

RosettaNet Moves Forward

The RosettaNet (www.rosettanet.org) consortium appears to be on track to deliver an industrywide set of business and technical communications protocols to align both the processes and the technologies between organizations in a global supply chain.

So far, the independent, self-funded consortium has developed a series of eXtensible Markup Language (XML) partner interface processes (PIPs) that define how business processes are conducted between IT manufacturers, software publishers, distributors, resellers and corporate end users.

According to consortium officials, the PIPs are developed by analyzing supply chain processes, identifying misalignments, and designing standard solutions that make it possible to build and expand global trading and fulfillment relationships. In this sense, the standards-setting body is unusual because it not only concerns itself with the technical protocols and performance of software, hardware and network services, but also harmonizes business conventions and management procedures to facilitate a rich flow of inter-corporate communications.

The PIPs themselves define what RosettaNet officials call XML dialogs. They describe specific procedures for:


- ◆ managing product subscriptions
- ◆ distributing new product information
- ◆ querying product information
- ◆ querying technical information

- ◆ querying price and availability
- ◆ transferring shopping carts
- ◆ managing purchase orders
- ◆ querying order status
- ◆ distributing order status
- ◆ distributing stock keeping units (SKUs)

Companies that so far have reported readiness of internal business process alignments with selected PIPs include Avnet, Cisco Systems, Compaq Computer, Computacenter, Federal Express, GSA, Insight, Intel, MicroAge, NEC Technologies, Netscape, Solectron, Tech Data and UPS.

Trading partners that have reported readiness and are also exchanging PIPs in pilot or production mode include Intel and Arrow Electronics; Hewlett-Packard and SAP; 3Com and CompUSA; and Ingram Micro with CompUSA.

“RosettaNet is moving at Internet speed to develop and deliver quality eBusiness process standards,” says RosettaNet CEO Jennifer Hamilton. “The standardized business interface process could well be the foundation of how companies do business in the digital economy.”

More than 250 companies, representing over \$1 trillion in annual information technology and electronic components revenues, currently participate in RosettaNet’s standards development, strategy and implementation. 



Consortium continues to deliver XML-based business and technical standards initiatives

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