

## Glossary

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# 1 GLOSSARY

A list of useful terms which are regularly used.

		TERM	DESCRIPTION
A	A&D	Aerospace and Defense	
		Adopted supplier	A BAE SYSTEMS' supplier which, having completed the Supplier Adoption process, has been proven able to execute live transactions via our on-ramps.
	ASP	Application Service Provider	Someone who manages and maintains IT applications and processes such as upgrades on a lease basis, usually via the Internet.
B		Back-office systems	Operations & process management IT infrastructure tools e.g. MRP, ERP, finance / accounting systems.
		Basic e-Sales	The sale of products (goods and services) electronically using a web browser to receive and acknowledge PO's.
		Buy Site	BAE SYSTEMS' e-Procurement intranet site for non-ERP driven purchases (principally indirect items). Buy Site provides the corporate e-Procurement capability, i.e. the tool and supporting information. The Buy Site URL is <a href="http://buysite.intranet.baesystems.com/">http://buysite.intranet.baesystems.com/</a>
C		Content file	File generated by a supplier that contains catalogue content (part numbers, description) updated by supplier. (Added to a price file to create a BuySite catalogue.)
D	DECS	Defence Electronic Commerce Service	UK MoD (DLO) initiative (with Cap Gemini Ernst & Young) to facilitate MoD e-Commerce relationships with industry.
		Direct e-Procurement	Web-enabled electronic buying of direct commodities, i.e. the raw materials and equipment which constitute an end product, e.g. aluminum, engines, avionics.
E	EAI	Enterprise Application Integration	A set of technologies that enables the integration of multiple business processes and data (information) across disparate applications, e.g., ERP systems.
		e-Auctions	An open electronic marketplace tool which enables real time on-line bidding for the sale and purchase of goods and services. This dynamic pricing tool uses the internet to reduce or increase price and reduce the cycle time of the strategic sourcing process.
		e-Business	The electronic enablement and re-engineering of business processes including commercial transactions and other processes e.g. Engineering, HR, Finance.
		e-Commerce	All aspects of electronic trading which are part of a commercial transaction, e.g. buying and selling.

		<b>TERM</b>	<b>DESCRIPTION</b>
		e-Commerce Connections	eVolution project to electronically enable the requisition-to-pay and order-to-cash transactions between BAE SYSTEMS' ERP systems and Exostar (i.e. BAE SYSTEMS as a buyer or supplier). E-Commerce Connections has evolved out of the eVolution workstream covering Direct e-Procurement.
		e-Collaboration	Using Internet technologies that enable multiple organizations to work together to co-ordinate processes and optimize asset utilization
	EDI	Electronic Data Interchange	The direct, standardized computer-to-computer exchange of business documents (PO's, invoices, payments, inventory analyses, etc.) between an organization and its suppliers and customers. The term is conventionally used for machine-readable data transfer, in the technology used before XML became available.
		eGateway or e-Hub	Formerly referred to as 'eHub'. A facility for the receipt, transmission and translation of e-Commerce transactions, connecting BAE SYSTEMS with external service providers, including Exostar. It will be connected to our business systems via the Enterprise Application Integration (EAI).
		e-Invoicing	The delivery and receipt, (reconciliation and payment) of invoices electronically; i.e. using web-enabled technologies.
		e-Marketplace	Shared electronic environment for conducting commercial transactions on-line linking multiple buyers and sellers. Increasingly looking towards the support of web-enabled transactions beyond basic buying and selling, such as tools for e-Collaboration.
		Engaged supplier	A BAE SYSTEMS' supplier who has been identified as suitable for electronic trading and is involved in the process of being adopted.
		Enterprise	The entire business organization.
		Enterprise Buyer	BAE SYSTEMS' corporate e-Procurement tool for non-ERP driven purchases (principally indirect items). Enterprise Buyer is held on the Intranet, and accessed via Buy Site at URL: <a href="http://buysite.intranet.baesystems.com/">http://buysite.intranet.baesystems.com/</a>
		e-Procurement	The purchasing of products (goods and services) electronically, i.e. using web-enabled technologies.
	eRFX	Electronic Request For "x"	Covers electronic requests for ...where 'X' can = Quotation (eRFQ), Information (eRFI), Proposal (eRFP).
	ERP	Enterprise Resource Planning (System)	Integrated system covering major activity areas such as manufacturing, planning, procurement, finance etc. E.g., Oracle, BaaN, SAP, IFS, Manugistics/WDS ...etc.
		e-Sales	The sale of products (goods and services) electronically, i.e. using web-enabled technologies.
		e-Sourcing	e-Sourcing is the application of web enabled tools to all or part of the sourcing process
		e-Supply Chain Management	The ability to electronically share appropriate schedule and other information up and down the supply chain

		<b>TERM</b>	<b>DESCRIPTION</b>
		eVolution	BAE SYSTEMS' internal program to drive the development of capabilities across the enterprise to exploit the opportunities of e-Business.
		Exchange	See 'e-Marketplace'.
		Exostar	An independent global e-Marketplace for the Aerospace & Defense industry. Founding partners: BAE SYSTEMS, Boeing, Lockheed Martin, Raytheon and Rolls Royce.
<b>F</b>	FAQ's	Frequently Asked Questions	
		Field trial	Live testing of a system and business processes executed locally at the start of implementation, prior to full-scale rollout within a business or site.
		ForumPass	An Exostar product. An exchange-based Collaborative Product Commerce (CPC) tool designed to facilitate extended enterprise product design across geographic and corporate boundaries.
<b>G</b>			
<b>H</b>	HBS	Hosted BuySite	See ProcurePass.
		Hosted Supplier	A supplier conducting commerce through a portal hosted by another enterprise.
<b>I</b>		Indirect e-Procurement	Web-enabled electronic buying of indirect commodities i.e. those items which support the manufacturing process and it's organization, but do not go into an end product. E.g. office supplies, services, IT equipment and production consumables.
		Integrated e-Sales	The sale of products (goods and services) electronically using an ERP or other back-office system to process the data.
		Integrated Supplier	A supplier that has successfully achieved integration, see Integration.
		Integration	Process & technology enabling IT system to IT system interfacing and the automation of processes.
		Internet	A global network of linked computer services, that facilitates data communication, file transfer, electronic mail, and newsgroups. It supports the World Wide Web. The Internet is a way of connecting existing computer networks that greatly extends the reach of each participating system.
		Interoperability	Term used to describe a business relationship between two B2B exchanges/Marketplaces that enables them to automatically route transactions to one another (e.g. Exostar and DECS or Exostar and C1.net).

		TERM	DESCRIPTION
		Intranet	A private network inside a company or organization that uses the same kinds of software that you would find on the public Internet, but that is only for internal use. Many of the tools used on the Internet are used in private networks; for example, many companies have Web servers that are available only to employees. Note that an "Intranet" may not actually be an Internet, it may simply be a network.
L	LAN	Local Area Network	A network that connects computers in a small pre-determined area (like a room, a building, or a set of buildings). LAN's can also be connected to each other via telephone lines, and radio waves to form a wide-area network (WAN). Workstations and personal computers in an office are commonly connected to each other with a LAN. This allows them to have send/receive files and/or have access to the files and data. Each computer connected to a LAN is called a node.
M		MachineLink	An Exostar product. A pre-configured solution that integrates ERP or legacy systems to enable automated transaction processes via Exostar for customers using their own procurement on-ramp(s).
		Marketplace	See 'e-Marketplace'.
		Middleware	Integration software that fits between IT systems and enables them to communicate effectively. Another name for EAI.
	MIS	Management Information Systems	A collection of computer systems that manage and process data used to run a company.
	MPID	MarketSite Partner ID	Unique identifier allocated by Exostar for buying/selling organizations within a C1 on-ramp or MarketSite.
	MRP	Materials Requirement Planning (System)	Systems for planning production requirements for direct goods. It is often an integral part of an ERP system.
N		Non-integrated Supplier	A supplier who has not successfully achieved integration. On Exostar these suppliers will trade via SupplyPass.
O			
P	PDM	Product Data Management	Technology and methodology used in enterprises to organize, access, and control data related to its products and manage the life cycle of those products. PDM systems provide access and security controls, maintain relationships among product data items, enforce rules that describe and control data flows and processes, and provide notification and messaging facilities.
		Price file	A file generated by a supplier that contains price content (referenced against the part numbers in the content file) updated by supplier. (Added to a content file to create a BuySite catalogue.)
		ProcurePass	An Exostar product. A hosted e-Procurement tool (BuySite) for Exostar's trading partners which enables the purchase of products simply with a browser and Internet connection. Formerly known as Hosted BuySite. This follows an ASP business model.
		Publisher	An Exostar product. A solution which provides catalogue management services for suppliers enabling them to build a fully Internet-capable electronic catalogue for access by all subscribing buyers on Exostar.

		TERM	DESCRIPTION
	PO	Purchase Order	Other acronyms can included <b>POR</b> – PO Response, <b>POC</b> – PO Change and <b>POCR</b> – PO Change Response
<b>R</b>	RFQ	Request for Quote	
<b>S</b>	SA	Supplier Adoption	See TPA
	SDE or SWE	Shared Data Environment or Shared Working Environment	A means of sharing information securely amongst participants from different organizations working together to a common purposes and to a mutually agreed set of rules. Now often referred to as a Shared Working Environment (SWE).
	SI	System Integrator	Company or service provider that supplies processes & technology to enable IT system to IT system interfacing and the automation of processes.
		SupplyPass	An Exostar product. An on-ramp order management tool that enables suppliers to receive and process PO's, send updated catalogue information, prices and availability information to MarketSite and BuySite simply with a browser and Internet connection. Formerly branded: SupplyOrder.
<b>T</b>	TPA	Trading Partner Adoption	Exostar term. The process of identifying, engaging, registering, enabling and activating a customer or a supplier to begin trading on Exostar.
<b>U</b>	UN1TY	UN1TY	The CSC Service Center supporting the BAE SYSTEMS standard operating environment (e.g. desktops). UN1TY provides services such as first line support (e.g. call management), desktop support services, email support, server, and security management. The service supports BAE SYSTEMS' e-Procurement tool, Enterprise Buyer.
<b>V</b>			
<b>W</b>	WBT	Web Based Training	Topical training sessions hosted over the Internet, aimed at providing interactive, cost effective training for large groups of users spread across diverse locations. The training is usually held with a dial-in conference for audience participation.
		Xchanging Procurement Services	Procurement Joint Venture with Xchanging (launched October 2001) to deliver UK indirect procurement products and services. Xchanging Procurement Services will provide an improved and integrated HR procurement service to our businesses, initially focused on HR related areas of spend. Formerly called pro-cur
<b>X</b>	xCBL	XML Common Business Library	Commerce One's XML standard. Defines what can be sent in the different transaction types (e.g. Purchase Order). Used by Exostar
	XML	Extensible Markup Language	The universal format for structured documents and data on the Web.
<b>Y</b>			