

## 5.0 Catalog and RFQ

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## CATALOG AND RFQ TABLE OF CONTENTS

<b>5.1 Introduction and Scope of Effort</b> .....	<b>5</b>
5.1.1 Catalog and RFQ Messages .....	5
5.1.2 Key Scope Assumptions .....	5
<i>Product Catalog Update</i> .....	6
<i>Customer Specific Catalog Update</i> .....	6
<i>RFQ</i> .....	6
5.1.3 Key Business Model Assumptions .....	6
<b>5.2 Business Process Information</b> .....	<b>7</b>
5.2.1 Business Process Description.....	7
<i>General Discussion on Synchronization of Catalog Data</i> .....	7
5.2.2 Business Process Diagrams.....	9
<i>Product Catalog Update/Customer Specific Catalog Update</i> .....	9
<i>Request for Quote (RFQ)</i> .....	10
5.2.3 Business Scenarios (Product Catalog Update) .....	12
5.2.4 Business Scenarios (Customer Specific Catalog Update) .....	14
5.2.5 Business Scenarios (Request for Quote).....	18



## 5.1 Introduction and Scope of Effort

This section of the document defines the data exchange interfaces necessary to support the sharing of product information, for the purpose of populating electronic catalogs to promote, select, purchase and sell chemical products and services via a Marketplace.

To fully understand the context for the messages in this section the reader should consult the following additional sections in this publication:

- Section 1 - Introduction
- Section 2 - Design Guidelines
- Section 3 - Common Data Elements
- Data Dictionary, Version 3.0

### 5.1.1 Catalog and RFQ Messages

The following business transactions are discussed in this section:

<b>Product Catalog Update</b>	<p>The Product Catalog Update transaction is used to add, update, or delete whole products or their attributes and related information (e.g., specifications, descriptions, prices).</p> <p>This message is initiated pushed by a Seller to update their Product Catalog information on a Marketplace. It does not anticipate a response other than acknowledgement of delivery.</p>
<b>Customer Specific Catalog Update</b>	<p>The Customer Specific Catalog Update transaction is used to add, update, or delete whole products or their related pricing information for a specified Buyer at an item/location level.</p> <p>This message is initiated pushed by a Seller to update their Customer Specific Product Catalog information on a Marketplace. It does not anticipate a response other than acknowledgement of delivery.</p>
<b>Request For Quote</b>	<p>The Request For Quote is a transaction sent from a Buyer to a Seller to request special conditions of sale different from the standard conditions of sale offered in the Product catalog.</p> <p>RFQs are not interactive; they generate a response that is sent via alternate means such as fax, telephone, or e-mail.</p>

### 5.1.2 Key Scope Assumptions

- The Catalog and RFQ transactions may be used to support communication between a Buyer and Seller through a Marketplace, or direct Business-to-Business (B2B) communication.
- The catalogs are designed to support on-line buying and selling of chemical products; however, they do not support detailed technical research.
- The transmission, storage, and presentation of product pricing information are not addressed nor are they a requirement for using these transactions.

### Product Catalog Update

- The Product Catalog contains product information, conditions of sale and list prices viewable by all Registered participants in the Marketplace, except where the Catalog entry is limited to participants specified by the Seller.
- Entries may be limited by a provision in the transaction that cross-references the entry to Customer Specific Catalog.

### Customer Specific Catalog Update

- Customer Specific Catalog entries do not exist independently of Product Catalog entries (i.e., a Seller does not offer a Buyer a special price on a product if that product is not sold in the Marketplace).
- This catalog contains special pricing arrangements or conditions of sale between Buyers and Sellers viewable only by the Buyer and the Seller involved in the arrangement.

### RFQ

- RFQs are for products listed in the Product Catalog only.
- The RFQ is intended for—but not limited to—small companies that need to request simple changes to the standard price or conditions of sale offered in the Product Catalog.
- It is not the intent that the RFQ be used as the first step for complex negotiations. It is expected that Sellers will attempt to automate the RFQ process as much as possible, but for the foreseeable future this will remain mostly a manual process.
- A positive response may be followed up with one or more Customer Specific Catalog Update transactions.

## 5.1.3 Key Business Model Assumptions

Pre-Conditions that must exist prior to generating a Product Catalog Update message:

- The Marketplace provides standard list price information and Buyer-specific pricing information.
- Each orderable item in the Product Catalog has a unique Seller/SKU combination.
- Sellers maintain the primary sources of information that are loaded into the catalog. “Master” product information is stored in an ERP (or other) system at the Seller.

Business assumptions that govern the exchange of messages:

- Within the various Marketplace transactions, the D-U-N-S Number is used to uniquely identify individual Buyers, Sellers, and other Business Partners (such as Carriers).
- All catalog maintenance is the responsibility of the Seller, insofar as updates to content via catalog update transactions are concerned.
- The Seller (or participating Marketplace) defines the rules for which the optional fields in the catalogs are populated.
- The Seller is responsible for issuing catalog updates to keep the various Marketplace catalogs accordant.
- The Marketplace or other entity that receives the transactions and physically maintains the database is responsible for proper sequencing of updates (by date) and maintaining the integrity of the data.

## 5.2 Business Process Information

### 5.2.1 Business Process Description

Conceptually, there are two components to a catalog. These are individually referenced as the Product Catalog and the Customer Specific Catalog. The Product Catalog is where the offered items are defined, along with all key attributes necessary to further qualify or search for the item. It is similar to an Item Master File found in most Sales Order systems.

The Sellers of products offered on the Marketplace perform updates to Product Catalogs on a Marketplace as necessary using the Product Catalog Update transaction.

The Product Catalog Update is a multi-purpose transaction that is intended to serve the following purposes:

- **Add** – to insert new records into an existing Product Catalog file
- **Replace** – to update existing records in a Product Catalog file
- **Delete** – to remove existing records in a Product Catalog file

As changes may be time-dependant, it can be that for one product there are multiple catalog entries, each with different validity dates. It is up to the Marketplace to decide whether change logs are kept. The Delete transaction does not necessary have to physically delete the record, but can make the records no longer visible.

Just as each implementation of an ERP system (e.g.; SAP) is somewhat unique because of differing levels of data capture – it is expected that the different Sellers will populate their catalogs with detail to varying levels (subject to Marketplace rules, if participating in one). Some Sellers may perhaps only define a minimal amount of SKU attributes, while another Seller defines and maintains a much richer file. To accommodate this requirement, much of the data defined in the messages to populate and maintain the catalog is optional.

#### General Discussion on Synchronization of Catalog Data

A key assumption is that the Seller is maintaining the primary source for all catalog data within internal systems and files. Therefore, in order to keep these files and data elements in synchronization with those presented on the Marketplace catalog(s), a process is required to identify when updates occur on the internal records which need to be reflected within the Marketplace catalog(s). Assuming this process is available, the designated source data elements need to be monitored for changes. New records need to generate Product Catalog (Action=Add) or Customer Specific Catalog Update (Action = Add) transactions. Changes to any of these designated elements must generate a Product Catalog (Action = Replace), or a Customer Specific Catalog (Action = Replace) transaction by the Seller. Expirations of these agreements or deletions for other reasons must generate Product Catalog (Action=Delete) or Customer Specific Catalog Update (Action = Delete) transactions, and be transmitted to the Marketplace, or the body controlling the Customer Specific Catalog.

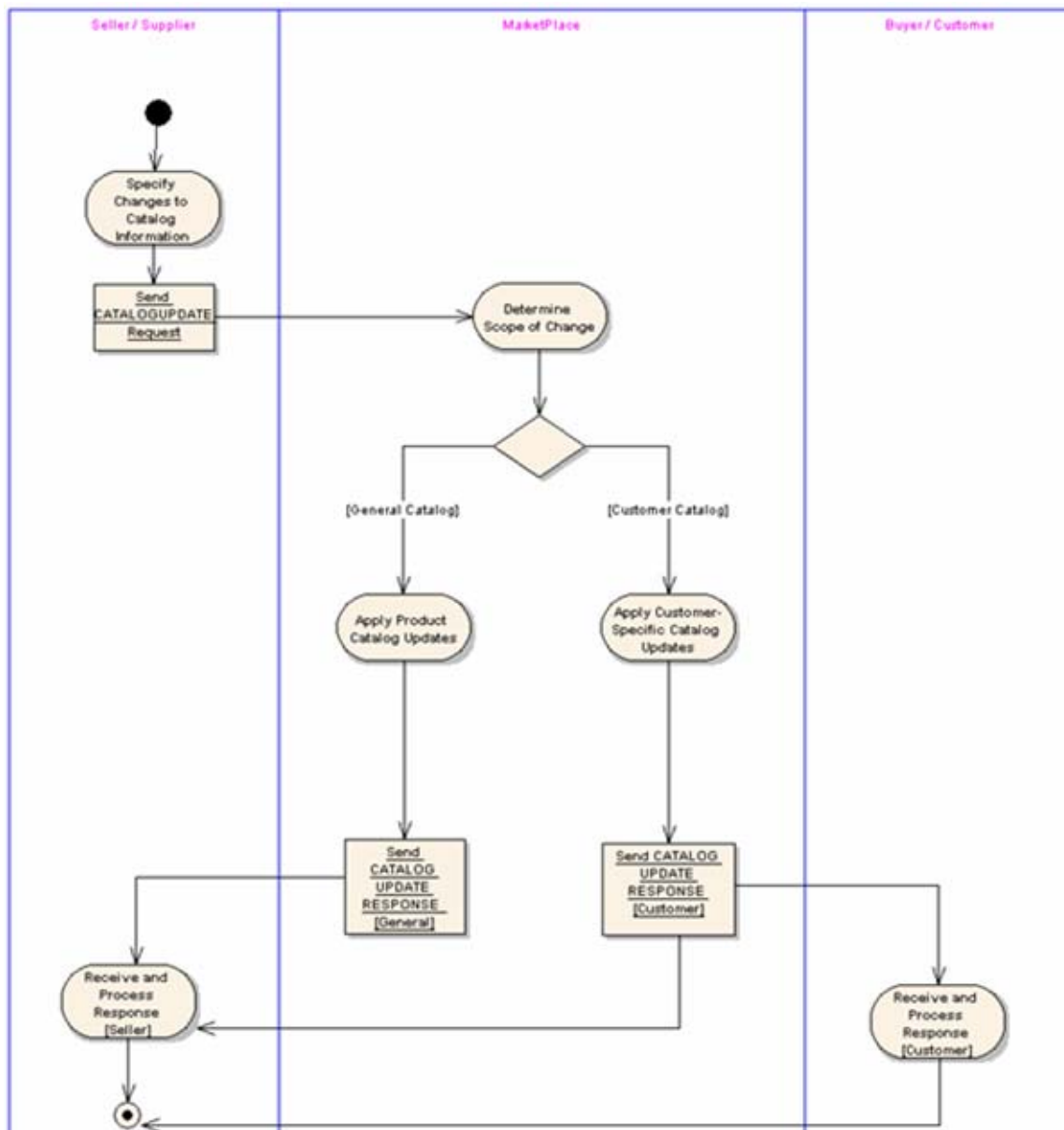
The Product Catalog is expected to be fairly stable, and once a Seller loads it originally, maintenance should be an infrequent event. Identifying the need to create a Product Catalog (Action = Replace) transaction, and then correctly populating and transmitting it into the Product Catalog are necessary for proper catalog maintenance. Without these processes in place, the Product Catalog is not synchronized with the internal files resulting in downstream problems

as Purchase Orders are placed via the Marketplace. To properly manage this process a Seller may require an automated process to monitor changes to the source system and create corresponding Product Catalog (Action = Replace) records. Without such a process, a Seller risks lack of synchronization if they are participating in any Marketplace at a significant level. As Marketplace activity increases, the need for automated synchronization becomes critical. If a Seller offers the same SKU on multiple Marketplaces, it may be necessary to generate multiple occurrences of the Product Catalog transaction, depending on the hosting strategies deployed.

## 5.2.2 Business Process Diagrams

The general business process model for the update of catalog information in a Marketplace is depicted in the following diagram. Solid thick lines illustrate the transaction between the Marketplace and Seller.

### Product Catalog Update/Customer Specific Catalog Update



**Figure 5.2.2.a:** Product Catalog Update Request/Customer Specific Catalog Update transactions

Requirements for catalog content, architecture and other technical definitions are the domain of the Marketplace. Population and maintenance of the actual data in the catalog is the domain of the Seller. It is anticipated that different emerging Marketplaces have differing business models.

In the development of these transactions, and in an attempt to create an “open” standard, various scenarios for catalog management have been incorporated.

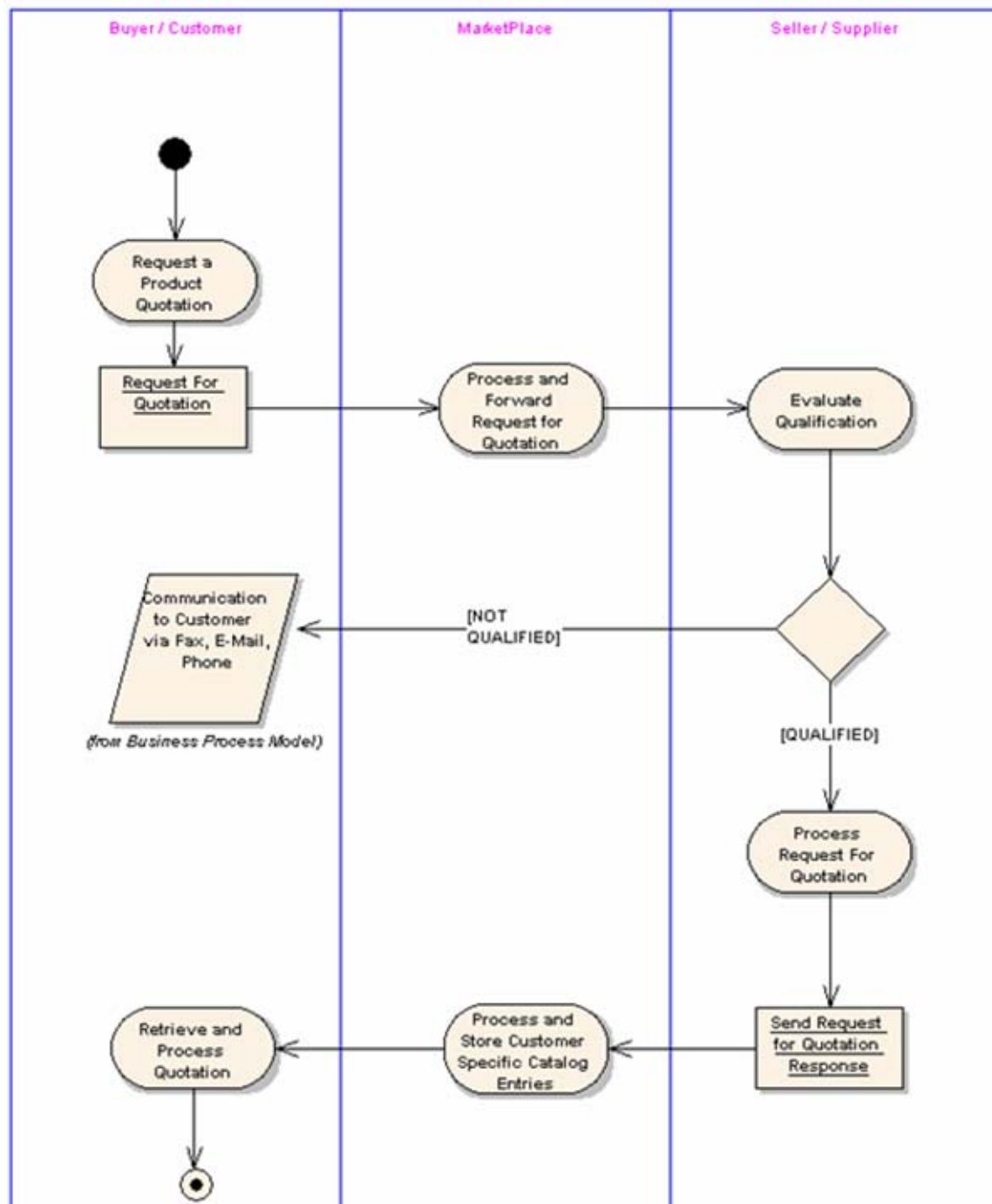
The Catalog and RFQ transactions may be used to support communication between a Buyer and Seller through a Marketplace, or direct Business-to-Business (B2B) communication. It is assumed that these transactions will be used in support of a Marketplace, and so the descriptions are written in terms of a Marketplace, but any place in this section (Section 4.0) where “Marketplace” is used, may also be interpreted to include direct Buyer to Seller.

Marketplaces and B2B transactions may have different business models:

<b>Marketplace Model</b>	The most likely scenario is that the Marketplace maintains the Product Catalog and Customer Specific Catalogs on behalf of the Sellers and Buyers. In this case, Sellers transmit Update transactions to the Marketplace, which implements updates to the catalog.
<b>B2B Model</b>	In a B2B situation, catalogs may be resident at either the Seller or Buyer location. If resident at the Buyer, the Seller transmits updates to the Buyer, who implements the updates to the catalogs. If resident at the Seller, the need for Update transactions becomes less clear because their use becomes a local system design decision. For example, one Seller may choose to use these transactions to promote a common interface for all divisions within the company that need to update catalog information, while another may specify their own internal process.

### Request for Quote (RFQ)

The general business process model for the Request for Quote is depicted in the following diagram. Solid thick lines illustrate the transaction between the Marketplace and Seller. Dashed thick lines indicate the Buyer to Seller transactions. Solid thin lines illustrate the Buyer to Marketplace transactions, or those transactions (ie: communications via phone, fax, or e-mail) that are not included in these standards.



**Figure 5.2.2.b:** Product Catalog Update Request/Customer Specific Catalog Update transactions

In general, the Request For Quote (RFQ) transaction is a mechanism by which a Buyer participating in the Marketplace may request pricing or conditions of sale different from those currently available to that Buyer.

The RFQ process is Buyer initiated. The Buyer determines future demand requirements and potential Sellers for these items using a variety of methods. The Buyer obtains the standard list price and conditions of sale for the product from the Seller (or from the Product Catalog on the

Marketplace, if the Marketplace's business model includes this service). If the price and conditions are acceptable, the Buyer may place an Order. If not, the Buyer may send an RFQ to request a different price or conditions. If accepted (the Seller agrees to enter a special arrangement with the Buyer), the Customer Specific Catalog may be updated.

Marketplaces and B2B transactions may have different business models:

<b>Marketplace Model</b>	If a Marketplace is acting as an intermediary, then the RFQ transaction specified herein flows from the Marketplace to the Seller because of an initiating Buyer action. The method by which the Buyer does this is not specified as part of the RFQ design since a Buyer could log on to a Marketplace web site via a browser to "build" an RFQ and then press a "send" button. If accepted, then a Customer Specific Catalog Update flows back to the Marketplace to insert Buyer specific pricing in the catalog.
<b>B2B Model</b>	In a B2B situation, the Buyer builds the RFQ transaction and transmits it directly to the Seller. If accepted, the Customer Specific Catalog is updated to reflect the Buyer specific arrangement. This may include a Customer Specific Catalog Update transaction to update the catalog.

### 5.2.3 Business Scenarios (Product Catalog Update)

Specific scenarios that initiate an update are presented below, along with a hyperlink to sample messages that illustrate the use of the Product Catalog Update transaction. (See Section 5.3.2 Product Catalog Update Sample Markups)

- **Seller Joins a Marketplace – Add**

A Business Partner is joining the Marketplace as a Seller. This scenario occurs either at the startup of the Marketplace itself, or as the Seller makes the strategic decision to market products via the existing Marketplace. In either case, the Seller is required to populate the catalog with the items it offers in order to "open for business" and be accessed by the Buyers of the Marketplace. The initial load is done using a Product Catalog Update transaction, with the Action set to "Add" for every SKU to be offered on the Marketplace. This assumes the Product Catalog is hosted remotely to the Seller.

- **Seller expands Product offering on Marketplace – Add**

A Seller that is already selling on a Marketplace, and already has its Product Catalog populated, decides to increase the total items offered on the Marketplace with additional items to allow Buyers the ability to purchase a broader range of Products. This scenario is likely for many reasons, such as, strategic decisions to expand marketing breadth or depth on a particular Marketplace, mergers and acquisitions by the Seller that provide additional products to be marketed, or as part of an overall migration effort to use electronic Marketplaces. There are many possible reasons a Seller may need to occasionally add SKUs to a Marketplace. For these scenarios, a simple Product Catalog Update (Action = Add) transaction for the SKUs is involved. The internal process necessary to initiate this event, and the exact timing, may be varied and

controlled by the Seller. Since the presence of SKUs on the catalog may be a requirement for potential Buyers to execute Purchase Orders, timing is critical.

Sample message: [ProductCatalogUpdate - Add](#) (See 5.3.2.1)

- **Replacing Product Catalog Information - Replace**

A Seller that is already selling on a Marketplace, and already has its Product Catalog populated, may change coding associated with an item that is currently offered in the Product Catalog. Sellers make changes to the descriptions, attributes, and other related data of their products for any number of reasons. These internal decisions need to be reflected in the overall data integrity of the internal system and the related Product Catalog records.

The Product Catalog (Action = Replace) is designed to provide all possible elements to be changed. It is possible to use this transaction to convey only those items that have changed and their corresponding new data. In this scenario, the receiving system or Marketplace needs to recognize that the elements that are contained in the message need to be updated for the product defined. It is also possible to provide all data relevant to the product so that the receiving system does a delete/replace function to achieve the same result. The decision on the level of data necessary to achieve an update is driven by the needs of the specific Marketplace. These transactions accommodate either design and do not mandate which method must be used.

The presence of synchronized product information on the catalog with current and up-to-date internal codes may be a requirement for potential Buyers to execute Purchase Orders, which means that timing is critical.

As changes may be time-dependant, it is possible that there are multiple catalog entries for one product, each with different validity dates. It is up to the Marketplace to decide whether change logs are kept.

The key assumptions relating to catalog updates are summarized in the **Business Process Discussion - Synchronization of Catalog Data**

Sample message: [ProductCatalogUpdate - Replace](#) (See 5.3.2.2)

- **Seller discontinues a product – Delete**

*Required catalog maintenance.*

A Seller that is already selling on a Marketplace, and already has its Product Catalog populated, discontinues a product or configuration (deletes an SKU) and therefore must reflect this in the offerings via the Marketplace. This scenario involves a simple Product Catalog Update (Action = Delete) transaction for the SKUs involved. The internal process necessary to initiate this event, along with the exact timing may be varied and controlled by the Seller. Since the presence of these SKUs on the catalog allows potential Buyers to execute Purchase Orders, timing is critical. Timely Deletes ensure potential Buyers are not misled into thinking a Seller is still offering Products it has in fact discontinued.

- **Seller elects to remove an item from Marketplace – Delete**

*A product will continue to exist, but it will no longer be available on the Marketplace, so removal will preclude further orders via the Marketplace.*

A Seller that is already selling on a Marketplace, and already has its Product Catalog populated, decides to restrict the total items offered on the Marketplace by deleting one or more items. This

scenario is likely for many reasons, which include strategic decisions to narrow marketing breadth or depth on a particular Marketplace, divestitures of business units or Product lines by the Seller which limit products to be marketed, part of an overall strategy/migration effort to reduce the use of electronic Marketplaces, shifting from one Marketplace to another for competitive reasons. There are many possible reasons a Seller may need to occasionally delete products or particular SKUs from a Marketplace. For these scenarios, a simple Product Catalog Update (Action = Delete) is involved. The internal process necessary to trigger this event, along with the exact timing may be varied and controlled by the Seller. Since the presence of these SKUs on the catalog allows potential Buyers to execute Purchase Orders, timing is critical. Timely Deletes ensure potential Buyers are not misled into thinking a Seller is still offering products it has in fact stopped selling through the Marketplace.

Sample message: [ProductCatalogUpdate - Delete](#) (See 5.3.2.3)

## 5.2.4 Business Scenarios (Customer Specific Catalog Update)

Because the content and purpose of the Product Catalog and Customer Specific Catalog are different, the causes and effects relative to these are different. Conceptually, the Product Catalog contains general information to be used by generic Marketplace Buyers, and Customer Specific Catalog items are generally a result of a negotiated process that may have been initiated by a Request for Quote.

The Customer Specific Catalog is expected to be much more dynamic, and Sellers need to address this issue. The maintenance involved in keeping the various Buyer-specific pricing and other conditions of sale is more intense. The need to maintain accurate and timely Customer Specific Catalog records may play a critical role in a Seller's success of the Marketplace environment. In addition, this issue may determine if the Marketplace itself succeeds, because if the Sellers collectively do not maintain the Customer Specific Catalog to the necessary degree, potential Buyers may not consider the Marketplace viable.

The following scenarios outline causes for Customer Specific Catalog Updates and their corresponding actions, along with a hyperlink to sample messages that illustrate the use of the Customer Specific Product Catalog Update transaction. (See Section 4.4.2 Sample Markup)

- **Seller joins a Marketplace initially – Add**

*Required to populate the catalog – to “open for business” on the Marketplace*

A Business Partner is joining the Marketplace as a Seller. This scenario occurs either at the startup of the Marketplace itself, or as the Seller makes the strategic decision to market products via the existing Marketplace. In either case, the Seller needs to do an initial load for the items already covered by existing contracts for Buyers already established on the Marketplace. To facilitate this, each product covered by a Buyer specific price or conditions of sale that may be potentially ordered must be loaded via a Customer Specific Update (Action = Add) transaction. These transactions must follow the load of the Product Catalog Update for each SKU, since the Product Catalog acts as parent to the Customer Specific Catalog records. This assumes the Customer Specific Catalog is hosted remotely to the Seller.

**Note:** This only needs to be done for Products of potential Buyers on the Marketplace. As new Buyers join the Marketplace, if any contracts exist for that relationship, those Customer Specific Catalog updates are processed at that time.

- **Seller accepts an RFQ – Add**

*Required to allow Buyers to purchase product at Buyer specific pricing*

A Seller that is already selling on a Marketplace, and already has its Product Catalog populated, receives, and accepts an RFQ from a potential Buyer. Upon acceptance of this, a Customer Specific Catalog Update (Action = Add) is issued to allow this agreement to be executed in the forthcoming orders from this Buyer.

The internal process necessary for this event, along with the exact timing may be varied and controlled by the Seller. Since the presence of these records on the Customer Specific Catalog may be a requirement for potential Buyers to execute correct Purchase Orders, timing is critical.

- **Seller introduces new Products – Add**

*Required to allow certain Buyers to purchase new product introductions at Buyer specific prices and conditions of sale.*

A Seller that is already selling on a Marketplace, and already has its Product Catalog populated, develops a new product or configuration (creates a brand new SKU) and elects to market this item via the Marketplace. Once the pre-requisite Product Catalog Update (Action = Add) transaction has been processed, then Buyer specific pricing and conditions of sale can be enabled immediately through a Customer Specific Catalog Update (Action = Add). The internal process necessary for this event, along with the exact timing may be varied and controlled by the Seller. Since this is a new product, it is likely that the occurrence of pre-arranged Buyer specific pricing and conditions of sale for these items may be limited. Since the presence of these SKUs on the catalog may be a requirement for contract Buyers to execute properly priced Purchase Orders, timing is critical.

Sample message: [CustomerSpecificCatalogUpdate - Add](#) (See 5.4.2.1)

- **Seller changes price, conditions of sale or other item attributes covered by an agreement – Replace**

*Required catalog maintenance*

A Seller that is already selling on a Marketplace, and already has its Customer Specific Catalog populated, changes any coding associated with an item that is currently offered on the Customer Specific Catalog. A key assumption is that the Seller is maintaining the primary source for all catalog data within internal systems and files. Therefore, in order to keep these files and data elements in synchronization with those presented on the Customer Specific Catalog, a process is required to identify when updates occur on the internal records which need to be reflected within the Marketplace Customer Specific Catalog. Assuming this process is available, the designated source data elements need to be monitored for changes. Upon changes to any of these designated elements, a Customer Specific Catalog (Action = Replace) transaction is generated by the Seller and transmitted to the Marketplace, or the body controlling the Customer Specific Catalog.

Likely scenarios that may drive this event include:

- **A contract is lapsing and the Seller wants to extend the current price**

This scenario assumes the Marketplace deletes or otherwise makes unavailable the Customer Specific Catalog records upon expiration of the contract date. If this is not the case and the expiration date acts only as information, then this scenario does not trigger the need for the

Customer Specific Catalog Update (Action = Replace) transaction since a lapsed contract is still “valid.”

- **A contract price is re-negotiated during the term of the contract - Buyer agrees**

The Customer Specific Catalog (Action = Replace) is designed to provide all data relevant to the agreement so that the receiving system does a delete/replace function with respect to that agreement.

Since current and up-to-date internal codes, including Buyer-specific pricing, along with the presence of synchronized data on the catalog may be a requirement for contract Buyers to execute properly priced Purchase Orders, timing is critical.

Sample message: [CustomerSpecificCatalogUpdate - Replace](#) (See 5.4.2.2)

- **Seller discontinues a product – Delete**

*Required catalog maintenance*

A Seller that is already selling on a Marketplace, and has Customer Specific Catalog entries for an SKU that becomes discontinued must be reflected in the Marketplace by processing Customer Specific Catalog Update (Action = Delete) transactions. This scenario involves a simple Customer Specific Catalog Update (Action = Delete) transaction for each of the contracts associated with the SKUs involved. These should be processed prior to the Product Catalog Update deletes of the parent items. The internal process necessary for this event along with the exact timing may be varied and controlled by the Seller. Since the presence of these SKUs on the catalog allows contract Buyers to execute Purchase Orders, timing is critical. Timely Deletes ensure Buyers are not misled into thinking a Seller is still offering products it has in fact discontinued.

- **Seller elects to remove an item from Marketplace – Delete**

*A product continues to exist, but it is no longer available on the Marketplace, so removal precludes further orders via the Marketplace*

A Seller that is already selling on a Marketplace, and already has its Customer Specific Catalog populated, decides to restrict the total items offered on the Marketplace by deleting one or more items. This scenario is likely for many reasons, such as, strategic decisions to narrow marketing breadth or depth on a particular Marketplace, divestitures of business units or product lines by the Seller which limit Products to be marketed, part of an overall strategy/migration effort to reduce the use of electronic Marketplaces, shifting from one Marketplace to another for competitive reasons. There are many possible reasons a Seller may need to occasionally delete SKUs from a Marketplace. For these scenarios, Customer Specific Catalog Update (Action = Delete) transactions for each of the contract items for each of the SKUs involved is necessary. The internal process necessary to trigger this event, along with the exact timing may be varied and controlled by the Seller. Since the presence of these SKUs on the catalog allow contract Buyers to execute Purchase Orders via this Marketplace, timing is critical. Timely "Delete" actions ensure potential Buyers are not misled into thinking a Seller is still offering products it has in fact discontinued from the Marketplace.

- **Seller elects to revoke the buyer’s qualification for a product – Delete**

*A product continues to exist, but the Seller no longer allows the Buyer to purchase the product at Buyer specific pricing.*

A Seller who is already selling on a Marketplace and has a Customer Specific Catalog entry for an SKU with a Buyer can decide that the special agreement with the Buyer to purchase the product at Buyer-specific pricing is no longer valid. There are many possible reasons a Seller may wish to do so. The internal process necessary for this event, and the responsible parties, along with the exact timing may be varied and controlled by the Seller. Since the presence of these SKUs on the catalog allow contract Buyers to execute Purchase Orders via this Marketplace, timing is critical. Timely deletes ensure the Buyer can no longer create a purchase order from the Customer Specific Catalog.

- **Seller revokes a Buyers' qualification from the Marketplace - Delete**

*Catalog maintenance*

It is possible for a Seller to remove the permission of a Buyer to place a Customer Order or Request For Quote. Under this scenario, no further Purchase Orders or Request for Quotes are processed or entered into the Marketplace. Removal of existing Customer Specific Catalog records is good practice, but not mandatory. However, depending upon the rules and practices of the particular Marketplace, Customer Specific Catalog Update (Action = Delete) transactions may be necessary.

- **Marketplace revokes a Buyers' registration from the Marketplace - Delete**

*Catalog maintenance*

It is possible for a Marketplace to remove the permission of a Buyer to participate. Under this scenario, no further Purchase Orders are processed or entered into the Marketplace. Removal of existing Customer Specific Catalog records is good practice, but not mandatory. However, depending upon the rules and practices of the particular Marketplace, Customer Specific Catalog Update (Action = Delete) transactions may be necessary.

Sample message: [CustomerSpecificCatalogUpdate - Delete](#) (See 5.4.2.3)

## 5.2.5 Business Scenarios (Request for Quote)

An RFQ always begins with Buyer initiation. There are three possible outcomes: The Seller rejects all line items in the RFQ; accepts all line items in the RFQ; or accepts some line items in the RFQ and rejects others.

- **Buyer initiates an RFQ which is rejected by the Seller in its entirety**

*External communications occur, but no catalog updates are required*

The RFQ flows to the Seller and is declined by the Seller. The Seller contacts the Buyer and informs the Buyer of the RFQ decision. This communication may occur in various forms (telephone, fax, e-mail, etc.). No other action is required.

- **Buyer initiates an RFQ which is accepted by the Seller in its entirety**

*External communications occur and catalog updates are required*

The RFQ flows to the Seller and is accepted in its entirety by the Seller. The Seller contacts the Buyer and informs the Buyer of the RFQ decision. This communication may occur in various forms (telephone, fax, e-mail, etc.). If a Customer Specific Catalog is involved, the Seller issues one or more Customer Specific Catalog Updates that are sent to whichever Business Partner maintains the Customer Specific Catalog for this Buyer and Seller.

- **Buyer initiates an RFQ which is accepted by the Seller in part**

*External communications occur and catalog updates are required*

The RFQ flows to the Seller and some individual line items are declined. The Seller contacts the Buyer and informs the Buyer of the RFQ decision. This communication may occur in various forms (telephone, fax, e-mail, etc.). If a Customer Specific Catalog is involved, the Seller issues one or more Customer Specific Catalog Updates for those items that were accepted. The transactions are sent to whichever Business Partner maintains the Customer Specific Catalog for this Buyer and Seller.

Sample message: [RequestForQuote](#) (See 5.5.2.1)