



The European B2B Forum for the Electronics Industry

Business and Information Modeling Guideline Distribution Channel Management

ISSUE 5

Endorsed 9 June 2010

Copyright (c) EDIFICE 2004-2010

All rights reserved. No part of this publication may be reproduced or transmitted in any form or by any means without prior permission of EDIFICE.

Notwithstanding the fact that the utmost care has been observed in the collecting, drawing up and formulating of data, EDIFICE can under no circumstances be held liable for errors, omissions or misinterpretations as a result of the information compiled in the guidelines.

EDIFICE
The European B2B Forum for the Electronics Industry
EDIFICE secretariat
Dora Cresens
Tiensestraat 2
B-3320 Hoegaarden
Belgium
Tel: +32 475 85 40 39
Email: Dora.Cresens@edifice.org

Publication Summary

Title:	Distribution Channel Management Business and Information Modelling guideline
Author:	EDIFICE Distribution Channel Management Task Group (DCM) With contributions from : Arrow, EBV/Avnet, Fairchild Semiconductor, Freescale Semiconductor, STMicroelectronics, Texas Instruments
Issue number:	Issue 5
Date of Issue:	26 May 2010
Number of Pages:	51
Readership:	All
Language:	English
Abstract:	This document describes the business processes and information flows in the area of Distribution Channel Management
Comment:	Comments and change requests to this document should be submitted to the EDIFICE secretariat

References

Table of Content

Comparison to previous issue.....	4
References	4
1 Foreword	5
2 Purpose.....	5
3 Scope	5
4 Entity Relationship Diagram	7
5 Entity Data Requirements	8
6 SCENARIOS	9
6.1 Basic business flow: Price catalogue.....	9
6.2 Basic business flow: Quotation	12
6.2.1. Scenario Request for quotation	13
6.2.2. Scenario Quotation.....	17
6.2.3. Special Considerations for the use of RosettaNet.....	21
6.3 Basic business flow: Authorisation status.....	23
6.3.1. Special Considerations for the use of RosettaNet.....	27
6.4 Basic business flow: Ship from stock & debit claim.....	28
6.4.1. Scenario Ship from Stock & Debit Claim Request	28
6.4.2. Scenario Ship from Stock & Debit Claim Response	30
6.5 Basic business flow: Resales reporting.....	33
6.6 Basic business flow: Inventory report.....	35
6.6.1. Scenario Inventory Report S to D	35
6.6.2. Scenario Inventory Report D to S	37
6.7 Basic business flow: Order status report	38
6.8 Design-In Process	40
6.8.1. Communicate Design-in eligible products.....	41
6.8.2. Register Design-in.....	42
6.8.3. Update Design-in registration.....	45
6.8.4. Acknowledgement of Sale to end-customer	48
6.8.5. End of Design-Win registration lifecycle	51

Comparison to previous issue

Issue 5 of 26 May 2010:

- Applied document automation for number of pages, last save date and copyright year.
- RosettaNet has released pairs of one way PIPs for each available two way PIP, partially in response to the DCM groups request for standalone confirmation PIPs related to 3A1 and 5D1. Graphics and text have been updated to additionally show the new PIPs.

7 February 2008:

The S&D Task Group has extended its scope during the course of 2007 and is called Distribution Channel Management (DCM) Task Group. As a consequence this Business Model Guideline also changes names from S&D BIM to DCM BIM.

15 May 2007:

- addition of Process Components for each of the Scenarios where missing
- Include RosettaNet messages
- elaborated Quotation Process
- Minor corrections to spelling, grammar and formatting.

1 June 2005: correction of qualifiers according to the code changes in the 1 June 2005 REQOTE MIG (pages 15-16)

The previous issue was endorsed on 29 November 2000

This issue 2 contains the Design-In process definition.

Page 5 References

The S&D Business and Information Modeling guide references the publications of the latest EPIgs and MIGs that are published in the current EDIFICE Repository.

Page 6 Scope

The Price List was replaced by Product Catalogues which includes the list of Design Eligible Products as well as the Price details.

The process of Design-in in both directions was added.

Page 8 Entity Relationship Diagram

The Design-in entity with a one-to-many relationship to the quote was added

Page 9 Entity Data Requirements

The data requirements for the Design-In were added

Pages 30-41 Addition of the Design-In process description

References

The latest EPIG and MIG versions are to be found in the EDIFICE Repository at <http://repository.edifice.org>

1 Foreword

This guideline has been developed by EDIFICE members and covers most present practices within the industry. This is NOT a complete overview covering the present & future developments, but is considered practical enough to help in understanding and standardizing.

2 Purpose

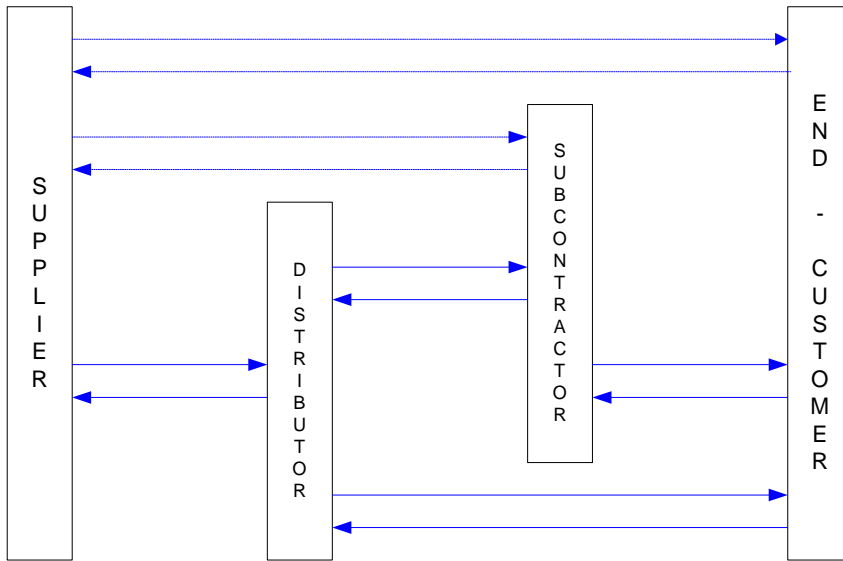
This document describes the business processes and information flows in the area of Distribution Channel Management (DCM).

The goal is to provide a reference document which allows for consistent implementation of such processes within the electronics industry. The prime focus is on the B2B aspects, other issues which may arise, such as financial and legal aspects, are not specifically covered.

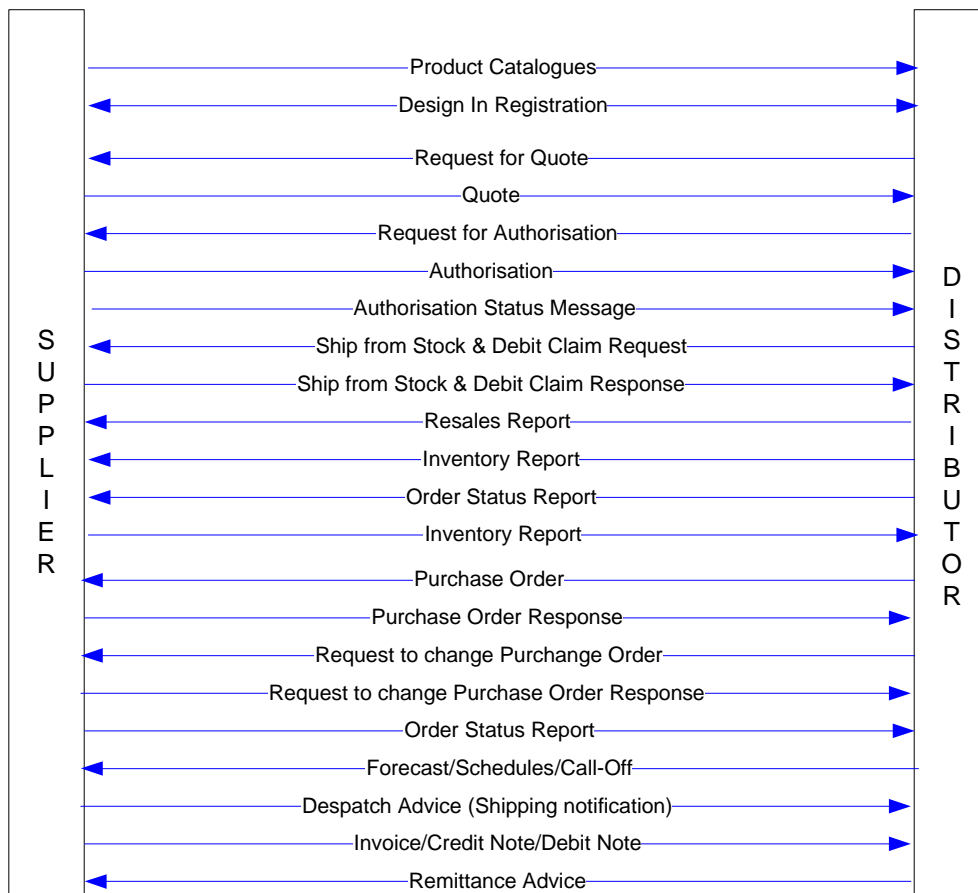
3 Scope

Parties involved in a DCM business model are shown below:

Supplier	Manufacturer of electronic components and semiconductor. In EDFICE also the expression Seller is used.
Distributor	Party holding inventory and reselling electronic components. Often Distributors have a franchise relationship with one or more suppliers. In case of product/price protection agreements, distributors are allowed to sell to specific end-customers only. For Distributor also the expression Buyer will be used.
Sub-contractor	End-customers use sub-contractors to outsource assembly and development of their products. However distributors deliver their goods and send invoices to a sub-contractor, in this business model it will always be combined with the entity end-customer
End-customer	Final receiving entity of electronic components



Within the scope basic business flows are shown in the diagram below (full lines)



Description of business flows can be found in the following chapters.

5 Entity Data Requirements

Party	Buyer Seller Distributor End-Customer Sub-contractor Ultimate Customer Reseller
Request for quote	Reference Identifier Issue date Start date End Date
Product	Vendor number Buyer number GTIN number Quantity request Price request Distributor cost
Quote	Seller identification Quote Request identification
Line Item	Line Item Identification Confirmation status Price Date
Invoice – Dist to End-customer	Invoice number
Resale	Quote number Distributor reference
Design-In	Design Registration number Distributor information End-customer information Target application type Product Forecast quantity Target price
S&D Request/Resale	(For technical purposes only)
S&D Claim	Quote number Line number Distributor Invoice number Prices
S&D Claim Response	To be developed

6 SCENARIOS

6.1 Basic business flow: Price catalogue

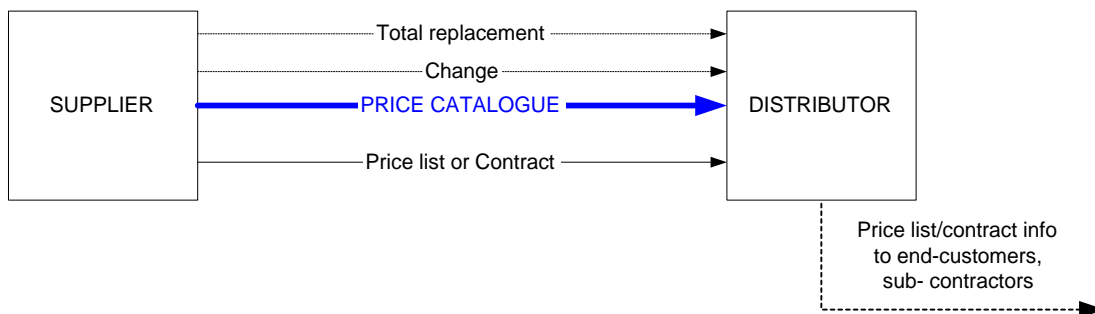


Purpose

The price catalogue is commenced by the supplier and sent to the distributor for internal use and to inform distributor's customers about:

- Product identification,
Supplier's part number is mandatory for each line. Other info, like product description, drawing, replacement product, version etc... are optional.
- Marketing information, (e.g. product life cycle information)
Status of the product, is it new , pruned + data effective etc.
- Logistics information
Information about standard order, packing quantities and lead times
- Price information.
In the price-catalogue at least the distributor buy price with an effective start- and end-date are stored. Also (advised) resale prices and special references to contracts can be included.
Prices are expressed in a single reference currency for the whole message. Rates of exchange may be given for the conversion of prices in the reference currency to prices in target currencies.

Scenario Price Catalogue



The transmission of price-catalogues is always in one direction, from supplier to distributor (and OEMs'). Functions supported are:

- change function - to communicate changes to be applied to an existing price list,

- replace function - a complete replacement of an existing price list published with fixed frequently (quarterly) by the supplier

Process Components

1. Communicate Price Catalogue

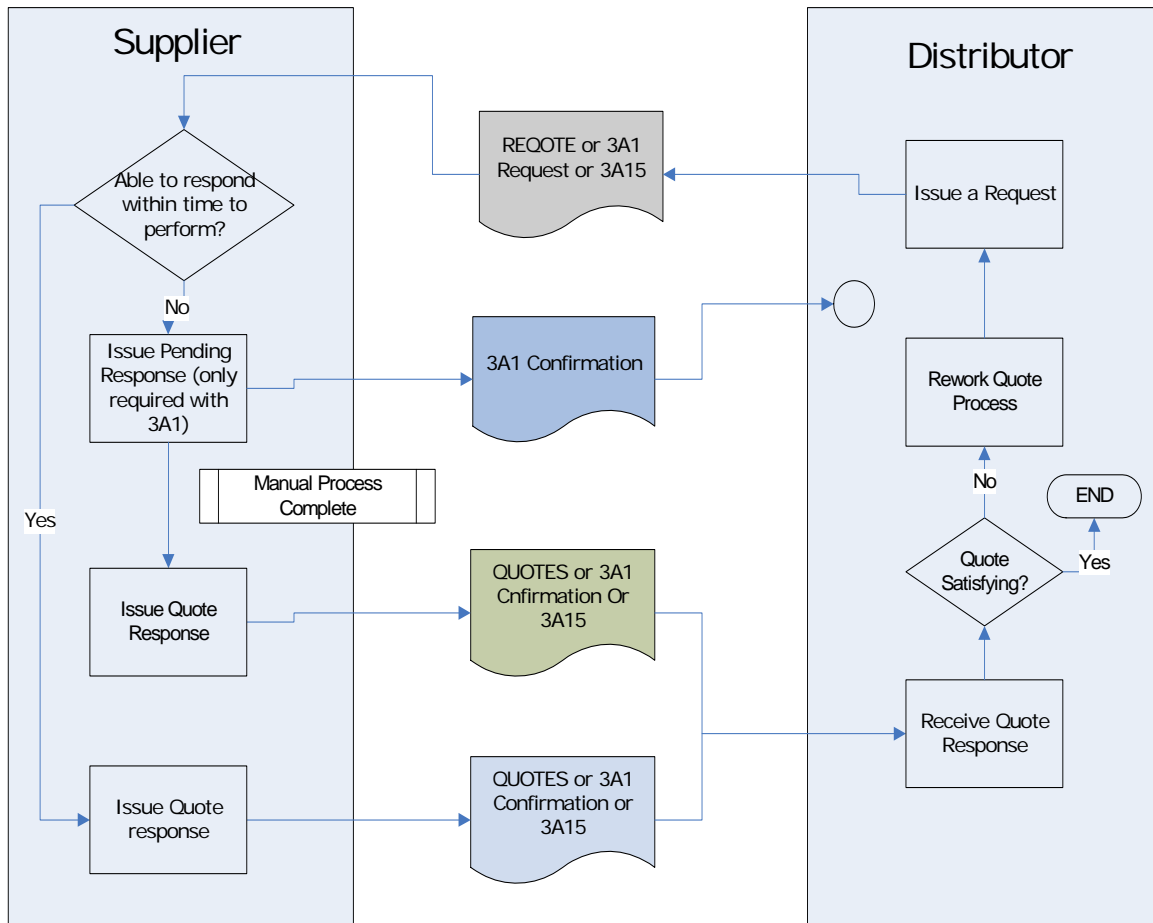
Transaction Number within process	1	
Direction	Supplier to Distributor	
Core Data Elements & Function Description		
price catalogue	number,	function: change, replacement
date	creation, effective, expiry of price catalogue	last time buy, last time delivery first time buy, first time delivery lead time promotion start/end
reference	contract number, pricelist number,	vat registration
party identification	supplier, distributor, manufacturer	qualifier duns number name
currency	reference, target	pricelist, exchange rate (coefficient)
Product	partnumber (seller's / distributors)	status: added, deleted, changed, pruned description
additional product id	export restriction code	drawing WSTS
quantity	(min/max.) order qty	number of consumer units delivery batch order increment qty unit of measure
additional info	category , see 1)	life cycle , see 1) restriction codes , see 1)
Price	contract	distributor cost invoice price, provisional price, quoted price not negotiable suggested retail (advised resale price) measure unit (piece /per 100)
package	standard rail, reel,	
other.....	terms of delivery or transport	place/location product group range allowance of charge

	percentage details monetary amount		
RosettaNet			
	Message	2A1 ProductCatalogInformationNotification	
	EDIFICE EPIG	Not requested	
UN/EDIFACT			
	Message	PRICAT	
	EDIFICE MIG	PRICAT	

1)

1 = Item for national preference 6 = Subject to bonus 9 = Freely available in EEC 16 = Subject to embargo restriction 18 = Item subject to national export restrictions 20 = Item subject to import restrictions CSR = Contact supplier (*) LPR = Less popular (*) NCO = Non-cancellable order (*) NPD = Not preferred (*) OAN = On allocation (*) PPR = Subject to price protection (*) PTP = Push type (*) SCA = Ship & credit allowed (*) SDA = Special/dedicated application (*) SDP = Subject to design protection (*) SSC = Sole source (*) STA = Stock return allowed (*) TPR = Thrust product (*) E1 = New, announcement only (*) Life cycle stage 2 E2 = New, available (*) Life cycle stage 3 E3 = Obsolete (*) Life cycle stage 7 E4 = Prototype (*) Life cycle stage 1 L = Last buy (*) Life cycle stage 6 P = Production (*) Life cycle stage 4 N = Not recommended for new design (*) Life cycle stage 5 Strategic goods indicator. Only one of the following values can apply per product. SG0 = Not controlled. (*) SG1 = Controlled, industrial goods, not US origin. (*) Controlled according to international regulation(s) for industrial (dual-use) goods, not US origin. SG2 = Controlled, industrial goods, US origin. (*) Controlled according to international regulation(s) for industrial (dual-use) goods, US origin. SG3 = Controlled by US national regulation(s). (*) SG4 = Controlled by other national regulation(s). (*) SG5 = Controlled by Australian Group for chemical or biological warfare (CBW). (*) SG6 = Controlled by missile technology control regime (MTCR). (*) SG7 = Provisional (final indicator to be fixed). (*) SG8 = Controlled, nuclear goods. (*) Controlled according to international regulation(s) for nuclear goods. SG9 = Controlled, military goods. (*) Controlled according to international regulation(s) for military goods. (*) = EDIFICE codes

6.2 Basic business flow: Quotation

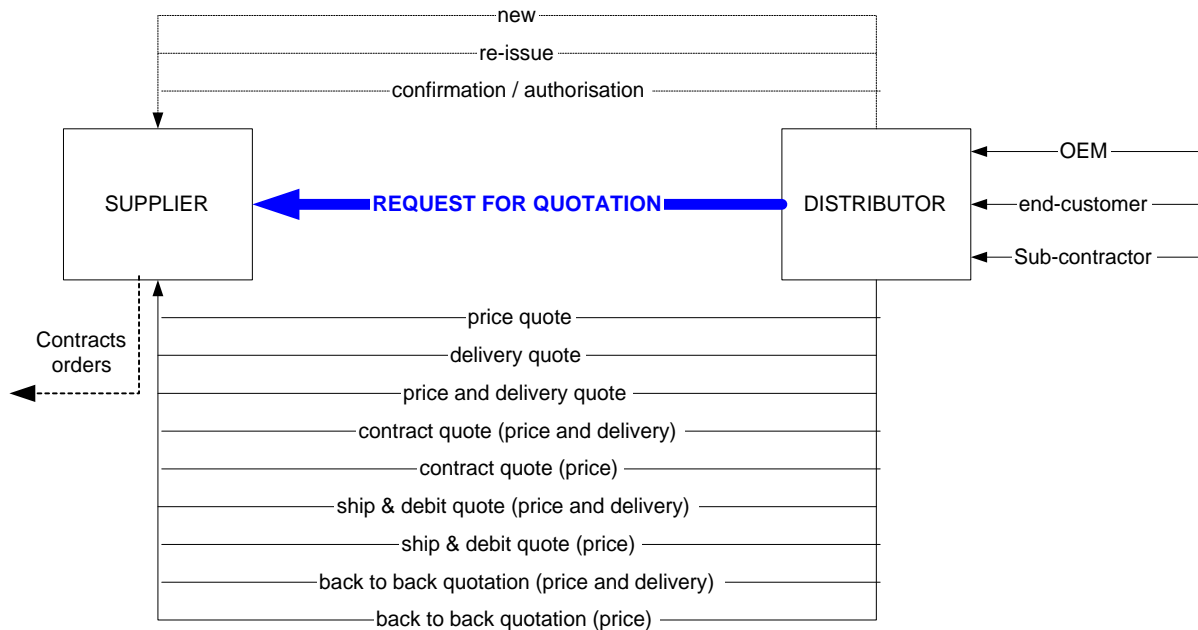


This diagram shows the flow as it would occur for a quote not related to delivery. The flow for a price and delivery quote would be similar, only the RosettaNet PIPs would be 3A2, 3A17 and 3A18 instead of 3A1, 3A15 and 3A16.

Purpose

In electronic components and semiconductors business practice often discounts for special deals for certain end-customers are requested by distributors. Purpose of quotations business flow is to structure and standardise working methods between all suppliers and distributors. Request for Quotes (RFQ) is a request for a special price and/or delivery condition for a specified end customer or a specified sub contractor and end customer. The reply of the supplier on such a request is a Quote.

6.2.1. Scenario Request for quotation



The quote process is always initiated by the distributor with a request for quote followed by a reply within an agreed response time by the supplier. The distributor may want to request a re-issue when a quote reply has been received with unsatisfactory results. In the quotes process, restrictions concerning validity of periods are taken into account. The final authorisation or confirmation by the distributor whether a quote is accepted (won) or rejected (lost) is ending the quotes process. The scope is, that within an agreed timeframe (delivery schedule), the buyer will purchase quoted quantities in order to retain the quoted price. There is the possibility to add competition buy or sell prices. There is a one to one relationship between RFQ and Quotes by means of a unique reference identification number.

Nine variations of the Request for Quote message have been identified:

1. Request for quotation of Price only (no delivery)
2. Request for quotation of Delivery only (no price)
3. Request for quotation of Price and Delivery
4. Request for Contract quotation (price and delivery) This message is designed to facilitate the exchange of Item, Quantity, Pricing and Delivery information (at a minimum) between a buyer and a supplier. The Request for Contract Quotation will be issued by the buyer to a number of suppliers as part of a periodic contract negotiation.
5. Request for Contract quotation (price only) [refer to Request for Contract Quotation (price and delivery) and omit all reference to delivery].
6. Request for Ship & Debit Quotation (price and delivery)
The Distributor will frequently hold stock, purchased from the Manufacturer at a fixed price with assumptions regarding expected margins (profit on the resale). In given circumstances/criteria the fixed Price Catalogue "Distributor Cost" (issued by the Manufacturer) does not return expected margins when the Agent resells the item to the third party customer.

In these situations the Distributor will apply to the Manufacturer for a special buy price and specific delivery schedules.

This business practise (Ship & Debit) is common in the Electronics Industry with the Quote process an essential and critical part of the Ship & Debit cycle.

7. Request for Ship & Debit Quotation (price only) [refer to Ship & Debit Quotation (price and delivery) and omit all reference to delivery].
There will be business situations within the Ship & Debit environment when the Distributor is unable to inform the Supplier (at time of the Request for Quotation) whether he has "won" the business.
8. Request for Back to Back quotation (price and delivery) This message is designed to facilitate the exchange of item, quantity, pricing and delivery information (at a minimum) between a manufacturer's distributor (commonly referred to as a distributor or stockist) and the manufacturer to apply for a price/delivery quotation at which they may purchase items.
Where the manufacturer applies a 'Back to Back' pricing policy the agent will apply to the manufacturer for a special buy price/delivery conditions, on the understanding that if he wins the business, a purchase order should be placed on the manufacturer for the quoted quantity at the agreed buy price/delivery schedule.
9. Request for Back to Back quotation (price only) [refer to Request for Back to Back quotation (price and delivery) and omit all references to deliver]

Process Components

1. New Quote Request

Transaction Number within process	1
Direction	Distributor to Supplier
Core Data Elements & Function Description	
request for quote	number, type , see 1) function: original, cancellation, confirmation, change
date	creation, expiry, reply, first time ordering, last time ordering ship not later then document reference date requested delivery date
additional information	conditions , see 2)
document	quote number supplier, contract number
party identification	supplier, distributor, competitor end customer, sub contractor qualifier: duns number name
currency	target buy price cur., target resale price cur., competitor buy price cur, competitor resale price cur.
product	Part number (seller's / distributors) description category: design win, commodity, thrust
action code	added, deleted, re-issue, no action
	export restriction code drawing
quantity	requested qty requested delivery qty requested price qty packing qty
price	contract target buy price, target resale price competitor buy price, competitor resale price measure unit (piece /per 100)
result	won, lost lost reason codes
other..... terms of delivery or transport place/location additional product id product group	

	allowance of charge percentage details		
RosettaNet			
	Message	3A1 QuoteRequest	
	EDIFICE EPIG	Requested, not released	
	Message	3A15 Quote Request (not delivery related)	
	EDIFICE EPIG	Requested, not released	
	Message	3A17 Quote Request (price and delivery quote)	
	EDIFICE EPIG	Requested, not released	
UN/EDIFACT			
	Message	REQOTE	
	EDIFICE MIG	REQOTE	

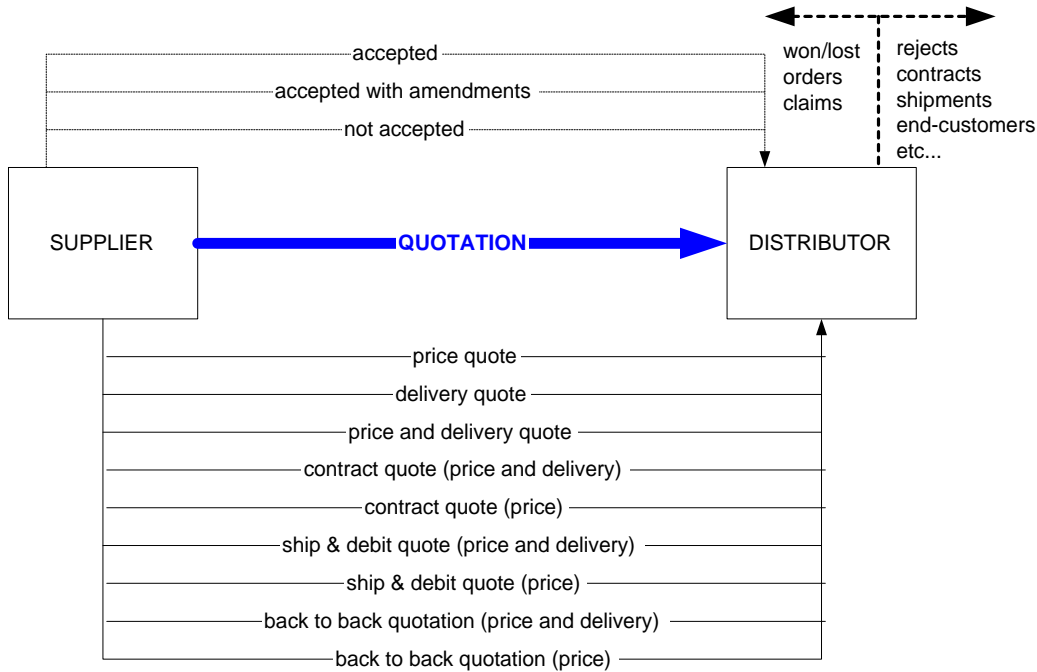
1)

E01 = Request for price quote E02 = Request for delivery quote E03 = Request for price and delivery quote E04 = Request for contract price quote E05 = Request for contract price and delivery quote E06 = Request for back to back price quote E07 = Request for back to back price and delivery quote E08 = Request for ship & debit price quote E09 = Request for ship & debit price and delivery quote

2)

178 = Costings 179 = Tender 180 = Mixed 181 = Design win 182 = Order to place 183 = To be advised 184 = Turns 185 = Promotion 186 = No design win registered 187 = Backlog protection 188 = Kit 189 = Demonstration equipment 190 = Volume

6.2.2. Scenario Quotation



In the quotes response, the supplier confirms whether the requested new buy price is accepted or not.

In any case, the supplier must send back a quote buy price and eventually a quote resale price and depending on the type, also a delivery date. After sending the quote response the distributor must react within an agreed period (reveal period e.g 30 days) to inform the supplier whether the quote is won or lost.

1. Negative Response to Quote Request

Transaction Number within process	2	
Direction	Supplier to Distributor	
Core Data Elements & Function Description		
quote	number, type , see 1)	function: accepted, accepted with amendment, approval, rejected
date	creation, expiry, reply, first time ordering, last time ordering ship not later then document reference date confirmed/quotes delivery date	
document	buyer's quote number , contract number	
party identification	supplier, distributor, competitor	

		end customer, sub contractor qualifier: duns number name
	currency	quotes buy price cur., quoted resale price cur.
	product	Part number (seller's / distributors) description category: design win, commodity, thrust
	action code	accepted, accepted with amendment, not accepted
	quantity	quoted qty quoted delivery qty quoted price qty packing qty
	price	quoted buy price, quoted resale price measure unit (piece /per 100)
	other..... terms of delivery or transport place/location additional product id allowance of charge percentage details	
RosettaNet		
	Message	3A1 QuoteConfirmation
	EDIFICE EPIG	Requested, not released
	Message	3A16 Quote Confirmation (not delivery related)
	EDIFICE EPIG	Requested, not released
	Message	3A18 Quote Confirmation (price and delivery quote)
	EDIFICE EPIG	Requested, not released
UN/EDIFACT		
	Message	QUOTES
	EDIFICE MIG	QUOTES

2. Positive Response to Quote Request

Transaction Number within process	3	
Direction	Supplier to Distributor	
Core Data Elements & Function Description		
quote	number, type , see 1) function: accepted, accepted with amendment, approval, rejected	
date	creation, expiry, reply, first time ordering, last time ordering ship not later then document reference date	

		confirmed/quotes delivery date
document		buyer's quote number , contract number
party identification		supplier, distributor, competitor end customer, sub contractor qualifier: duns number name
currency		quotes buy price cur., quoted resale price cur.
product		Part number (seller's / distributors) description category: design win, commodity, thrust
action code		accepted, accepted with amendment, not accepted
quantity		quoted qty quoted delivery qty quoted price qty packing qty
price		quoted buy price, quoted resale price measure unit (piece /per 100)
other..... terms of delivery or transport place/location additional product id allowance of charge percentage details		
RosettaNet		
	Message	3A1 QuoteConfirmation
	EDIFICE EPIG	Requested, not released
	Message	3A16 Quote Confirmation (not delivery related)
	EDIFICE EPIG	Requested, not released
	Message	3A18 Quote Confirmation (price and delivery quote)
	EDIFICE EPIG	Requested, not released
UN/EDIFACT		
	Message	QUOTES
	EDIFICE MIG	QUOTES

3. Unsolicited Response to Quote Request

Transaction Number within process	4	
Direction	Supplier to Distributor	
Core Data Elements & Function Description		
quote	number, type , see 1) function: accepted, accepted with amendment, approval, rejected	
date	creation,	

		expiry, reply, first time ordering, last time ordering ship not later then document reference date confirmed/quotes delivery date
document		buyer's quote number , contract number
party identification		supplier, distributor, competitor end customer, sub contractor qualifier: duns number name
currency		quotes buy price cur., quoted resale price cur.
product		Part number (seller's / distributors) description category: design win, commodity, thrust
action code		accepted, accepted with amendment, not accepted
quantity		quoted qty quoted delivery qty quoted price qty packing qty
price		quoted buy price, quoted resale price measure unit (piece /per 100)
other..... terms of delivery or transport place/location additional product id allowance of charge percentage details		
RosettaNet		
	Message	3A1 QuoteConfirmation (Supplier Initiated)
	EDIFICE EPIG	Requested, not released
	Message	3A16 Quote Confirmation (not delivery related)
	EDIFICE EPIG	Requested, not released
	Message	3A18 Quote Confirmation (price and delivery quote)
	EDIFICE EPIG	Requested, not released
UN/EDIFACT		
	Message	QUOTES
	EDIFICE MIG	QUOTES

- 1)
 E01 = Request for price quote E02 = Request for delivery quote E03 = Request for price and delivery quote E04 = Request for contract price quote E05 = Request for contract price and delivery quote E06 = Request for back to back price quote E07 = Request for back to back price and delivery quote E08 = Request for ship & debit price quote E09 = Request for ship & debit price and delivery quote

6.2.3. Special Considerations for the use of RosettaNet

According to the rules of RosettaNet, a 3A1 Quote Request has to be responded to with a 3A1 Quote Confirmation within 24 hours. At the time issue 4 of this document has been endorsed by the EDIFICE membership, there was no PIP available to inform the customer of any change made to the quote after the 3A1 Quote Confirmation has been sent, e.g. price assigned or status change. It was a common understanding that there is a need for this transaction and that such a response should use the exact same format as a regular 3A1 Quote Confirmation.

RosettaNet has added PIPs 3A15 Quote Request and 3A16 Quote Confirmation to the PIP directory. The pair of one-way PIPs 3A15/3A16 is equivalent to the two-way PIP 3A1, there is no recommendation from EDIFICE towards the use of 3A1 vs. 3A15/3A16.

1. Real time Response

Partners in the Distribution Channel address a business desire for a Near Real Time Response. It is understood that in such cases the response would often be a "List Price" with the Customer Requested Price being "Pending Approval". The Pending Request would be actioned by the Supplying Partner as soon as possible, but this may take more than 24 hours in some cases.

Scenario to Illustrate:

The Customer would like a quote on a part 'ABC'" with a Requested Price of 5.

The Supplying Partner can immediately respond with a "List Price" of 7, and have the Request of 5 be Pending.

After some review by the Supplying Partner, the response might be 6.

The Customer would like to be notified as quickly as possible of the List Price, and then as soon as the Supplying Partner can respond with the Better Price.

The Industry Standard Process for Real Time Response will be:

1. Customer submits a 3A1 with Requested Pricing
2. Supplying Partner responds immediately with List Prices.
In cases where the Requested Price is below List Price, the status will be Pending.
3. As Supplying Partners action Pending Lines, a New Confirmation document is sent from the Supplying Partner to the Customer.
This is a One Way Transmission in a Format Identical to the 3A1 Response. This One Way Transmission can also be used to inform the Customer of Changes made to a Quote after the Initial Response.

2. Negotiation of Prices or Updates to an existing Quote

Most Customers have a need to submit revisions to price requests.

An Initial Request/Response might not be adequate to win a piece of business, so a Second Round of Negotiation is required.

Scenario to Illustrate:

The Customer would like a quote on a part 'ABC' with a requested price of 5.

The Supplying Partner responds with a price of 8.

The Customer counters with a revised request of 6.

The Supplying Partner's final response is 7.

We propose the following (not yet RosettaNet Standards approved) methodology to address negotiation.

1. The Customer sends an initial 3A1 which results in a Supplying Partner's response with an Approved Price or No-Bid condition

2. The Customer revises the Requested Price or Quantity and sends a Subsequent 3A1 with a Revision Number.
In addition, the Customer uses the "RequoteLinesStatus" Segment identifying the "GlobalReQuoteActionCode"="Changed".
3. The Supplying Partner responds to the Revised Quote Request.
4. Steps 2-3 can be repeated until Agreement is reached.

Note on No-Bid Response: The Supplying Partner may respond to a request with a "No-Bid".

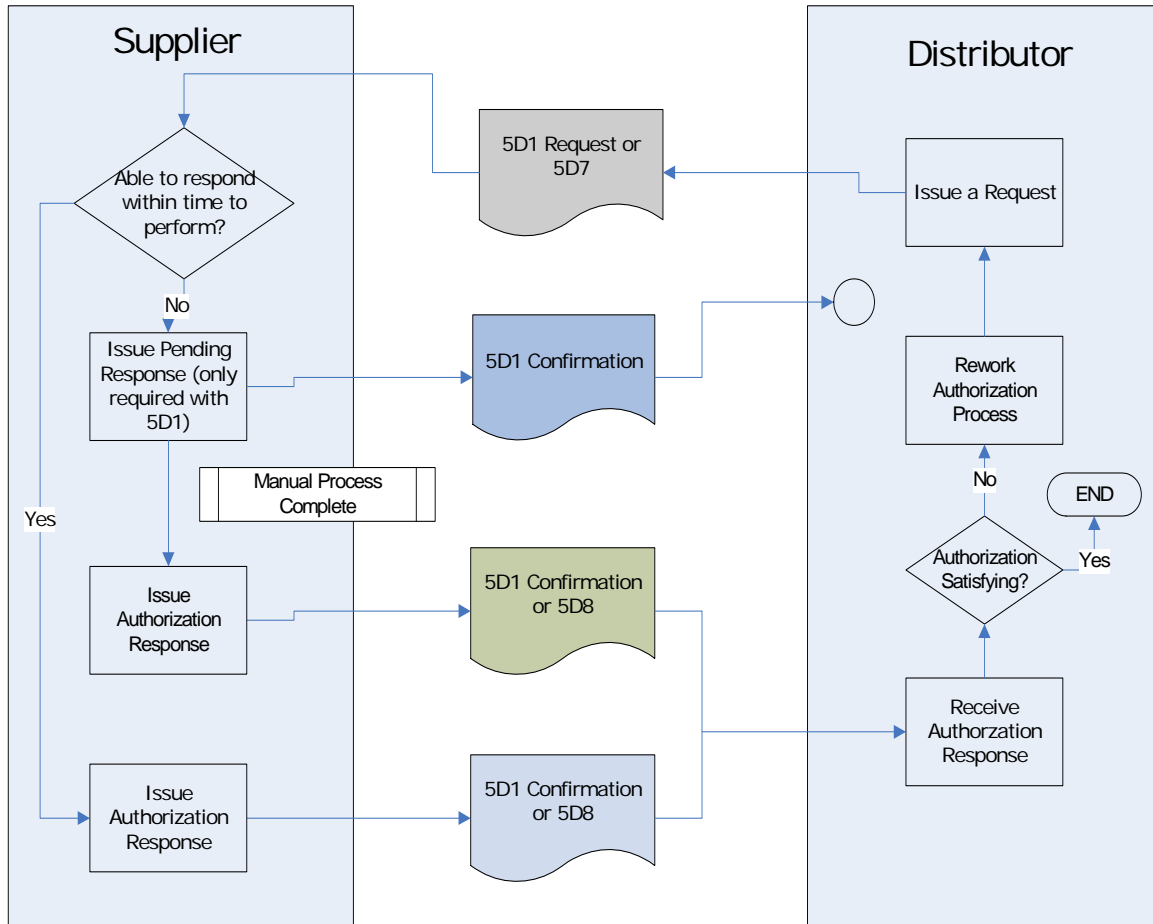
This is often supported with a Line Note for the Reason for the No-Bid.

A Customer may change the status of a No-Bid line back to Pending by Changing the Requested Price or Quantity.

The unsolicited response needs to be identified. A suggestion is to put a different version number in the service header (e.g. V02_00 becomes V02_00.1)

The data structure of the PIP itself does not differ in any way.

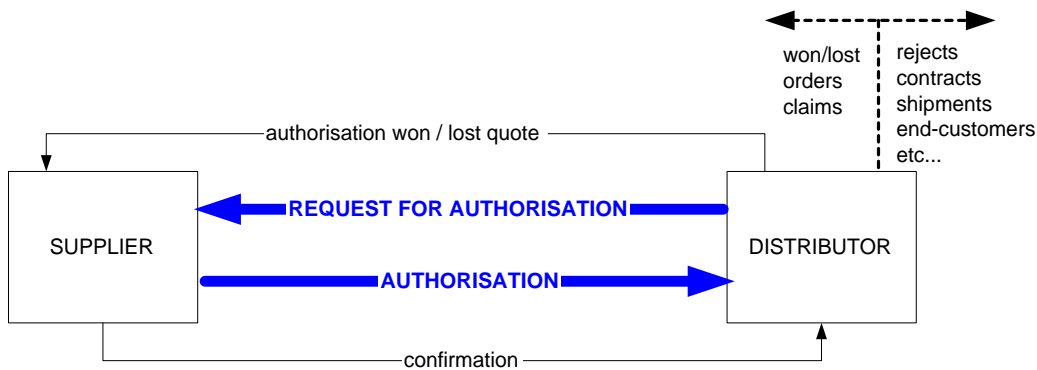
6.3 Basic business flow: Authorisation status



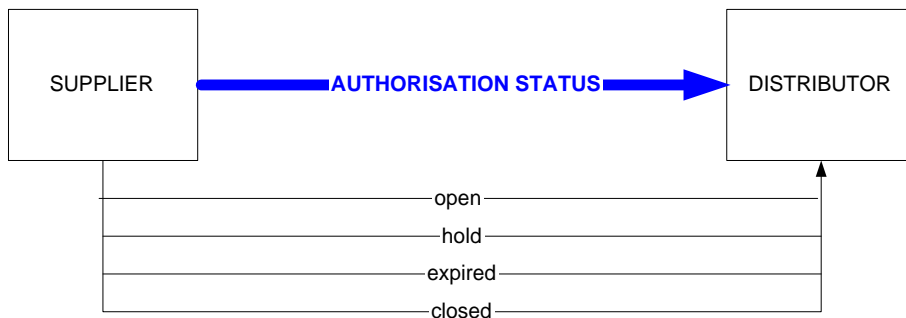
Purpose

request of the distributor to get final authorisation/confirmation of an agreed quote
 status overview/snap-shot of all quotes as registered by the supplier for a certain distributor

Scenario



In this scenario, the distributor requests for authorisation, which means, a confirmation for the quoted special price, (or new buy price) of the supplier is required.



In order to synchronise quotes status's on both supplier and distributor side the authorisation status process must be used. The supplier can agree with his distributor to convey authorisation line items with one of the following status's: 'open', 'expired', 'hold', 'closed'.

- Open authorisation line item: The item is available for the distributor to claim against.
- Expired authorisation line item: Although the item's quantity was not completely used, it has passed its expire date.
- Hold the authorisation line item: The item is temporarily put on hold by the supplier. A claim against this item will be rejected.
- Closed authorisation line item: The item has passed its expire date or all its quantity has been used. This status is final.

When using RosettaNet the pending response may be issued by the supplier which will then be followed by a supplier initiated response. This is similar to the 3A1 process.

Process Components

1. Request for Authorisation

Transaction Number within process	1
Direction	Distributor to Supplier

Core Data Elements & Function Description		
quote		number, function: replace
date		creation, expiry, date last update end date
document		authorisation number buyers quote number suppliers quote number
party identification		supplier, distributor, end customer, sub contractor qualifier: duns number name
currency		reference currency order currency , invoice currency
action code		closed, hold, expired, open
product		partnumber (seller's / distributors) description
quantity		qty authorised qty balance top ship qty claimed
price		quoted buy price, quoted resale price catalogue price measure unit (piece /per 100)
other..... additional product id		
RosettaNet		
Message	5D1	ShipFromStockAndDebitAuthorizationRequest
EDIFICE EPIG		Requested, not released
Message	5D7	ShipFromStockAndDebitAuthorizationRequest
EDIFICE EPIG		Requested, not released
UN/EDIFACT		
Message		None Identified
EDIFICE MIG		

2. Authorisation

Transaction Number within process	2	
Direction	Supplier to Distributor	
Core Data Elements & Function Description		
quote		number, function: replace
authorisation		number, function: replace
date		creation, expiry, date last update end date
document		authorisation number

		buyers quote number suppliers quote number
	party identification	supplier, distributor, end customer, sub contractor qualifier: duns number name
	currency	reference currency order currency , invoice currency
	action code	closed, hold, expired, open
	product	partnumber (seller's / distributors) description
	quantity	qty authorised qty balance top ship qty claimed
	Price	quoted buy price, quoted resale price catalogue price measure unit (piece /per 100)
	other..... additional product id	
RosettaNet		
	Message	5D1 ShipFromStockAndDebitAuthorizationConfirmation
	EDIFICE EPIG	Requested, not released
	Message	5D8 ShipFromStockAndDebitAuthorizationConfirmation
	EDIFICE EPIG	Requested, not released
UN/EDIFACT		
	Message	None Identified
	EDIFICE MIG	

3. Authorisation Status

Transaction Number within process	3	
Direction	Supplier to Distributor	
Core Data Elements & Function Description		
	authorisation status	number, function: replace
	date	creation, expiry, date last update end date
	document	authorisation number buyers quote number suppliers quote number
	party identification	supplier, distributor, end customer, sub contractor qualifier: duns number name
	currency	reference currency order currency , invoice currency
	action code	closed, hold, expired, open

	product	partnumber (seller's / distributors) description	
	quantity	qty authorised qty balance top ship qty claimed	
	price	quoted buy price, quoted resale price catalogue price measure unit (piece /per 100)	
	other..... additional product id		
RosettaNet			
	Message	5D3 OpenShipFromStockAndDebitAuthorizationStatusNotification	
	EDIFICE EPIG	Not Requested	
UN/EDIFACT			
	Message	ATHSTS	
	EDIFICE MIG	ATHSTS	

6.3.1. Special Considerations for the use of RosettaNet

According to the rules of RosettaNet, a 5D1 ShipFromStockAndDebitAuthorizationRequest has to be responded to with a 5D1 ShipFromStockAndDebitAuthorizationConfirmation within 24 hours. At the time version 4 of this document has been endorsed by the EDIFICE membership, there was no PIP available to inform the customer of any change made to the Authorization after the 5D1

ShipFromStockAndDebitAuthorizationConfirmation has been sent, e.g. status change. It was a common understanding that there is a need for this transaction and that such a response should use the exact same format as a regular 5D1 ShipFromStockAndDebitAuthorizationConfirmation.

RosettaNet has added PIPs 5D7 Notify of Ship From Stock And Debit Authorization Request and 5D8 Notify of Ship From Stock And Debit Authorization Confirmation to the PIP directory. The pair of one-way PIPs 5D7/5D8 is equivalent to the two-way PIP 5D1, there is no recommendation from EDIFICE towards the use of 5D1 vs. 5D7/5D8.

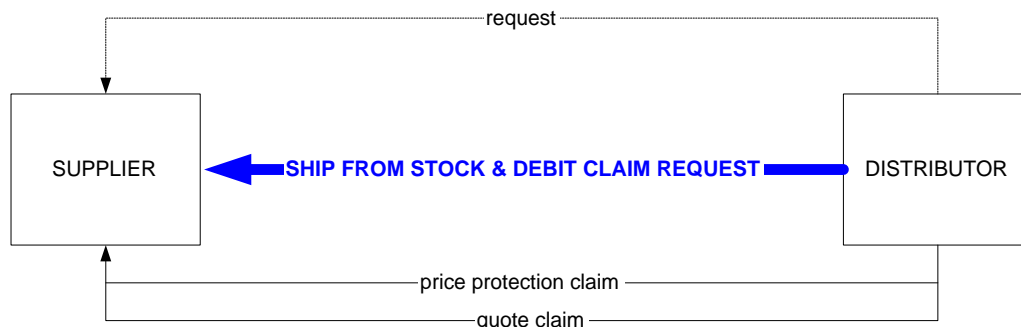
6.4 Basic business flow: Ship from stock & debit claim



Purpose

Support the process of claims requested by Distributors as result of taking business via quotes or because of agreements with suppliers concerning stock (price) protection. After screening and validating the claim the result can be a debit note send by the supplier or a reject of the claim with reason codes. Returns of goods are not included in this process.

6.4.1. Scenario Ship from Stock & Debit Claim Request



Stocking of Goods and Stock Protection

The distributor purchases the goods with the manufacturer for stocking purposes at a fixed price. These prices are fixed for a certain period of time e.g. prices are fixed per quarter. This purchase price is commonly referred to as 'distributor cost' or 'catalogue price'.

When the manufacturer decides to change his price, the following process is applied: Based on the distributor's inventory level at the time of the price change, the manufacturer can calculate the difference in value of the stock affected by the price change.

When, as in the majority of the cases, the prices of electronics components go down, the manufacturer will credit the distributor's account for the difference in value of his stock. There are variances in the stock protection mechanism from one manufacturer to another. The exact conditions can usually be found in the franchise agreement. There are other implications to this stock protection mechanism e.g. stock return, which are not part of this scenario.

Request of a New Buy Price (Quote Request)

When a distributor has a business opportunity with an end-customer, he will inform the manufacturer of the business opportunity with a 'request for quote'. The distributor will get a response from the manufacturer to his proposal - the 'quote'. In this quote, the manufacturer will propose a 'new buy price'. This 'new buy price' is only valid for the authorised quantity and the end-customer specified in the quote. Based on this quote, the distributor can make a final offer to his end-customer. When the end-customer accepts the deal, which results in an order from the end-customer to the distributor, the distributor will inform the manufacturer of this deal, by phone, fax or EDI - 'request for authorisation'. The manufacturer will give the distributor a final authorisation to ship the goods and claim back the difference between the 'distributor cost' and the 'new buy price'. Besides the 'new buy price', the 'authorised quantity' and the 'end-customer', an 'expire date' is always attached to the 'authorisation'. Not all manufacturers require a 'four step' negotiation process. The process can be reduced to a 'three step' process if the first offer to the distributor already contains a conditional authorisation number.

Shipping to the End-customer / Claiming from the Manufacturer

Independent of how many steps the bid/offer process takes, it is only when the distributor starts shipping the goods to his end-customer that he can claim the difference between the 'distributor cost' and the 'new buy price' from the manufacturer. The frequency at which a distributor makes a claim to the manufacturer differs. Some manufacturers allow the distributor to claim when the shipping event occurs, others ask the distributor to accumulate and transmit the claims on a fixed interval period e.g. weekly or monthly.

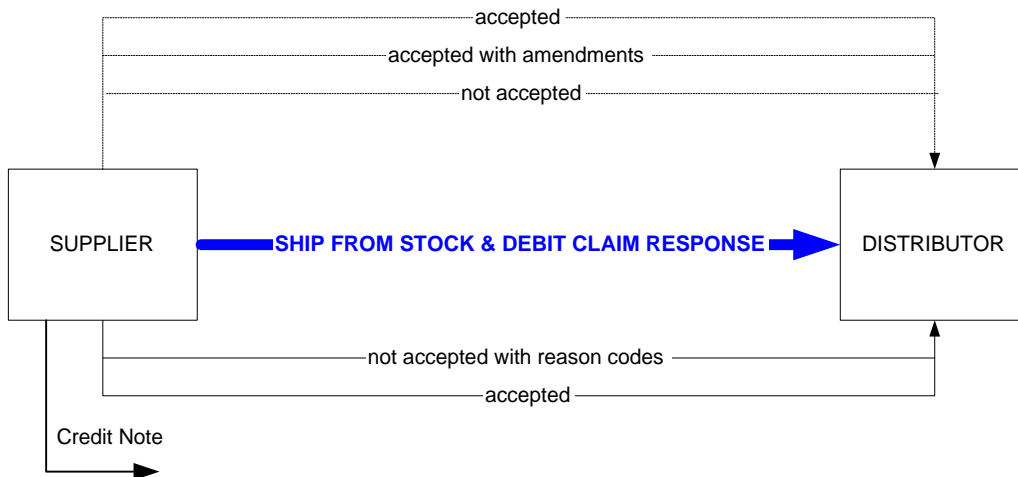
Process Components

1. Ship from Stock & Debit Claim Request

Transaction Number within process	1	
Direction	Distributor to Supplier	
Core Data Elements & Function Description		
ship from stock & debit claim request	number, function: original	
date	creation, report start date, report end date, commercial invoice date, credit note date	
document	commercial invoice (+ line number), credit note, authorisation / quote number (supplier), ship from stock & debit claim request line number	
party	supplier, distributor, end customer, sub contractor, qualifier: duns number, name	
currency	reference currency, invoicing currency, order currency	
product	partnumber (seller's / distributor's), description	
quantity	quantity claimed	

	price	catalogue quoted buy price quoted resale price
	other.....	
RosettaNet		
	Message	5D5 ShipFromStockAndDebitClaimRequest
	EDIFICE EPIG	Not Requested
	Message	5D9 ShipFromStockAndDebitClaimRequest
	EDIFICE EPIG	Not Requested
UN/EDIFACT		
	Message	SSDCLM
	EDIFICE MIG	SSDCLM

6.4.2. Scenario Ship from Stock & Debit Claim Response



The supplier will receive the claim and process it against the distributor's 'open' authorisations. Not all claims are accepted based on the conditions stated in the claim. It is even possible that some claims are rejected.

The manufacturer will inform the distributor of the processing result of every claim. Finally the manufacturer will issue a credit note to the distributor and credit the distributor's account.

Unique identification of claim line items within the message is also necessary. These line item numbers will be used as references in the Ship from Stock and Debit Claim Response message.

The manufacturer can respond to one claim with one or multiple response messages. However, a response message may only respond to one claim.

One line item in the claim can only generate one line item in the response. The manufacturer can indicate one of the following actions as to the requested claim line item:

- Accepted without amendment: The line item of the claim is entirely accepted by the seller.

- Accepted with amendment: The line item of the claim is accepted but amended by the seller.
- Not accepted: The line item of the claim is not accepted by the seller.

It is mandatory to specify the distributor claim number in the header of every response and the distributor claim line item reference number in the detail section.

The manufacturer can optionally specify a credit note number in the response message. If the reference is made at header level, the credit note number covers all accepted line items. Alternatively the credit note number can also be specified at detail level.

The distributor sends his claim number in the message. This number will be the unique reference in all subsequent messages, e.g. the Ship from Stock and **Debit Claim Response and the manufacturer’s Credit Note**.

Process Components

1. Ship from Stock & Debit Claim Response

Transaction Number within process	1	
Direction	Supplier to Distributor	
Core Data Elements & Function Description		
ship from stock & debit claim response	number,	function: original
date	creation date,	
document	ship from stock & debit claim request number (+ line number) credit note number supplier debit note number supplier quote number /authorisation number invoice credit note number buyer	
party	supplier, distributor, qualifier: duns number name	
currency	reference currency order currency	
product	partnumber (seller's / distributors) description	
action code	accepted, accepted with amendment, not accepted	
quantity	quantity credited quantity debited	
price	catalogue price quoted buy price	
status	status reason code , see 1)	
other..... Additional Product Identification		

RosettaNet		
Message	5D5 ShipFromStockAndDebitClaimConfirmation	
EDIFICE EPIG	Not Requested	
Message	5D10 ShipFromStockAndDebitClaimConfirmation	
EDIFICE EPIG	Not Requested	
UN/EDIFACT		
Message	SSDRSP	
EDIFICE MIG	SSDRSP	

1) AAA = Invalid authorisation number AAB = Authorisation expired AAC = Product not on authorisation AAD = Invalid ship quantity AAE = Invalid end-customer code AAF = Invalid ship date Invoice or Credit note date AAG = Duplicate claim AAH = Quantity fulfilled AAI = Resale-at-cost higher than disti-cost AAJ = Invalid distributor cost AAK = Invalid resale-to-trade AAL = Invalid resale-at-cost AAM = Authorisation on hold AAN = Below minimum claim quantity or price level AAO = Invalid authorisation line number reference AAP = Invalid currency code for resale-at-cost and DC AAQ = Invalid currency for resale-to-trade AAR = Invalid invoice AXX = Other reject code

Qualifier required for changed quantities and splitted lines. e.g. when a distributor claims a qty of 120, but only 100 was agreed in a quote, two lines should be send back:

First line with qty 100 (accepted)
 Second line with qty 20 (not approved)

6.5 Basic business flow: Resales reporting

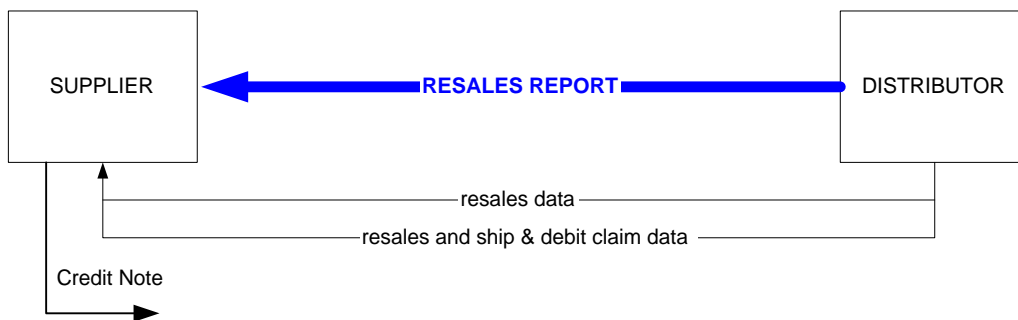


Purpose

Franchised distributors inform their suppliers about resales info for all, or an agreed range of products.

Basic information like product identification, distributors invoice price and number, end customer/ sub contractor identification is included in this process. Usage of resales information for claim purposes is also an option.

Scenario



Resales is a one way traffic scenario from distributor to supplier. In the report the period in which the products were sold is defined. Also transfer of goods between Distributors is part of this business flow. The frequency of sending depends on what is agreed between supplier and distributor. When products are sold via sub contracts, the end-customers must be defined in the report as well. Price info can refer to catalogue price, quote or new buy price or resale price. In the last occasion, always the invoice currency from distributor to end customer is included.

Within the resales report, on product line level, the allowed options are

- 1) resales only,
- 2) combination ship & debit claim

When a supplier is unable to fulfil a distributor's purchase order request (for immediate shipment) but another franchised distributor of that same supplier has free stock of the required product available on his shelf, an A to B transfer will be affected. The resulting data within the sales report message will be used by the supplier to track intra-distributor and inter-distributor product movement and to make appropriate in-house adjustments.

Financial Adjustments:

There are instances where the distributor may debit or credit his end customer with no physical shipment or return of product involved. In these situations the distributor is required to report monetary values as opposed to unit quantities.

Process Components

1. Resales Report

Transaction Number within process	1	
Direction	Distributor to Supplier	
Core Data Elements & Function Description		
resales report	resales only report resales and ship & debit claim report number function: original,	
date	creation date report start date report end date invoice date credit note date	
document	quote number supplier, debit note invoice credit note quote /authorisation number ship & debit claim request number (+ line number) purchase order number	
party	supplier distributor / intra distributor delivery party end customer, sub contractor qualifier: duns number name	
currency	reference currency invoicing currency order currency	
product	Part number (seller's / distributors) description	
action code	resale only resale and claim	
quantity	discrete qty	
price	catalogue price quoted buy price quoted resale price measure unit (piece /per 100)	
other..... additional product id monetary amount		
RosettaNet		
Message	4E1 NotifyOfSalesReport	
EDIFICE EPIG		
UN/EDIFACT		
Message	SLSRPT	
EDIFICE MIG	SLSRPT	

6.6 Basic business flow: Inventory report

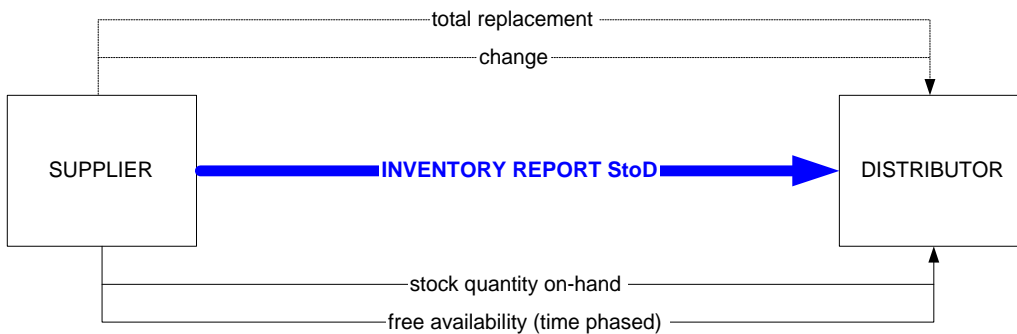


Purpose

Inventory report supplier to distributor is designed to inform distributors about (time phased) availability, stock and/or lead time information on product type level.

The inventory report distributor supplier contains information concerning stock quantities, product stock prices, goods in transfer, and/or scrap/return products.

6.6.1. Scenario Inventory Report S to D



Usually, the inventory report StoS contains the same products as the distribution price catalogue message. For example quarterly, when the content of the price catalogue has changed (new products added and old products withdrawn), also the content of the full inventory report StoS will be different, hence the full refresh.

The report also can be used to send variances or updates, for example on a daily basis.

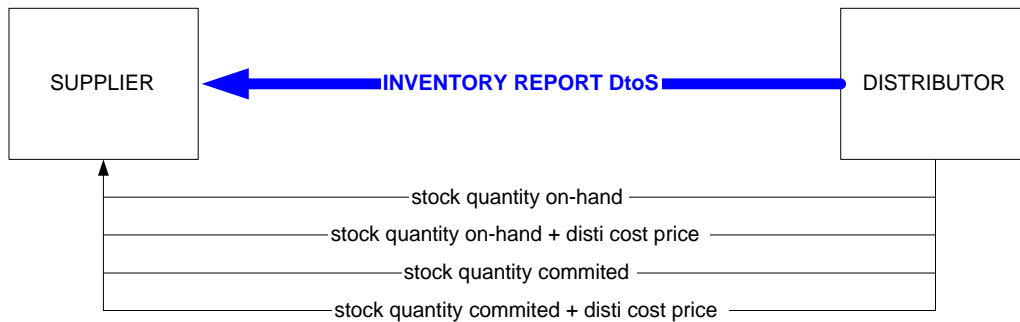
Process Components

1. Inventory Report S-to-D

Transaction Number within process	1	
Direction	Supplier to Distributor	
Core Data Elements & Function Description		
inventory report (StoS)	number,	function: original
date	creation date	inventory / stock date
	document reference date	

	document	quote number supplier, contract number Pro-forma invoice Despatch advice number Invoice number Packing list number Serial number Shipment reference number
	party identification	supplier, distributor, delivery party end customer, sub contractor qualifier: duns number name
	location	warehouse
	currency	reference currency price currency
	product	partnumber (seller's / distributors) description category: design win, commodity, thrust
	inventory	formal inventory balance status
	action code	added, deleted, re-issue, no action
	quantity	Quantity on hand Received quantity In transit quantity Committed quantity Quantity, remaining Quantity available to sell Quantity disposition for scrap Quantity disposition for return Excess inventory Stock available to other distributors to sell Order count Number of order occurrences that compose the total committed quantity Bookings quantity Additional demand
	price	contract average buy price distributor cost unit of measure
	other.....	
RosettaNet		
	Message	None Identified
	EDIFICE EPIG	
UN/EDIFACT		
	Message	INVRPT
	EDIFICE MIG	INVRPT StoD

6.6.2. Scenario Inventory Report D to S



The inventory report DtoS is designed to facilitate the provision of status/static information between a distributor and supplier to identify the supplier’s products and supporting related data that are held by the distributor. The info is not limited to: product information, seller and buyer information, inventory location information, inventory quantity but also to pricing information, date codes, sales numbers and layered inventory at different prices. The inventory report can be used in combination with the price protection ship and debit claim process. The report is restricted to the transmission of full inventory information.

Process Components

1. Inventory Report D-to-S

Transaction Number within process		1	
Direction		Distributor to Supplier	
Core Data Elements & Function Description			
	currency	reference currency	price currency
	product	partnumber (seller’s / distributors) description category: design win, commodity, thrust	
	inventory	formal inventory balance status	
	action code	added, deleted, re-issue, no action	
	quantity	Quantity on hand Estimated/anticipated quantity Quantity remaining Leadtime quantity	
	price	contract average buy price distributor cost unit of measure	
	Other....		
RosettaNet			
	Message	4C1 DistributeInventoryReport	
	EDIFICE EPIG		
UN/EDIFACT			
	Message	INVRPT	
	EDIFICE MIG	INVRPT D-S	

6.7 Basic business flow: Order status report



Purpose

Synchronise order book data of both supplier and distributor by exchanging these according to agreed frequency..

Scenario

The message is built to meet requests between parties, from supplier to distributor, exchanging order book information as a whole set of data. The order status report message is sent on request or at a fixed schedule, mutually agreed between partners. This can be stated in a separate agreement.

The order status report message carries complete order book information known at the elaboration date/time. It is a snapshot of the supplier order book.

In the order status report message, the supplier sales order reported at DOC level, contains only the open line items remaining to be delivered against this supplier sales order number.

The order status report message doesn't replace the Despatch Advice message or the Invoice message for devices in transit between supplier and buyer at the elaboration date/time of the message.

The order status report message is intended to synchronise data between partners because some messages in the business flow can be incomplete, missing, wrongly understood or some change of data cannot be transferred due to the application.

Example of information which could not be transferred or not well translated, foreseen in the messages (Order Response message) but sometimes not handled by the systems:

- Early warning information like new delivery date (seller initiated).
- Partial order confirmation (buyer request/seller application).
- Split of quantity and date in the order confirmation (buyer application).
- Automatic cancellation of small balanced quantity in the seller order book (seller initiated).

Process Components

1. Order Status Report D-to-S

Transaction Number within process	1		
Direction	Distributor to Supplier		
Core Data Elements & Function Description			
	...		
RosettaNet			
	Message	None Identified	

	EDIFICE EPIG		
UN/EDIFACT			
	Message	OSTRPT	
	EDIFICE MIG	OSTRPT D-S	

2. Order Status Report S-to-D

Transaction Number within process		1	
Direction		Supplier to Distributor	
Core Data Elements & Function Description			
	...		
RosettaNet			
	Message	None Identified	
	EDIFICE EPIG		
UN/EDIFACT			
	Message	OSTRPT	
	EDIFICE MIG	OSTRPT S-D	

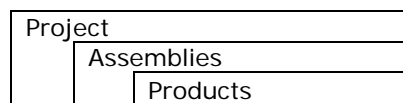
6.8 Design-In Process

Purpose

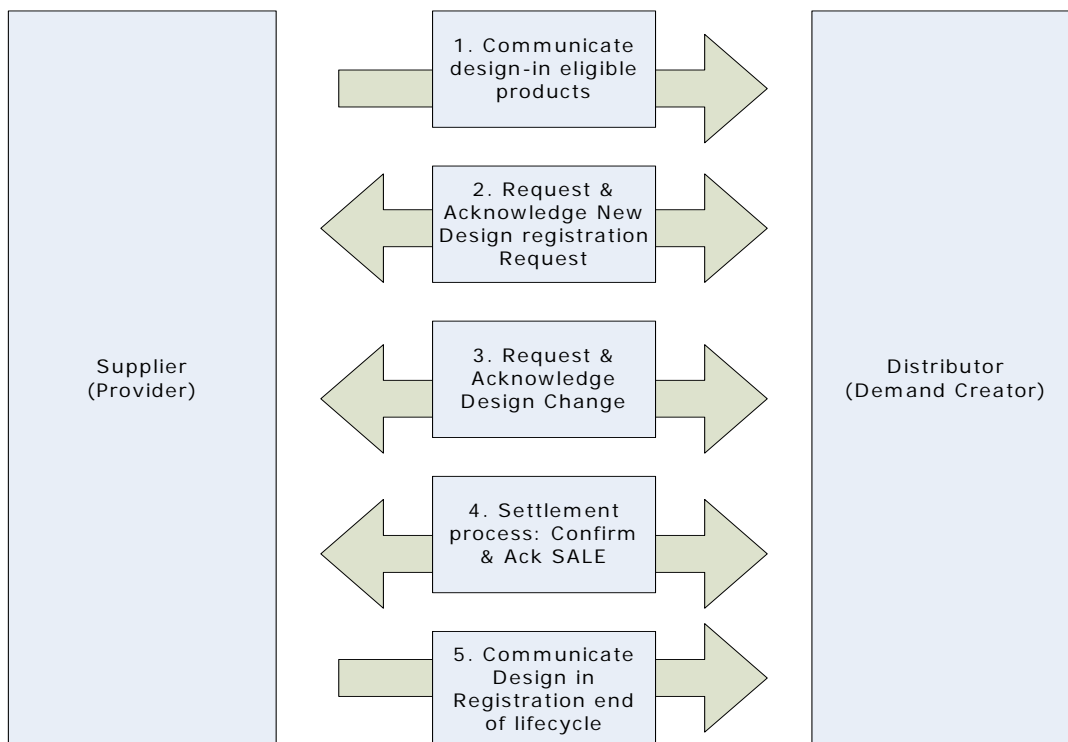
Allow suppliers to identify, support and track design activities of their product in end-customer solutions through the distribution channel.

Allow distributors to receive support and financial compensation for their design-in work performed with the end-customer from the supplier of the product.

In order to clarify the terminology used in this document, the hierarchy of a Design Registration is defined like:



Process Components



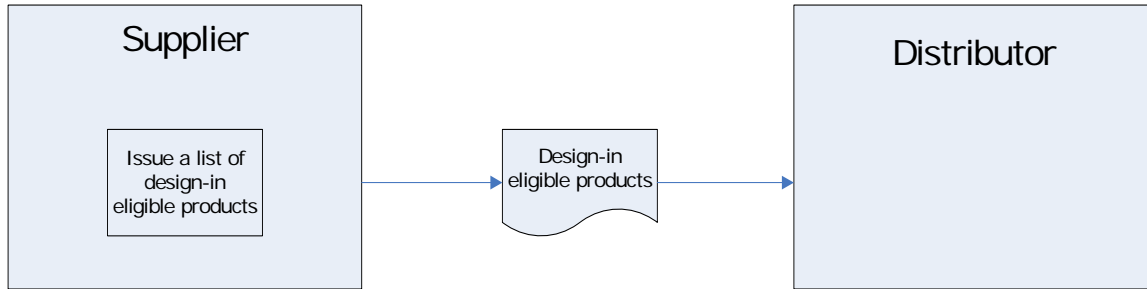
1. Communicate design-in eligible products: Allow suppliers to communicate the set of design-in eligible products to their distributors.
2. Register design-in: Allow distributors and suppliers to exchange process information required to register new design-in activity.
3. Register design-in: Allow distributors and suppliers to exchange process information required to update a previously registered design-in.
4. Settlement of design-win: Allow distributors and suppliers to provide process information required to settle the design-win.
5. End of Design-in registration life cycle

6.8.1. Communicate Design-in eligible products

Purpose

Allow suppliers to communicate the set of design-in eligible products to their distributors.

Scenario



Process Components

1. Update the design-in eligible product list

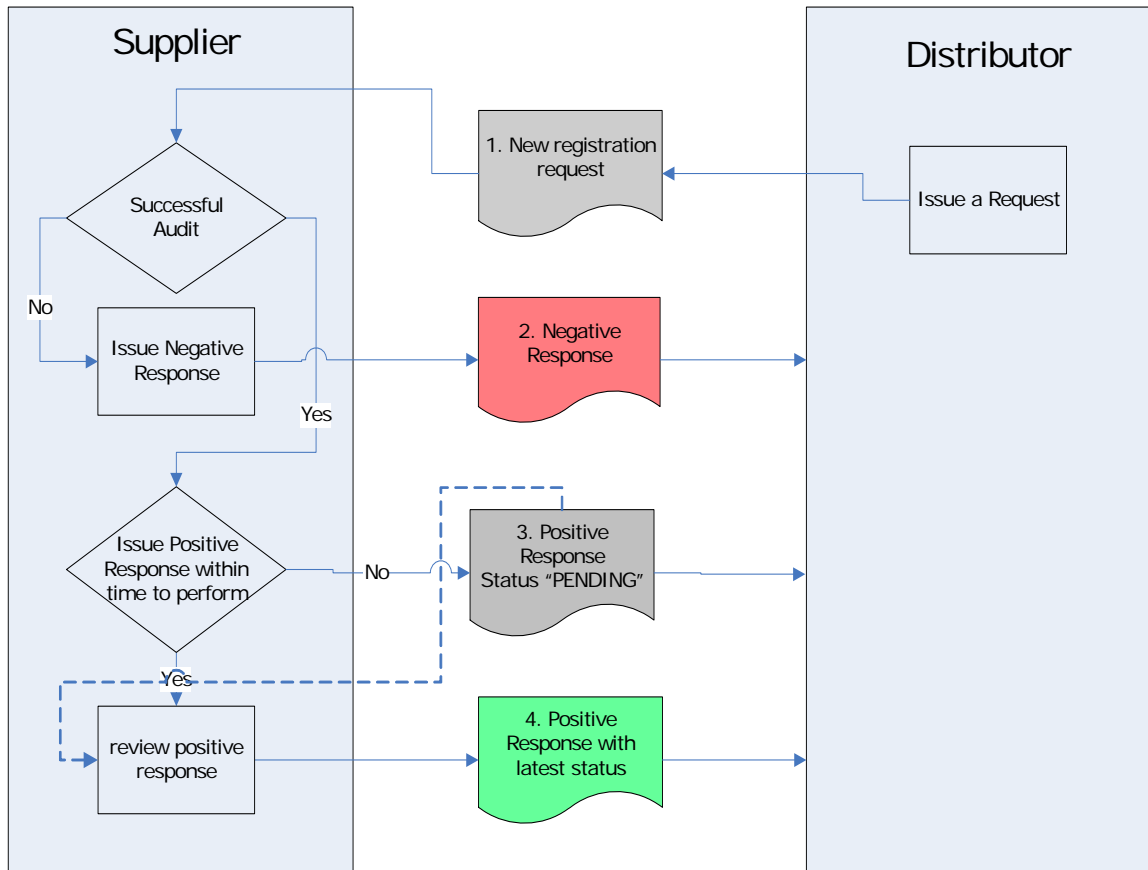
Transaction Number within process	1	
Direction	Distributor to Supplier	
Core Data Elements & Function Description		
Product Identification	Uniquely identifiable by both partners	
Design-win eligible indicator		
RosettaNet		
Message	5C1 Distribute Product List	
EDIFICE EPIG	Not requested	
UN/EDIFACT		
Message	PRICAT	
EDIFICE MIG	PRICAT	

6.8.2. Register Design-in

Purpose

Allow distributors and suppliers to exchange information required to register, change and acknowledge a design-in activity.

Scenario



The distributor submits a new design-in registration request. The new registration request must contain the minimum required project description information to allow the supplier to process and evaluate this registration on its merits. The supplier must return a response to this new registration request within the time to perform (i.e. 72 hours for RosettaNet). A negative response is normally only issued for technical or syntactical data issues and includes a reject reason. A positive response requires a business decision and includes a supplier registration reference number. Due to the time constraint a 'Pending' response will be sent when the decision hasn't been taken within the time to perform.

Process Components

1. New Registration request

Transaction Number within process		1
Direction		Distributor to Supplier
Core Data Elements & Function Description		
	Distributor Tracking Number	
	Assembly Name	
	Assembly Description	
	Assembly Production Date	
	Assembly Prototype Date	
	Design Customer Identification	End_Customer and POS Customer if known VAT number if available
	Product Identification	
	Quantities	
RosettaNet		
	Message	5C2_DesignRegistrationRequest
	EDIFICE EPIG	5C2_DesignRegistrationRequest
	Message	5C6_DesignRegistrationRequest
	EDIFICE EPIG	Not Requested
UN/EDIFACT		
	Message	None identified
	EDIFICE MIG	

2. Negative Response to Registration request

Transaction Number within process		2
Direction		Supplier to Distributor
Core Data Elements & Function Description		
	Distributor Tracking Number	
	Reject Reason	Negative response because of syntax, technical or business process errors – reject reason is mandatory e.g. invalid product, opportunity attachment too large, double transmission
RosettaNet		
	Message	5C2_DesignRegistrationConfirmation
	EDIFICE EPIG	5C2_DesignRegistrationConfirmation
	Message	5C7_DesignRegistrationConfirmation
	EDIFICE EPIG	Not Requested
UN/EDIFACT		

	Message	None identified	
	EDIFICE MIG		

3. Positive Response to Registration request

Transaction Number within process		3	
Direction		Supplier to Distributor	
Core Data Elements & Function Description			
	Distributor Tracking Number		
	Design-Win Registration Number	Supplier registration number	
	Status	Project and/or Item status e.g. Pending	
RosettaNet			
	Message	5C2_DesignRegistrationConfirmation	
	EDIFICE EPIG	5C2_DesignRegistrationConfirmation	
	Message	5C7_DesignRegistrationConfirmation	
	EDIFICE EPIG	Not Requested	
UN/EDIFACT			
	Message	None identified	
	EDIFICE MIG		

4. Design-Win Registration Status Acknowledgment

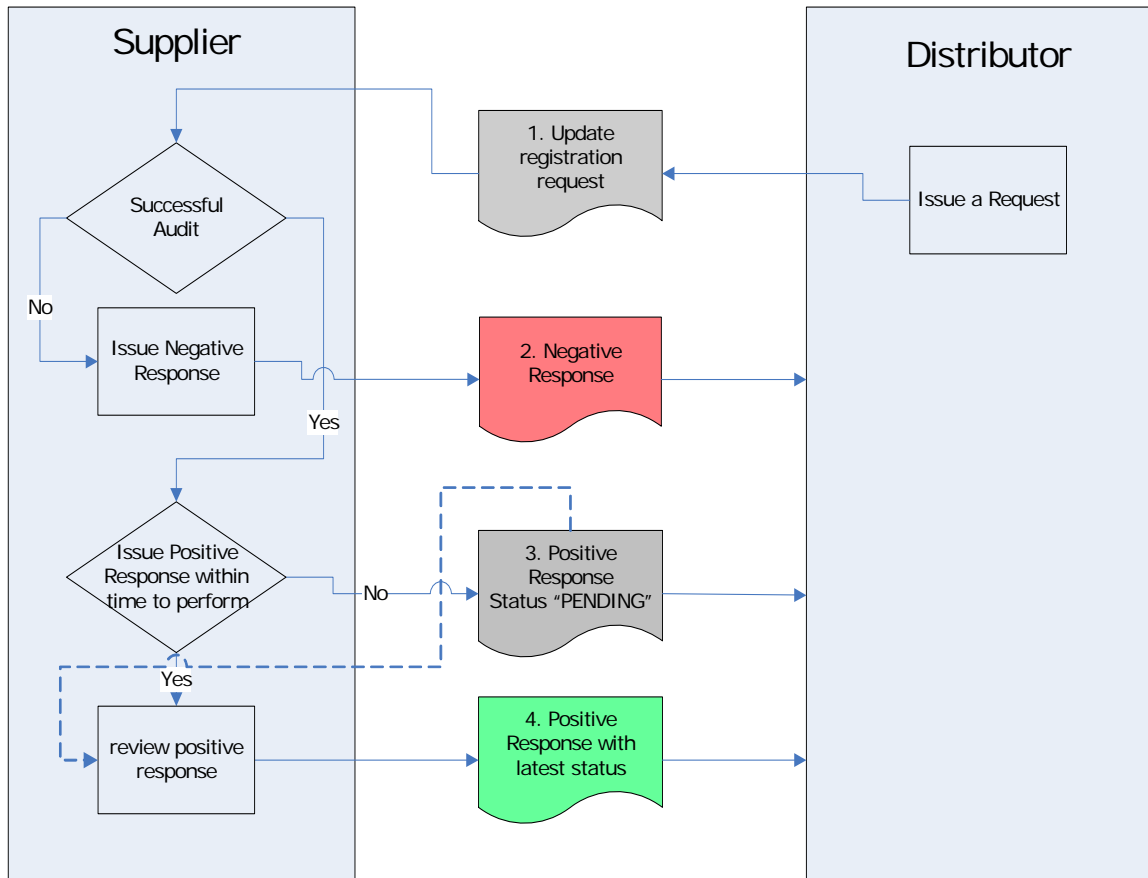
Transaction Number within process		4	
Direction		Supplier to Distributor	
Core Data Elements & Function Description			
	Design-win Registration Number		
	Status	e.g. Value: "Approved"	
RosettaNet			
		If previously a 5C2 with status 'Pending' was sent use 5C4 otherwise 5C2 (in response to 5C2R) or 5C7 (in response to 5C6)	
	Message	5C4 DistributeRegistrationStatus	
	EDIFICE EPIG	In development	
	Message	5C2_DesignRegistrationConfirmation	
	EDIFICE EPIG	5C2_DesignRegistrationConfirmation	
	Message	5C7_DesignRegistrationConfirmation	
	EDIFICE EPIG	Not Requested	
UN/EDIFACT			
	Message	None identified	
	EDIFICE MIG		

6.8.3. Update Design-in registration

Purpose

Allow distributors and suppliers to exchange process information required to update a previously registered design-in.

Scenario



The distributor submits an update request to an existing design-in registration. The update request must reference the Design registration number and provide all available information, i.e. the update request contains all information of the initial request except for the changes.

The supplier must return a response to this update request within the time to perform (i.e. 72 hours for RosettaNet).

A negative response is normally only issued for technical or syntactical data issues and includes a reject reason.

A positive response requires a business decision and includes a supplier registration reference number. Due to the time constraint a 'Pending' response will be sent when the decision hasn't been taken within the time to perform.

	Message	5C7_DesignRegistrationConfirmation	
	EDIFICE EPIG	Not Requested	
UN/EDIFACT			
	Message	None identified	
	EDIFICE MIG		

3. Positive Response to update Registration request

Transaction Number within process		3	
Direction		Supplier to Distributor	
Core Data Elements & Function Description			
	Distributor Tracking Number		
	Design-Win Registration Number	Supplier registration number	
	Status	Project and/or Item status e.g. Pending	
RosettaNet			
	Message	5C2_DesignRegistrationConfirmation	
	EDIFICE EPIG	5C2_DesignRegistrationConfirmation	
	Message	5C7_DesignRegistrationConfirmation	
	EDIFICE EPIG	Not Requested	
UN/EDIFACT			
	Message	None identified	
	EDIFICE MIG		

4. Design-Win Registration Status Acknowledgment

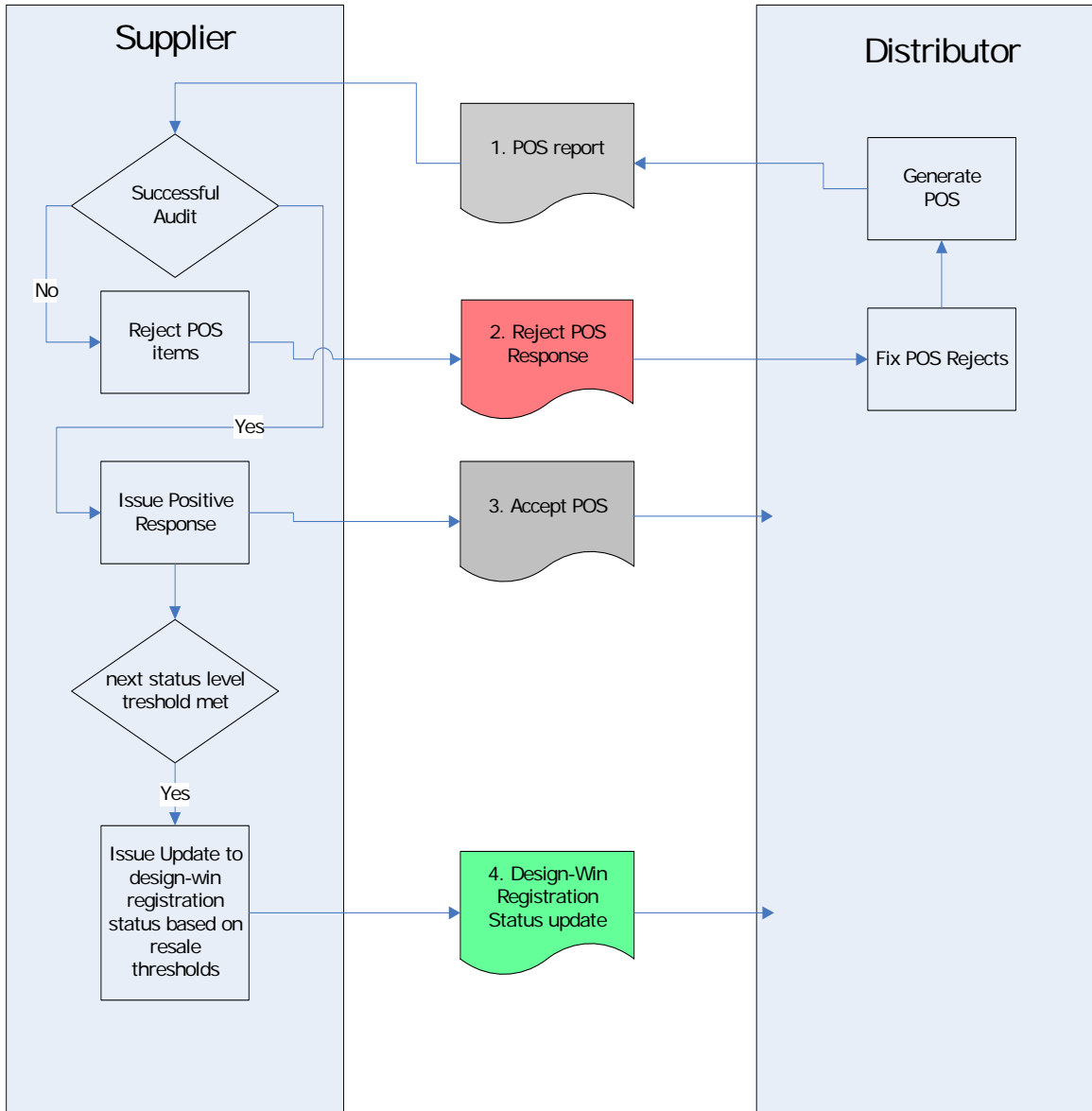
Transaction Number within process		4	
Direction		Supplier to Distributor	
Core Data Elements & Function Description			
	Design-win Registration Number		
	Status	e.g. Value: "Approved"	
RosettaNet			
		If previously a 5C2 with status 'Pending' was sent use 5C4 otherwise 5C2	
	Message	5C4 DistributeRegistrationStatus	
	EDIFICE EPIG	In development	
	Message	5C2_DesignRegistrationConfirmation	
	EDIFICE EPIG	5C2_DesignRegistrationConfirmation	
	Message	5C7_DesignRegistrationConfirmation	
	EDIFICE EPIG	Not Requested	
UN/EDIFACT			
	Message	None identified	
	EDIFICE MIG		

6.8.4. Acknowledgement of Sale to end-customer

Purpose

Allow distributors and suppliers to provide process information required to settle the design-win.

Scenario



The distributor submits a Point of Sale (POS) message, which must include the design-win registration number to be accounted for in the design-win programme. The supplier will audit the items transmitted in the POS message and based on the result, issue a positive and/or negative response.

The supplier will also match the accumulated POS quantity against the different thresholds defined in the supplier's design-win programme. Depending on meeting another threshold level the supplier will move the design-win registration status to the appropriate value and issue a Status update message.

Process Components

1. Point of Sale Report

Transaction Number within process	1	
Direction	Distributor to Supplier	
Core Data Elements & Function Description		
	POS Reference Number	
	POS Data	(all the elements which are normally transmitted when reporting a sale)
	Design-Win Reference Number	
RosettaNet		
	Message	5C3_WinClaimRequest
	EDIFICE EPIG	Not requested
	Message	5C8_WinClaimRequest
	EDIFICE EPIG	Not requested
UN/EDIFACT		
	Message	SLSRPT
	EDIFICE MIG	SLSRPT

2. Point of Sale Reject

Transaction Number within process	3	
Direction	Supplier to Distributor	
Core Data Elements & Function Description		
	POS Reference Number	
	Acknowledgment Code	
RosettaNet		
	Message	5C3_WinClaimConfirmation
	EDIFICE EPIG	Not requested
	Message	5C9_WinClaimConfirmation
	EDIFICE EPIG	Not requested
UN/EDIFACT		
	Message	SSDRSP
	EDIFICE MIG	SSDRSP

3. Point of Sale Accept

Transaction Number within process	3	
Direction	Supplier to Distributor	
Core Data Elements & Function Description		
	POS Reference Number	
	Acknowledgment Code	
RosettaNet		
	Message	5C3_WinClaimConfirmation
	EDIFICE EPIG	Not requested
	Message	5C9_WinClaimConfirmation
	EDIFICE EPIG	Not requested
UN/EDIFACT		
	Message	SSDRSP
	EDIFICE MIG	SSDRSP

4. Design-Win Registration Status Acknowledgment

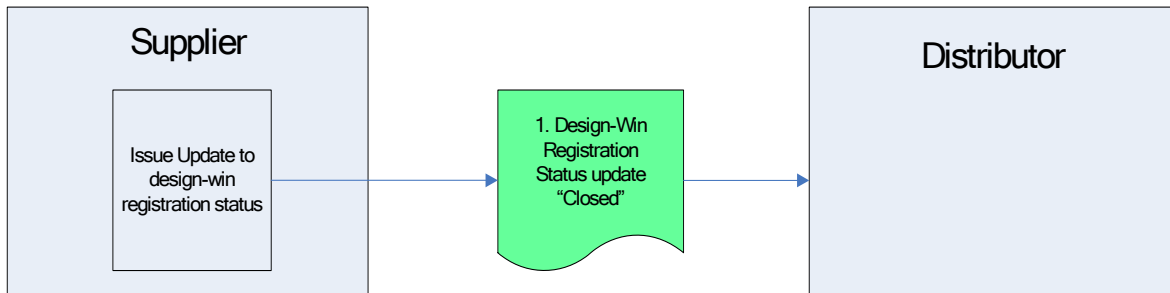
Transaction Number within process	4	
Direction	Supplier to Distributor	
Comments	The status of the design win registration will only change when preset quantity thresholds are met. It is only when the status does change that the status update message is issued.	
Core Data Elements & Function Description		
	Design-win Registration Number	
	Status	e.g. Value: "Design-Win" or "Production-Win" or "Final-Registration"
RosettaNet		
	Message	5C4 DistributeRegistrationStatus
	EDIFICE EPIG	In development
UN/EDIFACT		
	Message	None identified
	EDIFICE MIG	

6.8.5. End of Design-Win registration lifecycle

Purpose

Allows the Supplier to communicate the end of a Design status "Closed" to his Distributor.

Scenario



Process Components

1 .Confirmation of Design-Win Registration Status Update

Transaction Number within process	1	
Direction	Supplier to Distributor	
Core Data Elements & Function Description		
Design-win Registration Number		
Status	Value: "Closed"	
RosettaNet		
Message	5C4 DistributeRegistrationStatus	
EDIFICE EPIG	In development	
UN/EDIFACT		
Message	None identified	
EDIFICE MIG		