

B2B Supplier Alliance

Charter Document



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Overview

The growth in B2B E-commerce has generated a lot of interest, press, and debate over the past year. What many have come to find is that the key to a successful implementation is supplier enablement.

The B2B Supplier Alliance consists of leading business suppliers who have built a B2B Integration strategy to improve customer experience, increase business efficiency and lower costs.

The purpose of the B2B Supplier Alliance is to bring together leaders in B2B e-commerce and create a forum to exchange ideas, experiences and collectively address issues with the market's application vendors.

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Objectives

Enhance our B2B solutions and improve our deployment capabilities through the definition of a standard implementation framework.

Create a supplier advocacy group that is positioned to provide credible, actionable feedback to the leading e-procurement vendors.

Remain platform neutral to support open standards.

Through a regular forum, alliance members will:

- Share current experiences
- Outline common issues and identify solutions
- Identify opportunities for collective solution deployment
- Collectively participate in vendor development discussions



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Member Requirements

- Deployed capability of complete electronic B2B transaction set:
[Catalog Authentication, Order Request, Purchase Order and Order Ack.]
- Minimum of 25 live fully-integrated B2B customers across 6 different platforms
- Dedicated charter member sponsor and team participation
- Executive sponsorship
- Non-Competitive with the founding members (Dell, Grainger and Staples)
- Alliance participation is granted by the founding member



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FY 01 Plan

- Participate in a quarterly Alliance meeting/discussions
- Outline a prioritized “Grocery List” issue framework to share with the application vendor partners.
- Define and deploy a combined B2B offer
- Announce the B2B Supplier Alliance to the press
- Define a collective message for the upcoming conference with Ariba, C1 and SAP



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Alliance Activities

- Summer: B2B/SA Meeting @ Grainger/ Ariba Meeting
- 10/12: B2B/SA Concall Meeting
- Nov.: B2B/SA Press Release
- 11/05-7: CommerceOne Users Conference
- 2/15/02: Alliance Meeting @ Dell



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