



OAGi High Tech Council Update

Dec 1st 2009



High Tech Industry Council

The role of the OAGi High Tech Council is to create the Business Network Integration Standards that support the diverse process integration needs of the High Tech community.

The Council may also develop unstructured and/or collaborative specifications such as product design, product sourcing, product information, as well as more traditional structured collaboration.



OAGi High Tech Industry Council Charter Members

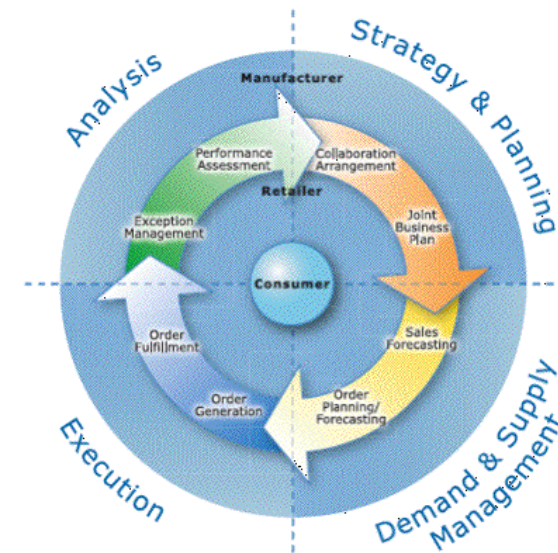
- Intel
- Cisco
- GXS
- IBM
- Microsoft*
- Oracle
- SAP



* New member (May 2009)

Business Scenario Addressed - Order to Cash, Procure to Pay

- Performed gap analysis on prior OAGIS Standards
- Identified revisions necessary for High Tech Industry
- Focused on five key business processes
- Results released in 9.3

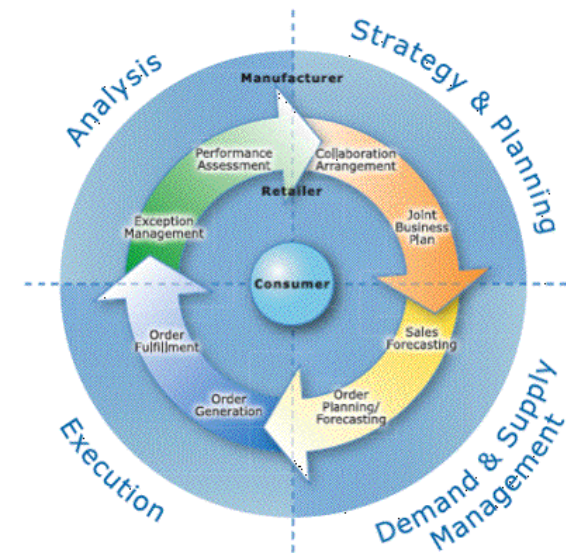


Done



2nd Business Scenario Addressed – Collaborative Forecast / Response

- Performed gap analysis on prior OAGIS Standards
- Identified revisions necessary for High Tech Industry
- Results scheduled to be released in 9.4



Done



RFQ / Quote WG Timeline

Milestones	Start Date	End Date	Status
WG Kick-off	10/29/2008	10/29/2008	Complete
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Good News: The existing workgroup has identified and is in the process of documenting gaps in the following areas:

- Customer party
- List options
- Effective dates / date ranges

ON HOLD



OAGIS Logistics & Transportation Working Group Status Update



- Project Name: Logistics/Transportation Management
- Project Kickoff: July 13, 2009
- Scope: 5 models
 - Direct Ship
 - Standard VMI (Customer Operated Hub)
 - Standard VMI (Outsourced, Customer Agent)
 - Dynamic VMI (Supplier Operated Hub)
 - Dynamic VMI (Outsourced, Supplier Agent)
- Team Members:

Ashland	Merck	CDC Software
Cisco	OAGi Chem Council	Microsoft
CrossGate	Oracle	
DHL	SAP	
GXS	SoftShare	
Intel	IBM	



LG_TR_WG_ProjDef



Accomplishments






- Validated Scope
- Completed high-level fit gap of processes in scope/OAGi historical models
- Completed comprehensive usage assessment







Process/Message	# Instances	Use Cases
Ship Request/Response (Process Shipment)	4	Consistently initiated by Supplier & rec'd/responded to by Carrier
Shipment Documentation (Gap)	4	Consistently initiated by Supplier
ASN/ (Show Shipment)	9	Supplier > Customer (4) Supplier > Carrier (4) Supplier > 3PL (1)
In Transit Status/ (Show Shipment Unit)	12	Carrier > Supplier (6) Carrier > Customer (3) Carrier > 3PL (2) 3PL > Customer (1)
Goods Receipt/ (Show Rec'd Delivery)	6	Customer > Supplier (4) 3PL > Supplier (1) Customer > 3PL (1)
1st Process for detailed analysis		
Inventory/ (Inventory Balance or Count)	4	3PL > Supplier (2) 3PL > Customer (1) Supplier > Customer (1)
Shipment Cancellation/ Cancel Shipment	4	Consistently initiated by Supplier & rec'd/responded to by Carrier








Timeline & Next Steps:



Legend:		Target Construction Completion
	Red	New Bod Needed
		Holiday
		Face-to-Face work session, CA

2009												
Process	Oct				Nov				Dec			
	ww41	ww42	ww43	ww44	ww45	ww46	ww47	ww48	ww49	ww50	ww51	ww52
Inventory												
ASN												
In-Transit Status												

2010													
Process	Jan					Feb				March			
	ww1	ww2	ww3	ww4	ww5	ww6	ww7	ww8	ww9	ww10	ww11	ww12	ww13
Ship Request/Response													
Ship Documentation													
Goods Receipt													
Shipment Cancellation													



OAGI HT Council Next Steps

- Complete Transportation Logistics WG
- Restart Quote WG *

- Prioritize additional HT needs:
 - Design Win
 - Collaborative Design
 - Customs processes
 - Others?

* *Workgroup forming – if your company is interested in joining, please contact Diane Anderson (diandres@microsoft.com) or Pam Webber (pawebber@cisco.com)*



Questions?



Need More Information?

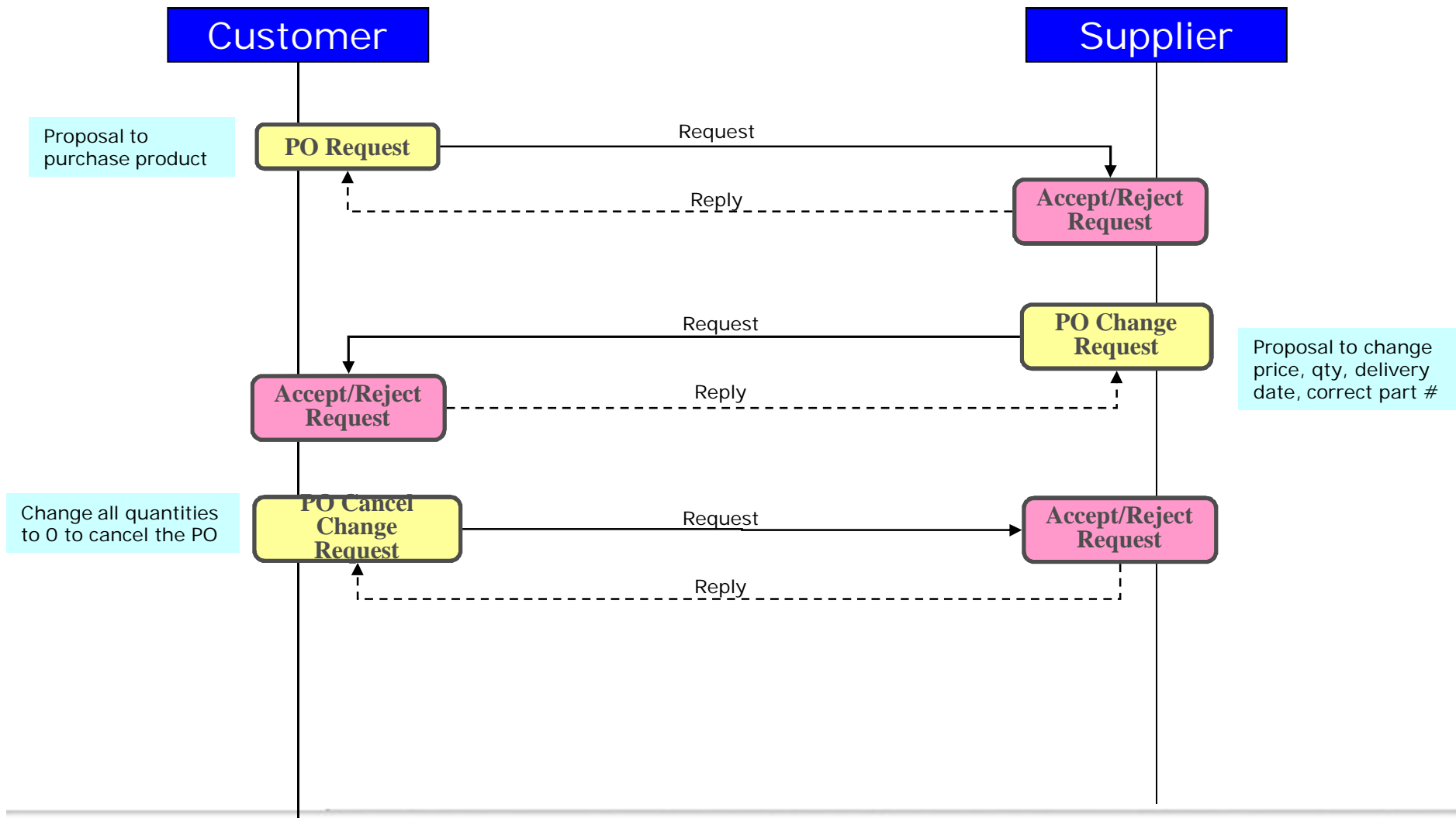
- Visit the OAGi website: <http://www.openapplications.org>
- Contact David Connelly: dmconnelly@oagi.org
- Contact Diane Anderson: diandres@microsoft.com

Intel IT Group Name goes here (optional)



OAGi Order to Cash / Procure to Pay

Purchase Order, Change, Cancel





Gaps Identified (PO, PO Change, PO Cancel)

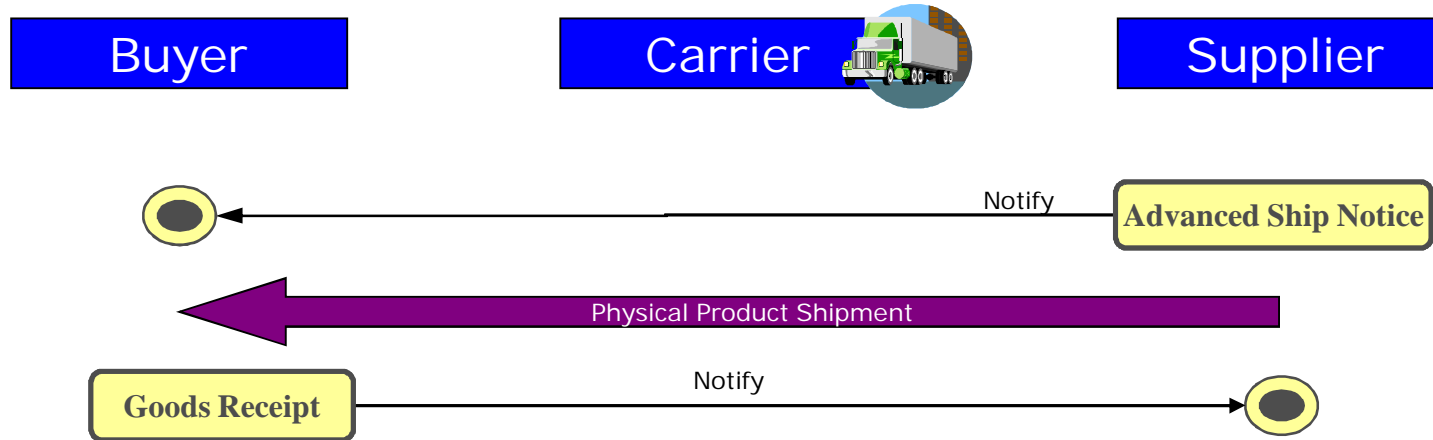
- 3 messages involved

Msg	BOD	Mapped to 9.2	Added to 9.3
PO	ShowPurchaseOrder	216	32
PO Chg	UpdatePurchaseOrder	266	48
PO Cancel	CancelPurchaseOrder	16	0

- Summary of gaps found:
 - ShippingServiceLevelCode not found at Header, Line and Subline level
 - TaxExemptStatus not found at Line and Subline Level
 - No Status code at Subline level
 - No Party type at Line level
 - TransportationTerms and ShippingInstructions not found at Subline level
 - No generic Event structure at header and Line level



Advanced Shipment Notification & Goods Receipt



Intel IT Group Name goes here (optional)



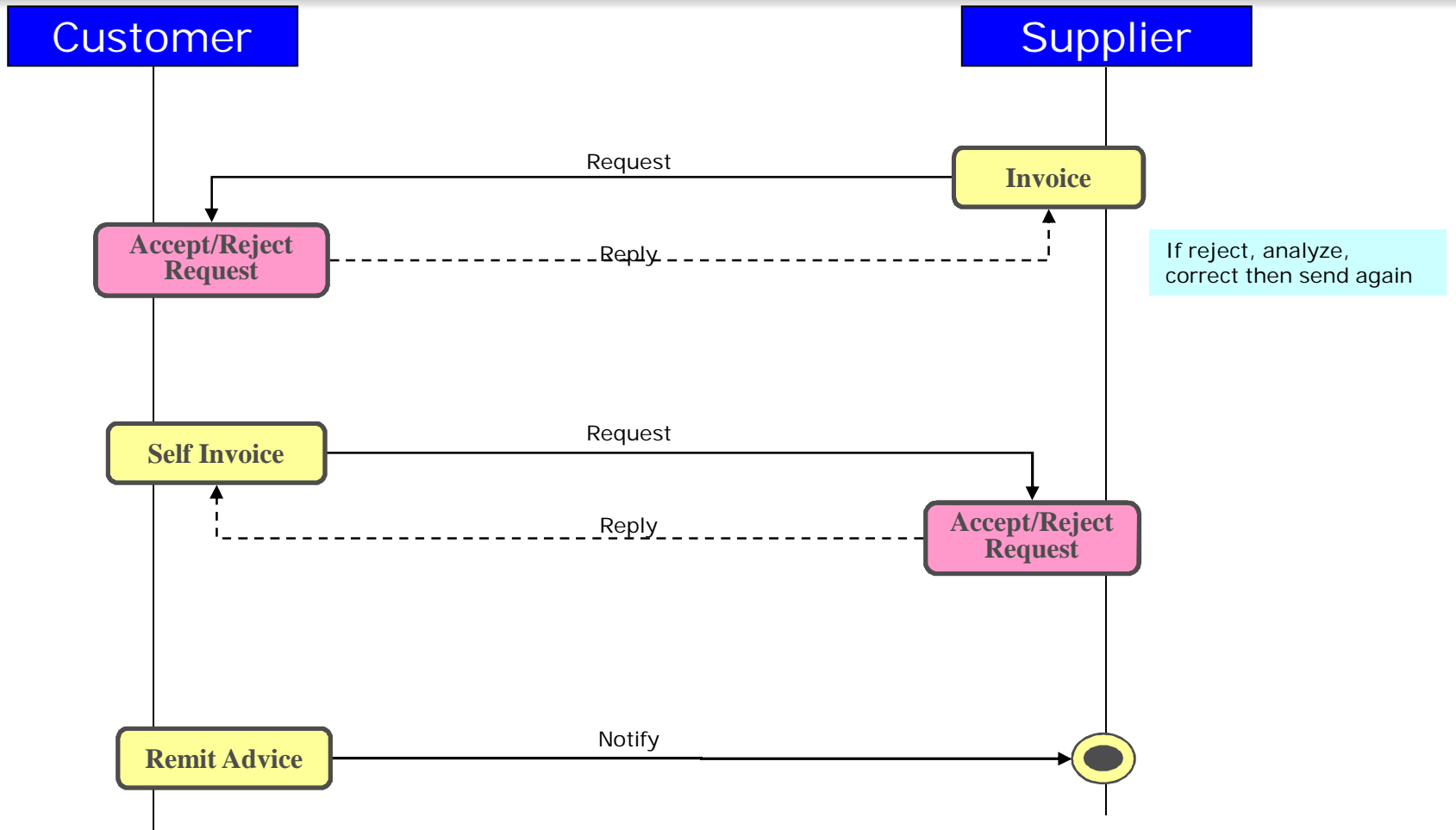
Gaps Identified (ASN & Goods Receipt)

- 2 messages involved

Msg	BOD	Mapped to 9.2	Added to 9.3
ASN	Show Shipment	98	4
Goods Rcpt	Show ReceiveDelivery	42	3

- Summary of gaps found :
 - No DiscrepancyCode and Quantity in LotSerial structure
 - AcceptedQuantity not found at Header level
 - FreightChargeAccountNumber not found at Header level
 - No Type in ShipmentUnit structure
 - Disposition not found at Header level
 - LotSerial not found at Line level

Invoice & Remittance Advice





Gaps Identified (Invoice & Remittance Advice)

- 3 messages involved

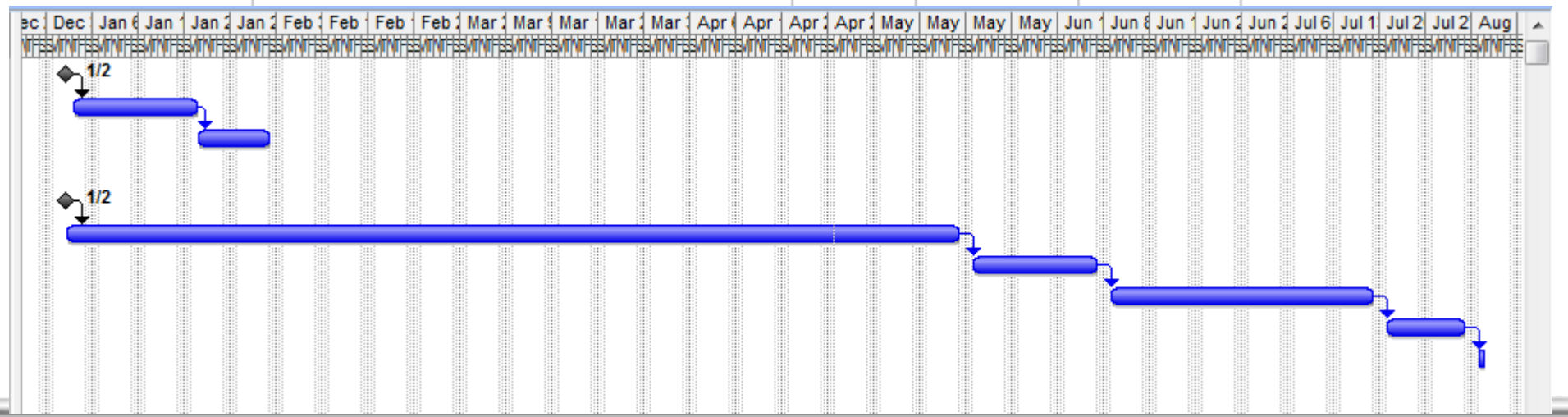
Msg	BOD	Mapped to 9.2	Added to 9.3
Invoice	Show Invoice	190	16
Invoice Cancel	CancelInvoice	21	2
Remittance Advice	TBD *		

- Summary of gaps found :
 - No AccountID in Party structure
 - Party not found at Line level
 - No CountryOfOrigin in Item structure
 - Status not found in Header and Line level
- * Study underway on matching ShowPaymentStatus for Remittance



OAGIS 2008 Release Plan

Task Name	Duration	Start	Finish
OAGIS Release 9.2	0 days	Wed 1/2/08	Wed 1/2/08
Review and Approval	13 days	Thu 1/3/08	Mon 1/21/08
Publication	9 days	Tue 1/22/08	Fri 2/1/08
OAGIS Release 9.3	0 days	Wed 1/2/08	Wed 1/2/08
Construction	98 days	Wed 1/2/08	Fri 5/16/08
Review and Approval - Internal Review	15 days	Mon 5/19/08	Fri 6/6/08
Review and Approval - Public Review	30 days	Mon 6/9/08	Fri 7/18/08
Review and Approval - Final Review and Vote	10 days	Mon 7/21/08	Fri 8/1/08
Publication	1 day	Mon 8/4/08	Mon 8/4/08





Quoting B2B Processing Update

Kai Guiland
December 3, 2008



Objective

- To review a standard quoting model data requirements
- Discuss a draft proposal for aligning the standard industry quote model to the related BOD in OAGi
- To allow quote message alignment with the changes made to Purchase Order, rationalizing the end to end Quote to Cash processing via OAGi BODs



Quoting – Products and/or Services

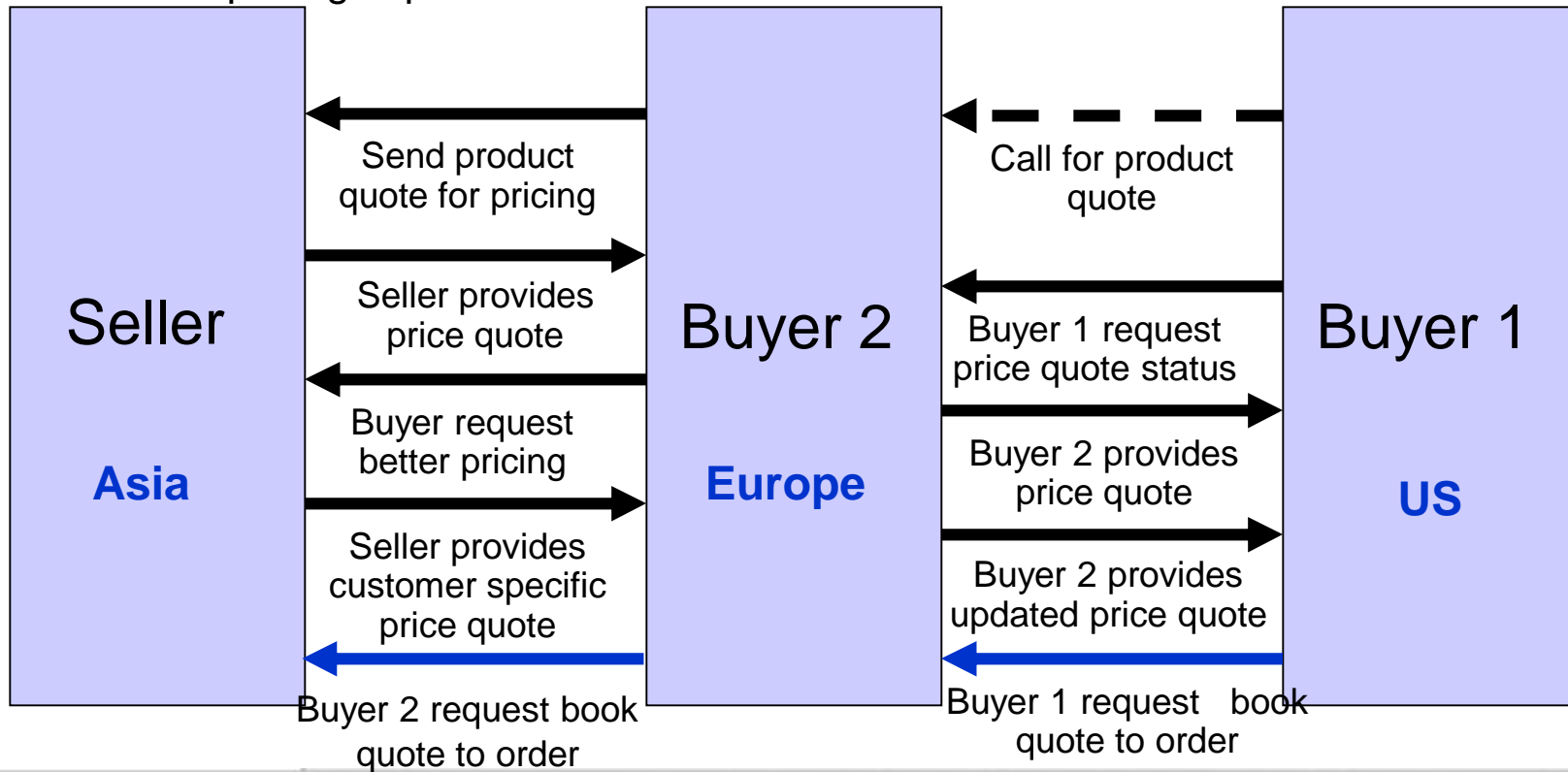
- What is quoting
 - The pricing of goods or services
 - May include customer specific discounts and/or markups
 - Requested by buyers prior to booking, may included guarantees
 - A predecessor to closing the deal

 - Why automate quoting
 - Speed of delivery, reduced human exchanges and delays
 - Accurate, timely information
 - Virtual aggregation of information across multiple systems and entities
 - Collaborative negotiation opportunity sellers and buyers
-

Industry Standard Quoting Model - Product

Standard product quoting solution allows:

- Quote request
- Quote response
- Quote update
- Special pricing – discounts, markups
- Global pricing capabilities





3A1 vs Quote BOD Compare

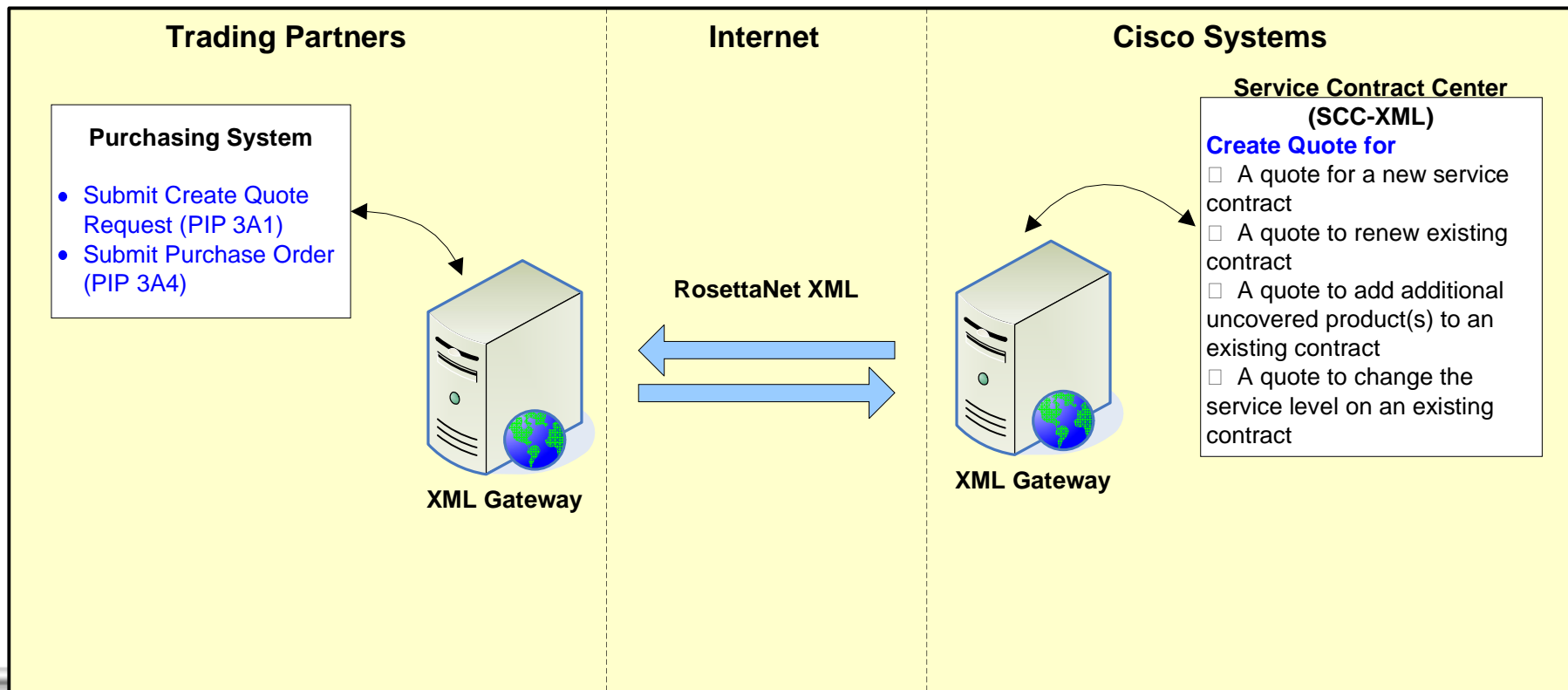
3A1 RequestQuote/QuoteConfirmation – RFQ/Quote

- Business processing issue with existing standards
 - Get Quote has minimum variances
 - Quote Confirmation does not complete the business process
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Industry Standard Quoting Model - Services

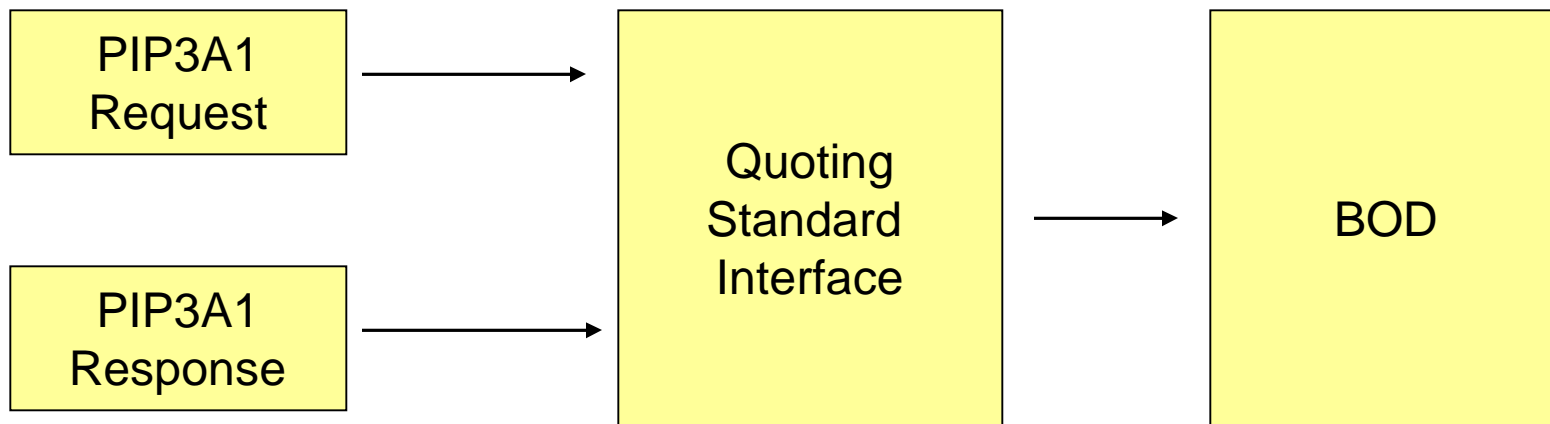
Cisco only uses standard quoting solution to create:

- A quote for a new service contract
- A quote to renew existing contract
- A quote to add additional uncovered product(s) to an existing contract
- A quote to change the service level on an existing contract



Quoting

Align the quote noun based on industry gap analysis requirements



Allowing multiple responses to a single quote request will provide value add by allowing price negotiation electronically, above the existing standards



Workgroup Members

Name	Organization	Role
Kai Guiland	Cisco Systems	Leader
		Co - Leader
Pamela Webber	Cisco Systems	Contributor
Gina Matthews	Intel	Contributor
Yeow Heng Cheong	Intel	Contributor
Bill Wise	IBM	Contributor
Garret Minakawa	Oracle	Contributor
Kai-Yin Gau	SAP	Contributor

Note: WG has met bi-weekly.



RFQ / Quote WG Timeline

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Next Steps

Recommend to Temporarily Suspend Quote WG

Why suspend?

- Limited supply chain representation
- Key quote business process experience limited
- Inconsistent participation

Recommendation

- Report on adjustments recommended to OAGi Quote BODs
- Schedule Call for Participation in Q1 2009
- Target release 9.5 schedule for implementation
- Restart will be based on
 - Appropriate supply chain representation – ie. Distis, CMs, Suppliers, SPs, cross-verticals (as appropriate)
 - Firm commitment from WG participants



Kai's Contact Information

Kai Guiland
Solution Program Manager
Enterprise B2B

kguiland@cisco.com

Phone: 408.525.7122

Mobile: 408.656.4075



OAGi Collaborative Forecast Update

December 2nd, 2008



Scope

- Develop Business Network Integration standards that provide High Tech supply chain companies the process and technical standards needed to integrate with their business network partners.
- This would include, but is not limited to, the line of business functions collaborative forecast and response.
- Provide implementation guidelines for messaging sequencing (choreography), message transformations, and state management
- Scenarios affected
 - Strategic (long range) Forecast / Response
 - Tactical (short range) Forecast / Response
 - Including release against a blanket PO
 - Include trigger (consumption)



Workgroup Members

Name	Organization	Role
Elisa Surjono	Intel	Leader
		Co - Leader
Kai Guiland	Cisco Systems	Contributor
Brad Vandehey	Cisco Systems	Contributor
Pamela Webber	Cisco Systems	Contributor
Crystal Gocka	Cisco Systems	Contributor
John Cartwright	Intel	Contributor
Gina Matthews	Intel	Contributor
Yeow Heng Cheong	Intel	Contributor

Note: WG meets bi-weekly on Wednesday from 4:00 – 5:00 p.m. PST



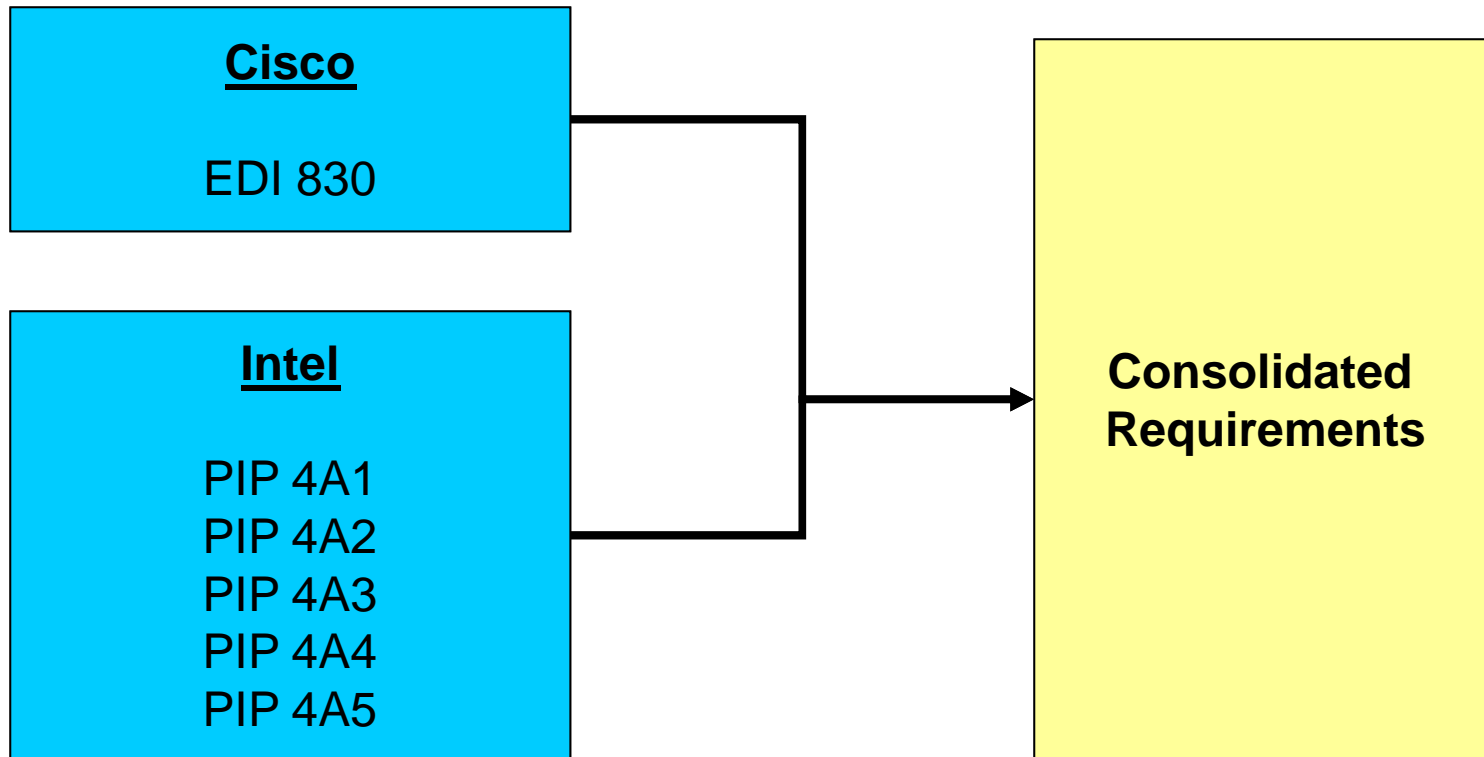
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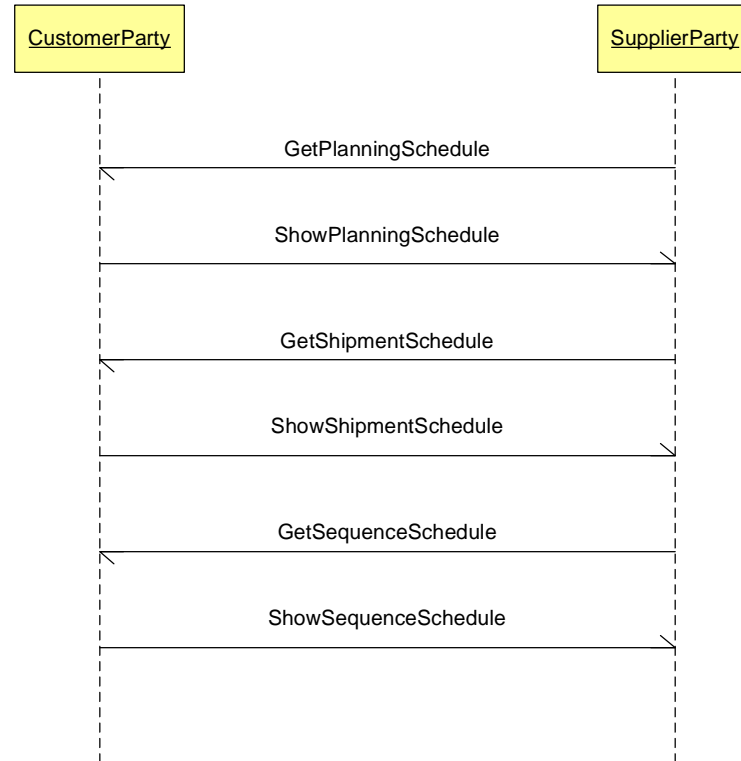


Requirements Gathering

Intel + Cisco

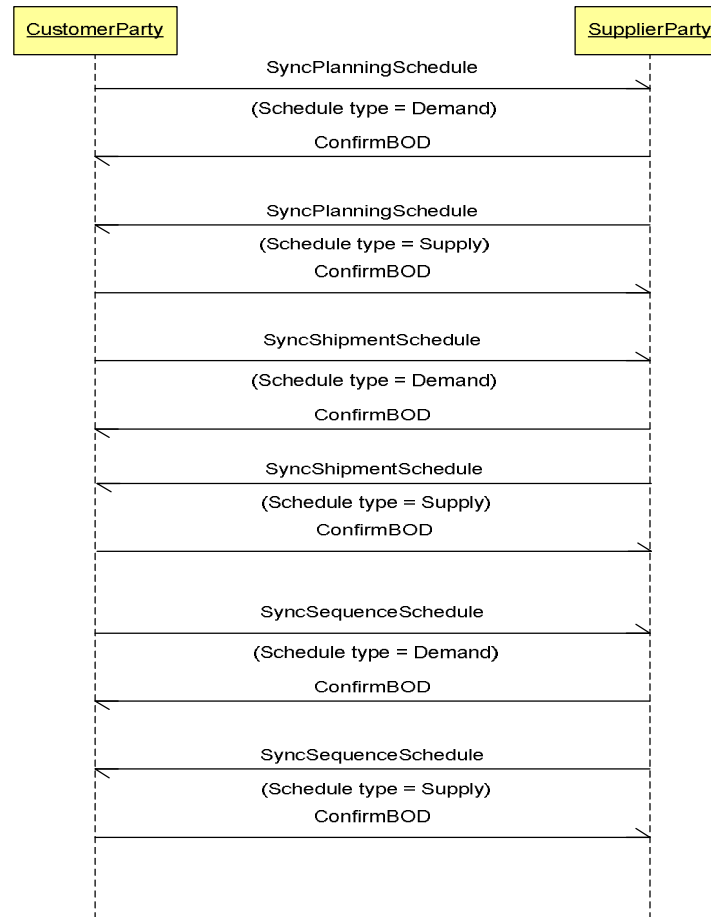


Planning Schedule Scenario

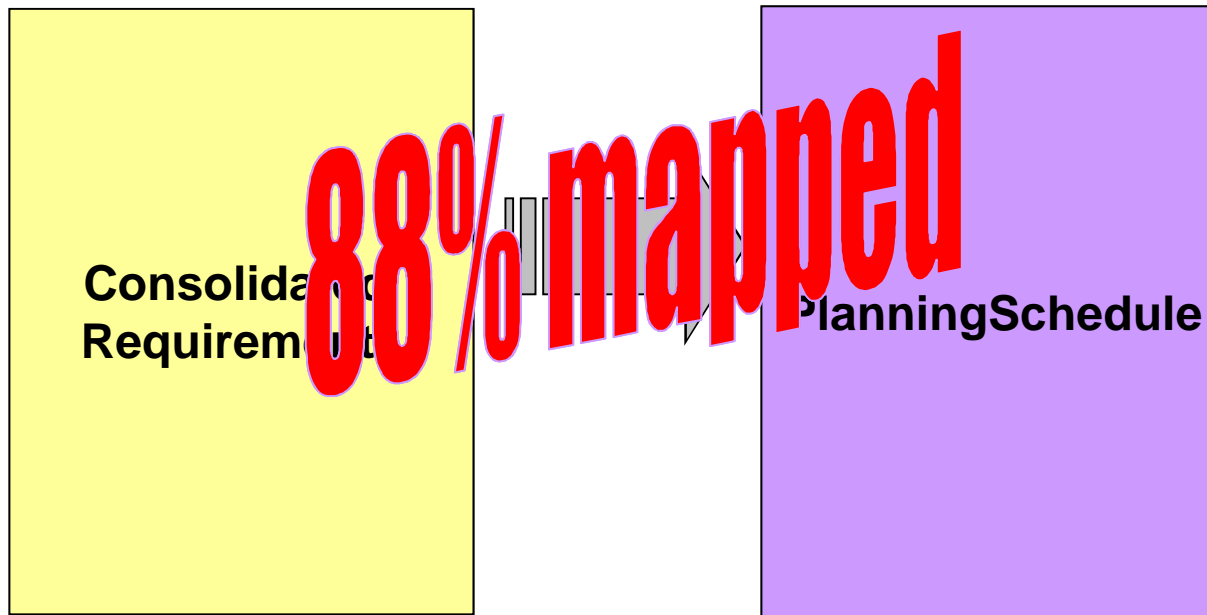




Planning Schedule Scenario - continued



Mapping with PlanningSchedule(Noun)





Summary

Msg	BOD	Fields Used Today	Mapped to 9.3	To be added to 9.4
PIP4Ax + EDI 830	ShowPlanningSchedule	106	94	12

- Identified Gaps

- ProductInventory not found at line and detail level
- Missing RevisionNumber at line level
- UnitPrice not found at line level
- No ProductReceiptReference at line level



Next steps: Call To Action

- Get additional forecast requirements
- Consolidate all requirements
- Perform fit/gap analysis
- Recommend change to existing/create new BODs by January 30th, 2009 deadline

***Additional representation and requirements
from other HT companies needed***



Interested to join/ Need information?

- Contact Elisa Surjono: elisa.surjono@intel.com
- Contact John Cartwright:
john.m.cartwright@intel.com
- Contact David Connelly: dmconnelly@oagi.org

Intel IT Group Name goes here (optional)



Appendix



Collaborative Forecast/Response Project Definition Signature Page

- By signing this Project Definition you are agreeing to make a contribution to this Working Group
- The scope of the contribution is constrained to the scope definition in this Project Definition.
- The complete definition of a contribution and the terms under which the contribution are made is described in the OAGi Intellectual Property Policy, which is available on our web site here:
<http://www.oagi.org/downloads/IPPolicy/2005%200628%20OAGi%20IPR%20Agreement.pdf>
- This page is to be emailed or faxed to OAGi staff
- Fax 801 740 0100 Email dmconnelly@oagi.org

Authorized Signature

Name Printed

Organization Name

Date



Quoting B2B Processing Update

Kai Guiland
December 3, 2008



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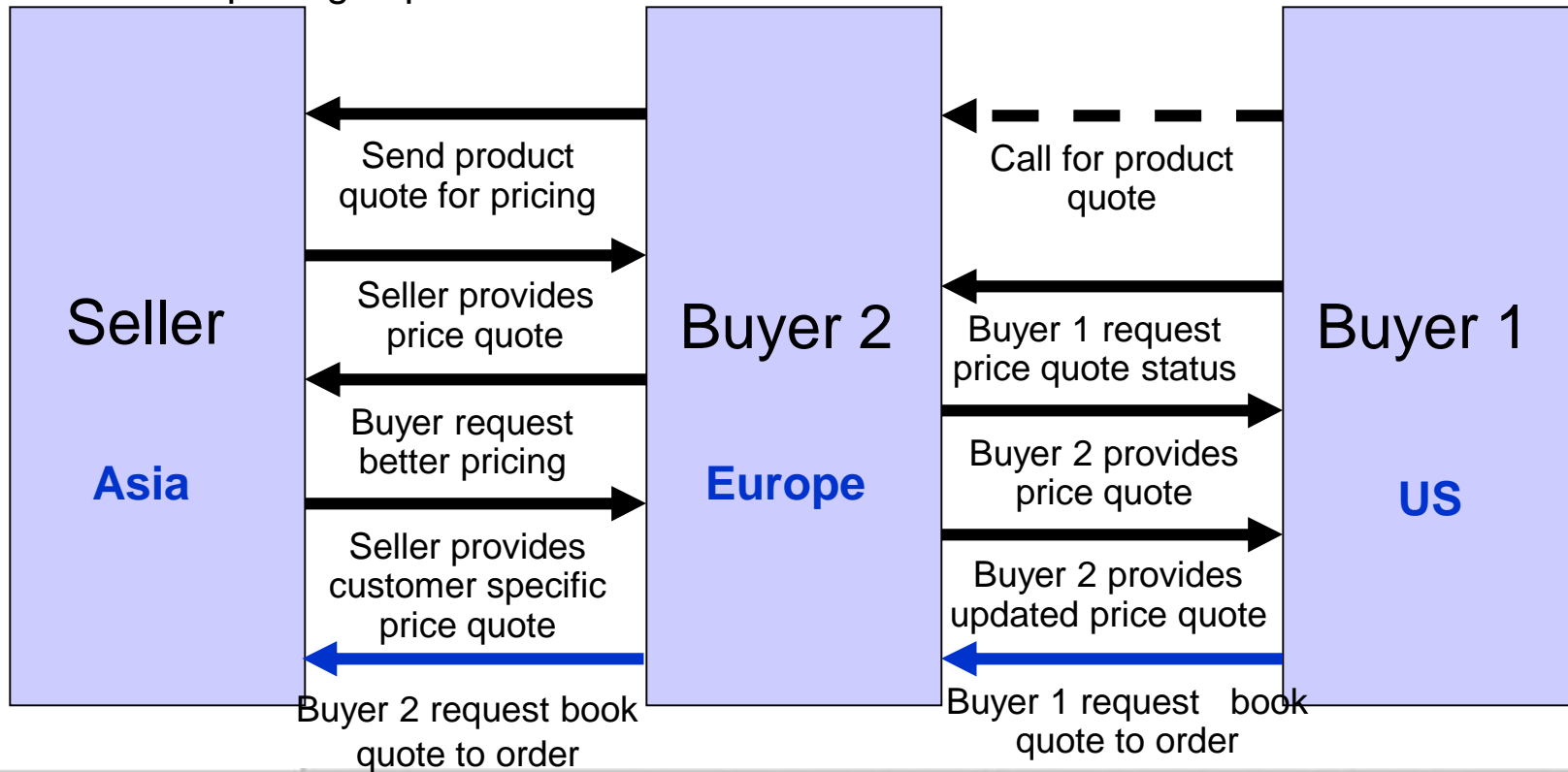
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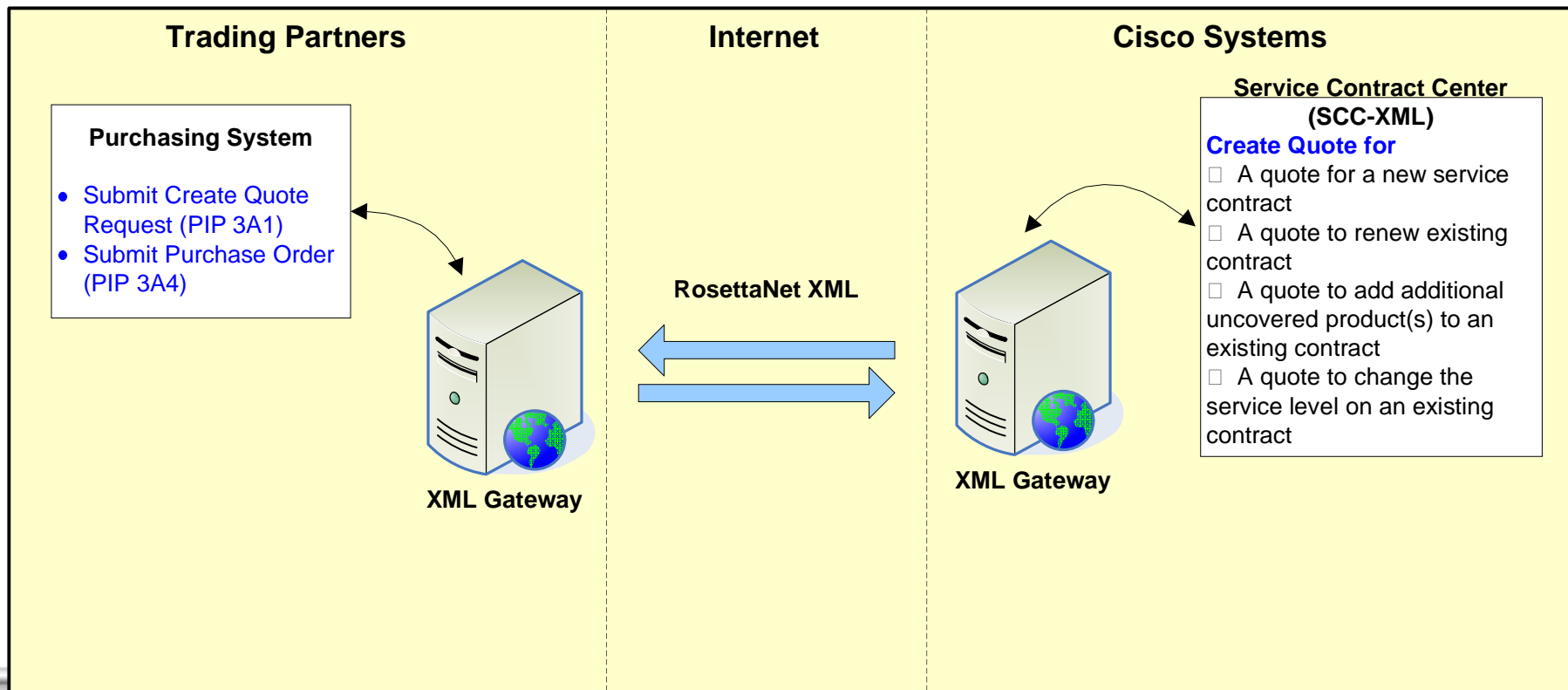
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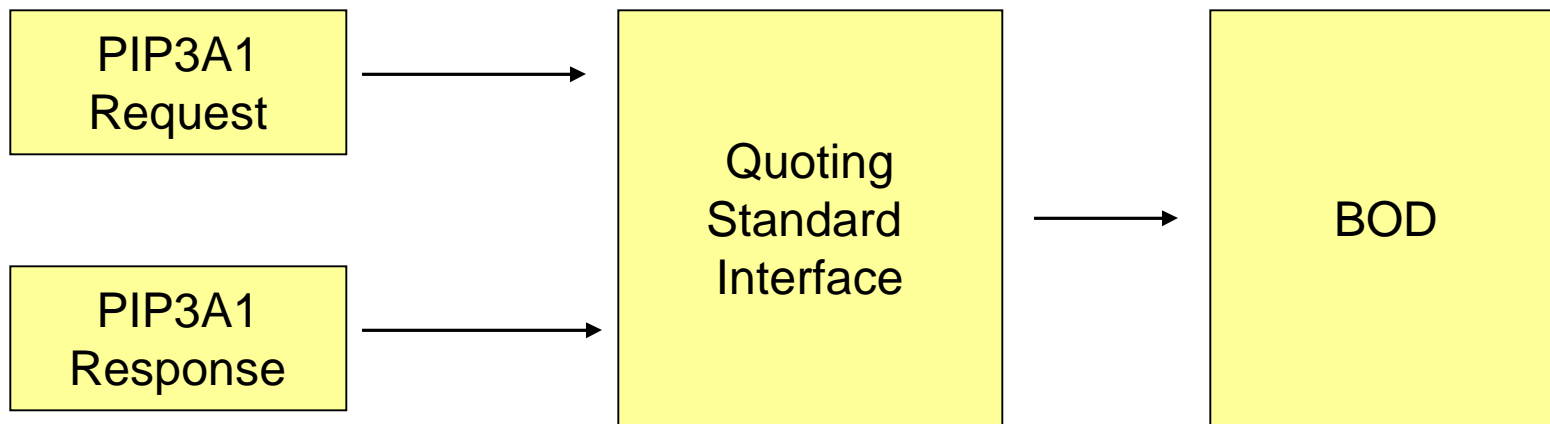
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Enterprise B2B

kguiland@cisco.com

Phone: 408.525.7122

Mobile: 408.656.4075



OAGI HT Council Next Steps

- Complete requirements for Collaborative Forecasting/Response
- Feedback/Release/Publish of OAGIS 9.4 specification
- Work being queued for 9.5 release:
 - QuotetoOrder (Q2O)*
 - Transportation/Logistics*
 - Shipment Request
 - Pick/Pack Confirmation
 - Shipment Cancellation
 - 3PL Inventory Reconciliation
- Prioritize additional HT needs:
 - Design Win
 - Collaborative Design
 - Customs processes
 - Others?

* *New Workgroup forming – if your company is interested in joining, please contact John Cartwright (john.m.cartwright@intel.com)*



Questions?



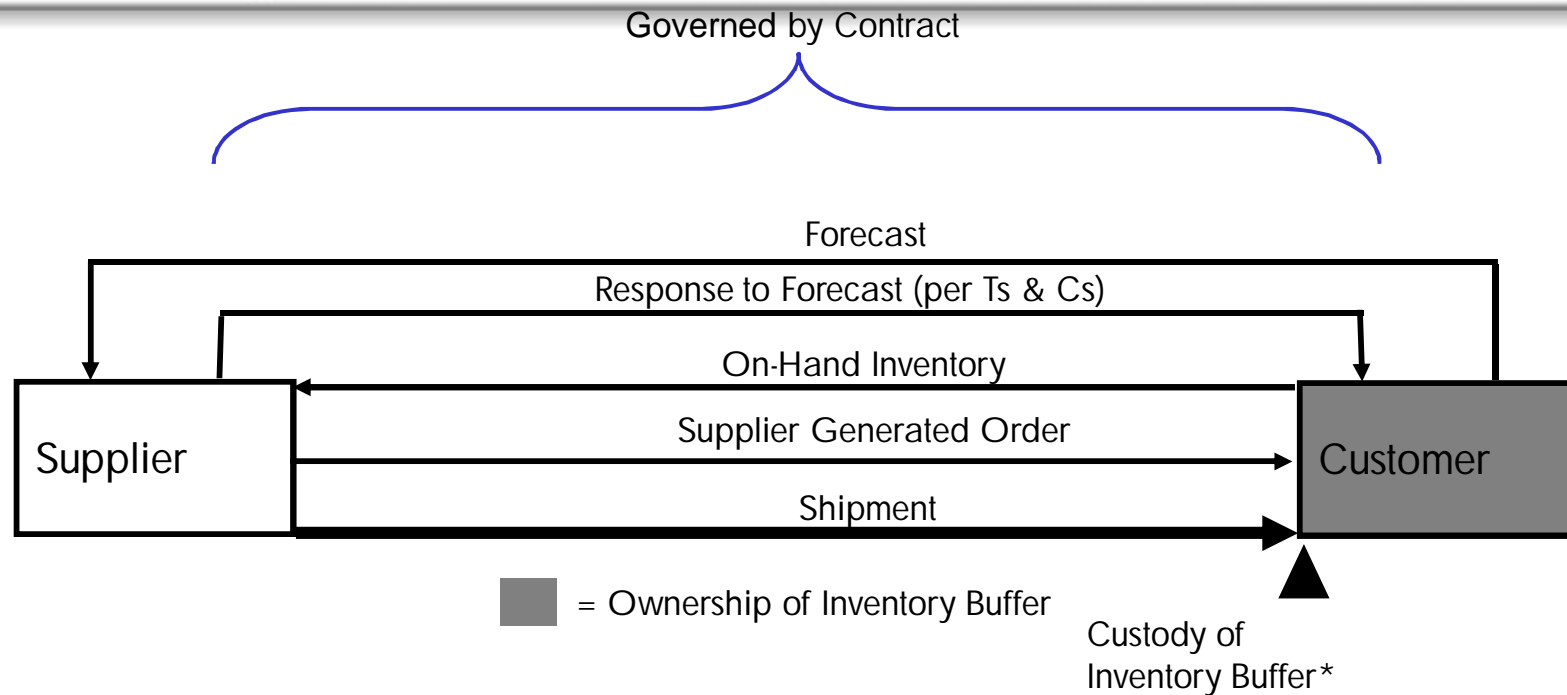
Back up

Standard Vendor Managed Inventory Model

- The Standard Vendor Managed Inventory (VMI) collaboration model involves the use of a dedicated inventory buffer owned by the customer at the customer's site or customer's agent site. The inventory buffer is in the custody of the customer or a third-party logistics provider (3PL) contracted by the customer. The customer gives the supplier the responsibility and authorization to plan replenishments into this buffer on behalf of the customer.
- The customer periodically shares a rolling forecast (representing gross demand) and on-hand inventory information to the supplier which the supplier uses to plan replenishment into the inventory buffer based on agreed replenishment policy/rules**. The forecast horizon, the forecast granularity, and the frequency for sending the forecast is agreed upon upfront by the customer and the supplier. The supplier notifies the customer of a replenishment order initiated and planned by a supplier so that the customer can create a corresponding purchase order. On a routine basis, the customer sends order IDs to the supplier for identifying the purchase orders generated by the supplier. Inventory ownership is passed on to the customer at time of replenishment to the customer.
- The supplier provides the customer with a delivery notification, tracks in-transit shipments, provides shipment status to the customer, and resolves any transportation issues with the carrier as they arise.
- This kind of a vendor managed inventory (VMI) relationship is more prevalent between a consumer products company and its channel distributors or retailers.

** Replenishment Policy Variants: (1) Dynamic reorder point (required buffer stock specified as DOS based on forecast); (2) Static Reorder Point (to be negotiated at regular interval)

Standard Vendor Managed Inventory Model - Basic Flow*



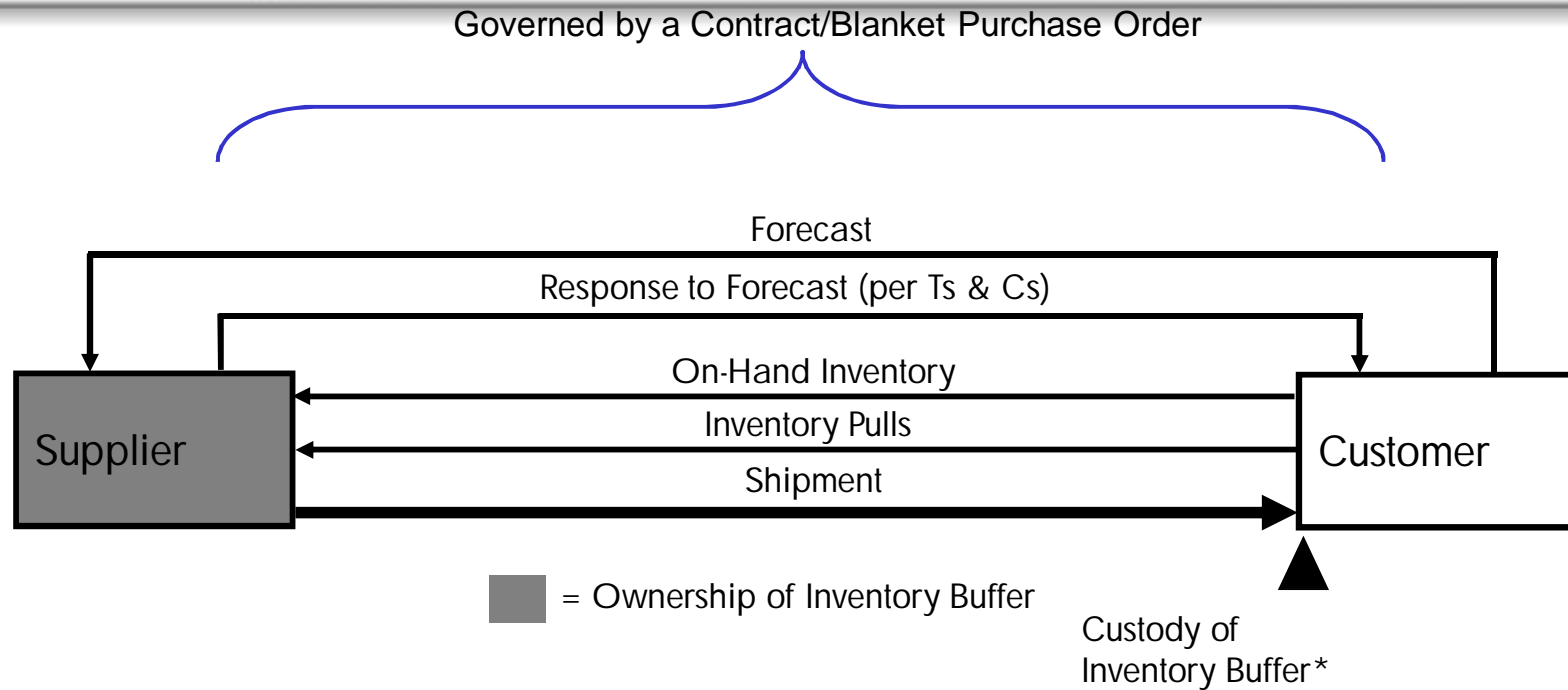
**The inventory buffer may be physically located at either the Customer's site or Customer's agent site.*

* This is a simplified flow of message exchange used purely for illustration.

Consigned Vendor Managed Inventory Model

- The Consigned Vendor Managed Inventory (VMI) collaboration model involves the use of a dedicated inventory buffer owned and maintained by the supplier for a given customer's site. This inventory buffer is located at or close to the customer's site and is in the physical custody of either the customer or a third-party logistics provider (3PL) designated by the customer.
- The customer periodically shares a rolling forecast (representing gross demand) to the supplier specifying the volumes it expects to consume and the supplier provides a response to the forecast. The forecast horizon, the forecast granularity, and the frequency for sending the forecast is agreed upon upfront by the customer and the supplier. The supplier plans and replenishes the inventory buffer based on available on-hand inventory, shipments in-transit, the forecast, and the agreed upon replenishment policy/rules**.
- The supplier provides the customer with a delivery notification, tracks in-transit shipments, provides shipment status to the customer, and resolves any transportation issues with the carrier as they arise.
- The customer pulls inventory as needed and reports pulls and on-hand inventory to the supplier on a periodic basis.
- Model Variants**
 - Consignment inventory in the custody of the customer
 - Consignment inventory in the custody of a third-party logistics provider (3PL) Hub that is designated by the customer
 - Consignment inventory without replenishment planning by supplier – The customer does the required buffer planning and sends the net replenishment plan to the supplier instead of the gross-demand

Consigned Vendor Managed Inventory Model - Basic Flow*



*The inventory buffer may be physically located at either the Customer's site or Customer's agent site.

* This is a simplified flow of message exchange used purely for illustration.

Dynamic Vendor Managed Inventory Model

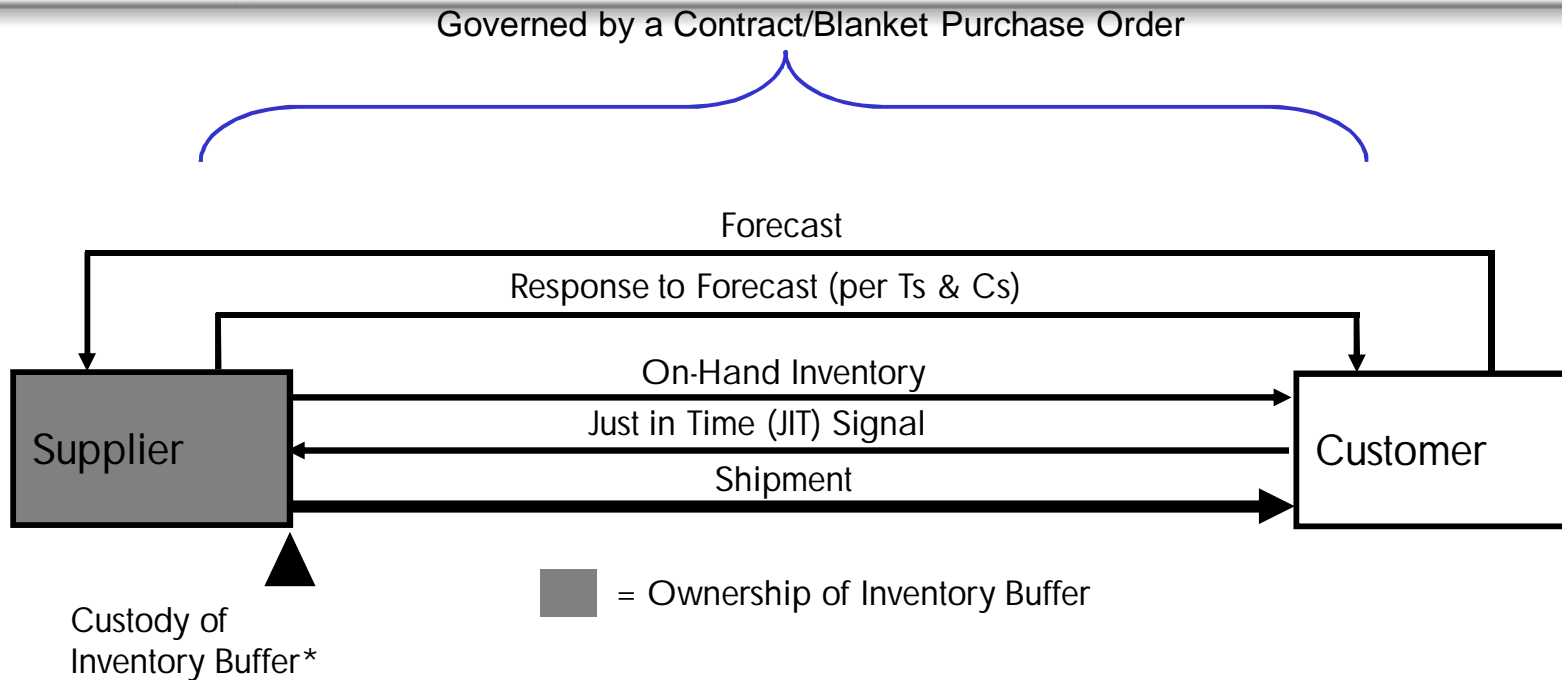
- The Dynamic Vendor Managed Inventory collaboration model involves the use of a dedicated inventory buffer for the customer at the supplier's site or supplier's agent site. The inventory buffer can be physically or virtually segregated by customer/customer site.
- The customer periodically shares a rolling forecast (representing gross demand) with the supplier and the supplier provides a response to the forecast. The forecast horizon, the forecast granularity, and the frequency for sending the forecast is agreed upon upfront by the customer and the supplier. The supplier plans and replenishes the inventory buffer based on available on-hand inventory, forecast, and agreed upon replenishment policy/rules**. The supplier commits to providing a certain service level (fill rate) to the customer.
- The supplier provides the customer with visibility, on a regular basis, to on-hand inventory that is allocated to the customer. Shipments to the customer are made in the short-term horizon against discrete Just in Time (JIT) signals (also called delivery call-off signals) sent by the customer authorizing the supplier to ship products in the specified quantities to the designated location. Often the JIT signal from the customer is embedded in the customer's forecast.
- The supplier monitors the inventory buffer against the forecast provided by the customer and attempts to identify opportunities to re-allocate existing inventory buffer quantities, which the customer has indicated via their forecast is no longer needed, to another of the supplier's customers that has identified, via their forecast, a need for additional product quantities over what has been previously forecast. When an opportunity is identified, the supplier may proceed with re-allocating the inventory buffer from one customer and to another, depending upon the terms and conditions established with both customers, provided that the change does not adversely impact agreed upon service levels.
- This model is typically utilized when a) a product is of standard design (not customized), b) a product is regularly constrained, c) when there is significant volatility in the Supply Chain, d) when the product has a long lead time, and/or e) when the accuracy level of the customer's forecast is known to be low or inconsistent. When properly executed, it has the potential over time to benefit all of a supplier's customers, by smoothing out Supply Chain volatility that is caused by the factors listed above.

• Model Variants

- **Usage with Forecast and PO mechanism** - Useful if the inventory buffer is used to provide negotiated flexibility to multiple customer sites

** Replenishment Policy Variants (1) Dynamic reorder point (required buffer stock specified as DCS based on forecast), (2) Static Reorder Point (to be

Dynamic Vendor Managed Inventory Model - Basic Flow*



*The inventory buffer may be physically located at either the Supplier's site or Supplier's agent site.

* This is a simplified flow of message exchange used purely for illustration.

Questions?

* This is the time to address any questions not asked during the presentation.



