

eCollaboration

Dennis Keeling

Chief Executive - BASDA

Business Application Software Developers' Association

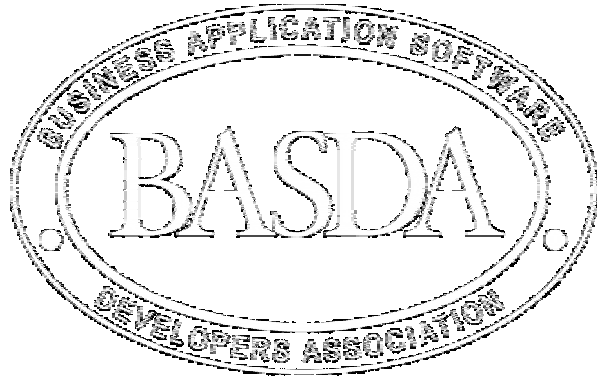


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- **UK-based, not-for-profit, international standards body**
- **380+ members from SAP – Sage**
- **Accounting, Human Resources, Logistics, Manufacturing, Taxation & Web-based applications**
- **Established 8 years, significant growth in 2000**
- **Elected General Council - Cross Industry**
- **Recognised by EU, FEE, BoE, DTI, Inland Revenue, HM C&E & HM Treasury, UN/CEFACT, Microsoft**



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**digital
britain**

AWARDS

Best Value Chain solution

WINNER

BASDA

Background

- **BASDA represents 80% of the accounting application developers in the world**
- **After 20 years only 5% use (EDI)**
- **EDI – complex bespoke solution**
- **EDI integration by middleware providers**
- **Costly to implement for SME systems**
- **Extremely difficult to agree message standards**
- **Rest of the world use printed orders and invoices**



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Customer requirements

- **95% of documents used for data entry are computer generated**
- **< 5% of web-sites integrated to back-office systems**
- **65% of customers want eCommerce solution**
 - ◆ **Elimination of duplicate data entry**
 - ◆ **Improved efficiency & elapsed time**
- **Must be a simple out-of-the-box solution.**
- **Use existing Internet / e-mail delivery**
- **Supplied free with application upgrade**



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BASDA Initiative

- Microsoft approached BASDA – 17/5/99
- Office 2000 / Outlook
- Attachment to e-mail message
- XML Schema for orders & invoices
- Need for a simple ‘out-of-the-box’ solution
- BizTalk schema and routing



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– take up

- Demonstrated at CBI Sept 99
- Presented to UN & Microsoft in Nov 99
- First many-to-many eCommerce interface
- 200+ attended Developer Workshops
- 100+ Developers implementing *eBIS-XMIL*
- Testing & Accreditation service
- 13 Developers Certified
- Live sites



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-roll-out

- Web-site order
- Purchase order
- Order acknowledgement
- Delivery note
- Pro-forma invoice
- Invoice
- Customer Statement
- Remittance Advice
- Payment
- Financial Accounting information



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XML Transform by XSL Stylesheet

The image shows two windows from Microsoft Internet Explorer. The left window displays the raw XML data for a purchase order, and the right window displays the same data rendered as a formatted HTML page.

Left Window: XML Data

```

<OrderDate>2000-05-07T18:39:09</OrderDate>
- <Supplier>
- <SupplierReferences>
  <BuyersCodeForSupplier>BAS5</BuyersCodeForSupplier>
  <TaxNumber>GB123456789</TaxNumber>
  <GLN>12345678901234</GLN>
</SupplierReferences>
<Party>Solid Oak Timber Co</Party>
- <Address>
  <AddressLine>The Woodyard</AddressLine>
  <Street>1 The Cut</Street>
  <City>Reading</City>
  <State>Berks</State>
  <PostCode>RG1 1XX</PostCode>
  <Country Code="GBR">United Kingdom</Country>
</Address>
- <Contact>
  <Name>Fred Smith</Name>
  <Department>Despatch</Department>
  <InternalAddress>Back Office</InternalAddress>
  <DDI>12345678901234</DDI>
  <Switchboard>01234566</Switchboard>
  <Fax>01234567</Fax>
  <Telex>3456</Telex>
  <Email>fred@timber.co.uk</Email>
  <Mobile>07967 123456</Mobile>
</Contact>
</Supplier>
- <Buyer>
- <BuyerReferences>
  <SuppliersCodeForBuyer>BAS5</SuppliersCodeForBuyer>
  <TaxNumber>GB987654321</TaxNumber>
  <GLN>8765432101234</GLN>
</BuyerReferences>
<Party>BASDA Ltd</Party>
<Address>
  
```

Right Window: Purchase Order

Buyer:
Dennis Keeling
162 - 168 Regent Street
London
SE England
W1R 5TB
United Kingdom
The Linen Hall
Phone: 234256
Fax: 020 7734 7813
Email: dkeeling@basda.org

Deliver To:
Stephen Griffiths
162-168 Regent Street
London
SE England
W1R 5TB
United Kingdom
Room 530
The Linen Hall
Phone: 56789
Fax: 020 7734 7813
Email: sgriffiths@basda.org

Invoice To:
Sarah Fowler
162-168 Regent Street
London
W1R 5TB
United Kingdom
The Linen Hall
Phone: 64729
Fax: 020 7734 7813
Email: sfowler@basda.org

Order Summary Table:

| Order Date | Supplier Reference | Buyer Reference | Cost Centre |
|------------|--------------------|-----------------|-------------|
| 07/05/2000 | BAS5 | eba5 | Overheads |

Item Table:

| Item | Product Code | Description | Qty | Unit Price | Total | Vat | Rate |
|------|--------------|--|------|------------|--------------|---------------|-------|
| 1 | Shelf | Oak Shelf All shelves to be same colour code | 2.00 | 255.99 | 439.43 | UK Chargeable | 17.5% |
| 2 | Bracket | Shelf Brackets To match existing Colour Code 1234 | 4.00 | 166.99 | 649.50 | UK Chargeable | 17.5% |
| | | | | | Goods | 877.91 | |
| | | | | | VAT | 153.64 | |

What is XML

■ eXtensible Mark-up Language

- ◆ A new language for the Internet
- ◆ More powerful than HTML
- ◆ An enabler of low-cost e-commerce
- ◆ Derived from SGML – like HTML



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HTML – XML - CSV

HTML

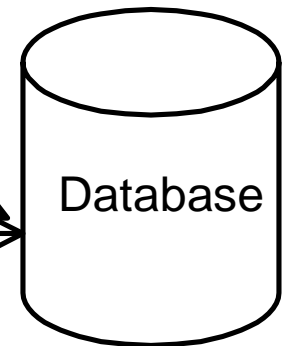
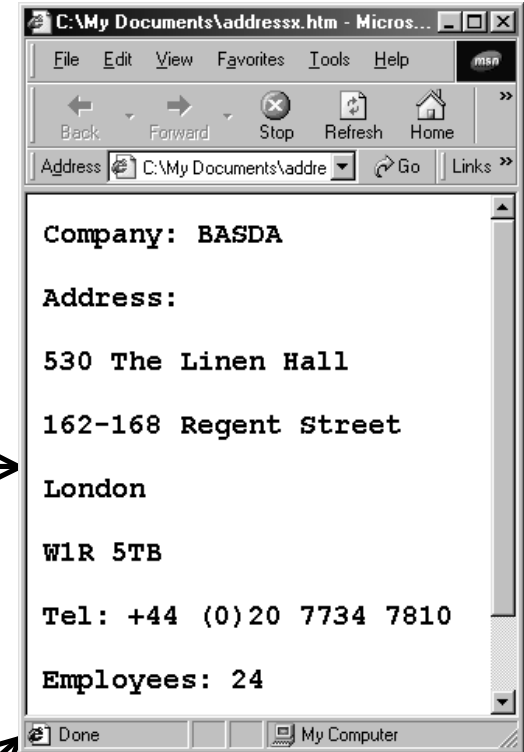
```
<P>BASDA</P>  
<P>530 The Linen Hall</P>  
<P>162-168 Regent Street</P>  
<P>London</P>  
<P>W1R 5TB</P>  
<P>+44 (0)20 7734 7810</P>  
<P>24</P>
```

XML

```
<Company>BASDA</Company >  
<AddressLine>530 The Linen Hall</AddressLine>  
<AddressLine>162-168 Regent Street</AddressLine>  
<Town>London</Town>  
<PostCode>W1R 5TB</PostCode>  
<Phone>+44 (0)20 7734 7810</Phone>  
<Employees>24</Employees>;
```

CSV

```
"BASDA","530 The Linen Hall","162-168 Regent Street",,"London",  
"W1R 5TB","+44(0)20 7734 7810","24",.....
```



eCollaboration

- Too many options available
- Dot.com fall-out – b2c and b2b marketplaces
- Concern over making the right choice
- Proprietary – chargeable models
- Learn from the EDI – one-to-many model
- Vertical Focus Groups
 - ◆ Inland Revenue Self Assessment, PAYE
 - ◆ House Building Industry
 - ◆ Stakeholder Pension Providers
 - ◆ Colleges & Universities



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BASDA – UK- GovTalk

- UK PM Tony Blair challenge
- GovTalk working parties
- Inland Revenue
 - ◆ Self Assessment – June 2000
 - ◆ Payroll / PAYE – April 2001
 - ◆ Corporation Tax - 2002
- HM C&E - VAT, Intrastat, EC Sales List
- Cabinet Office – Government Gateway



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Stakeholder Pensions Electronic Remittance Advice (SPERA) Forum

- **Delivery April 2001 – compulsory October 2001**
- **300+ Payroll Packages - 50,000 Payroll Systems**
- **0.5 – 2m Employers**
- **30+ Pension Providers**
- **Low-cost electronic remittance to accompany existing payment**
- **BASDA eBIS-XML Remittance Advice Message**
- **SPERA Forum**
 - ◆ **L&G, Abbey National, NPI, Prudential**
 - ◆ **Sage, TAS, Pegasus, Rutherford Webb**
- **BASDA Third Party Testing Service TVPS**
- **Government Gateway sorting office proposal**



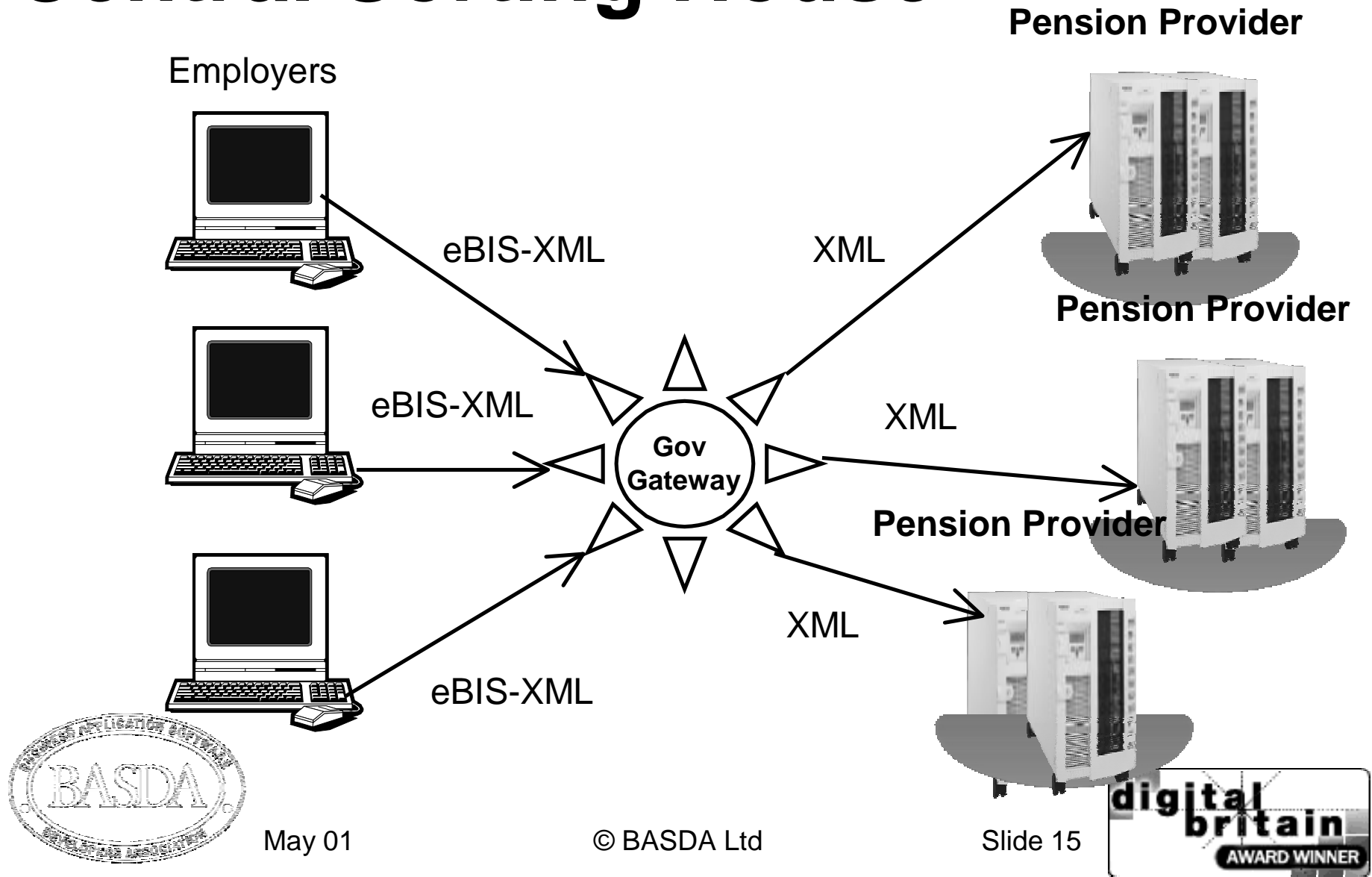
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Central Sorting House



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House Building Industry Forum – eBuild-XML

- **15 Largest House Builders**
 - ◆ Alfred McAlpine, Redrow, Wilson Bowden, Wimpey
- **10 Main Suppliers**
 - ◆ Baggeridge Brick, Hanson Brick, Jewson, Travis Perkins
- **10 Specialist Software Developers**
 - ◆ Causeway, COINS, Lamex, RamesysXchange, RCS, SAP
- **Initial Pilot – Redrow and 5 suppliers – 3 months**
 - ◆ Define specialist additions to BASDA eBIS-XML message suite
 - ◆ Exchange materials orders and invoices
- **Second stage – all Forum members – 6 months**
 - ◆ contractors self-billing invoices



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Colleges & Universities

- **Various eProcurement initiatives**
 - ◆ North Western Universities
 - ◆ HEdotCOMM
 - ◆ Salford pilot – Agresso, CPC/Farnell
- **Software from key suppliers**
 - ◆ Agresso, DSR, Sage, SAP, SquareSum,
- **‘Commercial portals’ v ‘Open portals’**
- **Lessons to be learnt from eProcurement failures**
- **Underlying ‘open standard’ BASDA eBIS-XML**



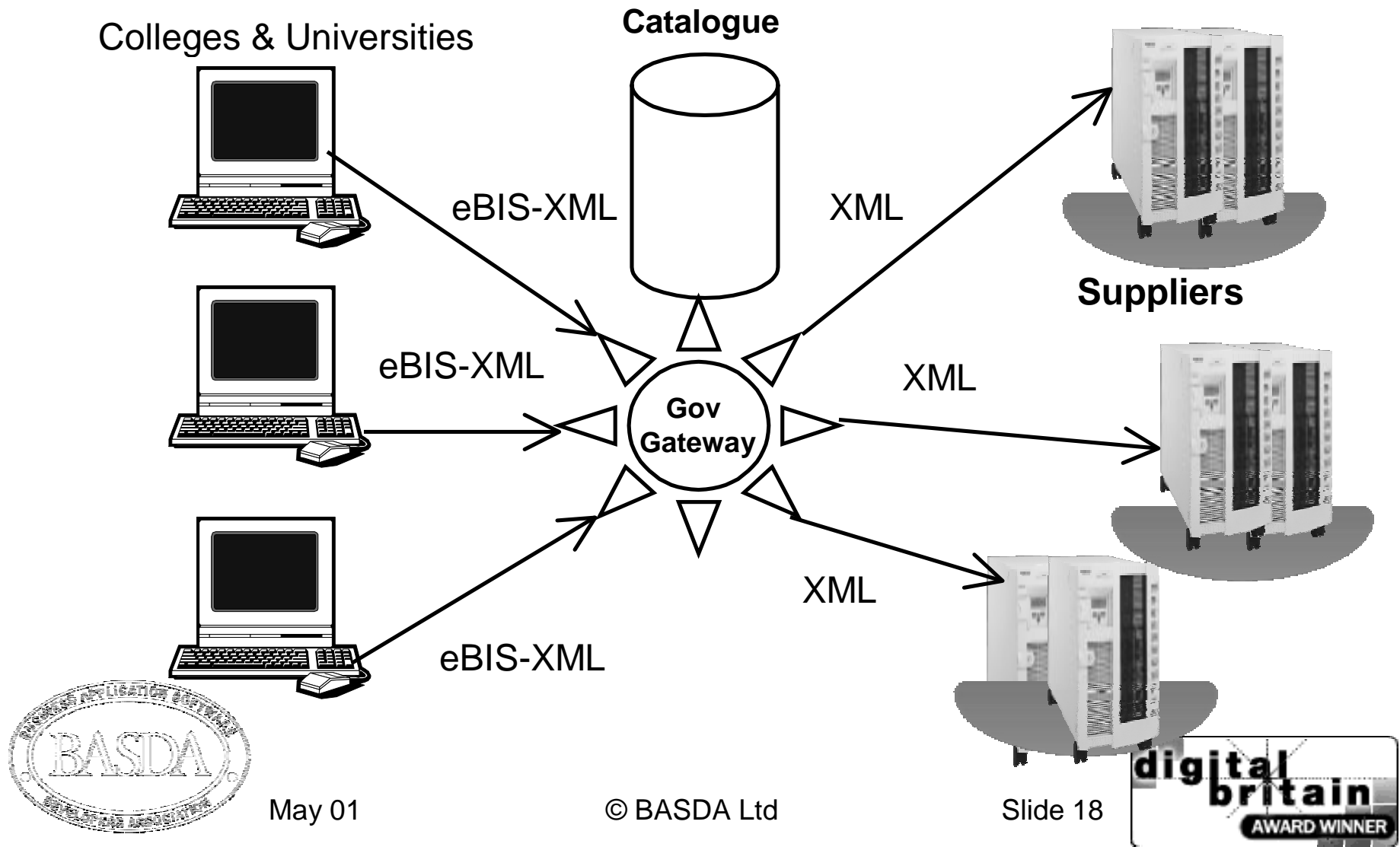
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Central eProcurement Portal



Way Forward - BASDA initiatives

- ◆ **eBIS-XML – world many-many standard**
 - ✦ **SPERA - Stakeholder Pensions**
 - ✦ **eBuild-XML - House Builder**
 - ✦ **Universities & Colleges**
- ◆ **GovTalk**
 - ✦ **Self Assessment – Citizen & Agent filing**
 - ✦ **Payroll / PAYE – year-end & monthly returns**
 - ✦ **HM C&E – VAT 100, ECSL, Intrastat**
 - ✦ **Corporation Tax**
 - ✦ **National Statistics**
- ◆ **XBRL USA / UK Financial Reporting**
- ◆ **HM-XML USA / UK HR Connectivity**



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The Internet is Free



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Contacts

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- eCommerce Seminars
- eCommerce White Paper
- XML 3 day Workshops
- XSL Stylesheet 3 day Workshops

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