

**PRE ORDER  
BUSINESS MODELS**

**IMPORTANT NOTE**

Pre-1999 business models are undergoing recast into Unified Modeling Language (UML) notation, and some restructuring. In addition, we've been adding cross-references to XML standards, such as RosettaNet. **The Downloadable business model documents have *not* been updated. Always refer to the "[Clickable Business Models](#)" for the latest and greatest information.** That area of the website also contains very useful information on newer, internet-based technologies. The changes to the existing models *have not changed the original intent* of the models published here in this table, but are (we hope) improvements to presentation that enhance understanding of the business processes and how to implement them.

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**Table of Contents**

PURPOSE.....3

DEFINITIONS.....4

SCOPE.....5

ADDITIONAL REFERENCES .....6

PRE ORDER BUSINESS MODEL 1 - TRADITIONAL PROCESS.....7

PRE ORDER BUSINESS MODEL 2 - BLANKET PROCESS .....10

PRE ORDER BUSINESS MODEL 3 - CONTRACT MANUFACTURER PROCESS.....12

PRE ORDER BUSINESS MODEL 4 - DISTRIBUTOR PROCESS .....14

PRE ORDER BUSINESS MODEL 5 - OEM SALES REPRESENTATIVE PROCESS.....16

APPENDIX A: GLOSSARY OF TERMS.....19

APPENDIX B: STANDARD EDI TRANSACTIONS AND/OR MESSAGES USED .....20

ELECTRONICS INDUSTRY DATA EXCHANGE (EIDX)  
*PreOrder Business Models*

<b>SUBJECT:</b>	<b>PURPOSE</b>
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The purpose of this document is to model the flow of documents and information used in some common business processes related to quoting.

Any implementation model is agreed upon by trading partners. It is the intent of this document to make interpretation of the models used for quoting more consistent, so that implementations are based upon common practices.

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*PreOrder Business Models*

<b>SUBJECT:</b>	<b>DEFINITIONS</b>
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————— Indicates optional process

————— Indicates required process

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*PreOrder Business Models*

<b>SUBJECT:</b>	<b>SCOPE</b>
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This document will illustrate the following business models:

- Pre Order Business Model 1 - Traditional Process
- Pre Order Business Model 2 - Blanket Process
- Pre Order Business Model 3 - Contract Manufacturer Process
- Pre Order Business Model 4 - Distributor Process
- Pre Order Business Model 5 - OEM Sales Representative Process

ELECTRONICS INDUSTRY DATA EXCHANGE (EIDX)  
*PreOrder Business Models*

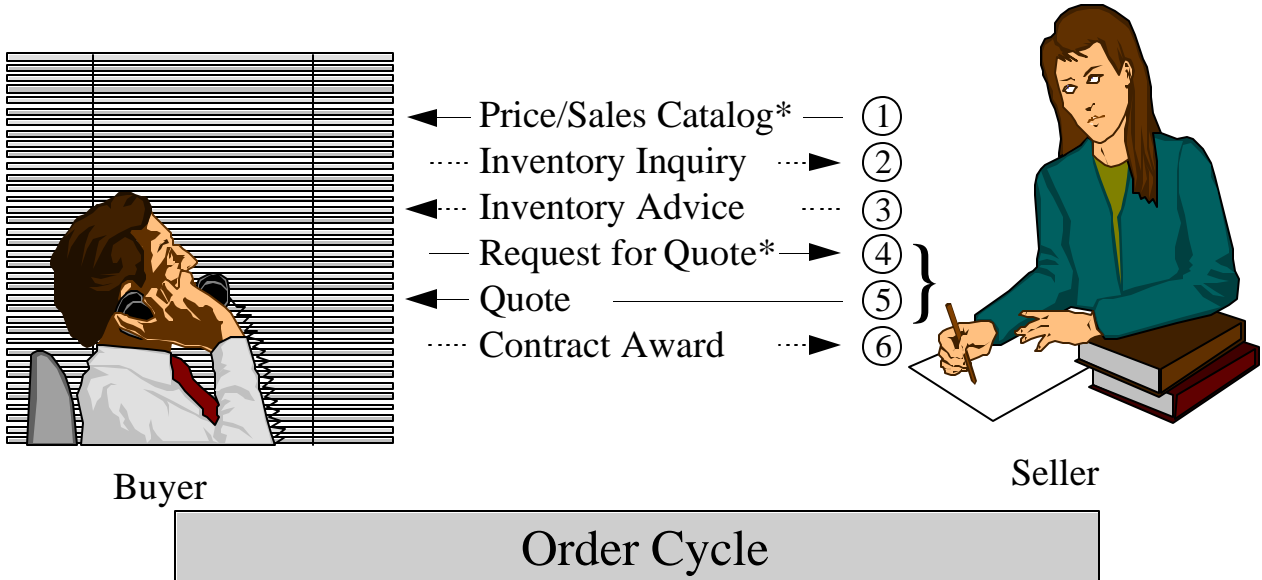
<b>SUBJECT:</b>	<b>ADDITIONAL REFERENCES</b>
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Please refer to the following documents which complement the Pre-Order Business Models:

- EIDX Order Cycle Business Models 8/92
- EIDX Forecast/Planning Models 6/96
- EIDX Transaction/Message Guidelines (see attached list of transactions under Transactions/Messages used in these Models)

ELECTRONICS INDUSTRY DATA EXCHANGE (EIDX)  
*PreOrder Business Models*

<b>SUBJECT:</b>	<b>Pre Order Business Model 1 - Traditional Process</b>
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**Attributes:**

Intended to be used when the Buyer calculates requirements and places purchase orders based on either standard product and pricing information from the Price/Sales Catalog or from the Quote/Request and Response process.

\* At a minimum, either the Price/Sales Catalog (1) or the Request for Quote/Quote (4-5) is required

**Description:**

<b>Process</b>	<b>Suggested Transactions/Messages</b>	
	<b>X.12</b>	<b>EDIFACT</b>
1. Seller transmits Price Sales Catalog to buyer	832	PRICAT
2. (Optional) Buyer sends Inventory Inquiry	846	INVRPT
3. (Conditional) If an Inventory Inquiry was transmitted, Seller responds with an Inventory Advice	846	INVRPT
4. Buyer sends Request for Quote	840	REQUOTE
5. Seller responds to Request for Quote	843	QUOTES
6. (Optional) Buyer transmits Contract Award to Seller	836	CONEST

**Recommended Usage:**

With Traditional Stand-Alone P.O. Model

ELECTRONICS INDUSTRY DATA EXCHANGE (EIDX)  
*PreOrder Business Models*

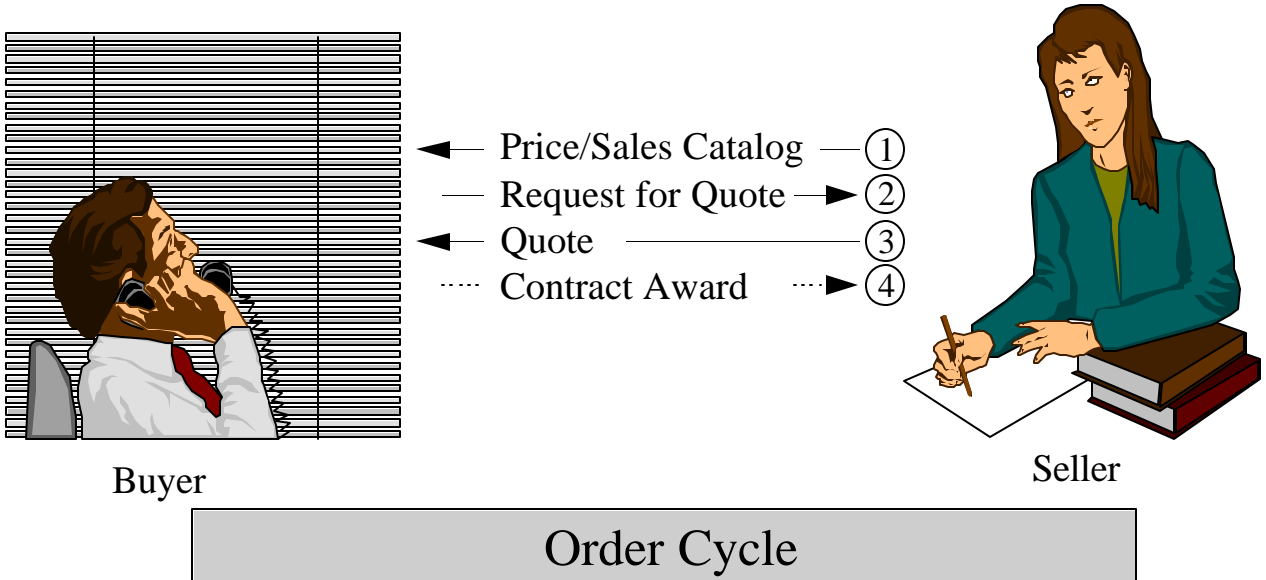
**Benefits:**

**Additional Considerations:**

**Core Process Flow (optional):**



<b>SUBJECT:</b>	<b>Pre Order Business Model 2 - Blanket Process</b>
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**Attributes:**

Intended to be used when the Buyer calculates requirements and generates a blanket purchase order for a stated period (such as yearly).

**Description:**

<u>Process</u>	<u>Suggested Transactions/Messages</u>	
	<u>X.12</u>	<u>EDIFACT</u>
Seller transmits Price Sales Catalog to buyer	832	PRICAT
Buyer sends Request for Quote	840	REQOTE
Seller responds to Request for Quote	843	QUOTES
(Optional) Buyer transmits Contract Award to Seller	836	CONEST

**Recommended Usage:**

- With Blanket Purchase Order - Discrete Release Model
- With Blanket Purchase Order - Forecast Release Model
- With Consumption-Based SMI Model

**Benefits:**

**Additional Considerations:**

**Core Process Flow (optional):**

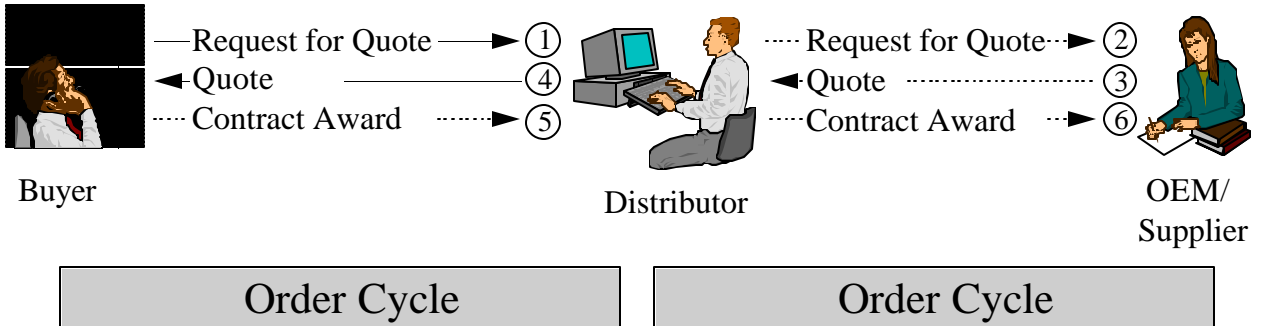






ELECTRONICS INDUSTRY DATA EXCHANGE (EIDX)  
PreOrder Business Models

<b>SUBJECT:</b>	<b>Pre Order Business Model 4 - Distributor Process</b>
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**Attributes:**

Intended to be used when the Buyer calculates requirements and places purchase orders with a Distributor based on the Quote/Request and Response process. The Distributor frequently obtains current quotes from the OEM/Supplier.

**Description:**

<u>Process</u>	<u>X.12</u>	<u>EDIFACT</u>
Buyer sends Request for Quote to Distributor	840	REQOTE
(Optional) Distributor sends Request for Quote to OEM/Supplier	840	REQOTE
(Conditional) If Distributor sent Request for Quote to OEM/Supplier, OEM/Supplier responds with Quote	843	QUOTES
Distributor responds to Request for Quote	843	QUOTES
(Optional) Buyer transmits Contract Award to Distributor	836	CONEST
(Optional) Buyer transmits Contract Award to OEM/Supplier	836	CONEST

**Recommended Usage:**

- With Traditional Stand-Alone P.O. Model
- With Blanket PO - Discrete Release Model
- With Blanket PO - Forecast Release Model
- With Consumption-Based SMI Model

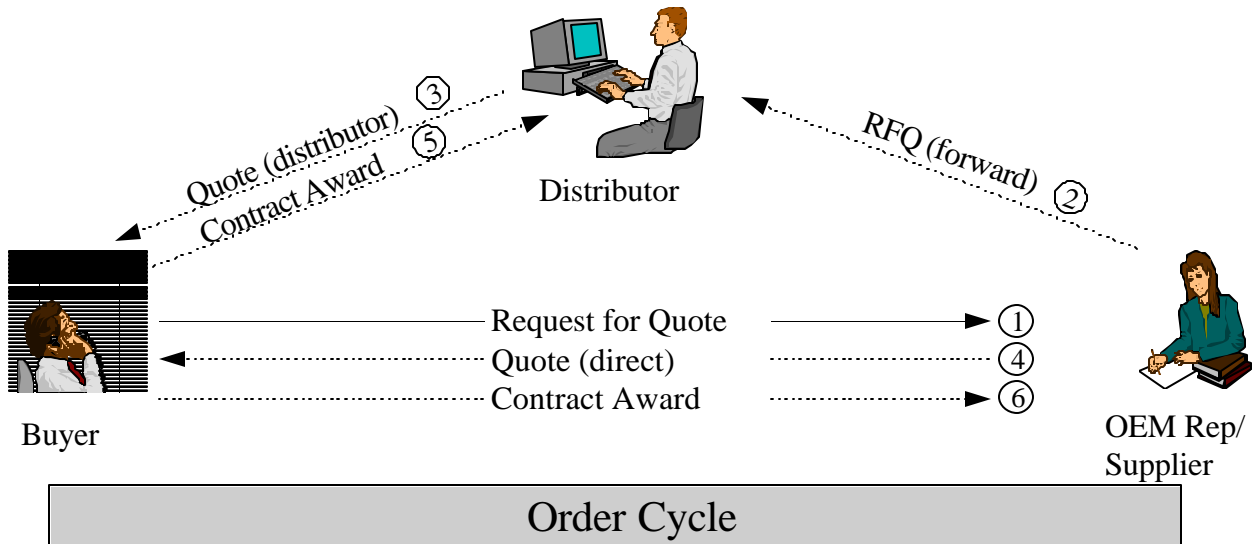
**Benefits:**

**Additional Considerations:**

**Core Process Flow (optional):**



<b>SUBJECT:</b>	<b>Pre Order Business Model 5 - OEM Sales Representative Process</b>
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**Attributes:**

Intended to be used when the Buyer desires direct and/or specific distribution quotes, and the OEM Rep/Supplier will coordinate this effort as a service. If the Buyer requests distribution quote, the OEM Rep/Supplier will forward quote to Distributor who will then respond to Buyer. Otherwise, the OEM Rep/Supplier will send quote to Buyer.

**Description:**

<u>Process</u>	<u>Suggested Transactions/Messages</u>	
	<u>X.12</u>	<u>EDIFACT</u>
Buyer sends Request for Quote to OEM Sales Rep	840	REQOTE
(If Distributor pricing) OEM forwards RFQ to Distributor	843	QUOTES
(If Distributor pricing) Distributor responds to Request for Quote to Buyer	843	QUOTES
(If Direct pricing) OEM responds to Request for Quote to Buyer	843	QUOTES
(Optional) Buyer transmits Contract Award to Distributor	836	CONEST
(Optional) Buyer transmits Contract Award to OEM	836	CONEST

**Recommended Usage:**

- With Traditional Stand-Alone P.O. Model
- With Blanket PO - Discrete Release Model
- With Blanket PO - Forecast Release Model

**Benefits:**

ELECTRONICS INDUSTRY DATA EXCHANGE (EIDX)  
*PreOrder Business Models*

**Additional Considerations:**

This model is not recommended as a business practice to be used in the Pre-Order process, however it is documented because it is a practice that occasionally is used to accommodate (or as a service to) the buyer.

**Core Process Flow (optional):**



ELECTRONICS INDUSTRY DATA EXCHANGE (EIDX)  
*PreOrder Business Models*

<b>SUBJECT:</b>	<b>APPENDIX A: GLOSSARY OF TERMS</b>
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Bill of Material Document which conveys product structure and component information for a given end item (assembly). It is used to determine how to build a product.

BOM *See Bill of Material*

CM *See Contract Manufacturer*

Contract Manufacturer Also known as a sub-contractor. A business entity which provides manufacturing services for another business entity (also known as a prime contractor)

OEM *See Original Equipment Manufacturer*

Original Equipment Manufacturer A business entity which manufactures, markets, and sells their own product.

Prime Contractor A business entity which sub-contracts with a Contract Manufacturer to perform manufacturing services on their behalf

Request for Quote A business document which is used by potential buyers to solicit information pertaining product availability, pricing, lead time, and other information from potential sellers of goods and services

RFQ *See Request for Quote*

RRFQ Response to Request for Quote. A business document which is used by potential sellers to respond to a Request for Quote with information pertaining to product availability, pricing, lead time and other information.

Sub-Contractor *See Contract Manufacturer*

ELECTRONICS INDUSTRY DATA EXCHANGE (EIDX)  
*PreOrder Business Models*

<b>SUBJECT:</b>	<b>APPENDIX B: STANDARD EDI TRANSACTIONS AND/OR MESSAGES USED</b>
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**Transactions/Messages Used in these Models:**

<b><u>X12</u></b>	<b><u>EDI</u></b>	<b><u>Business Data</u></b>	<b><u>Purpose</u></b>
832	PRICAT	Price/ Sales Catalog; Price/Sales Catalogue	To convey pricing
846	INVRPT	Inventory Inquiry/Advice; Inventory Report	To convey product quantity
840	REQOTE	Request for quotation; Request for quote	To request or verify product information such as; pricing, availability
843	QUOTES	Response to Request for Quotation	To return product information such as; pricing, availability Quote
836	CONEST	Contract Award; Establishment of Contract	To notify Trading Partner of Contract Award