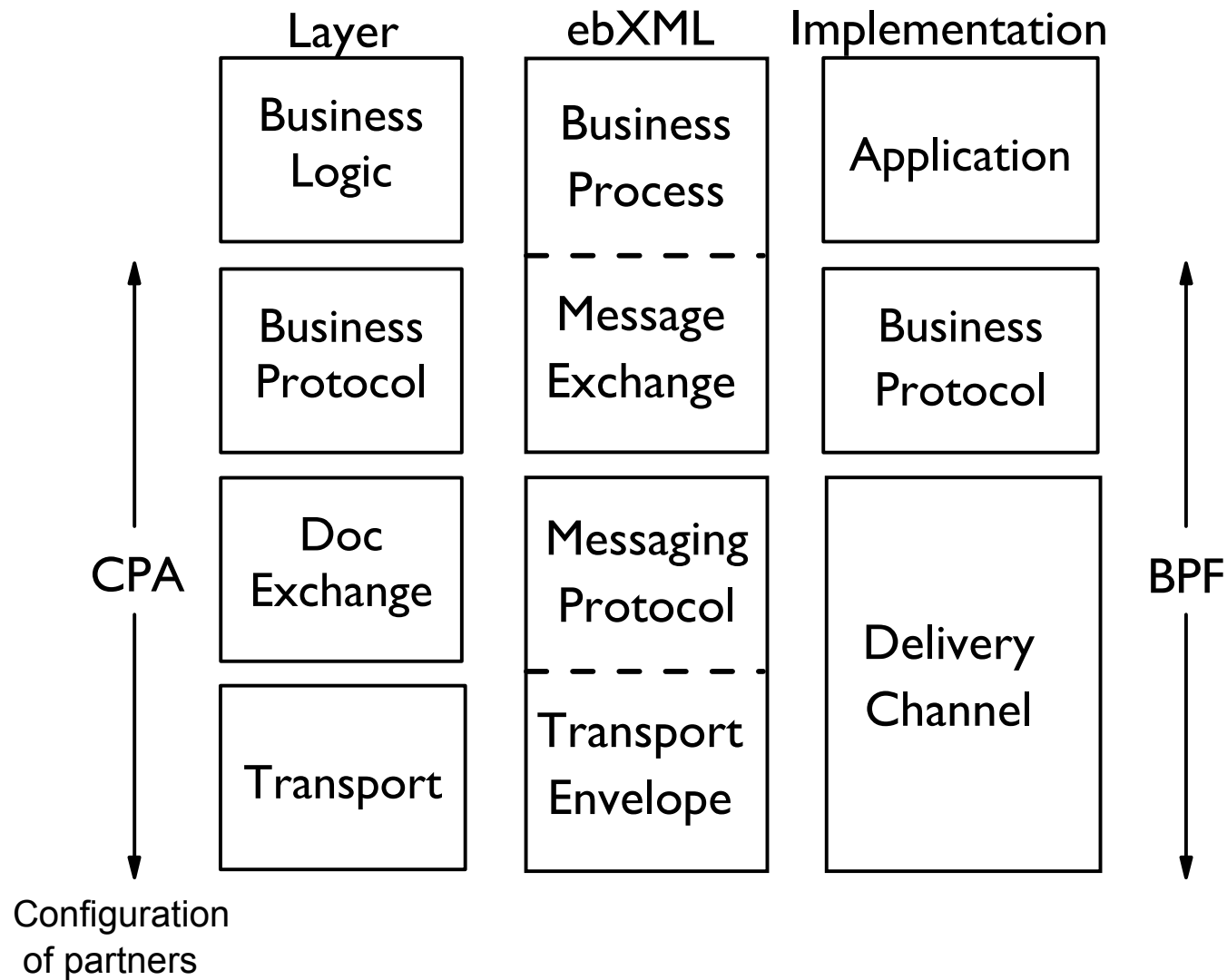


Some BPF Services

- TPA Registration
- Message Routing
- Transition Rules checking
- Business document generation and parsing
- Security
- Correlation of conversations
- Logging
- Recovery



Functional Layer Comparison



Supporting Tools

Value-added tools, not part of formal standard
(IBM Research proof of concept)

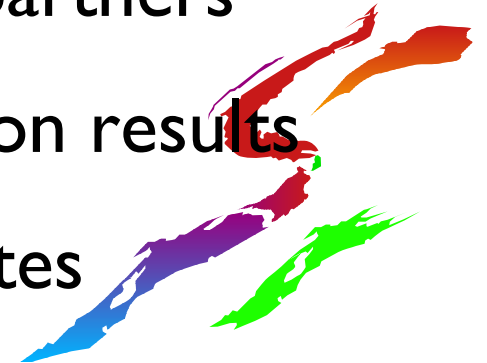
- Authoring tool
 - Understands CPP semantics
- Code customizer/generator
 - Converts CPA to code at each party's system
 - Automatic registration of CPA at each party
 - parameters of party identification, communications, security, and business protocol
- Application can be up and running within minutes of finalizing CPA.



Automation of CPA Life Cycle

Discovery/Negotiation based on partner profiles

- Partner profile
- Services advertisement and discovery
 - Repository of partner profiles, query capability
 - Discovery and negotiation services
- Negotiation of business parameters
- Negotiation of CPA details between partners
- Build CPA from profiles and negotiation results
- Register negotiated CPA at partner sites
- Do business



Partner Profiles

- Profiles can be placed in public repositories
 - ebXML Repository
 - Discovery of prospective business partners
- Business description
 - Products or services
 - Prices, volumes, shipping times, etc.
 - What is negotiable
- CPP information
 - Supported business processes, communication protocols, etc.



Negotiation Process

- CPA negotiation is a business process
- Controlled by a negotiation CPA
 - Between partners
 - Between each partner and negotiation service
- Initial inputs are CPPs of two prospective partners
- Offer, counter-offer information in business messages exchanged by business transactions
- Successful result is a CPA

Future: spontaneous e-commerce



Summary

- Partner profile (CPP)
- Executable agreement (CPA)
- Can support existing standards (e.g. OBI), new processes
- CPP and CPA functions
 - B to B protocol (business transaction definitions)
 - Document exchange definitions
 - Communication definitions
- CPA composed from two parties' CPPs
 - Negotiation process possible

