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CEN/ISSS WS/BII20

Customer Initiated Sourcing

PROFILE DESCRIPTION

Business Domain: Post award procurement

Business Process: Sourcing

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Document Summary

This profile describes a process where a Customer sends a Quote Request to a potential Supplier. The potential Supplier responds with a Quote that can be used in the ordering phase. The Customer does not need to base the request on a catalogue from the Supplier.

Despite the catalogue the Quote contains a quantity and price that is always concrete and binding.

Contributors

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1 Preamble

The CEN/ISSS Workshop on business interoperability interfaces for public procurement in Europe (CEN/ISSS WS/BII) was established in order to

- Identify and document the required business interoperability interfaces related to pan-European electronic transactions in public procurement expressed as a set of technical specifications, developed by taking due account of current and emerging UN/CEFACT standards in order to ensure global interoperability;
- Co-ordinate and provide support to pilot projects implementing the technical specifications in order to remove technical barriers preventing interoperability.

To facilitate implementation of electronic commerce in a standardized way, thereby enabling the development of standardized software solutions as well as efficient connections between business partners without case by case specification of the data interchange, the workshop agreed to document the required business interoperability interfaces as profile descriptions. The end goal is to reduce the cost of implementing electronic commerce to a level that is economical for small and medium size companies and institutions.

1.1 Profile description

A profile description is a technical specification describing

- the choreography of the business process(es) covered, i.e. a detailed description of the way the business partners collaborate to play their respective roles and share responsibilities to achieve mutually agreed goals with the support of their respective information systems,
- the electronic business transactions exchanged as part of the business process and the sequence in which these transactions are exchanged,
- the business rules governing the execution of that business process(es), its business collaborations and business transactions, as well as any constraints on information elements used in the transaction data models
- the information content of the electronic business transactions exchanged by pointing to a given data model for each of the business transactions.

As well as determining what business transactions are used, the profile restricts their content in terms of elements and the cardinality of elements. The key standardization aspect of the profile description is thus on the organisational and semantics interoperability levels rather than on syntax within the technical interoperability level. Consequently the business transactions within a profile can be structured based on different message standards/syntax as long it contains all the necessary data elements.

Although the profile descriptions and transaction data models provided by CEN BII will be neutral of syntax, the workshop has agreed to provide specifications of how its data models may be mapped to defined syntaxes. This is done in order provide the market with implementable specifications.

It should be noted that the profile description does not attempt to address issues related to topics such as:

- the actual transmission of the electronic messages,
- security and confidentiality of the message exchange,
- integrity, authentication and auditing of information content or
- the process of implementing a solution based on the profile description.

These issues have however been addressed by other deliverables of the CEN/ISSS WS/BII (see section 2 for reference to relevant documents).

The main focus of the profile description and the associated transaction data models is to address generally expressed business requirements applicable throughout the European market. Although the profile description and associated transaction data model are designed to meet generally expressed requirements, it is still the responsibility of the users to ensure that the actual business transactions exchanges meets all the legal, fiscal and commercial requirements relevant to their business.

2 References

External documents

- UN/CEFACT Modelling Methodology (available at <http://www.untmg.org/specifications/>)
- UMM Meta Model – Foundation Module Version 1.0, Technical Specification, 2006-10-06
- UMM Meta Model – Base Module Version 1.0, Technical Specification, 2006-10-06
- UML (Unified Modelling Language), version 2.0
- UN/CEFACT ebXML Core Components Technical Specifications version 2.01 – ISO 15000-5
- UN/CEFACT Business Requirements Specification version 1.5 (CEFACT/ICG/005)

Related publications from CEN/ISSS WS/BII:

- CWA xxxx-1: Profile Overview
- CWA xxxx-1, annex A: Glossary of terms
- CWA xxxx-1, annex B: Profile Architecture
- CWA xxxx-1, annex C: Controlled Vocabulary Approach
- CWA xxxx-2: UBL-UN/CEFACT convergence (WG2)
- CWA xxxx-3: Toolbox Requirements (WG3)
- CWA xxxx-4: Pilot Support (WG4)

3 Business benefits and requirements

3.1 Business benefits

The main business benefits to be gained by implementation of this profile are:

Aspect	Beneficiary	Benefit
Extend the market	Customer	It is possible to have an integrated process with suppliers without the existence of a contract.
Aid in selection of best quote	Customer	By receiving the Quote electronically it becomes easy to, for example, select the best priced quote.
Binding concrete quote	Customer	The Quote contains a structure that can be directly turned into an Order. When starting the purchasing process with a sourcing process the ordering process can be simplified.
Supports consolidated ordering	Customer	The quote can be used in an internal requisition process where a purchasing department can consolidate the orders using the data from the quote.
Electronic sales channel	Supplier	Easier management of sales channels.

3.2 Business requirements

1. The Customer sends an electronic Quote Request to the potential supplier.
2. If the Supplier rejects to issue a Quote on basis of the request he issues a negative response.
3. If the Supplier is interested he issues a Quote electronically.
4. The Customer accepts the Quote by using it as basis for producing an Order.

4 Profile detailed description

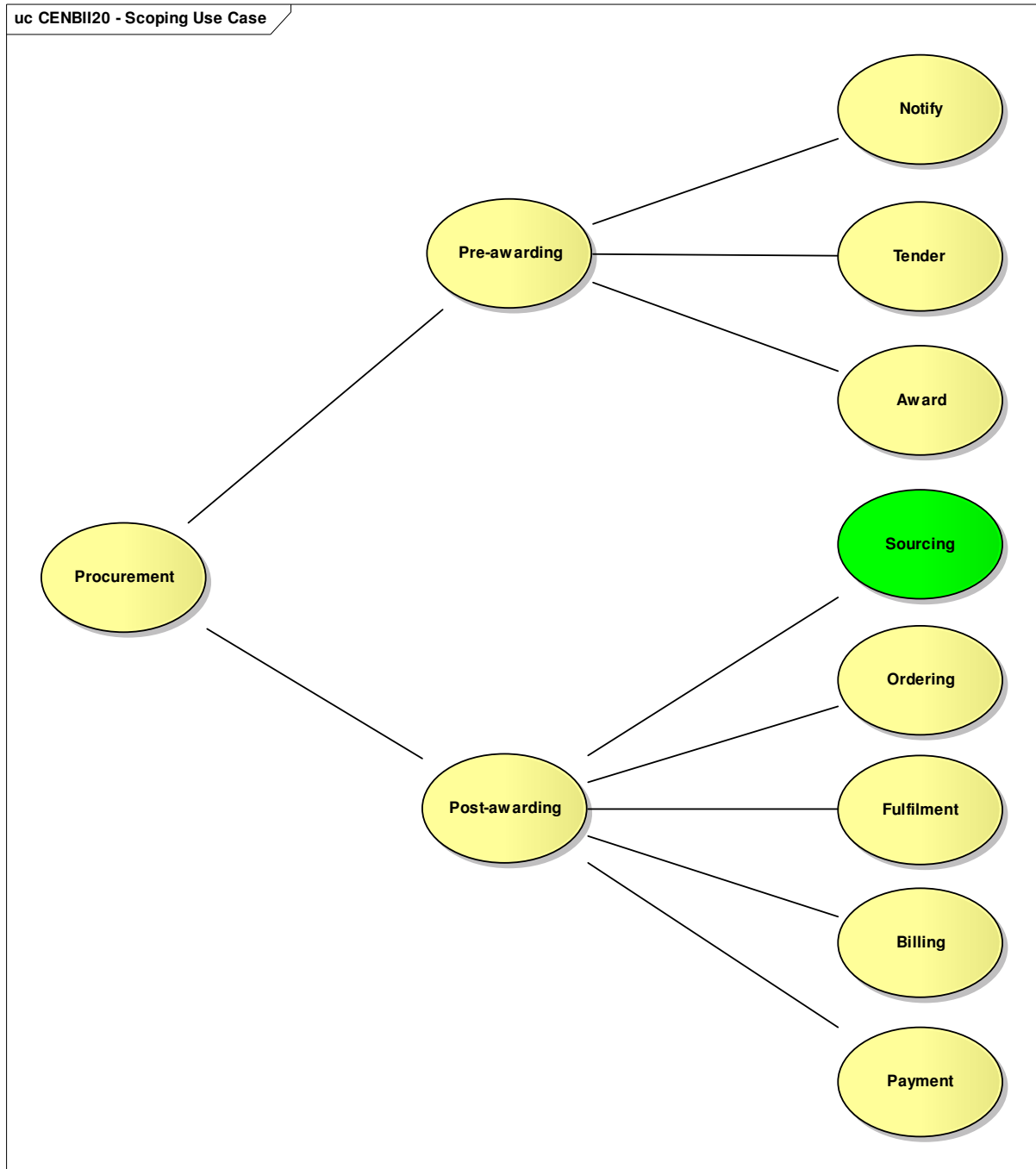
4.1 Context

The specification contained in this document is relevant within the following context:

Categories	Description and Values
Business Process	Sourcing
Product Classification	All types of goods, services and works.
Industry Classification	Buyer and Seller organisations in all sectors, public and private.
Geopolitical	EU, EEA, EFTA countries
Official Constraint	EU directives 2004/18/EC and 2004/17/EC
System Capabilities	None specific.

4.2 Business processes in scope

Procurement is a complex domain with several key processes, some of which are illustrated in the following figure.



The Customer Initiated Sourcing profile covers business processes coloured in green as depicted in the above figure.

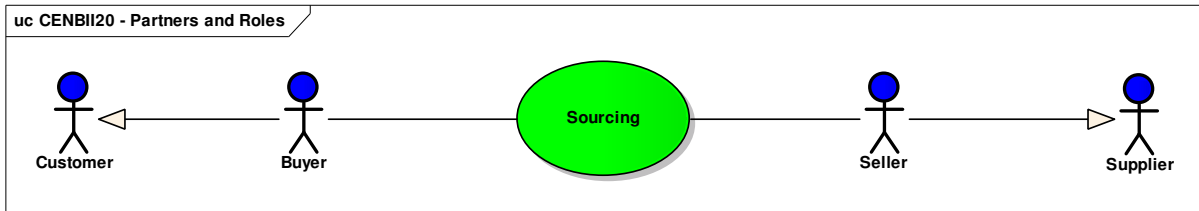
4.3 Partners and authorized roles

The following business partners participate in this profile, acting in the roles as defined below.

Business partner	Description
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Customer	The customer is the legal person or organization who is in demand of a product or service. Examples of customer roles: buyer, consignee, debtor, contracting authority.
Supplier	The supplier is the legal person or organization who provides a product or service. Examples of supplier roles: seller, consignor, creditor, economic operator.

Role/actor	Description
Buyer	The buyer is the legal person or organization acting on behalf of the customer and who buys or purchases the goods or services.
Seller	The seller is the legal person or organization acting on behalf of the supplier and who sells goods or services to the customer.

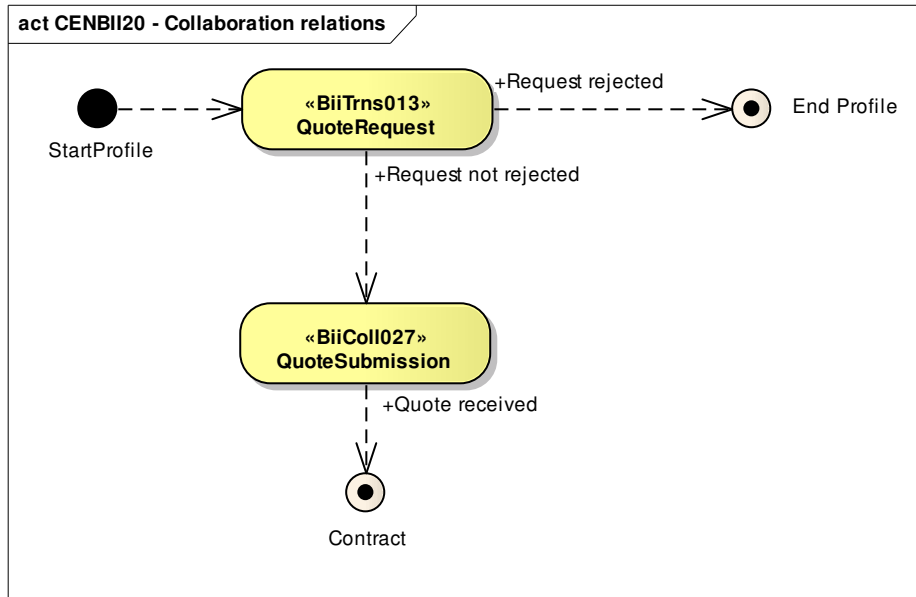


4.4 Choreography of business collaborations

Each business process in scope contains within itself one or more business collaborations:

Business Process	Business Collaboration(s)	Collaboration ID
Quoting	QuoteRequest	BiiColl013
	QuoteSubmission	BiiColl027

The following diagram shows the relationships (i.e. links) between the collaborations of each business process implemented by the profile. The choreography of business collaborations defines the sequence of interactions when the profile is run within its context. Each sequence of interactions can be understood as a run-time scenario.



Description	The Customer sends an electronic Quote Request to the potential Supplier. If the Supplier rejects to issue a Quote on basis of the Quote Request he issues a negative response. If the Supplier is interested he issues a Quote electronically.
Pre-conditions	None specific.
Post-conditions	The Customer has received a Quote in a form that can be used as basis for an Order.
Remarks	None.

4.4.1 Profile business rules

4.4.1.1 Process rules

1. By issuing a quote request the Customer is not committed to purchase.
2. By issuing a quote the Supplier is committed to deliver according to its terms.
3. The customer may initiate multiple instances of the profile with multiple suppliers and select from the quote fully or partially.

4.4.1.2 Information constraints

- None identified.

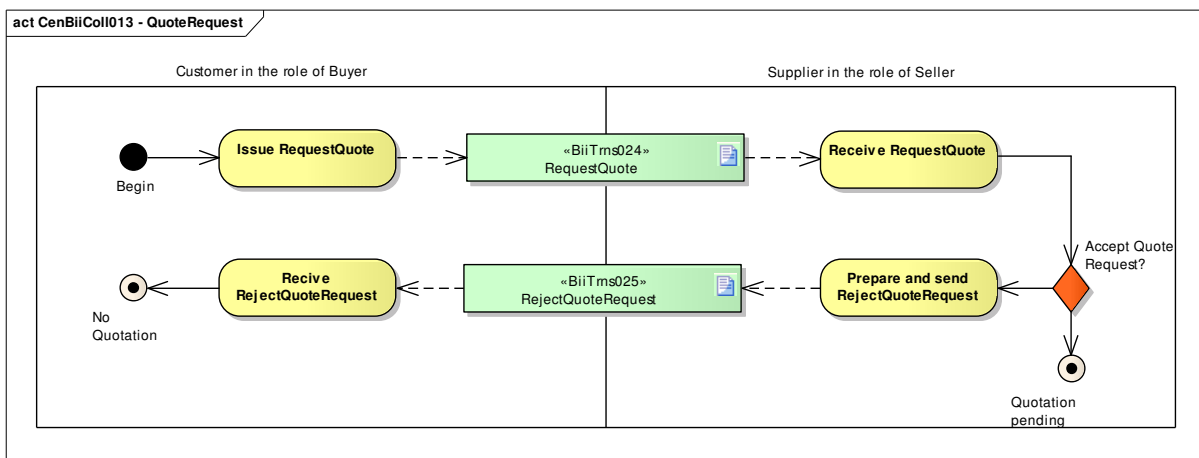
4.5 Business Collaboration(s) detailed description

4.5.1 QuoteRequest collaboration

Categories	Description and Values
Collaboration ID	BiiColl013

Categories	Description and Values
Description	A Buyer sends a Seller a quote request for the detailed items. The Seller either rejects the request or proceeds to prepare a quote.
Pre condition	None
Post condition(s)	a. A quote from the Seller is pending. b. Seller will not send quote.
Transactions	RequestQuote - BiiTrns024 RejectQuoteRequest - BiiTrns025
Roles	Buyer Seller

4.5.1.1 Diagram



4.5.1.2 Activity description

Role	Activity	Description
	Seller does not reject request	Post condition a
Buyer	Issue a RequestQuote	The Buyer prepares and sends a quote request with details about what he wishes to be quoted.
Seller	Receive a RequestQuote	The Seller receives the quote request and proceeds to prepare a quote.
	Seller rejects request	Post condition b
Seller	Prepares and a RejectQuoteRequest	The Seller decides to reject the quote request and sends a response notifying the Buyer.
Buyer	Receive RejectQuoteRequest	The Buyer receives the rejection of the quote request.

4.5.1.3 Collaboration business rules

4.5.1.3.1 Process rules

1. Requesting a quote does not commit the Buyer to purchase.
2. Buyer may issue simultaneous quote requests to more than one Seller for the same item.
3. By sending a RejectQuoteRequest the Seller informs the Buyer that he will not provide the requested quote.
4. Not rejecting a quote request implies that the Seller may provide a quote but is not required to do so.

4.5.1.3.2 Information constraints

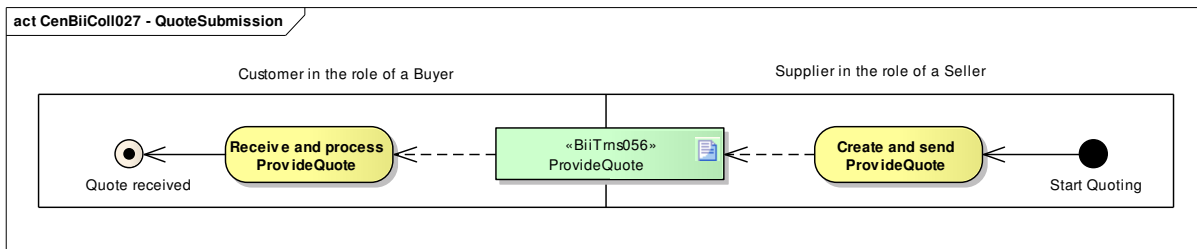
Information constraints relevant to this collaboration are captured in the referenced transaction data model(s).

4.5.2 QuoteSubmission collaboration

4.5.2.1 Overview

Categories	Description and Values
Collaboration ID	BiiColl027
Description	A Seller provides a quote to a Buyer.
Pre condition	None
Post condition(s)	The Buyer has received a quote from the Seller.
Transactions	ProvideQuote - BiiTrns056
Roles	Buyer Seller

4.5.2.2 Diagram



4.5.2.3 Activity description

Role	Activity	Description
Main flow		
Seller	Create and send ProvideQuote	The Seller creates and sends a Quote to the Buyer.
Buyer	Receive and process ProvideQuote	Buyer receives and processes the Quote.

4.5.2.4 Collaboration business rules

4.5.2.4.1 Process rules

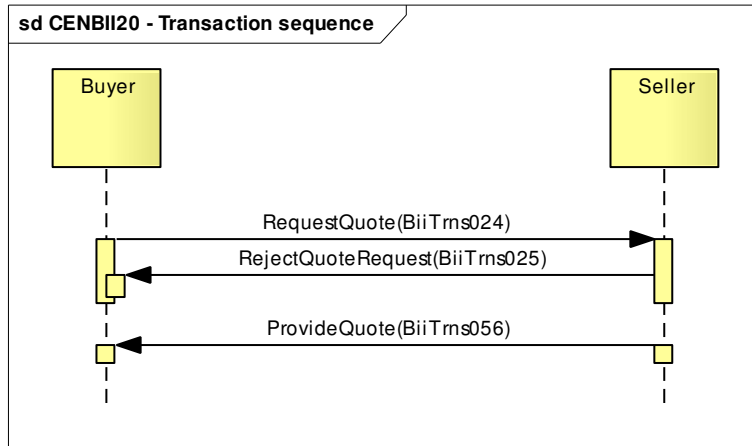
1. By sending a quote the Seller is legally committed by its content, i.e. if the Buyer submits an Order based on the Quote within the Quotes validity period a contract is established and the Buyer is obliged to pay for those goods and services and the Seller is obliged to supply.
2. A Seller may not supply the quoted items before receiving an acceptance.
3. Unless otherwise stated in the terms of the Quote the Buyer may partially accept it. Partial acceptance can only be in terms of ordering some of the quoted items or less quantity than was quoted.
4. Reference to a contract or framework agreement may only be made at document level.
5. Document level information applies to all Quote lines.

4.5.2.4.2 Information constraints

Information constraints relevant to this collaboration are captured in the referenced transaction data model(s).

4.6 Transaction(s) detailed description

The figure below identifies the electronic messages exchanged as part of this process and the sequence in which these documents are exchanged.



4.6.1 Transaction data models

Transaction	Trns ID	Data Model	Data model ID, Core - Full
RequestQuote	BiiTrns024	QuoteRequest	BiiCoreTrdm024 - BiiFullTrdm024
RejectQuoteRequest	BiiTrns025	QuoteRequestRejection	BiiCoreTrdm025 - BiiFullTrdm025
ProvideQuote	BiiTrns056	Quote	BiiCoreTrdm056 - BiiFullTrdm056

Each of the identified transactions is elaborated in the following chapters.

4.6.2 RequestQuote transaction

Categories	Description and Values
Identifier	BiiTrns024
Description	A structured electronic document sent by the Buyer to the Seller containing a quote request.
Partner Types	Customer Supplier
Authorized Roles	Buyer Seller
Legal Implications	See below.
Initial Event	Issue RequestQuote
Terminal event	Receive RequestQuote
Scope	General.
Boundary	None
Business rules	See below.

4.6.2.1 Transaction business rules

- None specified.

4.6.3 RejectQuoteRequest transaction

Categories	Description and Values
Identifier	BiiTrns025
Description	A structured electronic document sent by the Seller to the Buyer, rejecting a Quote Request from the Buyer.
Partner Types	Customer Supplier
Authorized Roles	Buyer Seller
Legal Implications	None specified.
Initial Event	Prepare and send RejectQuoteRequest
Terminal event	Receive RejectQuoteRequest
Scope	General.
Boundary	None
Business rules	None specified.

4.6.3.1 Transaction business rules

- None specified.

4.6.4 ProvideQuote transaction

Categories	Description and Values
Identifier	BiiColl056
Description	A structured electronic business document that contains information directly relating to the economic event of providing a quote for products and/or services. Based on this document a Seller initiates a transaction with a Buyer for the supply of goods or services as specified.
Partner Types	Customer Supplier
Authorized Roles	Buyer Seller
Legal Implications	None specified.
Initial Event	Create and send ProvideQuote.
Terminal event	Receive and process ProvideQuote.
Scope	The quote can be used by itself as a quote from a Seller to a Buyer e.g. in response to quote request.
Boundary	None specified.

4.6.4.1 Transaction business rules

- None specified.