Digital Interoperability and Data Stewardship

Best Practices for Commercial Transactions
Digital Integration between Operator’s P2P & Supplier’s O2C
Digital Integration between Operator’s P2P & Supplier’s O2C

SOURCING  ORDERING  FULFILLMENT  PAYMENT

COMMERCIAL CONTRACT TERMS

DIGITAL COMMERCIAL TRANSACTIONS
End-to-End Digital B2B Data & Document Exchange

**P2P**
- Sourcing RFI/RFP
- Master Data Management
- Contract Management
- Catalogs
- Request for Quote
- Purchase Requisition
- Purchase Order
- Goods Receipt/Service Entry
- Field Ticket Response
- Invoice Response
- Payment Remittance Advice

**O2C**
- Bid Response
- Catalog Data
- Quote Provided
- PO Change/Confirmation
- Field Ticket/Delivery
- Invoice
- Payment Received

Worldwide use of PIDX Standards

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**CONTRACT TERMS**

**COMMERCIAL TRANSACTIONS**

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What is a Trade Secret?
What is a Trade Secret?

Trade secrets are intellectual property (IP) rights on confidential information which may be sold or licensed.

What qualifies as a trade secret?

In general, to qualify as a trade secret, the information must be:

- commercially valuable because it is secret,
- be known only to a limited group of persons, and
- be subject to reasonable steps taken by the rightful holder of the information to keep it secret, including the use of confidentiality agreements for business partners and employees.

The unauthorized acquisition, use or disclosure of such secret information in a manner contrary to honest commercial practices by others is regarded as an unfair practice and a violation of the trade secret protection.

Digital Integration between Operator’s P2P & Supplier’s O2C

- SOURCING
- ORDERING
- FULFILLMENT
- PAYMENT

COMMERCIAL CONTRACT TERMS

DIGITAL COMMERCIAL TRANSACTIONS
Digital Integration between Operator’s P2P & Supplier’s O2C

SOURCING  ORDERING  FULFILLMENT  PAYMENT

COMMERCIAL CONTRACT TERMS  DIGITAL COMMERCIAL TRANSACTIONS

TRADE SECRET
Operators and Suppliers transact using PIDX standards in a point-point manner (Direct Integration Model).

The data transacted is co-owned by the parties to the transaction, Operator and Supplier.

This could be a direct integration, Operator to Supplier or through an Operator's Service Provider to aggregate the Supplier integration (3-Corner Model).
Use of confidentiality agreements for business partners

Direct Integration – Commercial Agreement with Data Stewardship Cover

3-Corner Model – Commercial Agreement between Operator and Service Provider
COMPLEX WEB OF DIGITAL TRADING PARTNERS

650+ Operators Transacting Across 45+ Different Service Provider Networks
Digital Integration between Operator’s P2P & Supplier’s O2C

DATA PROTECTION & OWNERSHIP

SOURCING → ORDERING → FULFILLMENT → PAYMENT

COMMERCIAL CONTRACT TERMS

DIGITAL COMMERCIAL TRANSACTIONS
# Digital B2B Transactions and Data Stewardship

## P2P
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**CONTRACT TERMS**

**COMMERCIAL TRANSACTIONS**
## Digital B2B Data Stewardship

### PIDX Transaction

![PIDX Transaction Diagram](image)

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### Attachment Support

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### Business Processes

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## Digital B2B Data Stewardship

![Diagram showing PIDX Transaction flow between Supplier's ERP and Buyer's ERP](image)

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The 4-Corner B2B Network

Suppliers connect to their Access Point or Service Provider, Buyers are connected to their Access Point or Service Provider.

The data transacted is co-owned by the parties to the transaction, Operator (Buyer) and Supplier. All data owners connect to their own Service Provider once to reach all other trading partners irrespective of Access Point.

The network usage policy governs the data stewardship, all parties agree to the policies of the network, data stewardship and data aggregation is baked into the use of the network.

All service providers are integrated with the same capabilities on the eDelivery Network.
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AS4 (Applicability Statement 4) is an open standard for the secure and payload-agnostic exchange of Business-to-Business documents using Web services. Secure document exchange is governed by aspects of WS-Security, including XML Encryption and XML Digital Signatures. Payload agnosticism refers to the document type (e.g. purchase order, invoice, etc.) not being tied to any defined SOAP action or operation.

- Support for SOAP 1.1 and 1.2 enveloping structure
- Payload agnosticism
- Support for single or multiple payloads contained either within the SOAP body or as SOAP attachment(s)
- Support for payload compression
- Support for message-level security including various combinations of XML Digital Signature and/or XML Encryption
- Support for X.509 security tokens and username/password tokens
- Support for business receipt of non-repudiation similar to the Message Disposition Notification (MDN) used by AS2 and specified as an XML schema by the ebXML BPSS group
- Support for the ebMS 3.0 One-Way/Push message exchange pattern with support for either synchronous or asynchronous responses
- Support for the ebMS 3.0 One-Way/Pull message exchange pattern which is beneficial for exchanging documents with non-addressable endpoints
Call to Action for PIDX

Look into adding AS4 as a secure transport mechanism to the PIDX Transports

Explore the viability of a 4-Corner Delivery Network for PIDX Transactions

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