

6.0 Purchase Order

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6.1 Introduction and Scope of Effort

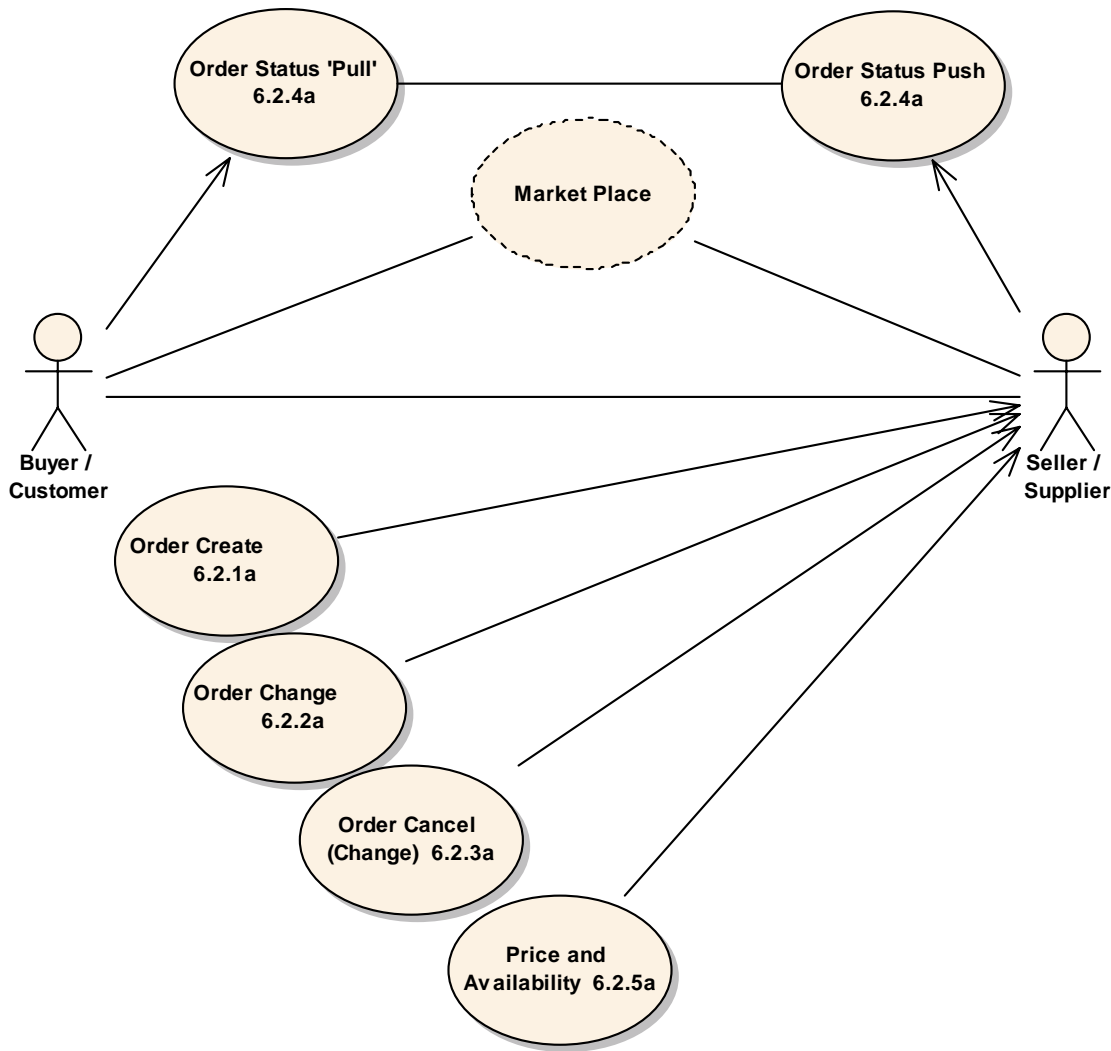
This section of the Chemical eStandards document defines the data exchange interfaces necessary to support the interchange of order related data between Buyers, Marketplace(s), and Sellers.

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, and the Data Dictionary, Version 3.0.

6.1.1 Purchase Order Messages

The following business transactions are discussed in this section:

Order Create	The Order Create transaction takes place between the Marketplace or Buyer and the Seller(s). It enables new purchase orders to be communicated to the Seller.
Order Response	<p>The Order Response transaction is initiated by the Seller to communicate to the Buyer (either directly or through a Marketplace) the Seller's agreement to supply a specific amount of product, at a specific price, according to set pricing terms, on an agreed-upon date, using agreed-upon transportation arrangements.</p> <p>An Order Response message is sent in response to an Order Create, an Order Change, or a change to the order that is initiated by the Seller (e.g., delivery date).</p>
Order Change	The Order Change transaction is initiated by a Buyer (either directly or through a Marketplace) to request that an existing order be changed in specific ways.
Order Status Request	<p>The Order Status Request transaction is initiated by a Buyer (either directly or through a Marketplace) to inquire about the status of an order.</p> <p>This message is part of a request/response pair.</p>
Order Status Response	The Order Status Response transaction is initiated by the Seller to communicate to the Buyer (either directly or through a Marketplace) the current status of orders that have been previously placed.
Price And Availability Request	The Price and Availability Request transaction is initiated by the Buyer (either directly or through a Marketplace) to request information on the price and availability for specific products.
Price And Availability Response	The Price And Availability Response transaction is initiated by the Seller to communicate to the Buyer (either directly or through a Marketplace) the price and availability of the requested products.



6.1.2 Key Scope Assumptions

- All transactions may be used in Business-to-Business (B2B) and Business-to-Marketplace communications.
- All transactions were designed to facilitate communication between Buyer and Seller. Excluded are data elements not needed by the Buyer to communicate with the Seller (i.e., used only in the Seller's internal systems).
- The use of order messages was not investigated for Buyer to Marketplace interactions, but there are no known limitations for their use in these interactions.

6.1.3 Key Business Model Assumptions

Pre-Conditions that exist prior to generating a Purchase Order transaction:

- Before an order may be processed, the Buyer must be established in the Seller's system.

Business assumptions that govern the exchange of messages:

- All order messages must have at least one line item.
- The OrderChange message must contain all line items from the original OrderCreate message and subsequent added line items.
- The OrderResponse message must contain all line items from the original OrderCreate or OrderChange message.
- A seller never initiates an OrderChange message. A seller initiates an OrderResponse message when changes need to be communicated to the buyer.
- It is possible to have one or more OrderResponse messages for a specific OrderCreate or OrderChange message.
- The PriceAndAvailabilityResponse message must contain all line items from the original PriceAndAvailabilityRequest.
- The OrderStatusRequest does not need to contain all lines of the OrderCreate message.
- It is possible to have one or more PriceAndAvailabilityResponse messages for a specific PriceAndAvailabilityRequest message.
- It is the Buyer's responsibility to determine if any elements have changed in the OrderResponse message

Post-Conditions that that are anticipated after messages are sent:

- Cancellation of the last remaining line item implies cancellation of the entire order, except where prior line items have already been supplied or shipped.

Transaction assumptions that govern the exchange of messages:

- The Order Status Response may be pushed by the Seller or pulled by the Buyer/Marketplace.
- A Seller initiated response transaction follows each Buyer/Marketplace initiated transaction. This is asynchronous, as the Seller may need to take action on the Buyer/Marketplace initiated transaction.
 - Order Create → Order Response
 - Order Change → Order Response
 - Order Status Request → Order Status Response
 - Price and Availability Request → Price and Availability Response

6.2 Business Process Descriptions and Diagrams

6.2.1 Order Create/Order Response

The Order Create process is initiated when a Buyer commits to buy a product from a Seller.

The Business Process Model for Order Create and Order Response using either the Marketplace or B2B models 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 transactions (i.e.: communications via phone, fax, or e-mail) that are not included in these standards.

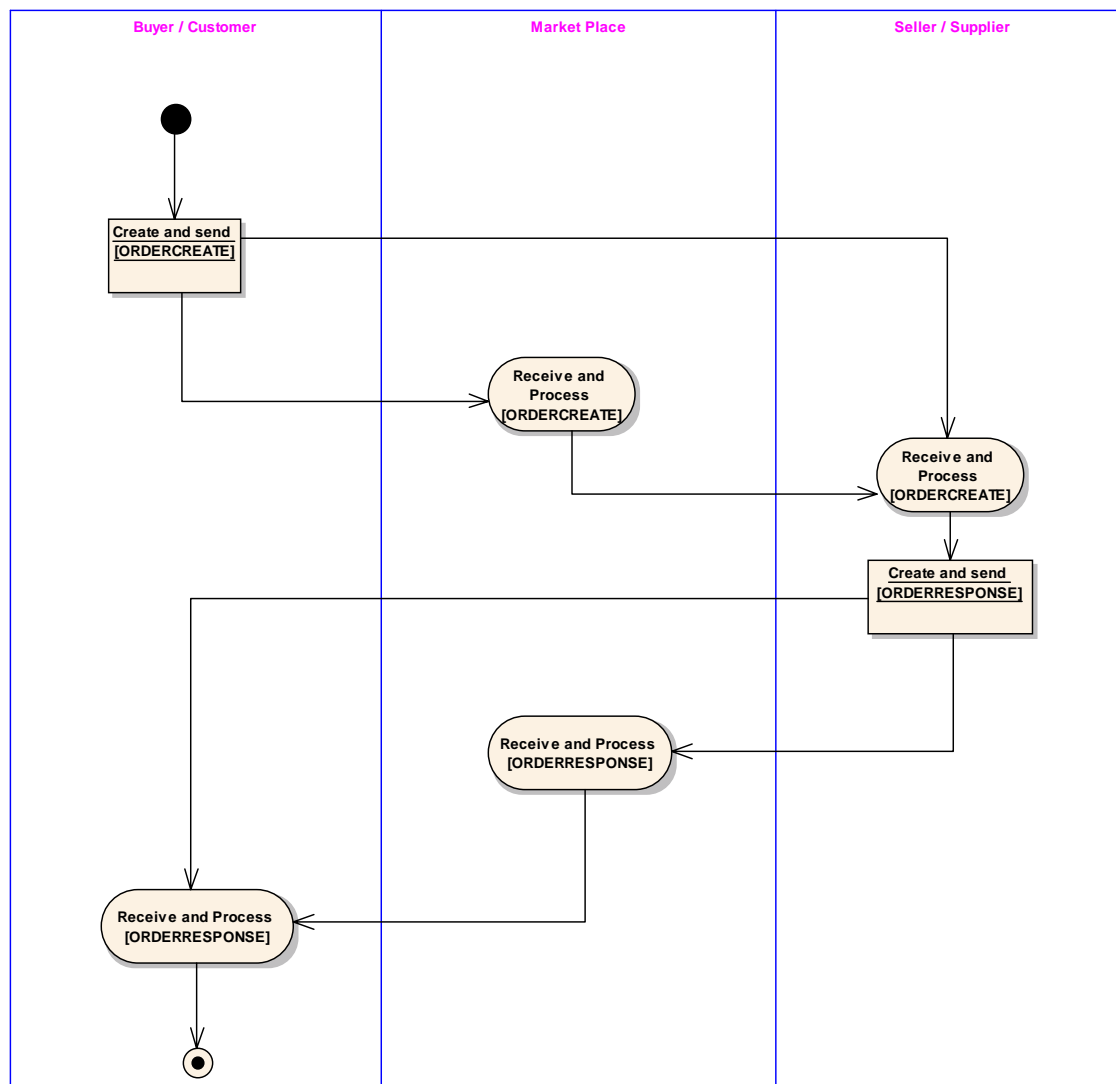


Figure 6.2.1.a: OrderRequest/OrderResponse transactions

Marketplaces and B2B transactions may have different business models:

<p>Marketplace Model</p>	<p>A Buyer or buying organization initially creates a purchase order and sends it to a Marketplace. The Marketplace processes the purchase order, generates an OrderCreate message and sends the message to the Seller. The Seller acknowledges acceptance of the OrderCreate message by returning an OrderResponse message to the Marketplace. The Marketplace returns the OrderResponse to the Buyer.</p>
<p>B2B Model</p>	<p>The Buyer or the buying organization creates an OrderCreate message and sends the message directly to the Seller. The Seller returns an OrderResponse message to the Buyer.</p>

Business Scenarios for Order Create/ Order Response

The following scenarios cause the creation of an order and their corresponding actions. See Section 6.2.6 for more information on the use of status and request codes.

Business Scenario 1 - Single Line Order with No Changes

The Buyer/Marketplace creates a single line order and sends it to the Seller. The Seller validates the order, finds no rejection condition (no changes) and sends an OrderResponse message with confirmed delivery date and quantity. The LineStatus (element) on the OrderResponse message will not be populated.

Sample message: [OrderCreate - Single Line](#) (See 6.3.2.1)

Sample message: [OrderResponse - Create - Single - Positive](#) (See 6.5.2.1)

Business Scenario 2 - Multiple Line Order with Changes on the OrderResponse

The Buyer/marketplace creates a multiple line order and sends it to the Seller. The Seller validates the order, finds that he cannot deliver the first line item in time (however, could deliver on a later date), has no issues with line item 2 and is not sure about line item 3. Subsequently, the Seller generates an OrderResponse message and sends it to the Buyer / Marketplace.

The OrderResponse message includes all line items of the original OrderCreate message, the first line item has a new confirmed delivery date, and the LineStatus (element) will not be populated for the first 2 items and will be populated for the last item with the value of Pending.

Sample message: [OrderCreate - Multiple Line](#) (See 6.3.2.2)

Sample message: [OrderResponse - Create - Multi - Negative](#) (See 6.5.2.2)

6.2.2 Order Change/Order Response

The Order Change process is triggered when a Buyer decides to change an existing order that has already been received by the Seller.

The Business Process Model for Order Change and Order Response using either the Marketplace or B2B models 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 (i.e.: communications via phone, fax, or e-mail) that are not included in these standards.

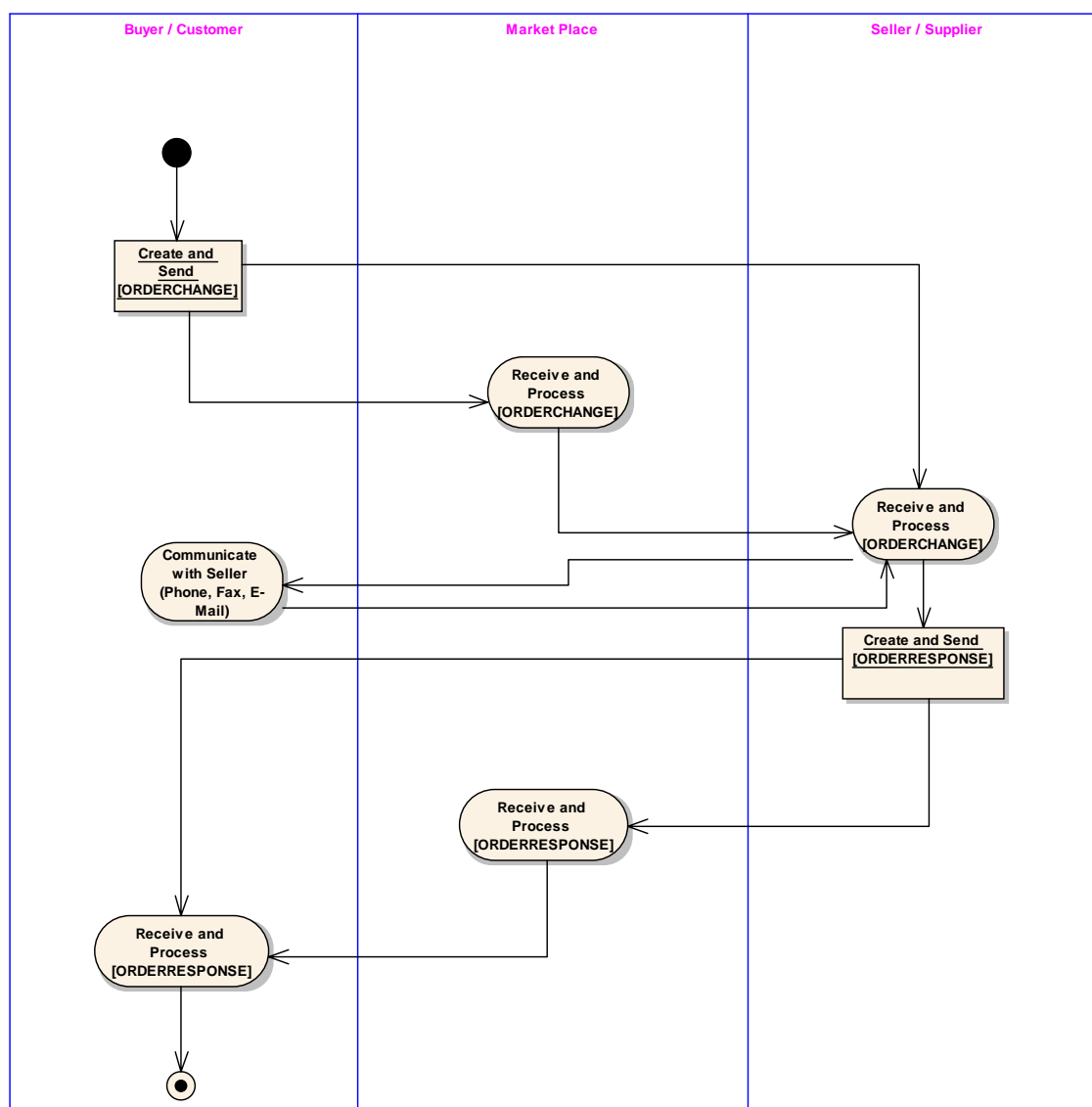


Figure 6.2.2.a: OrderChange/OrderResponse transactions

Marketplaces and B2B transactions may have different business models:

Marketplace Model	<p>The Buyer or buying organization changes a purchase order and communicates an order change request to the Marketplace. The Marketplace processes the order change request, creates an OrderChange message and sends it to the Seller.</p> <p>The Seller determines whether to accept/reject OrderChange or make additional changes to the order and returns an OrderResponse message to the Marketplace. The Marketplace returns the order response to the Buyer.</p>
B2B Model	<p>The Buyer or buying organization changes a purchase order and sends the OrderChange message directly to the Seller.</p> <p>The Seller determines whether to accept/reject the OrderChange message or make additional changes to the order and returns an OrderResponse message to the Buyer.</p>

Business Scenarios for Order Change/ Order Response

The following scenarios illustrate possible changes within an order and the corresponding actions. See Section 6.2.6 for more information on the use of status and request codes.

Business Scenario 1 - Buyer Changes a Multiple Line Order and Changes are accepted by Seller

The Buyer/Marketplace changes the line item quantity on line 1 and sends an OrderChange message to the Seller. The Seller validates the OrderChange message and sends an OrderResponse message indicating that the change was accepted. This OrderResponse includes all lines in the original order and the LineStatus (element) on each line item is not populated.

Sample message: [OrderChange – Scenario 1](#) (See 6.4.2.1)

Sample message: [OrderResponse - Change - Scenario 1](#) (See 6.5.2.3)

Business Scenario 2 - Buyer Changes a Multiple Line Order and Changes are not accepted by Seller

The Buyer/Marketplace changes the line item quantity on line 1 and sends an OrderChange message to the Seller.

The Seller validates the OrderChange message and determines the change that was made on the first line is not acceptable, because the line item has already been shipped. The Seller sends an OrderResponse message indicating the change was not accepted by resetting the value of the first line as it was before the change. This OrderResponse includes all lines in the original order and the LineStatus (element) on each line item is not populated.

Sample message: [OrderChange – Scenario 2&3](#) (See 6.4.2.2)

Sample message: [OrderResponse - Change - Scenario 2](#) (See 6.5.2.4)

Business Scenario 3 - Buyer Changes a Multiple Line Order and New quantity cannot be delivered

The Buyer/Marketplace changes the line item quantity on line 1 and sends an OrderChange message to the Seller.

The Seller validates the OrderChange message and determines that the full quantity cannot be delivered on the first line item, so the Seller returns an OrderResponse with a lower quantity for the first line item (counter-offer). This OrderResponse includes all lines in the original order and the LineStatus (element) on each line item is not populated.

Sample message: [OrderChange – Scenario 2&3](#) (See 6.4.2.2)

Sample message: [OrderResponse - Change - Scenario 3](#) (See 6.5.2.5)

Business Scenario 4 - Buyer Changes a Multiple Line Order and Added line Item is not accepted by the Seller

The Buyer/Marketplace adds a new line item to the order and sends an OrderChange message to the Seller.

The Seller cannot accept the new line item and returns an OrderResponse message with the LineStatus value of "Deleted" on the line that was added. (i.e.: in case the full order is shipped).

Sample message: [OrderChange – Scenario 4](#) (See 6.4.2.3)

Sample message: [OrderResponse - Change - Scenario 4](#) (See 6.5.2.6)

Business Scenario 5 - Seller Changes a Previously Confirmed Order (Seller-Initiated Change)

The Seller changes the delivery date on line item 1 of the previously confirmed order and sends an OrderResponse message to the Buyer to inform the Buyer of the change. The OrderResponse message includes all lines in the original order and the LineStatus (element) on each is not populated.

Sample message: [OrderResponse - Change - Scenario 5](#) (See 6.5.2.7)

6.2.3 Order Change/Order Response - Cancellation of Order

The order cancellation process is triggered when the Buyer or Seller determines that cancellation of an entire order is desired.

The Business Process Model for canceling an order using the Order Change and Order Response using either the Marketplace or B2B models 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 (i.e.: communications via phone, fax, or e-mail) that are not included in these standards.

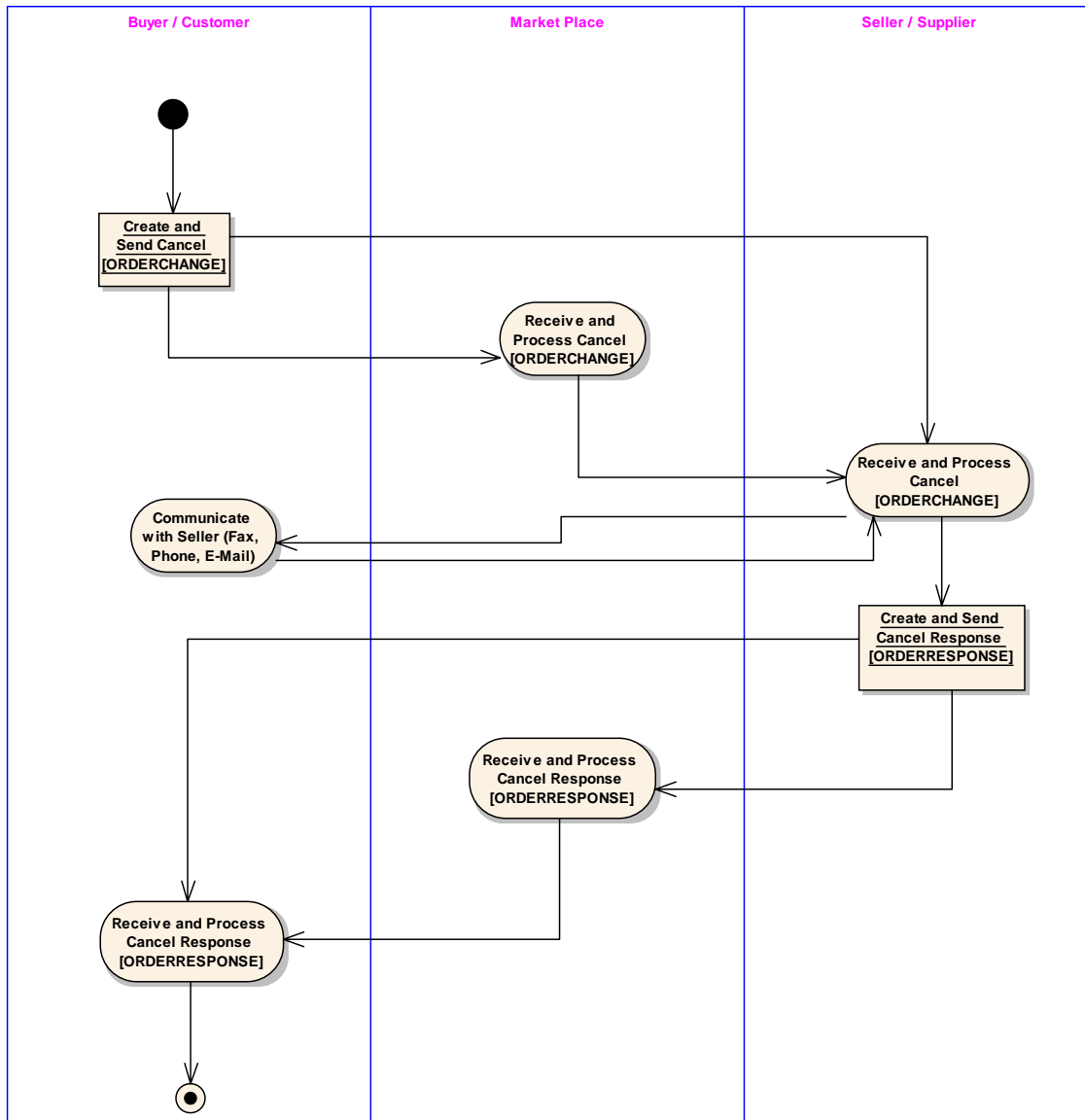


Figure 6.2.3.a: OrderChange/OrderResponse Cancellation transactions – Buyer Initiated

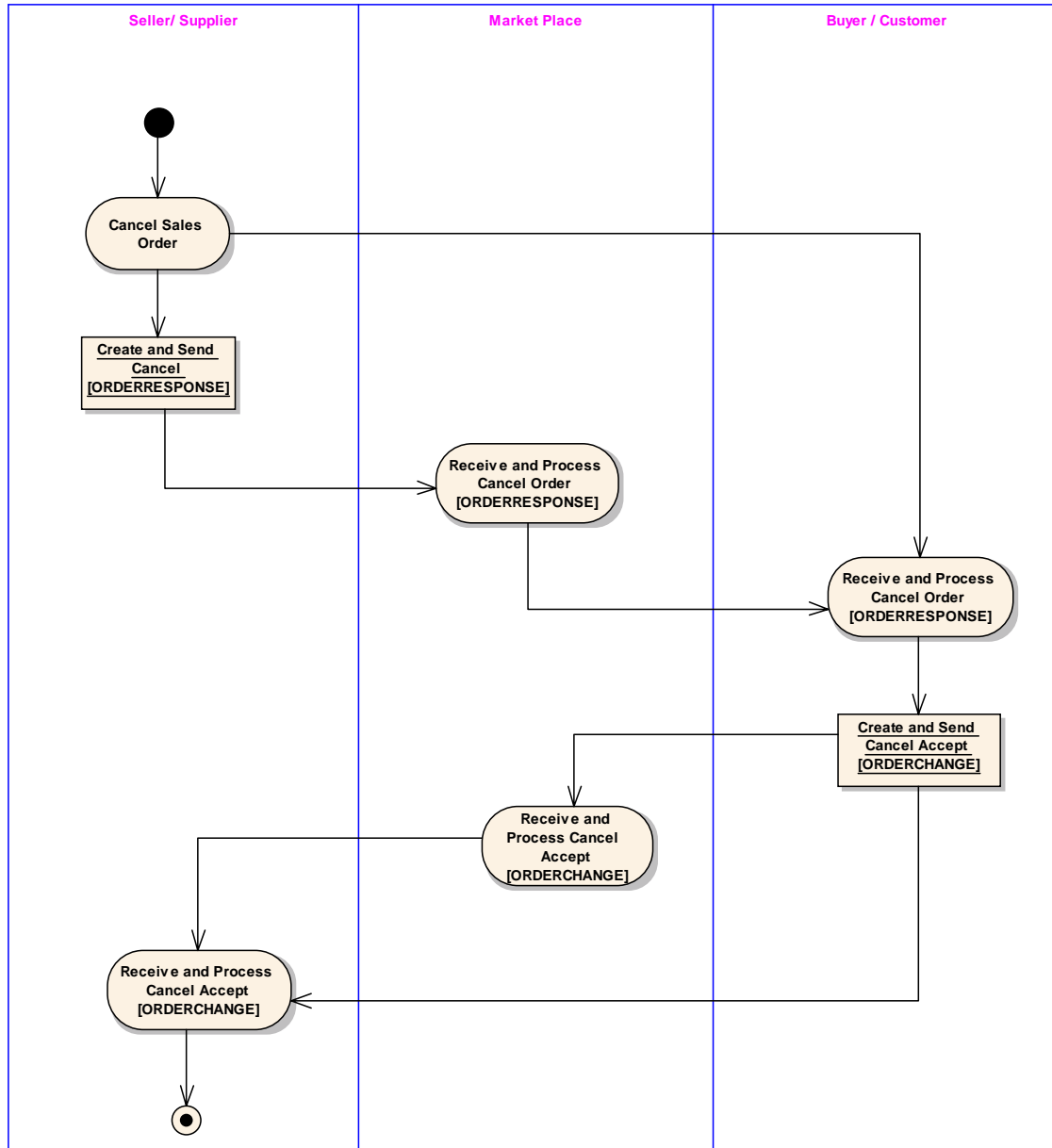


Figure 6.2.3.b: OrderChange/OrderResponse Cancellation transactions – Seller Initiated

Marketplaces and B2B transactions may have different business models:

<p>Marketplace Model</p>	<p>Buyer Initiated – The Buyer cancels a purchase order and sends the request to cancel the order to a Marketplace. The Marketplace processes the request, creates an OrderChange message, with all the line items containing the value “Delete” in the ActionRequest elements, and sends the message to the Seller.</p> <p>The Seller determines whether to accept the cancellation and</p>
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	<p>returns an OrderResponse message to the Marketplace. If the cancellation is accepted all the line items will contain the value "Deleted" in the LineStatus elements. The Marketplace returns the Order Response to the Buyer.</p> <p>Seller Initiated – The Seller cancels a sales order and sends an OrderResponse message to cancel the order to the Marketplace, with all the line items containing "Deleted" LineStatus elements. The Marketplace communicates the message to the Buyer.</p> <p>The Buyer may acknowledge acceptance of the cancellation to the Marketplace. The Marketplace sends an OrderChange message with all the line items containing the value "Delete" in the ActionRequest elements to the Seller.</p>
B2B Model	<p>Buyer Initiated - The Buyer cancels a purchase order and sends an OrderChange message, with all the line items containing "delete" in the ActionRequest elements, directly to the Seller.</p> <p>The Seller determines whether to accept the cancellation and returns an OrderResponse message, with all the line items containing "deleted" in the LineStatus element, to the Buyer.</p> <p>Seller Initiated - The Seller cancels a sales order and sends the OrderResponse message, with all the line items containing "deleted" in the LineStatus elements, directly to the Buyer.</p> <p>The Buyer may acknowledge acceptance of the cancellation by returning an OrderChange message, with all the line items containing "delete" in the ActionRequest elements, to the Seller.</p>

Business Scenarios for Cancellation of an Order

The following scenarios illustrate the cause of cancellation of an order and the corresponding actions:

Business Scenario 1 - Cancellation of an Order with Confirmation

The Buyer/Marketplace sends an OrderChange, with all the line items containing the value "Delete" in the ActionRequest element. The Seller confirms the cancellation through an OrderResponse, with all line items containing the value "Deleted" in the LineStatus element.

Sample message: [OrderChange – Cancel – Scenario 1](#) (See 6.4.2.4)

Sample message: [OrderResponse – Cancel – Accepted](#) (See 6.5.2.8)

Business Scenario 2 - Cancellation of an Order with Rejection

The Buyer/Marketplace sends an OrderChange, with all the line items containing the value "Delete" in the ActionRequest element. The Seller rejects the cancellation with an OrderResponse, with the first line item NOT containing the value "Deleted" in the LineStatus element.

Sample message: [OrderChange – Cancel – Scenario 2](#) (See 6.4.2.5)

Sample message: [OrderResponse – Cancel – Not Accepted](#) (See 6.5.2.9)

Key Scope Assumptions for Cancellation of Orders

- The Order Change and Order Response will contain all the line items, including previously deleted line items, from past Order Changes.
- An order is only canceled when all the line items contain the value “Delete” in the ActionRequest element (Order Change) or the value “Deleted” in the Line Status element (Order Response). If any one line of the order remains and has not been deleted, the order is still active.
- Once canceled, there should be no further changes to the order. There should be no line items added, and the order cannot be “un-canceled”. A Buyer should send a new Order Create message with a new purchase order number, if product is still needed from the order.

6.2.4 Order Status Request/Order Status Response

The Order Status Response process is triggered either when a Buyer queries the status of an existing order (pull process) or when a Seller wants to make the Buyer aware of the status of an order (push process).

The Business Process Model for Order Status Response and Order Status Request using either the Marketplace or B2B models 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 (i.e.: communications via phone, fax, or e-mail) that are not included in these standards.

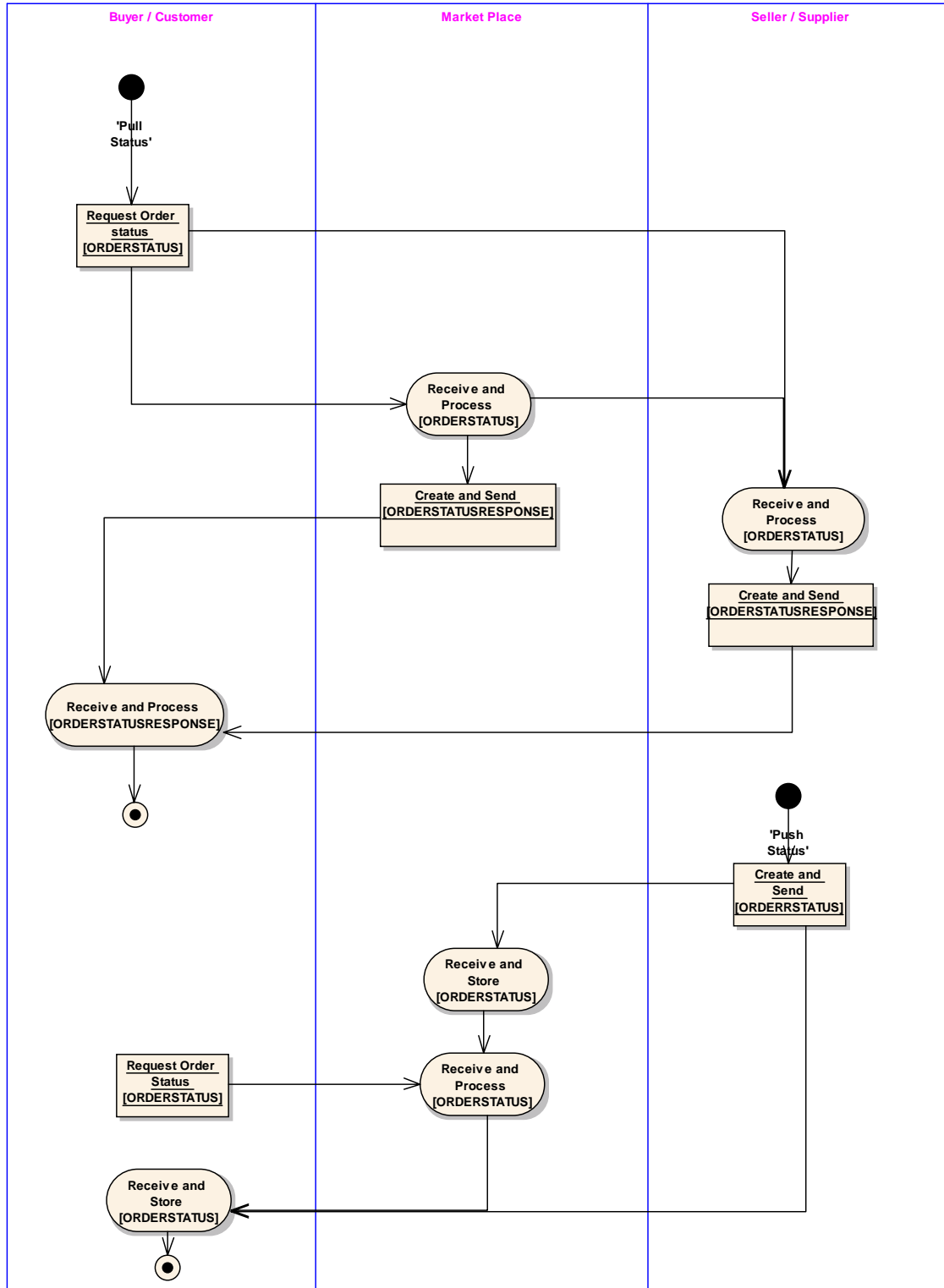


Figure 6.2.4.a: OrderStatusRequest/OrderStatusResponse transactions

Marketplaces and B2B transactions may have a push model or a pull model:

Push Model

Marketplace Model	The Seller sends an OrderStatusResponse message to a Marketplace. The Marketplace communicates the status of the order to the Buyer.
B2B Model	A Seller sends an Order Status Response message directly to the Buyer.

Pull Model

Marketplace Model	<p>The Buyer sends an inquiry for the status of an order to a Marketplace. The Marketplace processes the inquiry, creates an OrderStatusRequest message and sends the message to the Seller.</p> <p>The Seller sends an OrderStatusResponse message to the Marketplace. The Marketplace communicates the status of the order to the Buyer.</p>
B2B Model	The Buyer or buying organization sends an OrderStatusRequest message to the Seller. The Seller sends an OrderStatusResponse message to the Buyer.

Business Scenarios for Order Status Request/ Order Status Response

The following scenarios illustrate the causes for an Order Status Response to be sent and the corresponding actions:

Business Scenario 1 - Push Model

A Seller/Marketplace sends the OrderStatusResponse message to the Buyer. The order can be either single line or multiple lines.

Sample message: [OrderStatusResponse](#) (See 6.7.2.1)

Business Scenario 2 - Pull Model

A Buyer sends an OrderStatusRequest to the Seller. The Seller sends an OrderStatusResponse to the Buyer. The order can be either single line or multiple line.

Sample message: [OrderStatusRequest](#) (See 6.6.2.1)

Sample message: [OrderStatusResponse](#) (See 6.7.2.1)

6.2.5 Price And Availability Request/Price And Availability Response

The Price and Availability process is triggered when the Buyer determines that he wants information regarding the price and availability of specific products or services.

The Business Process Model for Price and Availability Request and Response using either the Marketplace or B2B models 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 (i.e.: communications via phone, fax, or e-mail) that are not included in these standards.

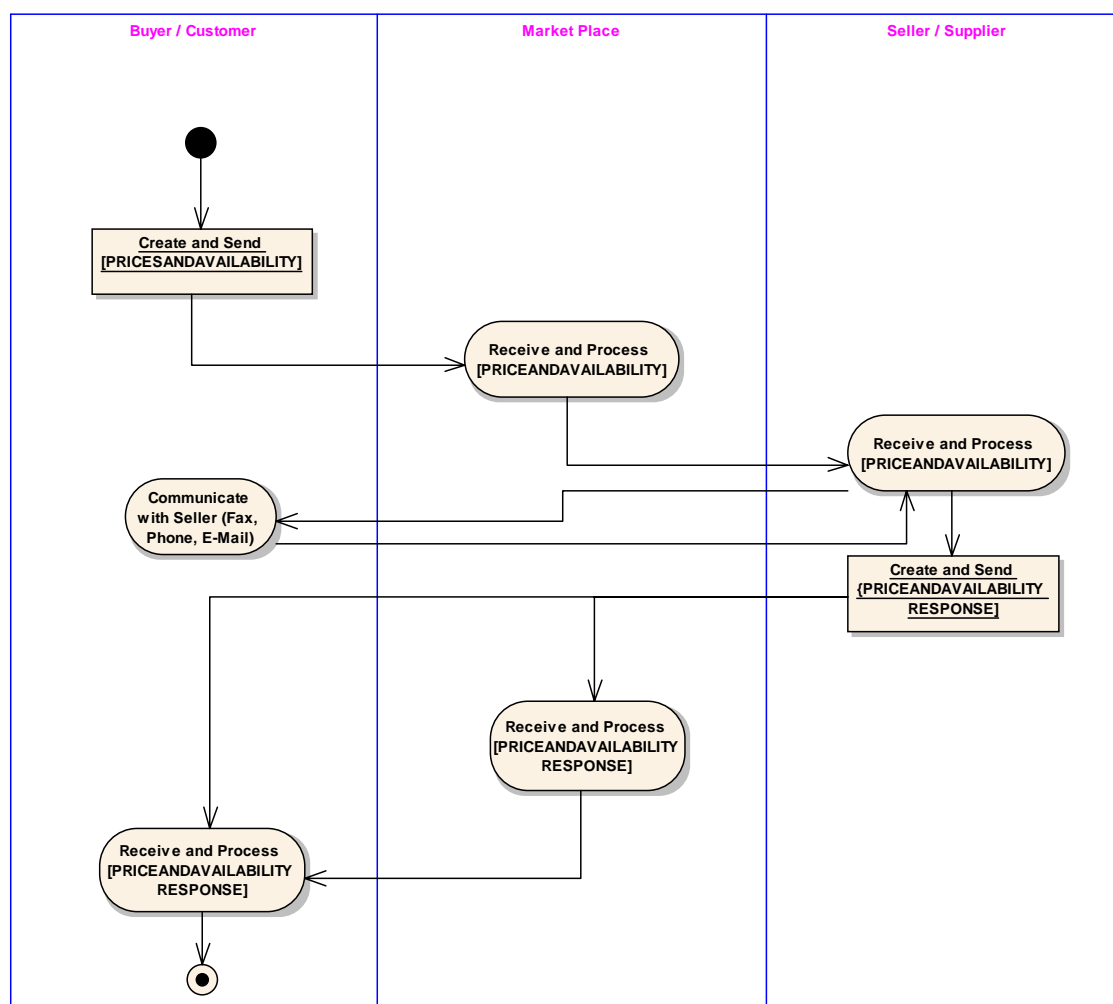


Figure 6.2.5.a: PriceAndAvailabilityRequest/ PriceAndAvailabilityResponse transactions

Marketplaces and B2B transactions may have a different business model:

<p>Marketplace Model</p>	<p>The Buyer sends an inquiry for a price and/or the availability of a specific product or products to the Marketplace. The Marketplace sends a PriceAndAvailabilityRequest message to</p>
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	<p>the Seller.</p> <p>The Seller replies with a PriceAndAvailabilityResponse message to the Marketplace. The Marketplace communicates the response to the Buyer.</p>
B2B Model	<p>The Buyer sends a PriceandAvailabilityRequest message to the Seller. The Seller replies with a PriceAndAvailabilityResponse message to the Buyer.</p>

Business Scenarios for Price & Availability Request/ Price & Availability Response

A Price and Availability Request transaction always begins with a Buyer initiation to the Seller. The Seller responds with the ability to fulfill the request by confirming, qualifying, or rejecting line items. The Buyer may then place an Order, understanding that the terms from the Price and Availability Response are subject to change. There are seven possible scenarios:

Business Scenario 1 - The Seller confirms a single line item PriceAndAvailabilityRequest

Buyer initiates a single line PriceAndAvailabilityRequest and sends it to the Seller. The Seller processes the request and is able to fulfill it according to the quantity, delivery date, and proposed price provided. The Seller returns the PriceAndAvailabilityResponse to the Buyer.

Sample message: [PriceAndAvailabilityRequest - SingleLine](#) (See 6.8.2.1)

Sample message: [PriceAndAvailabilityResponse – Single – Accepted](#) (See 6.9.2.1)

Business Scenario 2 - The Seller confirms a multiple line items PriceAndAvailabilityRequest

Buyer initiates a multiple line PriceAndAvailabilityRequest and sends it to the Seller. The Seller processes the request and is able to fulfill all line items according to the quantity, delivery date, and proposed price provided. The Seller returns the PriceAndAvailabilityResponse to the Buyer.

Sample message: [PriceAndAvailabilityRequest – MultipleLine](#) (See 6.8.2.2)

Sample message: [PriceAndAvailabilityResponse – Multi – Accepted](#) (See 6.9.2.2)

Business Scenario 3 - The Seller qualifies all line items in the PriceAndAvailabilityRequest

Buyer initiates a multiple line PriceAndAvailabilityRequest and sends it to the Seller. The Seller processes the request and requires changes in the quantity, delivery date, or proposed price to fulfill it. The Seller returns a PriceAndAvailabilityResponse to the Buyer, indicating the changes in the quantity, date, or price.

Sample message: [PriceAndAvailabilityRequest - MultipleLine](#) (See 6.8.2.2)

Sample message: [PriceAndAvailabilityResponse – Not fully accepted](#) (See 6.9.2.3)

Business Scenario 4 - The Seller rejects all line items in the PriceAndAvailabilityRequest

Buyer initiates a multiple line PriceAndAvailabilityRequest and sends it to the Seller. The Seller processes the request and is not able to fulfill it. The Seller returns Price and Availability Response to the Buyer indicating the rejection.

Sample message: [PriceAndAvailabilityRequest - MultipleLine](#) (See 6.8.2.2)

Sample message: [PriceAndAvailabilityResponse - Rejected](#) (See 6.9.2.4)

Business Scenario 5 - The Seller confirms some line items in the PriceAndAvailabilityRequest, does not fully accept others

Buyer initiates a multiple line PriceAndAvailabilityRequest and sends it to the Seller. The Seller processes the request and can fulfill some of the line items according to the quantity, delivery date, and/or proposed price provided. The other line items require changes in the quantity, delivery date, or proposed price to fulfill it. The Seller sends a qualified PriceandAvailabilityResponse to the Buyer, indicating acceptance of some line items and changes on the other.

Sample message: [PriceAndAvailabilityRequest - MultipleLine](#) (See 6.8.2.2)

Sample message: [PriceAndAvailabilityResponse – not all accepted](#) (See 6.9.2.5)

Business Scenario 6 - The Seller confirms some line items in the PriceAndAvailabilityRequest, rejects others.

Buyer initiates a multiple line PriceAndAvailabilityRequest and sends it to the Seller. The Seller processes the request and can fulfill some of the line items according to the quantity, delivery date, and proposed price provided. The other line items cannot be fulfilled. The Seller sends a PriceAndAvailabilityResponse to the Buyer, indicating acceptance of some line items and rejections on the other.

Sample message: [PriceAndAvailabilityRequest - MultipleLine](#) (See 6.8.2.2)

Sample message: [PriceAndAvailabilityResponse –accepted/rejectedd](#) (See 6.9.2.5)

Business Scenario 7 - The Seller qualifies some line items in the Price and Availability Request, rejects others.

Buyer initiates a multiple line PriceAndAvailabilityRequest and sends it to the Seller. The Seller processes the request and requires changes in the quantity, delivery date, or proposed price to fulfill some of the line items. The other line items cannot be fulfilled. The Seller sends a PriceAndAvailabilityResponse to the Buyer, indicating changes of some line items and rejections on the other.

Sample message: [PriceAndAvailabilityRequest - MultipleLine](#) (See 6.8.2.2)

Sample message: [PriceAndAvailabilityResponse –changed/rejected](#) (See 6.9.2.5)

Business Scenario 8 - The Seller confirms some line items in the Price and Availability Request, qualifies others, and rejects others

Buyer initiates a multiple line PriceAndAvailabilityRequest and sends it to the Seller. The Seller processes the request and can fulfill some of the line items according to the quantity, delivery date, and proposed price provided. Some of the other line items require changes in the quantity, delivery date, or proposed price to fulfill it. The remaining line items cannot be fulfilled. The Seller sends a PriceAndAvailabilityResponse to the Buyer, indicating acceptance on some line items, changes on the other, and rejections on the remaining.

Sample message: [PriceAndAvailabilityRequest - MultipleLine](#) (See 6.8.2.2)

Sample message: [PriceAndAvailabilityResponse – changed/accepted/rejectedd](#) (See 6.9.2.5)

Business Scenario 9 - The Seller provides options to the Buyer in response to a Price and Availability Request

Buyer initiates a multiple line PriceAndAvailabilityRequest and sends it to the Seller. The Seller processes the request and provides options to line items according to the quantity, delivery date,

and/or product provided. Some of the other line items require changes in the quantity, delivery date, or proposed price to fulfill it. The remaining line items can be accepted. The Seller sends a PriceAndAvailabilityResponse to the Buyer, indicating acceptance on some line items, changes on the other, and options on the remaining.

Sample message: [PriceAndAvailabilityRequest - MultipleLine](#) (See 6.8.2.2)

Sample message: [PriceAndAvailabilityResponse - partial accepted with options](#) (See 6.9.2.6)

6.2.6 Link to Special Topics

Documentation has been created and will continue to be created in an effort to explain various details around the Order Transactions. This documentation has been put into a format designed for the Special Topics and is being stored separately from this publication so that it can be more easily modified. Below are some examples of the topics that can be found in these documents:

- Status Codes & Action Codes
- Use of DUNS Numbers
- Use of Buyer Sequence Number and Seller Sequence Number
- Requisition Information Structure

These documents are available online at www.cidx.org. Click on the "Special Topics" link on the Chem eStandards Download DTDs page or use the URL below to link to these documents.

<http://www.cidx.org/Standard/STopics.asp?Level=2&SecondLevelURL1=/Standard/Standard.asp>