Workshop eCAT

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Title: **Minutes of the Plenary Meeting,
Brussels**

Document for: **Approval**

1.   Welcome and administration
Prof. Klaus-Dirk Schmitz, University of Cologne and Chair of this Workshop, addresses welcome words to all participants, followed by a short self-presentation of each participant.

1.1 Approval of Minutes of Project Team Kick off meeting in Brussels, 2003 02 14
The Minutes were approved. Mr. Beckmann (W 1.1) notes that a "trend analysis" will be provided rather than a "representative survey".

PRESENTATIONS
(To view all presentations please go to
http://linux.infoterm.org/termnet-e/ecatsec.htm#presentations)

2.   <u>Keynote speech:</u>
Mr. Gerold Carl, Lufthansa & European Content Club: "Speak local to act global on the e-markets"

<u>Outline:</u>
- Procurement can only be solved by eMarkets
- Lufthansa acts globally but fails to *purchase* globally (logistics and contents are local)
- eMarkets are like a Babylonian tower
- Need for harmonisation of classification standards is evident
- Suppliers dictate actions
- Lufthansa needs multilingual classification
- The ideal product classification ought to be intercultural, rationalised, user friendly, normalised, standardised
- Electronic transaction standards are needed
- Marketplaces cannot not simply copy the supplier's catalogue and downsize the sourcing (due to lack of standardisation)
- To support the above, Lufthansa is engaged in the European Content Club

<u>Discussion/Input:</u>
Mr. Richter, DIN (Observer), asks Mr. Carl whether Lufthansa maintains liaisons to international standardisation bodies and whether the international standardisation acts too slow?

Mr. Carl states that Lufthansa currently has no liaison with any standardisation body anymore and wonders why the bodies do not coordinate their activities? Lufthansa has had cooperations with **UNSPSC** and eCl@ss for two year. In October last year, **UNSPSC** officially announced the search for a new Manager for this classification (until then managed by Dun & Bradstreet).

3.   "An outline", Mr. Håvard Hjulstad, Project Team Coordinator, CEN/ISSS/WS/eCAT
Mr. Hjulstad gives a short report on the Project Team kick off meeting on 14 February 2003; all Project Team members (six experts for seven tasks) are fully briefed with the exact expectations and tasks. However, the time scale was slightly optimistic and needed revision, but will not effect the end date of project. Mr. Hjulstad gives a detailed explanation of the new time scale.

4.   **Survey on existing e-catalogues in e-business - Status Report W 1.1**
     "Multilingual Catalogue strategies for eCommerce and eBusiness"
     Mr. Helmut Beckmann, Fraunhofer-IAO
     Mr. Beckmann points out that he will need one more month for W 1.1 due to the Online
     Questionnaire. This is not critical for the Workshop's time scale as he has only one
     deliverable scheduled for October.

     Outline:
     - Short overview of Fraunhofer-IAO.
     - Short overview of eCAT Program and W 1.1 (schemes, systems/tools, way of
       application) and informs that W 1.1 is working on time.
     - Mr. Beckmann presents the "Online Questionnaire" which will be online
       (http://137.251.109.190:8080/) until end of 2003. During the **1st phase** the German-
       speaking area and UK is being approached: Mr. Beckmann has sent emails to
       National Purchasing Counsels (reaching 20,000 companies). During the **2nd phase**
       38 additional Purchasing Counsels will be addressed (by 14 April 2003). Mr.
       Beckmann asks the eCAT participants for cooperation and to encourage their
       contacts to fill in the Questionnaire (maximum 10 minutes needed), and welcomes
       any feedback (changes, reformulations, etc). Mr. Beckmann points out that this
       cannot be a statistical representative analysis but just a trend report. By end of April
       2003, Mr. Beckmann will provide presentation of first results.

     Discussion/Input:
     Mr. Betz asks what is the exact content of the CWA will be?

     Ms Blanks, Portex Ltd. (medical devices supplier), asks what will actually encourage
     filling in the questionnaire? Mr. Beckmann states that firms will have the opportunity to
     joint design wishes. Ms Blanks finds there is a lack of classification schemes in the
     health industry; it is necessary to appreciate the need for classification and
     harmonisation. Fears that the documentation is not motivation enough for firms to fill in
     the questionnaire. Recommends other kind of motivation. Mr. Beckmann replies that
     catalague formats are being investigated and not *classification systems*. Mr. Klett
     informs that there are in fact firms having no knowledge about catalogues at all.

5.   **Survey on existing major institutions/organizations supporting e-catalogue –**
     Status Report W 1.2
     "Organizations in e-Catalog State of the art in research"
     Mr. Pim van der Eijk, Sonnenglanz Consulting:

     Outline:
     - Goal is the vendor services provided
     - Presently receiving input from
       - Existing product catalogues (Giga Group)
       - Web search engines
       - Various email surveys (including the eCAT members)
       - EAN member organisations
       - Research centers
     - Extended the coverage as most survey where purely USA-oriented
     - Software used is non-European!
     - Sent out the Questionnaire to 50% of the identified vendors (investigating their
       support of relevant standards and how they handle multilingual issues). No significant
       results yet.

- Which European organisations are involved in this topic?
- Subscribed to Digital Library, found a number of relevant publications; *standardisation* usually just briefly mentioned.
- As Mr. van der Eijk's research is not covering the whole of Europe, he asks the eCAT participants for help.

Discussion/Input:
Mr. Richter knows of ten eMarket areas in Germany within various production areas.

Mr. Ondracek asks whether the activities in the CEN/ISSS/WS/eCAT are reduced to procurement or are they also covering the product life cycle? It seems important to identify *what* is needed from eCatalogues and which products mainly are involved.

6. **Analysis of existing e-catalogues – Status Report W 1.3**
   Mr. Volker Schmitz, University of Essen, Institute for Computer Science and Business Information Systems (ICB), Procurement, Logistics and Information Management (BLI)

   Outline:
   - Mr. Schmitz gives a short overview of scientific research undertaken sofar
   - Outline of W 1.3,
   - Two of the five parts of W 1.3 are finalized
   - Presently filtering inputs
   - The *document layer* is the largest part of the survey

   Discussion/Input:
   Mr. Galinski, TermNet, points out the need for a maintenance agency for the registration of metadata and XML schemas (to become a sort of authority data). Mr. Schmitz states that when the need occurs he may investigate closer. The main focus, nevertheless, is standardisation bodies.

   Mr. Galinski mentions that there are many xml-schemas available (many of them being non-interoperable). Mr. Schmitz will investigate whether standardisation bodies use such registries.

   Mr. Carl: Most important part of the procurement business is the goods being repeatedly bought, dynamic competitive sourcing and project business. Many issues can be solved by dynamic competitive sourcing, and recommends concentrating on that.

7. **Analysis of the relation between (as well as application of) existing product classification schemes/product identification schemes and e-catalogues – Status Report W 1.4**
   Mr. Nikolaus Ondracek, Paradine

   Outline:
   - Mr. Ondracek presents the scope of analysis of his part, cooperates with Mr. Schmitz in the pan-European environment and also asks for cooperation of the eCAT participants.
   - Suggests including *terminology* in the other tasks of the Business Plan as well.

- How many classifications do we want to deeply analyse? (no unlimited resources in this Workshop)
- Which criteria need higher focus? (classification itself standardized? or only products? internationally? nationally? industry standard? support from PDM systems (e.g. SAP)? Multilinguality? (some are only in French or German)
- Suggests to reduce the product identification and concentrate more on classification systems (eight to ten)
- Presents a list of classifications schemes

Discussion/Input:
Mr. Carl points out the need for classification supporting the whole process, from supplier to customer. Mr. Ondracek feels that this is not possible because classification only gives *one* word to *one* abstraction. Mr Galinski mentions that multiple classification schemes are unavoidable, but should be reduced to the absolute minimum. Mr Betz refers to a comparison of more than 30 product classification schemes prepared within the framework of the PCDF group.

8. **Mr. Clemens Neese, Oracle:** "**Product and Process Standards for Sourcing and Procurement Systems – the Applications Perspective**"

Outline:
- Enough standards exist but they need to be harmonised.
- Oracle has hundreds of developers developing applications for servers, constantly searching for standards and contributions.
- English alone is not enough. Oracle can offer its services in 24 languages.

Discussion/Input:
Mr. Ondracek mentions that he has contacted Rosettanet (a US firms initiative), unfortunately without any reply sofar. Mr. Neese informs that a colleague at Oracle Stuttgart deals with Rosettanet only, and will establish contact for Mr. Ondracek.

9. **Mr. Bernard Jeanneau, Usinor and GALIA: "Standardisation of parts not for manufacture for e-catalogues - Identification and management of NPM"**

10. **Final Discussions**
As discussions where led after each presentation, Mr. Klaus-Dirk Schmitz thanks all speakers for the very informative presentations showing general needs and status quo of the Project Team.

11. **Any other business**

11.1 **eClassification in relation to CEN/ISSS/WS/eCAT**
Mr. Raymond Betz, Solvay: "Product Description and Classification Workshop CEN/ISSS/PDC"

Outline:
- PDCF (Product Description and Classification Forum) is active since four months and offers global coverage.
- Much work needs to be done, studies need to be made.
- Linking EU, Focus Group, B2B Marketplaces and the WS
- eContent as a topic is drawing much attention worldwide.

- Proposition to incorporate an eClassification Workshop in the eCAT Workshop to accelerate the route (even supported by two DGs).
- Draft Business Plan is written and will be transmitted as soon as possible to DG Enterprise for further treatment.
- Proposed duration: 13 months
- Most classification schemes are horizontal (NATO, UNSPSC, eCl@ss). Vertical classifications (e.g. sanitary goods, consumer goods, automotive parts) are of interest as specialists knowing their own products manage them.
- Goal: Is it possible to establish a general structure, together with specialists (e.g. eCl@ss for chemicals, Audette for automotive) handling their respective part of the classification within the same structure?

After a lively discussion, during which Mr. Betz informs that there are two EU projects presently active, indicating the necessity to put some work on catalogues and classifications in a well coordinated form,

A formal decision was taken on this item:
The present participants strongly recommend that the project PDC is favourably considered and that it is carried out within the framework (by means of extension of the eCAT scope and timeframe) in close cooperation with CEN/ISSS.

11.2. Ms Barbara Gatti, CEN/ISSS: Short presentation of the CEN/ISSS/WS/EC

11.3. Vice Chairman of CEN/ISSS/WS/eCat
Mr. Galinski thanks Mr. Beckmann's preparedness to act as Vice Chairman of this workshop. Due to CEN/ISSS regulation it is not possible that a Project Team Member additionally holds this position. Mr. Klaus-Dirk Schmitz proposes to nominate Mr. Betz.

A formal decision was taken on this item:
Mr. Raymond Betz, Solvay , is Vice-Chairman of CEN/ISSS/WS/eCAT

11.4. New Liaison SABS Sought Africa, Dr. Visser

A formal decision was taken on this item:
All participants welcome the new liaison.

11.5. Revised Timescale, Mr. Hjulstad
Mr. Klaus-Dirk Schmitz states that the revision is very minor. Ms Gatti informs that there is no need to formally accept the revised timescale.

11.6. Date and location of next Plenary Meeting
A voting (Vienna: 3, Cologne: 6,5, Brussels: 4,5) was done regarding the location of the next plenary meeting

A formal decision was taken to this item:
The next plenary meeting will take place on 10 October 2003 in Cologne.

Mr. Betz suggests holding a separate eClassification meeting on 9 October 2003. Mr. Richter will inform DIN accordingly and seeks cooperation in these activities.

After lively discussions, Ms Gatti informs that no additional Business Plan needs to be prepared but rather a modification of the existing one, needing approval by the

CEN/ISSS/WS/eCAT members. Presently, no action is needed as no decision has been taken yet by CEN/ISSS.

Mr. Klaus-Dirk Schmitz agrees and states that a separate discussion will take place upon the CEN and financing decision.

Mr. Betz suggests the vote via mailing how to proceed (incorporation of eClassification in the CEN/ISSS/WS/eCAT scope or to suggest a separate CEN/ISSS Workshop).

Mr. Klaus-Dirk Schmitz thanks the speakers, the CEN for hosting and the WS Secretariat.