



Creating A Single Global Electronic Market

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# ebXML Catalog of Common Business Processes

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## 1 Status of this Document

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This document specifies an ebXML WORK IN PROGRESS- NOT FOR IMPLEMENTATION for the electronic business community.

11

Distribution of this document is unlimited.

12

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

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## 83 4 Introduction

### 84 4.1 Summary of Contents of Document

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

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

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

### 99 4.2 Audience

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

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## 103 5 Design Objective

### 104 5.1 Objectives

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

### 111 5.2 Goals

112 The goals of the list of common business processes are:

- 113 ■ This list will drive the creation of templates for each of these business processes that can be  
114 reused across industries.
- 115 ■ These processes are going to be the basis for discovery and definition of collaboration  
116 patterns.

- 117       ■ This catalog can evolve to become a global, industry neutral catalog of commonly used  
118       processes with refinement and contribution from all sectors of the industries.

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## 119   6 Business Process Catalog Use Cases

### 120   6.1 Discovery of Business Processes

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

### 132   6.2 Cross References

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

### 139   6.3 Support Business Process Contextual Category

140       Business Process is one of the contexts defined by the ebXML Core Components classification  
141       scheme<sup>1</sup>. A Business Process context relies on a classification derived from the list of common  
142       business processes. The main reason to use context is to encourage reuse of core components,  
143       and with it common documents and ultimately common business processes. By working from a  
144       common set of core components and agreeing on the context for business processes, trading  
145       partners can better understand what business information is required to be part of a Business  
146       Process. The contextual categories, identified by ebXML Core Components, map to existing  
147       elements and attributes within a business process model complying to the UMM. For example, the  
148       contextual Category "Process" maps to the Metamodel elements BusinessProcess, ProcessArea,  
149       and BusinessArea.

### 150   6.4 Discovery of Core Components

151       The catalog of common business processes is useful for discovery and analysis of core  
152       components that will be used as the building blocks for deriving business documents within a given  
153       context. This can be done by checking all sources of documents listed and cross-referenced on the  
154       Common Business Process Catalog to identify a document that may have the information needed  
155       (which may be EDIFACT, X12, xCBL, RosettaNet PIPs, CII, OAG BODs). There may be an

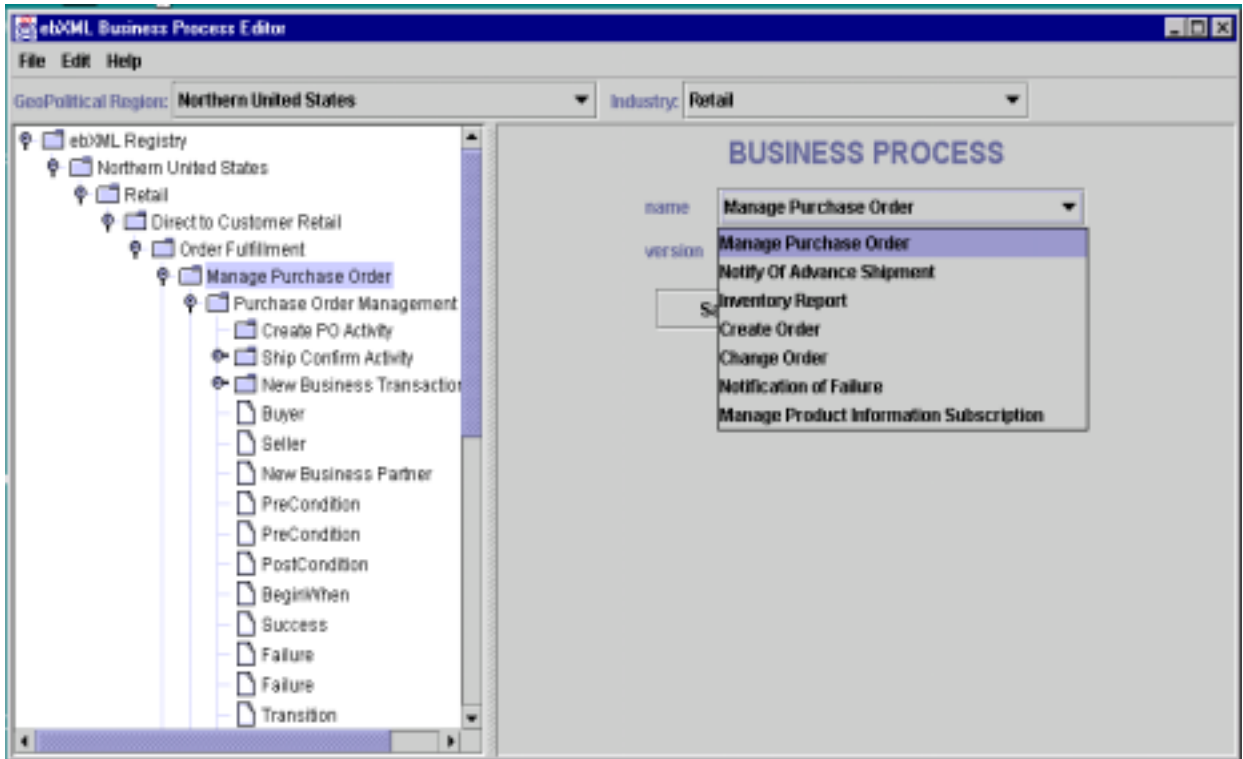
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<sup>1</sup> see [ ebCONTEXT ] for additional information on context

156 existing document, which is similar and could be evaluated. Next identify if the document  
 157 components meet the business requirements. If so, then these components can be reused.

158 6.5 Support Business Process Modeling

159 Business processes are modeled by the information specified in the UN/CEFACT Modeling  
 160 Methodology (UMM) Metamodel. This metamodel specifies all the information that needs to be  
 161 captured during the business modeling of an electronic commerce based business process. With the  
 162 expansive potential of the UMM in all of its "intricate depth of detail", people are advised to use tools  
 163 to help them model their business processes; and thus facilitate business analysis activities.  
 164



165  
 166  
 167

Figure 6.5-1, Business Process Editor and Business Process Catalog

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

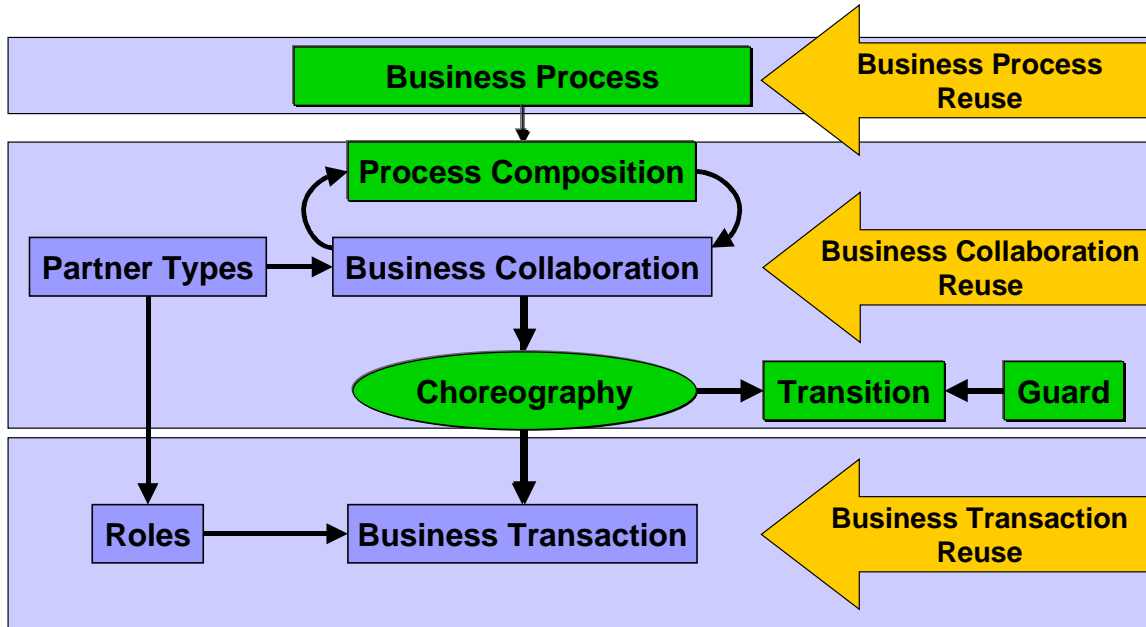
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172 7 The Common Business Process Catalog Overview

173 7.1 What is a Common Business Process

174 Common Business Processes are industry neutral and re-usable business processes. See Figure  
 175 7.1. Various components of a common business process specification can be re-used to create  
 176 new business processes. Re-use will typically occur at the business process, business

177 collaboration, business transaction, and business document model components. Refer to section  
 178 8.4 for a more detailed example.



179  
 180

Figure 7.1-1, Business Process Model Reuse

181 **7.2 Catalog Categorization Scheme**

182 The catalog's categorization scheme is based upon an *enterprise value chain*, the concept  
 183 pioneered by Michael Porter<sup>2</sup>. A value chain is a purposeful network of business processes  
 184 designed to cumulatively transform a set of process inputs into an output of greater value to the  
 185 enterprise's set of customers. Porter's Value Chain stages are illustrated in Figure 7.2 below as  
 186 resource flows which progress from left to right in transforming inputs as labor, capital, and goods  
 187 into components of a business's final product. Figure 7.2 illustrates the linked major events within  
 188 each process that consume business inputs and produce business outputs.

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

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

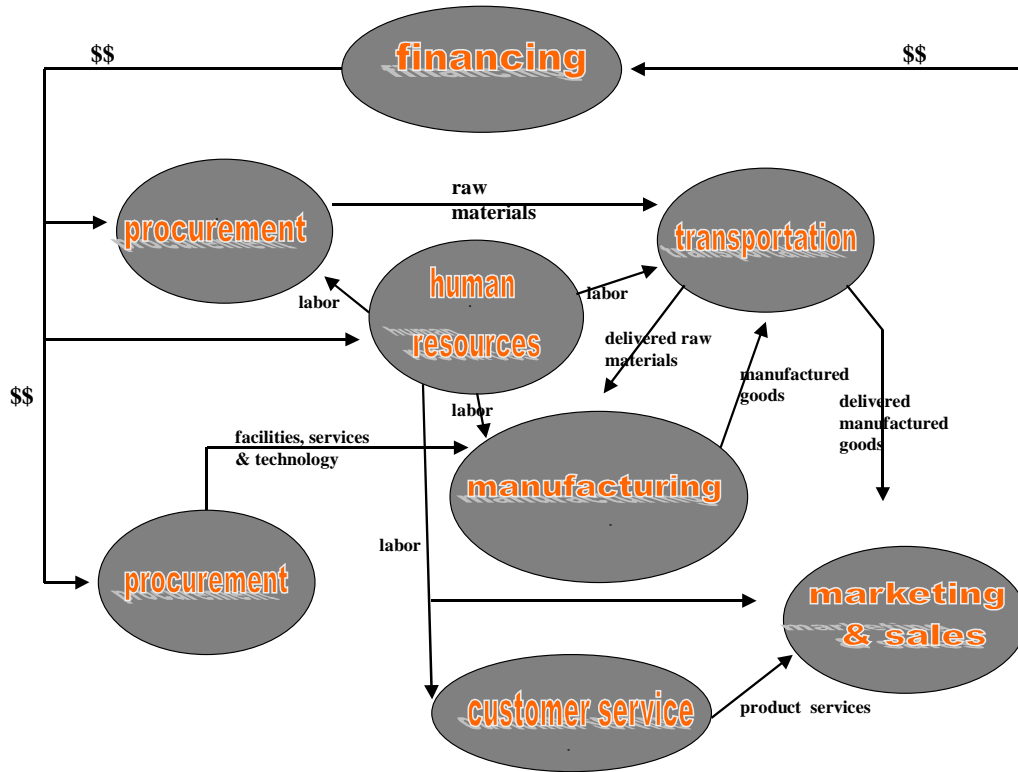


Figure 7.2-1, Graphical representation of the Porter Value Chain

193  
194

195 7.3 Meta data for Cross Reference table

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

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

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

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

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

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

208 7.4 Methodology for Building the Catalog

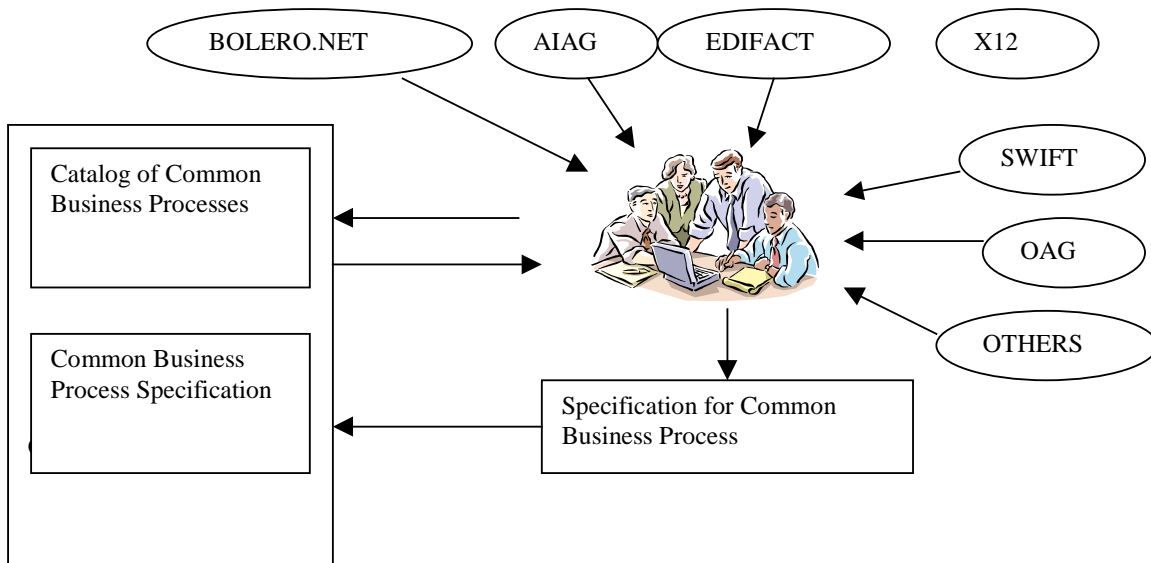
209 With participation of business domain experts from major business communities and industry  
210 standards organizations, there was consensus gathering with respect to current common practices  
211 involved with electronic business trading. To further ensure cross-domain harmonization a



212 comprehensive and consistent analysis needs to be conducted for each “discovered” component  
 213 by a domain-neutral technical assessment teams.

214 7.5 Registry and Repository for the Catalog

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



223  
 224 Figure 7.5-1, Common Business Process Development

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

231 Resource Description Framework (RDF) or XMI can be used to persist a Business Process model  
 232 in it’s complete UMM form, including other associated information resources that the business  
 233 users feel are significant to be kept associated with the business process model.

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

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

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

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

246

247 **8 Catalog of Business Processes**

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

252  
 253  
 254 The *Section 8.1* identifies common business processes (used and being developed) that may or may not have traditional EDI documents available,  
 255 which do fit into the Value Chain classification schema. Here we take a Value Chain approach of classifying business processes, but recognize there  
 256 are many business and regulatory domains that may not appear immediately classified in the Value Chain classification. *Section 8.2* shows an  
 257 example of the Insurance Industry, which can also be classified by its common business processes but cannot be categorized under the Value Chain  
 258 approach. So business processes may be categorized by the Porter's Value Chain or other appropriate categorization scheme, perhaps specific to an  
 259 industry or company. *Section 8.3* contains the definitions of the common business process as identified in *Section 8.1*. *Section 8.4* is the REA  
 260 representation of the common business processes. To make this entire structure more concrete in the mind of catalog users, an illustrative table has  
 261 been included in this document. The illustrative table portrays: (1) each normative category, (2) its possible sub-categories, (3) its normal types of  
 262 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.

263 **8.1 Catalog of Common Business Processes with Cross References**

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

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	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,

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
								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	TradingPartner OrganizationDelete, TradingPartner OrganizationInformation, TradingPartner Response,	PIP1A2		007_sync_customer_004 008_sync_supplier_004 (plans to use ebXML tpaML based work in future)

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
						TradingPartner UserDelete, TradingPartner UserInformatio n		
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	Quote, RequestForQuotation	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

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
Query Price	Procurement Management	Pre-Order and Quote			PriceCheckRequest, PriceCheckResponse			
Query Availability	Procurement Management	Pre-Order and Quote	AVLREQ, AVLRSR		AvailabilityCheckRequest, AvailabilityCheckResponse			
Request Promise Of Availability	Procurement Management	Pre-Order and Quote	AVLREQ, AVLRSR		AvailableToPromise, AvailableToPromiseResponse			
Price Catalog	Procurement Management	Pre-Order and Quote	PRICAT	832	ProductCatalog			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)
Negotiate Reservation	Procurement Management	Pre-Order and Quote	RESREQ, ITAREQ				0210, 0211	NA
Create Auction Offer	Procurement Management	Auction		840, 843	AuctionCreate, AuctionResponse			

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
<b>Create Auction Bid</b>								
<b>Bid Acceptance</b>								
<b>Barter Offer</b>								
<b>Barter Acceptance</b>								
<b>Haggle/Negotiation</b>								
<b>Report Auction Results</b>	<b>Procurement Management</b>	<b>Auction</b>			<b>AuctionResult, AuctionResultResponse</b>			
<b>Check Credit</b>	<b>Procurement Management</b>	<b>Payment Term Negotiation</b>	<b>DOCAPP, DOCADV, DOCINF</b>	<b>460, 465, 466</b>				<b>025_get_credit_003, 026_show_credit_003, 028_change_status_003</b>
<b>Establish Payment Terms</b>	<b>Procurement Management</b>	<b>Payment Term Negotiation</b>	<b>Part of create PO, ORDERS</b>	<b>Part of 850</b>				<b>006_load_payable_005 003_process_po_005 (payment terms are on the PO)</b>

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
								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				
Item Performance History Response	Procurement Management	Forecast / Planning	INVRPT	852				
Create Sales/Order Forecast	Procurement Management	Forecast / Planning	DELFOR	830, 850 (blanket)	PlanningSchedule, PlanningScheduleResponse			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



Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
								2
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	ShippingSchedule, ShippingScheduleResponse			168_sync_shipschd_002, 169_get_shipschd_002, 170_show_shipschd_002
Request Forecast Information	Procurement Management	Forecast / Planning			TimeSeries, TimeSeriesRequest, TimeSeriesResponse			
Obtain Future Trend Analysis Request	Procurement Management	Forecast / Planning						
Obtain Future	Procurement	Forecast /						

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
Trend Analysis Response	Management	Planning						
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	Procurement Management	Replenishment /Scheduling	APERAK	824				

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
of Shipping Schedule Delivery								
Issue Shipment Authorization	Procurement Management	Replenishment /Scheduling	DELJIT	862, 866				
Identify Schedule Authorization	Procurement Management	Replenishment /Scheduling						
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

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
								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	Order, OrderResponse	PIP3A4		
Change Order	Procurement Management	Procurement	ORDCHG	860	ChangeOrder	PIP3A4		057_Change_PO_004
Request Order	Procurement Management	Procurement		850 (OBI)	OrderRequest			
Query Order Status	Procurement Management	Procurement	OSTENQ, OSTRPT	869, 870	OrderStatusRequest, OrderStatusResult	PIP3A5		010_get_po_006, 011_show_po_005  054_getlist_po_005, 055_list_po_005
Distribute Order	Procurement	Procurement	OSTRPT	870		PIP3A6		011_show_po_006

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
<b>Status</b>	<b>Management</b>							
<b>Notify Of Purchase Order Acceptance</b>	<b>Procurement Management</b>	<b>Procurement</b>	<b>ORDRSP</b>	<b>855</b>		<b>PIP3A7</b>		<b>004_acknowledge_po_006</b>
<b>Evaluate Supplier Performance</b>	<b>Procurement Management</b>	<b>Procurement</b>						
<b>Communicate Supplier Performance</b>	<b>Procurement Management</b>	<b>Procurement</b>		<b>501</b>				
<b>Authorize Fabrication</b>	<b>Procurement Management</b>	<b>Authorize Action</b>	<b>DELFOR</b>	<b>830</b>				<b>066_create-prodorder_004</b>
<b>Authorize Shipment</b>	<b>Procurement Management</b>	<b>Authorize Action</b>	<b>DELJIT</b>	<b>830</b>				
<b>Authorize Raw Material</b>	<b>Procurement Management</b>	<b>Authorize Action</b>	<b>DELFOR</b>	<b>830</b>				
<b>Distribute Despatch Instructions</b>	<b>Procurement Management</b>	<b>Transportation and Distribution</b>	<b>INSDDES</b>	<b>862, 858</b>		<b>PIP3B1</b>		<b>165_sync_shipschd_001</b>
<b>Notify Of Advance Shipment</b>	<b>Procurement Management</b>	<b>Transportation and Distribution</b>	<b>DESADV</b>	<b>856, 869</b>	<b>AdvanceShipNotice</b>	<b>PIP3B2</b>	<b>0520</b>	<b>165_sync_shipschd_001</b>

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
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	Procurement Management	Transportation and				PIP3B9		

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
<b>Claim</b>		<b>Distribution</b>						
<b>Shipment Instruction</b>	<b>Procurement Management</b>	<b>Transportation and Distribution</b>	<b>IFTMIN</b>	<b>304, 404,104,204 853</b>				<b>003_process_po_005 (instructions on PO line and PO line schedule)</b>
<b>Booking Confirmation</b>	<b>Procurement Management</b>	<b>Transportation and Distribution</b>	<b>IFTMBC, RESREQ</b>	<b>301</b>				
<b>Create Freight Invoices</b>	<b>Procurement Management</b>	<b>Transportation and Distribution</b>	<b>INVOIC, IFTMCS</b>	<b>110, 210, 310,410,810</b>				
<b>Customs Declaration (International Freight)</b>	<b>Procurement Management</b>	<b>Transportation and Distribution</b>	<b>CUSDEC</b>					<b>161_show_shipment_001 (Carried as part of the Show Shipment)</b>
<b>Material Safety Data Sheet</b>	<b>Procurement Management</b>		<b>SAFHAZ</b>	<b>848</b>				
<b>Compliance Leak Report</b>	<b>Procurement Management</b>							
<b>Marine Inspection Report</b>	<b>Procurement Management</b>			<b>867</b>				
<b>Return Product</b>	<b>Procurement Management</b>	<b>Return of Goods</b>	<b>CREADV, DEBADV</b>	<b>180,812</b>		<b>PIP3C1</b>	<b>0710, 0711, 0720, 0730</b>	<b>161_show_shipment_001</b>
<b>Obtain Financing</b>	<b>Procurement</b>	<b>Payment</b>	<b>AUTHOR</b>	<b>828</b>		<b>PIP3C2</b>		<b>028_change_status_003,</b>

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
Approval	Management							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
Process Payment	Procurement Management	Payment	REMADV, PAYORD, DIRDEB, FINSTA, BANSTA	820, 824, 823, 827, 185, 813	RemittanceAdvice	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		



Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
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
Notify Of Engineering	Procurement	Product				PIP3D16		110_confirm_engchgord

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
Change Implementation Plan	Management	Configuration						er_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	Product	Preparation for		832		PIP2A1	0110	140_sync_itemspecs_00

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
Information	Introduction	Distribution						1 142_show_itemspecs_001
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	Product	Preparation for		841		PIP2A5		141_get_itemspecs_001,

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
Information	Introduction	Distribution						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
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

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
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-sets	xCBL 3.0	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

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
Notify Of Consumer Sales Report For Affected Errors	Procurement Management	Sales Reporting						
Distribute Consumer Sales Report Error Notification	Procurement Management	Sales Reporting				PIP4E6		
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	InvoicePresent ment			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	Financial	Financial		820, 823				

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
<b>Receivables</b>								
<b>Originate Receivables</b>	Financial	Financial		820				
<b>Originate Child Support Payments</b>	Financial	Financial		820				
<b>Originate Payroll</b>	Financial	Financial		820				
<b>Originate Tax Payments</b>	Financial	Financial		820				
<b>Originate Royalty Payments</b>	Financial	Financial		820				
<b>Acknowledge a Payment Order</b>	Financial	Financial		824				
<b>Confirm/Verify Payment Orders</b>	Financial	Financial		831				
<b>Notify Party of Returned payment Item</b>	Financial	Financial		827				
<b>Request Payment Cancellation</b>	Financial	Financial		829				
<b>Process Lockbox</b>	Financial	Financial		823				
<b>Cash Reconciliation</b>	Financial	Financial		821				



Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
<b>(Asset)</b>								
<b>Cash Reconciliation (Liability)</b>	<b>Financial</b>	<b>Financial</b>		<b>821</b>				
<b>Send Debit Authorization</b>	<b>Financial</b>	<b>Financial</b>		<b>828</b>				
<b>Issue a Check Issuance List</b>	<b>Financial</b>	<b>Financial</b>		<b>828</b>				
<b>Transmit Business Credit Information</b>	<b>Financial</b>	<b>Financial</b>		<b>155</b>				
<b>Transmit Real Estate Title Information</b>	<b>Financial</b>	<b>Financial</b>		<b>197</b>				
<b>Request Loan Information</b>	<b>Financial</b>	<b>Financial</b>		<b>198</b>				
<b>Transmit Loan Information</b>	<b>Financial</b>	<b>Financial</b>		<b>198</b>				
<b>Transmit Real Estate Settlement Information</b>	<b>Financial</b>	<b>Financial</b>		<b>199</b>				
<b>Report Mortgage Credit Information</b>	<b>Financial</b>	<b>Financial</b>		<b>200</b>				

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
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-sets	xCBL 3.0	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	Financial	Financial		812				

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
<b>Adjustment</b>								
<b>Request/Respond Financial Action</b>	<b>Financial</b>	<b>Financial</b>		<b>814</b>				
<b>Transmit Billing and Operating Expense Details</b>	<b>Financial</b>	<b>Financial</b>		<b>819</b>				
<b>Transmit Account Analysis Information</b>	<b>Financial</b>	<b>Financial</b>		<b>822</b>				
<b>Order for Mortgage Credit Information</b>	<b>Financial</b>	<b>Financial</b>		<b>833</b>				
<b>Request Account Adjustment Action</b>	<b>Financial</b>	<b>Financial</b>		<b>844</b>				
<b>Respond to a Request for Account Adjustment Action</b>	<b>Financial</b>	<b>Financial</b>		<b>849</b>				
<b>Apply for Residential Mortgage Insurance</b>	<b>Financial</b>	<b>Financial</b>		<b>872</b>				
<b>Invoice for Grocery Products</b>	<b>Financial</b>	<b>Financial</b>		<b>880</b>				

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
Create Payroll	Financial	Financial						040_update_persontime_003
Issue Ticket/Voucher			TKTREQ, TIKTRES					
Exchange/Reissue Ticket			TKTREQ, TIKTRES					
Refund Ticket			TKTREQ, TIKTRES					
Void Ticket			TKTREQ, TIKTRES					
Request Payment Status	Financial	Financial	REMADV	820	PaymentStatus Request, PaymentStatus Response			
Request Payment	Financial	Financial	REMADV	820	PaymentRequest, PaymentRequestAcknowledgement			
Customs Declaration (Shipper)	Transportation and Logistics	Declaration of Goods and Transportation	CUSDEC					161_show_shipment_003, 003_process_po_006, 084_sync_salesorder_00

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
								5 (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

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
								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.)
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.)

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
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
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						161_show_shipment_003



Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
		port)						
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
Health And Safety	Transportation	Clearance						161_show_shipment_00

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
Clearance Of Cargo	and Logistics							3
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			?			

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
		Management						
Create Sales Marketing Claim	Marketing Management	Marketing Campaign Management			?			
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		

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
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
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	Marketing	Ship from Stock and				PIP5D5		

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
<b>Claim</b>	<b>Management</b>	<b>Debit</b>						
<b>Notify Of Ship From Stock And Debit Claim Status</b>	<b>Marketing Management</b>	<b>Ship from Stock and Debit</b>				<b>PIP5D6</b>		<b>028_change_status_003</b>
<b>Product Request (Internal / External – All Sources)</b>	<b>Product Development</b>	<b>Needs Determination</b>	<b>PROINQ</b>	<b>841, 244</b>				
<b>Request Evaluation (Research)</b>	<b>Product Development</b>	<b>Needs Determination</b>		<b>841</b>				<b>143_sync_rfq_002</b>
<b>Evaluation Results</b>	<b>Product Development</b>	<b>Needs Determination</b>	<b>PRODAT</b>	<b>841</b>				<b>143_syn_rfq_002, 151_show_rfq_002</b>
<b>Gather And Document Information</b>	<b>Product Development</b>	<b>Requirements Definition</b>	<b>GENRAL</b>	<b>841</b>				<b>143_sync_rfq_002</b>
<b>Analyze Information</b>	<b>Product Development</b>	<b>Requirements Definition</b>						
<b>Develop Functional Specifications</b>	<b>Product Development</b>	<b>Requirements Definition</b>						
<b>Develop Technical Specifications</b>	<b>Product Development</b>	<b>Design Product</b>	<b>PRODAT</b>	<b>841</b>				

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
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
Get Materials (RM / Component Parts /	Product Manufacturing	Manufacturing						

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
MRO)								
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,				PIP6A1		

Common Business Processes	Normative Category	Normative Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	RosettaNet Partner Interface Process	CII (HWSW001A)	OAG BODs
		Service Packages, and Contracted Services						
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		

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267 8.2 Catalog of Industry Specific Business Processes with Cross References

268



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	OAG BODs Process
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			

Common Business Processes	Category	Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	RosettaNet Partner Interface Process	OAG BODs
Transfer Student Record	Student Record	Transcript/Student Record Transfer		130			
Support Licensing Application	Student Record	Transcript/Student Record Transfer		130			
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	Test Score Report	Transfer of Test Score and Related		138			

Common Business Processes	Category	Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	RosettaNet Partner Interface Process	OAG BODs
<b>Information</b>		<b>Information</b>					
<b>Create a Prospective Student Record</b>	<b>Prospective Student Report</b>	<b>Transfer of Prospective Student Information</b>		<b>138</b>			
<b>Update a Prospective Student Record</b>	<b>Prospective Student Report</b>	<b>Transfer of Prospective Student Information</b>		<b>138</b>			
<b>Transfer Application Data</b>	<b>Admission of Students</b>	<b>Admission Application Processing</b>		<b>189</b>			
<b>Report Student Status Confirmation</b>	<b>Student Status Certification</b>	<b>Enrollment Verification</b>		<b>190</b>			
<b>Confirm Degree Awarded</b>		<b>Degree Verification</b>		<b>190</b>			
<b>Distribute Course Information</b>	<b>Course Catalog</b>			<b>188</b>			
<b>Request Course Information</b>	<b>Course Catalog</b>			<b>188</b>			
<b>Report Staff Profile</b>	<b>Human Resources</b>	<b>Staffing Information</b>		<b>132</b>			
<b>Report Staff Assignments</b>				<b>132</b>			
<b>Report Institution Description</b>	<b>Institutional Characteristics</b>	<b>Institution Information</b>		<b>133</b>			

Common Business Processes	Category	Sub Category	EDIFACT including sub-sets	X12 including sub-sets	xCBL 3.0	RosettaNet Partner Interface Process	OAG BODs
<b>Report Institution Enrollment</b>	<b>Institutional Characteristics</b>	<b>Institution Information</b>		<b>133</b>			
<b>Report Institutional Student Profile</b>	<b>Institutional Characteristics</b>	<b>Institution Information</b>		<b>133</b>			

269

270 8.3 Description of Common Business Processes

271 Each common business process identified in the catalog will contain detailed descriptions in this section. This definition will identify the roles,  
 272 transaction and documents involved in this process. Currently the table has limited descriptions and will grow as domain experts define the business  
 273 process specifications.

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 fulfilment 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> <ol style="list-style-type: none"> <li>1. Sales catalog information typically used to promote products to non-technical customers. Sales catalog information can include quantities, prices and marketing information.</li> <li>2. 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.</li> </ol> <p>Product information is typically exchanged to partners who have subscribed for new announcements.</p>
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274

275 8.4 REA Table

276 This table illustrates the normative categories and subcategories of an enterprise as envisioned in the value chain model of Michael Porter. It also  
 277 includes columns for illustrative REA (Resources-Events-Agent) components of the BRV layer of the UMM metamodel. The table portrays: (1) each  
 278 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  
 279 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  
 280 includes an entry for an *Administration* category, a component not shown on the resource flow figure  
 281

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
		Technology	Contract Negotiation	
Human Resources	Hiring	Money	Cash Payments	Employee

<b>Normative Category</b>	<b>Normative Sub-Category</b>	<b>Resource inflows &amp; outflow</b>	<b>Major types of events</b>	<b>Economic Agents &amp; Roles</b>
	Training Payroll Management Personnel Deployment	Purchased training materials Purchased benefit packages	Acquisition of labor Training	Student Beneficiary
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	Service Call Product Repair	Customer Service Agent



Normative Category	Normative Sub-Category	Resource inflows & outflow	Major types of events	Economic Agents & Roles
		Product Warranties & Services	Service Contract	Customer
Financing	Loan Management	Cash	Interest Payments	Stockholders
	Stock Subscriptions and Sales	Bonds	Stock Subscriptions	Bond Holders
	Dividend Policy	Stocks	Dividend Declarations	Investment Brokers
		Derivative Instruments	Cash Receipts	Financial Managers
Administration	Accounting	Employee Labor	Employee Service	Managers
	Financial Reporting		Management Projects	Clerks
	Executive Management			

282

283 8.5 Transactional View

284 This section and table depicts the use of common business processes identified in the catalog, as business processes, binary collaborations and  
 285 business transactions within a specific hypothetical business process. That process is certain simple economic relationships between a dotcom retailer  
 286 (partner type "Retailer") and a drop ship vendor (partner type "DSVendor"), in the hypothetical Business Area "Direct to Customer Retail", described in  
 287 the exemplary use case used in Sections 7 and 8 of the Business Process Analysis & Worksheets. The table below contains the essential metamodel  
 288 element values for the business processes.

289

290

291

- 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 Transactions, 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.

292

BUSINESS PROCESS	BINARY COLLABORATION (protocol)	BUSINESS TRANSACTION (activity)  [N90 pattern] <sup>3</sup>	INITIATING / REQUESTING SIDE		RESPONDING SIDE	
			[X12:EDIFACT equivalents]		[X12:EDIFACT equivalents]	
Order Fulfillment	Manage Purchase Order**	Create order** [Commercial Transaction]	PARTNER TYPE: Retailer  AUTH ROLE: Buyer.Create order	DOCUMENT: Purchase Order [850:ORDERS]	PARTNER TYPE: DSVendor  AUTH ROLE: : Seller.Create order	DOCUMENT: PO Acknowledgment [855:ORDRSP]

<sup>3</sup> 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] <sup>3</sup>	INITIATING / REQUESTING SIDE		RESPONDING SIDE	
			[X12:EDIFACT equivalents]		[X12:EDIFACT equivalents]	
		Change Order ** [Commercial Transaction]	PARTNER TYPE: Retailer  AUTH ROLE: Buyer.Change order	DOCUMENT: Purchase Order [860:ORDCHG]	PARTNER TYPE: DSVendor  AUTH ROLE: : Seller.Change order	DOCUMENT: PO Acknowledgment [865:ORDRSP]
	Notify of advance shipment**	Notify of advance shipment [Notification]	PARTNER TYPE: DSVendor  AUTH ROLE: Shipper.Notify of advance shipment	DOCUMENT: ASN [856:DESADV]	PARTNER TYPE: Retailer  AUTH ROLE: Receiver.Notify of advance shipment	[No document: receive ASN]
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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