



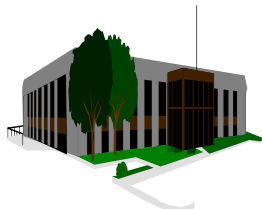
Before and After

PPT Template Samples

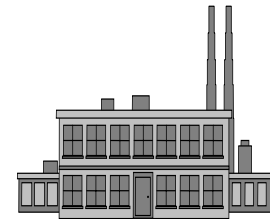
Macro-level “business process”

- At the most basic, technology-independent level, A buyer orders goods or services by sending a PO, a seller accepts the order for goods and services by sending a response; changes may occur.

Before



BUYER

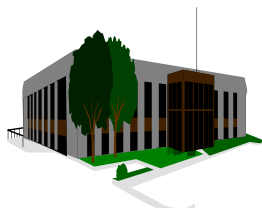


SELLER

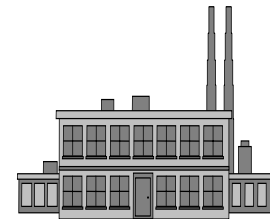
- Still the same if buyer sends EDI PO and seller sends EDI acknowledgment
- Still the same if buyer orders via form on supplier’s web site (buyer is “sending” order from his/her desktop to seller’s system)
- Still the same if supplier retrieves order from buyer’s web site (buyer is “sending” order to supplier’s desktop)
- Still the same if buyer accepts an auction bid that automatically generates a purchase order (the *pre-order* process is different)

Macro-level “business process”

- ▶ At the most basic, technology-independent level, A buyer orders goods or services by sending a PO, a seller accepts the order for goods and services by sending a response; changes may occur.



BUYER

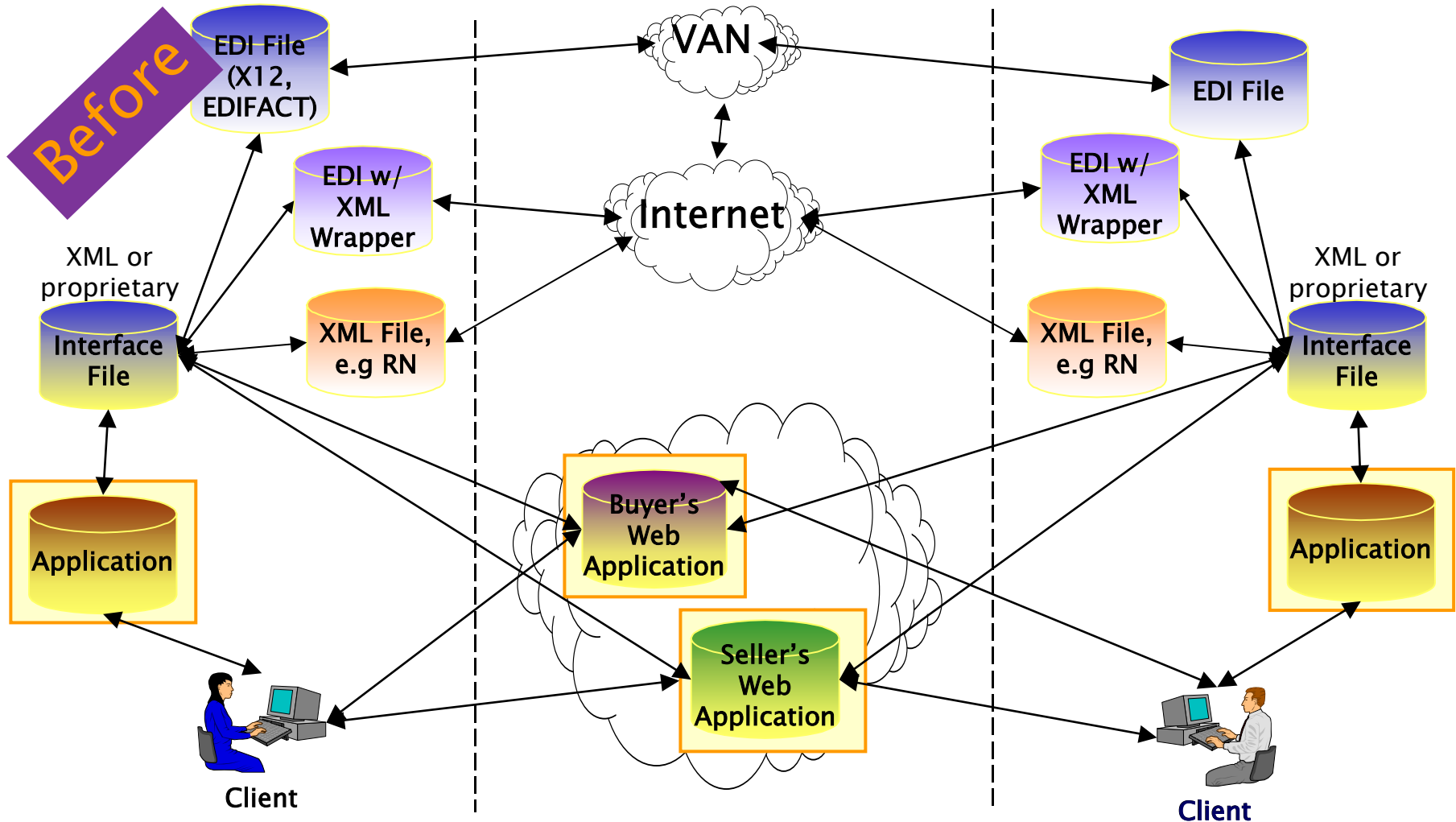


SELLER

- Still the same if buyer sends order and seller sends EDI acknowledgment
- Still the same if buyer sends order on supplier's web site (buyer is "sending" order from browser to seller's system)
- Still the same if buyer sends order from buyer's web site (buyer is "sending" order from desktop)
- Still the same if buyer accepts an auction bid that automatically generates a purchase order (the pre-order process is different)

After - contents of Page must be completely readjusted

Basic Technology Options – User View



Basic Technology Options – User View

