



Small Business B2B

Scenario

- Chemfreight (NZ) is a third party dangerous goods warehouse organisation operating throughout New Zealand.
- Clients of Chemfreight send picking slips for dispatch and delivery of inventory to their customers.
- These clients range from multi-nationals to small operators.
- Major clients use system-to-system picking.

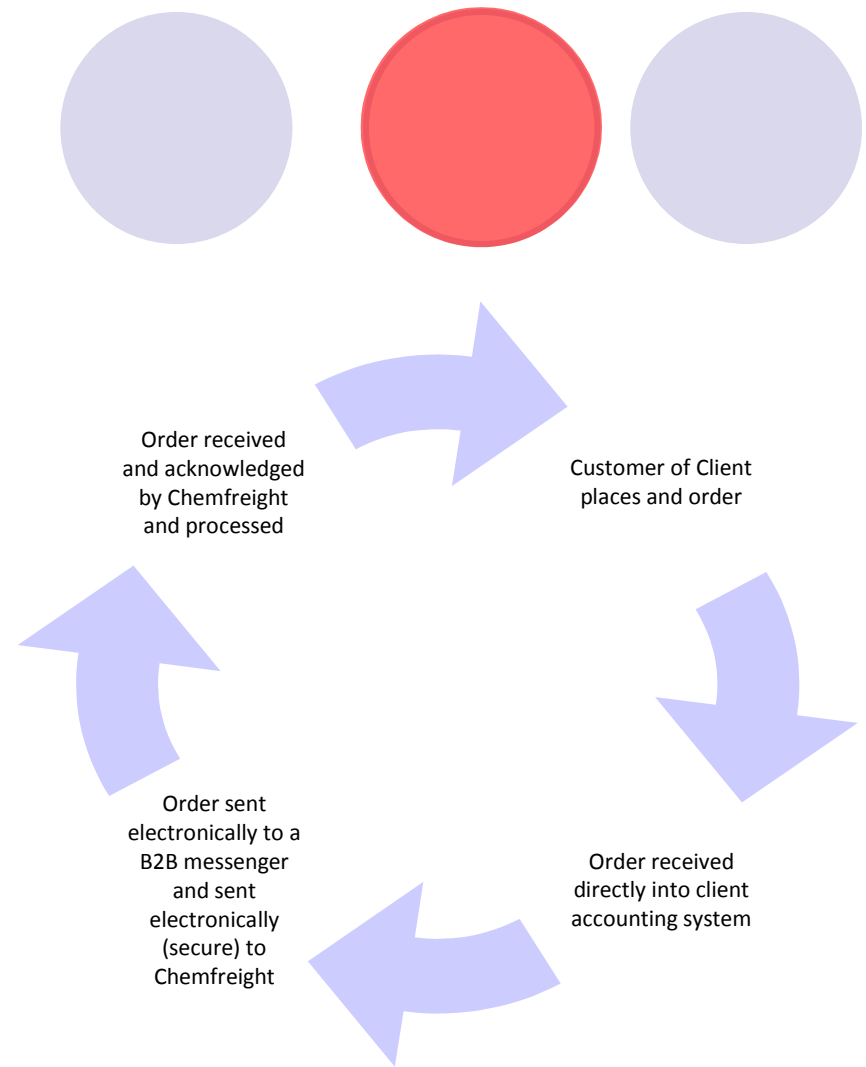


Diagram 1 - System to System picking

The small operator

- Small operators do not have the sophistication of large enterprises but must be able to participate in B2B to be competitive in today's market.
- B2B is achieved by using open standards such as ebXML and UBL.
- Chemfreight provide all users with a downloadable application called 'Virtual Warehouse' which allows:
 - customers to view their stock held
 - in/out movements
 - orders received and delivered
 - an ordering function to pick stock and send electronically to the warehouse.

Virtual Warehouse form

The screenshot shows a web application window titled "Virtual Warehouse". The window has a blue title bar with standard minimize, maximize, and close buttons. Below the title bar is a menu bar with "Application", "Action", "Message Service", and "Help". A toolbar contains five icons: a refresh icon, a dollar sign, a folder, a star, and a target. Below the toolbar are two tabs: "Job Search Criteria" (selected) and "Job Search Results". The main content area features a "Search by Job Reference" section with a "Customer Reference" label, a text input field containing "tronz", and a "Search" button.

Virtual Warehouse order

Virtual Warehouse

Application Action Message Service Help

Order Entry

Order Entry

Address Details

Customer name

Street address

Suburb/Town

City

Delivery instructions

Order Details

Your order no

Delivery by

Customer order no

Ex warehouse

Currency

Order Line Item Details

Part No	Description	Batch	Quantity	Expiry Date
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Virtual Warehouse sending order

The screenshot displays the 'Virtual Warehouse' application window. A confirmation dialog box titled 'Are you sure?' is overlaid on the main interface, asking 'You are about to send an order. Press 'Yes' to confirm send' with 'Yes', 'No', and 'Cancel' buttons.

The main interface is titled 'Order Entry' and contains the following sections:

- Address Details:**
 - Customer name: Heinz Watties
 - Street address: 13 King St
 - Suburb/Town: Hastings
 - City: Hawkes bay
 - Delivery instructions: (empty)
- Order Details:**
 - Your order no: C0-09830
 - Delivery by: Mar 3, 2008
 - Customer order no: 3456
 - Ex warehouse: Auckland
 - Currency: NZ(\$)
- Order Line Item Details:**

Part No	Description	Batch	Quantity	Expiry Date
16-5605Q	16-5605Q MAKEUP (9...	151109	18	

Buttons: Add Item, Remove Item

At the bottom right of the main interface are buttons for 'Send Order' and 'Clear Values'. A yellow callout bubble points to the table with the text 'Order packaged as ebxml'.

The message

ebXML Header

```
Message Sent Message at 2008-03-03 17:50:34
Header Payload 1
<soap-env:Envelope xmlns:soap-env="http://schemas.xmlsoap.org/soap/envelope/" xmlns:xsi="
http://www.w3.org/2001/XMLSchema-instance" xmlns:xlink="http://www.w3.org/1999/xlink"
xsi:schemaLocation="http://schemas.xmlsoap.org/soap/envelope/
http://www.oasis-open.org/committees/ebxml-msg/schema/envelope.xsd">
  <soap-env:Header
    xsi:schemaLocation="
http://www.oasis-open.org/committees/ebxml-msg/schema/msg-header-2_0.xsd
http://www.oasis-open.org/committees/ebxml-msg/schema/msg-header-2_0.xsd">
    <eb:MessageHeader
      xmlns:eb="http://www.oasis-open.org/committees/ebxml-msg/schema/msg-header-2_0.xsd"
      soap-env:mustUnderstand="1" eb:version="2.0">
        <eb:From>
          <eb:PartyId>
            http://localhost/msh/
          </eb:PartyId>
          <eb:From>
        </eb:From>
        <eb:To>
          <eb:PartyId>
            http://localhost/msh/
          </eb:PartyId>
          <eb:To>
        </eb:To>
        <eb:CPAId>
          CPA-21
        </eb:CPAId>
        <eb:ConversationId>
          CO-09830
        </eb:ConversationId>
        <eb:Service>
          http://www.chemfreight.co.nz
        </eb:Service>
        <eb:Action>
          ChemfreightOrder
        </eb:Action>
        <eb:MessageData>
          <eb:MessageId>
            20080302-201554135-CPA-21.http://www.chemfreight.co.nz.ChemfreightOrder.1@192.168.10
            .101
          </eb:MessageId>
        </eb:MessageData>
      </eb:MessageHeader>
    </soap-env:Header>
  </soap-env:Envelope>
```

Payload - Order Detail

```
Message Sent Message at 2008-03-03 17:50:34
Header Payload 1
<?xml version='1.0' encoding='UTF-8' ?> <Order
xmlns:rrn=rrn:org.xcbl:schemas/xcbl/v4_0/ordermanagement/v1_0/ordermanagement.xsd'
xmlns:xsi="http://www.w3.org/2001/XMLSchema-instance"
xmlns:core="rrn:org.xcbl:schemas/xcbl/v4_0/core/core.xsd"
xmlns:dgs="http://www.w3.org/2000/09/xmldsig#"> <OrderHeader> <OrderNumber>
<BuyerOrderNumber>CO-09830</BuyerOrderNumber>
<SellerOrderNumber>177097</SellerOrderNumber> </OrderNumber>
<OrderIssueDate>2008-03-03T00:00:00</OrderIssueDate> <OrderReferences>
<AccountCode> <core:RefNum>TRONZ</core:RefNum>
</AccountCode></OrderReferences> <OrderType> <core:OrderTypeCoded>Other</core:Order
OrderTypeCoded> <core:OrderTypeCodedOther>SalesOrder</core:OrderTypeCodedOther>
</OrderType> <OrderCurrency> <core:CurrencyCoded>NZD</core:CurrencyCoded>
</OrderCurrency> <OrderLanguage> <core:LanguageCoded>en</core:LanguageCoded>
</OrderLanguage> <OrderDates>
<RequestedDeliverByDate>2008-03-03T00:00:00</RequestedDeliverByDate>
</OrderDates> <OrderParty> <BuyerParty> <core:PartyID> <core:Ident /></core:PartyID>
<core:NameAddress> <core:Name1>HEINZ WATTIES NZ LTD</core:Name1>
<core:Name2>513 KING STREET</core:Name2> <core:Name3>HASTINGS</core:Name3>
<core:City> HAWKES BAY</core:City> <core:County />
</core:NameAddress> </BuyerParty> <SellerParty> <core:PartyID> <core:Ident
/></core:PartyID> <core:NameAddress> <core:Name1 /><core:Name2 /><core:Name3
/><core:City /> <core:County />
</core:NameAddress> </SellerParty> </OrderParty> <PartLocation>AKL</PartLocation>
<OrderHeaderNote />
<SpecialHandling> <core:SpecialHandlingCoded>Other</core:SpecialHandlingCoded>
<core:SpecialHandlingCodedOther /> <core:SpecialHandlingNote> ENGINEERING STORE
ATTN: STOCK
ORDER</core:SpecialHandlingNote> </SpecialHandling> </OrderHeader> <OrderDetail> <Listof
ItemDetail> <ItemDetail> <BaseItemDetail> <LineItemNum>
<core:BuyerLineItemNum>0</core:BuyerLineItemNum>
<core:SellerLineItemNum>1</core:SellerLineItemNum> </LineItemNum> <ItemIdentifiers>
<core:PartNumbers> <core:SellerPartNumber> <core:PartID> <core:PartID>
</core:SellerPartNumber> <core:BuyerPartNumber> <core:PartID />
</core:BuyerPartNumber> </core:PartNumbers> <core:Category> <core:CategoryID>
151109</core:CategoryID> </core:Category> </ItemIdentifiers>
<TotalQuantity> <core:QuantityValue>18</core:QuantityValue>
<core:UnitOfMeasurement> <core:UOMCoded>Other</core:UOMCoded>
<core:UOMCodedOther />
</core:UnitOfMeasurement> </TotalQuantity> </BaseItemDetail> <LineItemNote>16-56050
```

Received order at warehouse

ANZEN Message Manager - Registered to: Chemfreight Co - Expires: 31/01/09

File Help

Message Poller | Received Messages | Sent Messages | Add-In Manager | System Setup | System | Status

Received Messages List Show Acknowledged Today Refresh

CPA ID	Time	Conversation Id	Action	Message Id
CPA_21	03-Mar-2008	Flow-20080303080027...	ChemfreightOrder	20080302-193247875-...
CPA_21	03-Mar-2008	Flow-20080303085012...	ChemfreightOrder	20080302-195018344-...
CPA_21	03-Mar-2008	Flow-20080303090119...	ChemfreightOrder	20080302-203339109-...
CPA_21	03-Mar-2008	Flow-20080303091005...	ChemfreightOrder	20080302-201008711-...
CPA-21	03-Mar-2008	CO-09829	ChemfreightOrder	20080302-201033869-...
CPA-21	03-Mar-2008	CO-09830	ChemfreightOrder	20080302-201554135-...
CPA_21	03-Mar-2008	Flow-20080303092004...	ChemfreightOrder	20080302-202006050-...
CPA-21	03-Mar-2008	CO-09832	ChemfreightOrder	20080302-202203479-...
CPA_21	03-Mar-2008	Flow-20080303100004...	ChemfreightOrder	20080302-210009784-...
CPA_21	03-Mar-2008	Flow-20080303101004...	ChemfreightOrder	20080302-211005788-...
CPA_21	03-Mar-2008	Flow-20080303102005...	ChemfreightOrder	20080302-212006356-...
CPA-21	03-Mar-2008	CO-09831	ChemfreightOrder	20080302-213010401-...
CPA_21	03-Mar-2008	Flow-20080303103004...	ChemfreightOrder	20080302-213005766-...
CPA-21	03-Mar-2008	CO-09834	ChemfreightOrder	20080302-213437479-...
CPA_21	03-Mar-2008	Flow-20080303114008...	ChemfreightOrder	20080302-224013650-...
CPA_21	03-Mar-2008	Flow-20080303114014...	ChemfreightOrder	20080302-224015743-...
CPA_21	03-Mar-2008	Flow-20080303120005...	ChemfreightOrder	20080302-230020595-...

Received at Chemfreight

Virtual Warehouse order confirmed

Virtual Warehouse

Application Action Message Service Help

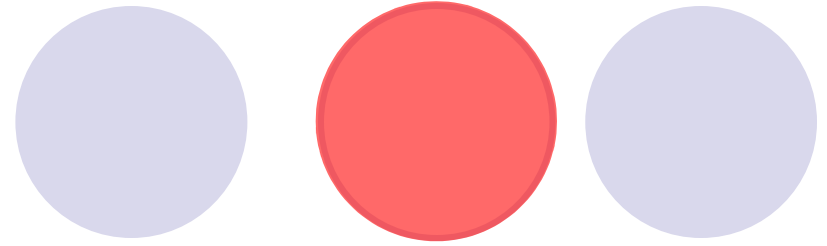
Job Search Criteria Job Search Results

Job Date	Your Ref	Job No	Custom...	Customer	Town/Suburb	...	POD Time	Address	Adresse...
29-Feb-2008	CO-09795	148583	57957	INDEPENDANT LI...	PAPAKURA	...		35 HUNU...	
29-Feb-2008	CO-09796	148584	A12140	JOHNSON DIVER...	PAPATOETOE	...		3 DIVER...	
29-Feb-2008	CO-09797	148586	264248	FONTERRA HAM...	HAMILTON	...		CANPAC FOREMA...	
29-Feb-2008	CO-09798	148587	862380	SEALORD GROU...	NELSON	...		147 VIC...	
29-Feb-2008	CO-09801	148641	176828	HEINZ WATTIES ...	HASTINGS	...		ENGINEE... 513 KIN...	
29-Feb-2008	CO-09823	148696	097346	WINE WORKS M...	RIVERLANDS	...		26 LIVER... RD 4 BL...	
03-Mar-2008	CO-09738	147657	219253	CARTER HOLT K...	KAWERAU	...		FLETCHER...	
03-Mar-2008	CO-09768	148956	111179	MCCAIN FOODS	WASHDYKE	...		63 MEAD...	
03-Mar-2008	CO-09768	148957	111179	MCCAIN FOODS	WASHDYKE	...		63 MEAD...	
03-Mar-2008	CO-09829	148834	3000406814	NEW ZEALAND A...	INVERCARGILL	...		C/- FREI... 3 SPEY S...	
03-Mar-2008	CO-09830	148839	177097	HEINZ WATTIES ...	HASTINGS	...		ENGINEE... 513 KIN...	
03-Mar-2008	CO-09831	148879	4501970574	SEALED AIR GLE...	GLENDENE	...		24 BANC... PPD DIV...	
03-Mar-2008	CO-09832	148841	73357	GOODMAN FIEL...	LONGBURN	...		RESERV...	
03-Mar-2008	CO-09834	148884	514807	COCA COLA LTD...	PUTARURU	...		DEEP SP... 114 TAU...	
03-Mar-2008	CO-09855	148943	38988	COCA COLA LTD...	MOUNT WELLING...	...		THE OASIS ENGINE...	
03-Mar-2008	KAREN	148650	KAREN	SONICS NZ LTD	MOUNT WELLING...	...		UNIT K 24 ALLR...	
04-Mar-2008	CO-09857	148977	57958	INDEPENDANT LI...	PAPAKURA	...		35 HUNU...	

Save To File Show Details

Processed order

Value of application



- Small business can benefit in cost reduction in use of B2B.
- Sales personnel can make orders on the road.
- Open standards and extensibility built into application.
- Client does not need to be concerned about technical complexity, just business.

Value of Document Engineering Services

Document Engineering Services have the experts and a wealth of expertise to partner with you in developing and implementing an electronic business document exchange.