

Index

A

accreditation 79
 adaptation 180
 Adserver Networks 263, 267
 advanced planning and scheduling (APS) 141
 adverse selection 73
 agent 160, 164
 agent technologies 190
 aggregation 9, 10
 alignment 179
 all-inclusive typology 6
 anonymity 9
 anticipated continuity 82
 atomic 235
 Atomic eServices 235
 auction 9, 56, 135, 147, 151, 273

B

B2B applications 23, 24
 B2B exchange 2, 72, 79
 B2B exchanges 1, 2
 back-end systems 263
 beer game 134
 benevolence 76
 bias 7, 12
 biased exchanges 12
 broker 151, 155
 BT-service 235
 bullwhip effect 134
 business models 189, 209

business objects 209
 business processes 209
 business systems 263
 business transaction 234
 buy-in 117

C

catalog hubs 53
 change management 33
 channel pressure 58
 chemical industry 135
 classification mechanism 52
 classification scheme 7
 cognitive processes 77
 collaborative commerce 277
 collaborative forecasting 138
 collaborative planning for forecasting and replenishment 141
 collaborative services 15
 commodities 136
 compatibility 179, 180
 complexity management 64
 conceptual graphs 161
 consortia 62
 consortium exchanges 18
 contract atomicity 236
 coordination 66
 credibility 76
 cross-functional teams 126
 customer-specific implementations 117

D

data exchange activities 114
 dealer 55
 decision support 65
 delivery atomicity 235
 design 66
 direct 134
 direct-contract-based sales 136
 discrete exchanges 5
 Dutch Auction 56
 dyadic relations 11
 dynamic markets 193
 dynamic pricing 9

E

E-speak Service Engine 232
 E-speak Service Framework Specification (SFS) 232
 eBusiness 208, 243
 eBusiness transactions 216
 electronic broker 155
 electronic brokerage 180
 electronic communications networks (ECNs) 55
 electronic data interchange 2, 114, 133, 142, 160, 162
 electronic hierarchies 5
 electronic integration 180
 electronic linkages 114
 electronic market hypothesis 176
 electronic markets 5, 176
 electronic tendering 148
 eMarketplaces 135
 end-to-end business solution provider 267
 English Auction 56
 enterprise resource planning (ERP) 135
 eProcurement 3
 ERP 135

eServices 209, 273
 evaluation and adoption 37
 exchanges 53
 execution 133
 executive support 122
 export restrictions 140

F

familiarity trust 75
 feedback 80
 few-to-few 11
 few-to-many 14
 financial processing networks 263
 First Choice vs. Last Resort Markets 59
 forward auctions 56
 front-end systems 263

G

goods atomicity 235
 governance structure 5

I

IGES 115
 impersonal trust 72, 75
 incentives 73
 indirect 134
 Industry Canada 115
 industry structures 33
 infomediaries 263
 information asymmetry 17, 72
 infrastructure 209
 integrated carriers 143
 integrated value chains 208
 inter-organizational systems 24
 intermediaries 176
 internal commitment 125
 interoperability 211
 interorganizational information system (IOIS) 2, 79

interorganizational information
systems 176

J

Japanese Auction 56

L

legal bonds 81
liquidity 9, 57
longitudinal research 185

M

management issues 31
manufacturing connectedness 114
many-to-many exchange 8
market characteristics 17
marketplace ownership 60
matching 8
Metcalfe's Law 57
misalignments 181
monitoring 80, 133
monopolies 14
moral hazard 73
MRO Hubs 53

N

National Research Council Canada
115
network externalities 57, 177
neutral exchanges 8
neutral third parties 60
neutrality 7
new business models 210
non-atomic eService 235

O

online transactions 139
ontology 162, 163
opportunism 73
order-to-cash 140

order-to-cash process 140
organizational characteristics 16

P

participant motivation 57
payment atomicity 235
perceived risk 82
pilot project 127
planning 133
point-of-sales data 144
price-focused marketplaces 58
pricing 82
pricing issues 53
process 177
process integrity 120
procurement 139
product characteristics 16
product, organizational, and market
characteristic 4
purchase centralization 17
purchase complexity 16
purchase formalization 17
purchase importance 16
purchase novelty 16

R

range 5
reach 5
reactive implementation 119
reciprocity 6
relational exchanges 5
reliability 119
resource network 127
resource scarcity 121
reverse auctions 56
role of intermediaries 33, 35
role of standards 123

S

satisfaction 81

search cost reduction 66
 secure electronic transaction (SET)
 238
 security and intellectual property
 119
 SGML 115
 signals 73, 179
 Single Party Buyer/Seller Market-
 place Formation 63
 specificity 16
 spot markets 135
 static pricing 10
 STEP 114
 structuration theory 177
 successful eCommerce 15
 supply chain integration 67
 supply chain management (SCM)
 132, 244
 supply chain partners 124
 supply-chain planning solutions
 138
 switching costs 17
 syndication 269
 syndication networks 263
 synopsis 121
 system building services 263
 systematic sourcing 53

T

technical infrastructure 33
 technological change 17
 technological heterogeneity 17
 technology adoption 177
 technology deployment 179
 tender process 147, 148
 tendering 160
 transaction cost economics 176
 transaction-facilitating services 15
 transient disconnectivity 17
 trust 75

trust-building cognitive processes
 73
 two-dimensional typology 18

U

uncertainty 17, 72

V

value added marketplaces 64
 value chain 208
 value network alliance 244
 value networks 193
 vendor-managed inventory (VMI)
 136
 vertical eMarketplaces 136
 Vickrey Auction 56
 virtual market 243
 virtual market interaction 244
 virtual private networks 119
 virtual supply chains 243

W

Web services 279
 Web-based eServices 263
 workflow 216

X

XML 115, 136

Y

yield managers 53