

BSAT 206 eCommerce Glossary

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| <i>advance shipment notice (ASN)</i> | Document sent to customers to notify of impending delivery of goods. <i>EDI 856 Advance Ship Notice/Manifest</i> |
| <i>automatic data capture (ADC)</i> | The general capability of gathering status, location, and identifying information without human intervention. ADC reduces the need for manually keying in data and the risk of inaccuracies. Technologies used in ADC include bar coding, magnetic stripes, smart cards, machine vision, biometric identification, voice recognition, and Radio Frequency Identification. |
| <i>asymmetric digital subscriber line (ADSL)</i> | Allows a subscriber to download (receive) data using speeds up to 1.5 megabits per second. The upload (send) speed at 128 kilobits per second. The download speed is different than the upload speed, hence the term "Asymmetric" is valid. An ADSL modem allows the user connections for both the computer and the phone at the same time. This reduces the cost as one line can serve two functions. ADSL uses the current copper wires which are in most homes and businesses. |
| advanced planning and scheduling (APS) system | a computerized system that helps businesses evaluate varying input levels to plan for optimum production efficiency |
| application service provider (ASP) | a business that rents application software via the Internet (or via telecommunications networks) in exchange for usage or monthly fees |
| auction pricing | pricing method in which buyers bid against each other and the highest bidder buys the product |
| B2B | business-to-business transactions |
| B2B (business-to-business) online markets | Web sites that facilitate the exchange of goods and services among organizational buyers and sellers |
| B2C | business-to-consumer <i>transactions</i> |
| B2G | business-to-government transactions |
| C2B | consumer-to-business transactions |
| C2C | consumer-to-consumer transactions |
| C2G | consumer-to-government transactions |
| cashless society | world in which plastic or other cashless payment alternatives replace currency |
| certificate authority | A trusted company or organization that will accept your public key, along with some proof of your identity, and serve as a repository of digital certificates. Others can then request verification of your public key from the certificate authority. |
| cookies | stored information placed on consumers' hard drives to track their Internet usage |

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| corporate portal | a comprehensive internal Web site with company information that employees can personalize and access as needed |
| cybersquatting | the practice of claiming a domain name with the intention of reselling it at a profit |
| digital certificate | An electronic document, issued by a certificate authority, used to establish a company's identity by verifying its public key. |
| digital certificates | Digital certificates, are used in much the same way as conventional forms of identification – such as a driver's license or passport - to provide irrefutable evidence of the owner's identity and, in some cases, authority in a given transaction. Digital Certificates are issued, managed, and verified by Certificate Authorities. |
| dynamic pricing | method of pricing in which prices change from <i>transaction to transaction</i> |
| e-business | the combination of business processes, technology, and organizational structure needed for e-commerce <i>the conduct of business on the Internet, not only buying and selling but also servicing customers and collaborating with business partners. Today, major corporations are rethinking their businesses in terms of the Internet and its new culture and capabilities. Companies are using the Web to buy parts and supplies from other companies, to collaborate on sales promotions and to do joint research.</i> |
| e-commerce | exchange transactions (such as buying and selling goods, services, and information) that take place on the Internet |
| e-procurement | purchasing via the Internet |
| e-tailers | Internet retailers |
| electronic barter (e-barter) electronic cash (e-cash) | an electronic system of exchanging goods or services without cash exchanges an electronic substitute for cash <i>Electronic cash is a payment mechanism designed for the Internet. It is electronic money that can be passed along from person to person like cash. It is anonymous like cash, and has value immediately - its cash, not a promise to pay later. At present real E-Cash is not in use anywhere but some of the larger players are introducing electronic money in a number of forms.</i> |
| electronic data interchange (EDI) | EDI is the computer-to-computer exchange of normal business transactions including payments, information exchange and purchase order requests. The most basic EDI line consists of a computer-to-computer link. The second level incorporates an application-to-application design where individual companies links a minimum of one of their in-house systems to the EDI interface. The most elaborate version of EDI actually transforms the way business procedures are executed to gain optimal productivity. |
| Electronic Data Interchange For Administration, Commerce and Transport (EDIFACT) | The international standard for EDI messages. EDIFACT, also known as UN/EDIFACT, is one of the two international standards describing the syntax of EDI transmissions. EDIFACT is administered by a working party (WP.4) of the United Nations Economic Commission for Europe (UN/ECE). The EDIFACT syntax rules have been published by the ISO as ISO9735. |

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| <i>electronic funds transfer (EFT)</i> | Systems and technologies that processes financial transactions and transfers funds (money) electronically between two financial institutions. Includes Fedwire, Bankwire, automated clearinghouses (ACHs), and other automated systems. |
| enterprise resource planning (ERP) | <p>sophisticated computer systems that allow comprehensive planning and control of systems operations throughout the supply chain</p> <p><i>An industry term for the broad set of activities supported by multi-module application software that help a manufacturer or other business manage the important parts of its business, including product planning, parts purchasing, maintaining inventories, interacting with suppliers, providing customer service, and tracking orders. ERP can also include application modules for the finance and human resources aspects of a business. Typically, an ERP system uses or is integrated with a relational database system. The deployment of an ERP system can involve considerable business process analysis, employee retraining, and new work procedures.</i></p> |
| <i>extended enterprise</i> | the "enterprise" represented by all those organizations - customers, suppliers, and sub-contractors- engaged collaboratively in the design, development, production, and delivery of a product to the end user. Also refers to the supply chains and logistics chains. |
| extranet | a private computer network available to authorized users outside the organization |
| for-profit incubator | a business that provides entrepreneurs with office space, business services, and management resources, as well as funding, in exchange for an equity stake |
| G2B | government-to-business transactions |
| G2C | government-to-consumer transactions |
| G2G | government-to-government transactions |
| group buying | pricing method in which the price goes down as more buyers band together to buy an item |
| initial public offering (IPO) | the process a company follows to sell stock to the public for the first time |
| Internet telephony | <p>the transmission of telephone voice conversations via the Internet</p> <p><i>the ability of persons to converse vocally by means of the Internet. The ability of computers to convert vocal signals into digital signals and send them to a receiver has replaced the much more expensive analog phone lines.</i></p> |
| <i>interoperability</i> | The ability of various types of computers and programs to work together |
| intranet | <p>an organizations internal computer network based on Internet technology legacy business a traditional, non-Internet business unit</p> <p><i>The Intranet is essentially a private Internet operating on a company's internal network. Intranets exploit the incredibly popular and low-cost Internet tools to gain strategic advantage over competitors, cut costs, and improve operational effectiveness. An Intranet typically has three features lacking on the Internet: speed, security and control. Many company's use the Intranet for publishing</i></p> |

corporate documents, phone directories, employee information such as benefits, job postings and employee bulletins. Many companies also incorporate employee training, featuring audio and visual tours of the company and mission statements from company leaders. The Intranet can also provide a universal data entry for employee database changes, 401k enrollment, W4 Forms, etc.

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| invoice | An itemized list of product shipped specifying the quantity shipped, unit price, total amount due, and terms on which the invoice will be paid. The <i>EDI 810 Invoice Document</i> |
| marketpace | an electronic marketplace |
| name-your-price strategy | pricing strategy in which buyers state how much they will pay and suppliers decide whether to sell at that price |
| new economy | the economy consisting of businesses that generate all or some of their revenues from the Internet or related goods and services |
| nexus | a physical presence, such as a store, used in determining the tax status of a sales transaction |
| offering price | the price paid by investors who receive an allocation of IPO shares just before the stock starts to trade |
| online catalogue | a Web-based presentation of product information similar to a printed catalogue the descriptive information about each product, including UPC (SKU) numbers, transmitted to all customers or to a UPC catalog service. To those customers who place orders electronically, this data is transmitted in a standardized electronic format that is usable by the customer's computer system to directly update its records. The implementation of the <i>EDI 832 Price Sales Catalog</i> |
| open text search | a search technique in which someone enters a word or group of words for the search engine to use in scanning the Internet |
| opt in | asking to join an e-mail subscriber list |
| opt out | asking to be removed from an e-mail subscriber list |
| <i>point of sale (POS) data</i> | Information captured when a sale is made in a retail store -- including, at minimum, SKU and quantity. The record is normally generated electronically at a cash register. All such records are normally pooled and electronically transmitted to the vendor (apparel maker) for the purpose of analysis and product replenishment. This document is most useful when the supplier is maintaining inventory replenishment model stocks for the buyer . The buyer would provide sales/inventory data to the supplier. Data is transmitted via the transactions. Organizations today are challenged to streamline operations and to maximize efficiency. Inventory management is one area that will be effected when achieving this objective. It allows the reporting/receiving of sales, inventory levels, and inventory transfers become an integral part of an automated process. The document allows a buyer to provide a supplier with a complete picture of the buyer's inventory position as an aid in forecasting and executing supplier-driven replenishment systems. |

EDI 852, Product Activity Data

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| profiling | tracking consumers' online activities and using the data to create a profile of each person's interests |
| <i>purchase order (PO)</i> | Document sent from buyer to seller specifying items, quantities, price, delivery, etc. <i>EDI 850 PurchaseOrder</i> |
| <i>request for quote (RFQ)</i> | Where new or revised materials are to be used in a product, price quotes and evaluation samples are requested from potential vendors. <i>EDI 840 Request for Quote.</i> <i>Sellers response is EDI 843Response to Request for Quotation.</i> |
| spam | unsolicited e-mail messages, also called junk e-mail spammer someone who sends junk e-mail without the audience's consent |
| subject tree | an online catalog of a great number of pages on the Web, organized by categories and sub-categories |
| venture capitalists (VCs) | investment specialists who provide funding for businesses (ventures) with high, rapid growth potential |
| viral marketing | the use of e-mail messages that encourage recipients to send the message to others |
| virtual organization | an organizational structure in which people (employees and, sometimes, non-employees) in different locations use communication technology to work together |
| virtual teams | teams that use technology to link members in different places |
| virtual team leader | person who coordinates the activities of virtual team members |