

National Electronic Commerce Coordinating Council Survey
Purchasing Electronic Commerce Systems - Vendor Survey

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<i>Name(s) of Product(s) and Modules</i>	<i>Functions Performed</i>	<i>Platform Used</i>	<i>Cost</i>
The Commerce Chain Solution™ by Commerce One consists of two product components – BuySite™ , Electronic Procurement Application, and MarketSite™ , Open Marketplace Platform. BuySite automates the internal procurement process from requisition to order, and MarketSite that automates supplier interactions from order to payment. More detail is contained below.			

BuySite 5.0 Enterprise Edition - an intranet procurement application installed and maintained at a customer site (most often a Fortune-1000 level company) that automates the company's complete internal procurement process from requisition to order, while providing the business intelligence required to make sound, cost-effective purchasing policies. BuySite 5.0 Hosted Edition - an extranet procurement application designed to be installed and operated by a third party, such as a commerce service provider, that offers electronic commerce services to small and medium sized enterprises.	Please see the BuySite's extensive functionality detailed on the page below.	The Commerce Chain™ Solution leverages the Microsoft platform. Key components of this architecture include Microsoft NT, Microsoft SQL Server, Microsoft IIS (web server), Microsoft Index Server and Microsoft Site Server.	Subject to the client's requirements .
MarketSite 3.0, Open Marketplace Platform - a powerful new paradigm in the business to business e-commerce market. MarketSite moves beyond closed, application-driven network models. Built upon revolutionary XML technology, MarketSite 3.0 provides a platform for the bi-directional exchange of business documents, globally linking buyers, suppliers and service providers in a robust, interactive transactive environment. MarketSite.net - the first open, business to business marketplace portal, deployed using the MarketSite 3.0 platform and operated by Commerce One. It provides a comprehensive marketplace solution with a pre-packaged set of commerce services to lower the cost and accelerate the adoption of electronic commerce for all trading partners.	Please see the MarketSite's extensive functionality detailed on the page below.	The Commerce Chain™ Solution leverages the Microsoft platform. Key components of this architecture include Microsoft NT, Microsoft SQL Server, Microsoft IIS (web server), Microsoft Index Server and Microsoft Site Server.	Subject to the client's requirements .

Name(s) of Product(s) and Modules	Functions Performed Purchasing, Consumables, etc
BUYSITE FUNCTIONALITY User Interface - a well designed UI that is intuitive and easy-to-use. Product selection - an individual searches the multi-supplier catalog using BuySite's powerful search engine based on Microsoft SQL Server 7.0 and then selects from the list of approved goods and services. Searches can be done via keywords or by drilling down in a product category. Detailed descriptions and multimedia presentations provide product information while real-time connectivity to suppliers via MarketSite enables end-users to tap directly into each vendor's inventory management system to ascertain product pricing and availability. To make product selection faster and easier, BuySite Favorites lets users bookmark frequently ordered items into a Favorites List that they can quickly access during a BuySite session. The Favorite Personal Requisitions feature lets users store requisitions as templates for re-use at a later time. BuySite is also integrated with the Sabre BTS travel management solution, enabling users to book all of their travel arrangements from the single starting point of BuySite. It can also complete the commerce cycle by managing expense reports after an employee's travel arrangements have occurred. Requisitions - after a user selects goods, services or travel for purchase, BuySite automatically creates a new requisition based on the user's profile. Alternatively, a user can re-order using an existing requisition. Users wanting to provide suppliers with additional information can include attachments—such as diagrams for custom work, blueprints, or terms and conditions—to the requisition. In addition, BuySite leverages partnerships with TaxWare and TanData to optionally deliver accurate tax and freight calculations for each requisition to the end-user. Based on an organization's business rules, the system either sends the requisition to an approving manager or directly on to the suppliers as purchase orders. Approvals - BuySite routes each requisition to the appropriate individuals, roles or groups for approvals based on business rules specifying conditions such as the amount of the requisition or the type of commodity being purchased. The first individual whose approval is required receives a notification via e-mail. With a click of the mouse, the approving manager approves or rejects the requisition. Based on that response, BuySite then routes the requisition to the user, the next approver or the supplier. BuySite's workflow system enables an organization to model its internal approval processes within BuySite for maximum control and leverage. Key features of the workflow capabilities of BuySite include: ▪ Multiple levels of approval - depending on an organization's structure, any number of approval levels can be modeled in BuySite. ▪ Approval delegation - individuals who must approve purchase requisitions can delegate their approval authority to another individual if they are not going to be available to handle approvals. ▪ Graphical depiction of approval chain - at any point in the approval process users can access an easy-to-read graphic identifying the location of the requisition in the approval process. ▪ E-mail notification - e-mails stating the status of a requisition can be delivered to both end-users and requisition approvers at any stage in the approval process depending on stated business rules. ▪ Integration with third-party workflow systems - BuySite can be integrated with third-party workflow systems, giving users the option of leveraging prior infrastructure investments. BuySite is integrated with KeyFile's KeyFlow, a workflow system that uses Microsoft Exchange Server as its routing infrastructure. ▪ Integration with third-party ERP systems - BuySite seamlessly links with existing ERP systems so that organizations can fully integrate the BuySite workflow into existing accounting, purchase order and payment capabilities. Status - users wanting to check a requisition's status can use BuySite to display an intuitive diagram depicting the precise location of the requisition in the approval process. Once the requisition has been converted to purchase orders, users check an order's status using MarketSite's tracking services. The supplier's back-end order management system can be queried for detailed status of a purchase order. If they have already shipped the goods, Commerce One's partnerships with TanData and UPS help deliver up-to-the-minute package tracking to the end-user.	

Name(s) of Product(s) and Modules	Functions Performed Purchasing, Consumables, etc
BUYSITE FUNCTIONALITY (continued.) Receiving - users can receive both goods and services at their desks via BuySite's desktop receiving module. Information is stored as a receipt transaction that is later used to evaluate supplier performance at the point of receipt. This data becomes part of the Advanced Marketplace Intelligence used by purchasing organizations to evaluate suppliers and negotiate new contracts. In addition, desktop receiving provides critical information to enable reconciliation for payment purposes. Payment - BuySite 5.0, Enterprise Edition, facilitates purchasing card reconciliation to enable full functional payment capabilities. This involves taking a statement feed from the financial institution and then matching that information with the purchase orders that were created and their corresponding acknowledgements of receipt. SmartForms - are an extensible form mechanism that makes it easy to customize BuySite to adapt to your individual business processes. For example, maybe an employee uses BuySite to hire temporary personnel from an agency listed in the BuySite catalog. As part of the requisition, a SmartForm appears asking the user to describe his service needs including start date, end date, the maximum number of hours needed, skills required and so on. The Smart Form can be viewed and/or modified during each stage of the BuySite procurement process such as requisition creation, approvals and PO creation and also can be sent to the supplier, along with the purchase order, to convey the critical information captured.	
MARKETSITE FUNCTIONALITY For more than two years Commerce One has been delivering the Commerce Chain™ Solution, an Internet-based marketplace for indirect procurement. MarketSite.net™, built upon MarketSite 3.0, evolves the Commerce One solution from a single application driven procurement trading community to an open business- to-business marketplace. Key capabilities and features of MarketSite.net include: • Unprecedented scale – the largest and most comprehensive assemblage of MRO buyers, e-commerce services and suppliers - over 5000 suppliers available. • Open buying and selling application support – easily accessible by a wide range of trading partners on a global basis. • Hosted applications - supports buyers and suppliers of any electronic commerce capability. • Automated transaction support - buyers can obtain immediate, real-time access to all their suppliers, to receive catalog updates, check prices and availability, place and track orders, and determine shipping status. • Business Services – integrated commerce capabilities from multiple providers (e.g. freight, tax & payment) with a single point of access for all trading partners. Supports new business processes for all trading partners, alleviating individual application integration. • Unique “publish once” content model – suppliers can publish their content once (in whatever form it currently exists), or integrate their systems once, and reach every participating buying organization Commerce One's MarketSite.net, delivered in conjunction with marketplaces developed by British Telecom (BT) and Nippon Telegraph and Telephone (NTT) enables a global, interoperable trading web of marketplaces. In 1999 this global trading web represents more than \$161billion in indirect goods and services buying power – creating the world's largest business-to-business marketplace. This global trading web, created using MarketSite 3.0's revolutionary open marketplace platform, provides interoperability between both MarketSite enabled marketplaces and other existing trading communities by leveraging its robust XML infrastructure and through the support of multiple industry standards. MarketSite provides open, XML commerce connectors to support multiple buying and selling applications. Commerce Services provided by MarketSite 3.0 are structured to offer delivery levels commensurate with each participant's e-commerce capabilities. Buyers can access MarketSite with a complete electronic procurement application	

System architecture - i.e. Mainframe, Client Server , Web

Web

Operating system(s) - i.e. PC, LAN, WAN, DOS, Windows, NT, 95, 98, Macintosh

Windows NT, 95, 98

Hardware requirements

BuySite Enterprise Edition System Requirements

Servers:

Commerce One BuySite Application Server (minimum required)

- Dual-processor Pentium (1GB RAM, 10GB hard disk)
- Microsoft Windows NT Server 4.0 with Service Pack 4.0
- Microsoft Windows NT Option Pack 4.0

Commerce One BuySite Database Server (minimum required)

- Dual-processor Pentium (1GB RAM, 10GB hard disk)
- Microsoft Windows NT Server 4.0 with Service Pack 4.0
- Microsoft SQL Server 7.0

Client:

- Microsoft Internet Explorer® 4.0 and above
 - Netscape Navigator 4.0 and above
-

Type of application Single user, LAN, WAN, Enterprise

BuySite has both an Enterprise Edition and a Hosted Edition

Client server? Explain

Type of client(s) and how updated - Thin, Full, etc.

Thin

Networking and versions required and supported - i.e. Banyan, Novelle, NT, etc.

TCP/IP, NT

Programming language(s) from which the application was created - Powerbuilder, C++, HTML, other web programs

HTML, Visual Basic, Visual C++

Computer platform used - Mainframe, AS 400, Sun, Client server

The application runs under NT and uses Microsoft SQL Server 7.0 for the database. We have a purely web-based UI supporting both IE 4.x and Netscape 4.x browsers. We do not download any Java applets or ActiveX components to the client.

Accounting systems integration and method of integration

Commerce One provides the following defined and documented Application Programming Interfaces (API):

- CIS API - The Commerce One Client Integration Services API allows a third party application such as Oracle Purchasing/Accounts Payable or SAP Materials Management to perform real-time transactions with the Transaction Manager against the Transaction Server.
- SIS API - The Commerce One Server Integration Services API is designed to interface with your suppliers Order Management and Inventory Control applications. The information extracted is passed back to your buyers in real-time.

Other known third party interfaces- SAP, Peoplesoft, mechanical maintenance systems, consumable supplies systems, menu planning systems, etc.?

The Commerce One Commerce Chain solution is designed to enhance and extend existing legacy and ERP systems rather than compete with them. Commerce One supports ERP integration through an open, object oriented API architecture that allows for multiple points of integration with our various commerce components. Each integration point can be implemented using batch file transfer or real time methodologies. Essentially, Commerce One integrates with any ERP package that supports open API integration. Commerce One has integration experience with systems such as SAP, Geac Enterprise Server "M" series, Informs, Walker, and a variety of other legacy systems including PeopleSoft and Oracle.

Commerce One interfaces with SAP, Oracle, and PeopleSoft in the following ways:

SAP – Commerce One interfaces with SAP through BAPI's where available and RFC's elsewhere, through ALE for synchronization of Master Data, and through IDOC's for the exchange of transactional and master data.

Oracle – Interfacing to Oracle involves the Oracle Open Interface including accounting, flexfield validation and Requisition Import. We have the capabilities to integrate with either the Oracle Purchasing Module or Oracle Accounts Payable Module. When integrating with the Accounts Payable Module directly, BuySite provides full procurement system capabilities.

PeopleSoft – Commerce One's BuySite/PeopleSoft Integration has been certified by PeopleSoft and is in fact the first E-Procurement vendor to attain that status. Commerce One is also a member of the PeopleSoft Global Alliance Program. We integrate with the PeopleSoft applications using a series of API's called Messaging Agents. Transactional information is passed through these API's, validated, and then populated in PeopleSoft tables. For viewing of information, we can make calls directly against the PeopleSoft database.

Data warehousing - Does the application utilize a data warehouse? What database programs and versions support the database? i.e. Oracle, Sybase, etc.

The Commerce One BuySite application uses Microsoft SQL database

Reporting - Does the application have a report generation system? Can other report programs easily use data from the application. i.e. Crystal reports, etc.

Commerce One includes Seagate's Crystal Report Writer for reporting purposes. This allows for both standard reports as well as ad-hoc reporting. BuySite provides database information that contains current and historical supplier, purchaser, requisition, purchase order, and catalog information. All relevant data contained in the database can be utilized for reports. Crystal Report Writer also includes an ISAPI/NSAPI-compliant component, the new Crystal Web Report Server, which is compatible with popular NT web servers including Microsoft Internet Information Server and Netscape Enterprise Server. BuySite provides a series of default reporting capabilities from the desktop. They can be viewed online within the application or printed. These reports are available to users by accessing a menu choice from the catalog. This integration allows other reports created with Crystal Reports to be included into the user interface. The pre-defined reports provided with the system include:

Purchase Order Reports - Purchase Orders by group by user, and number of Purchase Orders by supplier.

Requisition Reports - requisitions by group by user.

Other Reports - rights by group by user, server data by supplier,

Contract catalogues - Does the application(s) support internet catalogues? Briefly explain.

BuySite has a full featured multi-supplier catalog utilizing a powerful indexing search model based on Microsoft SQL Server 7.0. Searches can be done via keywords or by drilling down in a product category. Detailed descriptions and multimedia presentations provide product information while real-time connectivity to suppliers via MarketSite enables end-users to tap directly into each vendor's inventory management system to ascertain product pricing and availability.

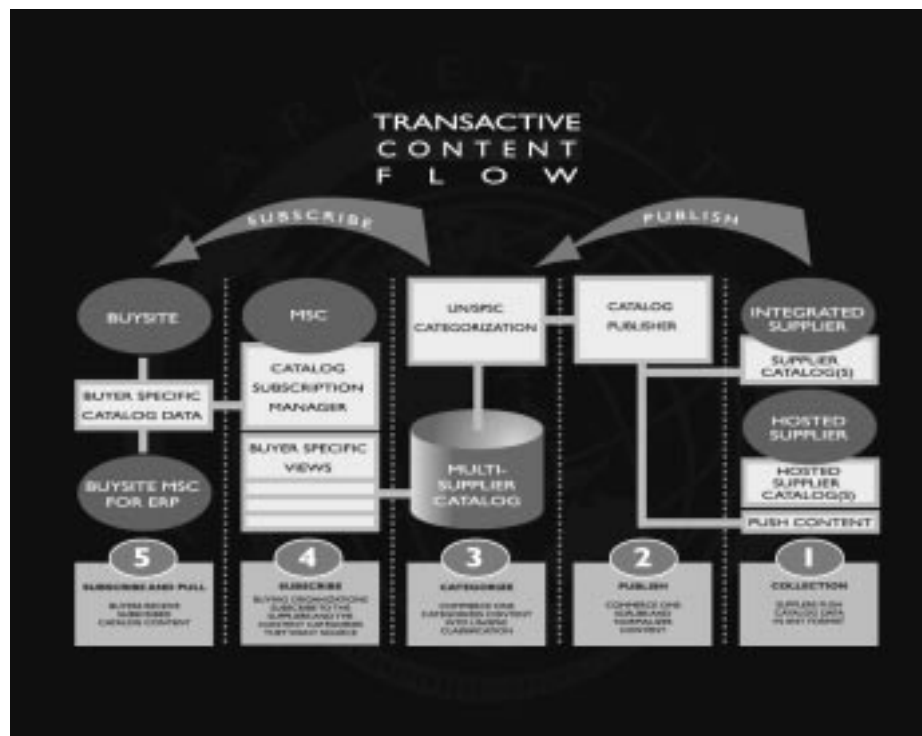
MarketSite.net provides unprecedented economies of scale for all trading partners by centralizing content and transaction management functions, and eliminating the need for customized point-to-point integration. MarketSite.net is built using MarketSite 3.0 marketplace platform that provides a comprehensive solution for market makers to deploy open, interoperable marketplaces and to link these marketplaces with other trading communities. A key features of MarketSite.net is its unique "publish once" content model – suppliers can publish their content once (in whatever form it currently exists), or integrate their systems once, and reach every participating buying organization

Maintain internet catalogues - Strategy for maintaining internet catalogues. Contractor maintained catalogue, business maintained catalogue, etc.

Commerce One along with industry research organizations (Aberdeen and Forrester), believe that the ability to manage catalog content is key to achieving the maximum return on your investment. Any solution that does not include this cannot be considered a complete solution. Commerce One's MarketSite performs the data formatting and catalog maintenance, but the buyer has ultimate control over the content and pricing in the BuySite Multi-Supplier Catalog. Buyers can review and modify their catalog to include or exclude items. Buyers review any changes to their catalog before the changes are implemented in their application. Buyers also have complete control over the prices that are displayed in the application. The buyer is responsible for three simple tasks:

- viewing the list of MarketSite suppliers
- subscribing to supplier catalogs
- excluding any categories or line items (customizing their catalogs)

Vendors do not have direct access to the catalog data once it is in MarketSite. They submit catalog content (initial or updates) to Commerce One and Commerce One updates the database. Once the data is received from the vendor, it is scrubbed, categorized, mapped, and compared. Large and small suppliers maintain content in a wide variety of formats and platforms. Buyers, however, need content in a unified format with one consistent way to get updates electronically over the Internet. MarketSite solves this problem by providing a means for suppliers to publish their data to MarketSite using standard publishing tools. The suppliers can send their content to MarketSite via a URL available through a browser. BuySite enterprise users can "pull" supplier content updates from MarketSite through an Internet connection. The process is described and illustrated below:



Step 1: Collection of Supplier Content

MarketSite collects and accepts content from any source, ASCII files, database extracts, Excel spreadsheets. In addition, Commerce One has tools to extract data directly from a suppliers web site or electronic catalog. For suppliers who do not have web sites or electronic catalogs, MarketSite provides facilities to create and host supplier catalogs.

Step 2: Publish Process

Once the catalog content has been collected, tools and processes are applied to scrub, validate and normalize the data. The primary process is to convert the data into standard formats like ISO 9000 for unit of measure. This facilitates easier product comparison, searching, and use of the data to calculate shipping charges.

Step 3: Categorization

Commerce One converts all catalog content to the UN/ SPSC schema to create one common and consistent taxonomy of all suppliers content.

Step 4: Subscribe

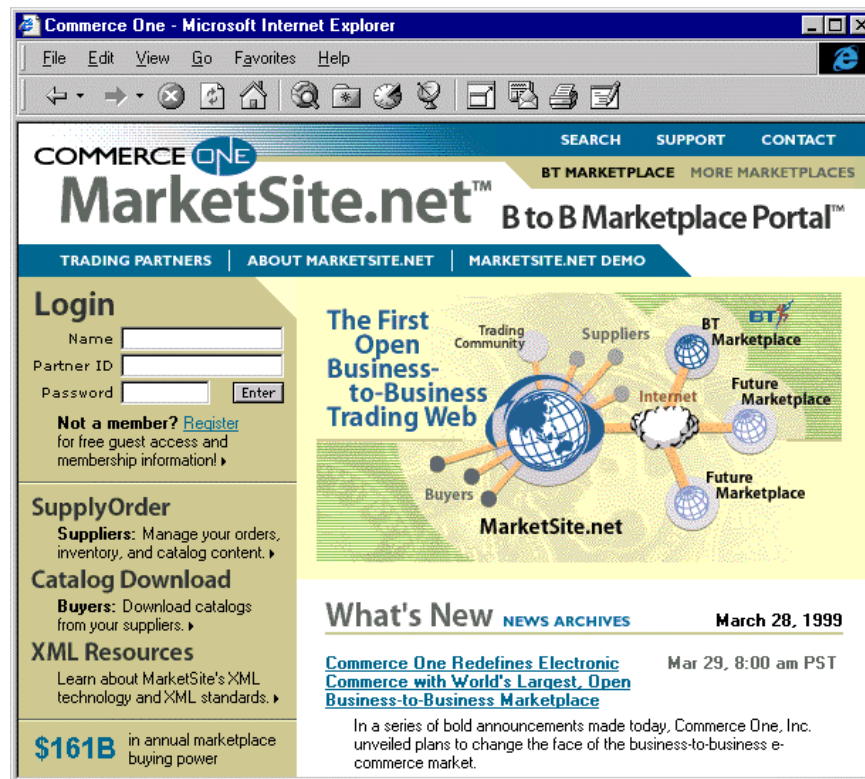
Buyers use the MarketSite catalog subscription tool to subscribe to the supplier's product categories they want to enable for their company's unique BuySite Multi-Supplier Catalog.

Step 5: Load into Company Unique BuySite Multi-Supplier Catalog

Once the buyer has subscribed, and selected the suppliers and products they want to source, a pull process is initiated and the catalog data is copied and loaded into the local BuySite catalog. Supplier data is not pushed to each local BuySite – subscribing users are notified of catalog data changes (via email) and pull content when needed (a scheduled process -- with the frequency determined in process design and implementation).

Internet sites - Provide an example of internet site(s) which have internet catalogues. Provide a name of a contact person and telephone number which might be published.

www.MarketSite.net is Commerce One's business-to-business marketplace portal. The site is illustrated below.



Annual maintenance costs - What are the annual application maintenance costs and what do they include?

The maintenance fee for each calendar year of maintenance and support is 20% of the contract price for the software. It entitles the customer to standard support as well as all updates and releases of the software which have been released during the same period.

Help desk or vendor support - What are the vendor support days and hours? How are client calls first handled? i.e. real person answers, automated call system, etc.

For the successful ongoing operation of its products, Commerce One offers two types of Support Programs – one for the buyer customer and one for the supplier customer. Each offering is developed specifically for the trading partner, recognizing each organization's needs and operations. Support Programs commence at the expiration of the warranty period.

Commerce One provides numerous options to contact Customer Support in an efficient and convenient manner for our customers.

Home Page:	For registered customers
800 Hotline Support Number:	(800) 949-8939
Fax Number:	(925) 941- 6060
Email:	csc@commerceone.com

Electronic signature capable - Is the program electronic signature capable? Explain

Electronic signature capability is not currently available but is being evaluated for an upcoming release.

Purchasing Functions

Vendor management activities

✓Yes ☐ No Vendors are automatically purged?

✓Yes ☐ No Vendors are automatically selected, with policy priorities factored (minority and small business)

☐ Yes ✓No Notice distribution of Invitation to bids and Requests for proposal via

☐ Yes ☐ No email

☐ Yes ☐ No FAX

☐ Yes ☐ No hard copy

☐ Yes ☐ No other. Explain_____

☐ Yes ✓No On demand electronic distribution of ITBs and request for proposals

☐ Yes ☐ No FAX on demand system

☐ Yes ☐ No Internet download, explain

☐ Yes ☐ No No other - explain

✓Yes ☐ No Vendor performance

✓Yes ☐ No Vendor notes screen

✓Yes ☐ No Vendor performance screen

✓Yes ☐ No Vendor notes and performance screens linked

Purchase Orders

✓Yes ☐ No Can forms be easily modified

✓Yes ☐ No Do purchase orders look as they are printed?

✓ Yes ☐ No Can blanket purchase orders or contracts be used?

✓Yes ☐ No Can contracts be searched for goods and services, how?

Via BuySite

Invitation to bids

☐ Yes ☒ No Are Invitation to Bid templates available

☐ Yes ☐ No What standard PC Suites software can be used used? i.e. Microsoft Office, Groupwise, Lotus Suite

☒ Yes ☐ No Ability to use standard terms and condition language

☐ Yes ☒ No Ability to choose standard language for each invitation to bid or RFP

☐ Yes ☒ No Ability to modify standard language for each invitation to bid or RFP

☐ Yes ☒ No Can the invitation to bid be downloaded from internet, How?

☐ Yes ☒ No Sealed bids - can the system handle sealed bids? Vendor provides electronically and sealed in a system until date and time for bid opening. Explain

Purchase orders and contracts

☒ Yes ☐ No Can appropriate Terms and conditions be copied to purchase orders and contracts, how?

☒ Yes ☐ No Can Purchase orders and contracts be printed at remote locations? How?

☒ Yes ☐ No Online requisitioning from agency customers, How?

☒ Yes ☐ No Is System capable of electronic routing and approvals. Briefly explain.

☒ Yes ☐ No Is system capable of workload assignment and status. Briefly explain.

☐ Yes ☐ No Will system document purchasing process milestones or timelines? Briefly explain.

☒ Yes ☐ No Will the system provide leadtime analysis

☒ Yes ☐ No Will the system record and prompt for pending actions?

☒ Yes ☐ No Does the system have commodity code capability? How does the keyword search work? What commodity codes are usually used?

✓ Yes ☐ No Does the program allow for forms to be downloaded? How?

Crystal Reports and printing functions

✓ Yes ☐ No EDI Capable, explain

✓ Yes ☐ No Does the system support on-line receiving? Explain

✓ Yes ☐ No Does the system support two and three matches?

✓ Yes ☐ No Does the system provide integrated electronic commerce. explain.

✓ Yes ☐ No Does the system support delegated purchasing? Explain how it works.

✓ Yes ☐ No Does the system provide purchase history?

✓ Yes ☐ No Does the system provide a documented audit trail?

✓ Yes ☐ No Has the system been integrated with an asset management. An asset management system can be fixed assets or consummable supplies. Provide systems integrated with and explain.

✓ Yes ☐ No Can the system perform auto contract reprocurement based on par levels. Provide examples.

✓ Yes ☐ No Does the system provide and document a life cycle analysis function?

✓ Yes ☐ No Does the system provide for hazardous material marking

☐ Yes ✓ No Has the system been integrated with a barcoding system? How has it been integrated?

✓ Yes ☐ No Does the program have built in security features?

☐ Yes ☐ No Does the system have ability to archive information.

Funding strategies available - What kind of funding strategies are available. i.e. vendor pays fee, etc. Explain.

Other issues or future plans

Please see the Commerce One Web sites for updates release information: <http://www.commerceone.com/>
and: <http://www.marketsite.net/>