

Business-to-Business Electronic Commerce

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Business-to-business electronic commerce has dramatically changed the landscape of inter-organizational relationships. Now in its third year, this HICSS minitrack continues to provide a forum to bring researchers together to discuss the implications to information systems research. Our general focus is on systems and processes that support the flow of information within and between organizations in the context of procurement, manufacturing, and sales, and the distribution of goods, information, and services.

A total of seven papers will be presented in the two sessions of this minitrack. The presentations cover a number of different topics, mirroring the diversity of the area, as well as its complexity, including adoption management, considerations of B2B e-commerce in an international setting, supply chain management, and the exchange of XML-based business documents. The research approaches used by our presenters vary equally, as they include case studies, economic modeling, conceptual frameworks, and prototypical system implementations.

Ada Scupola (Roskilde University, Denmark) opens the minitrack with an explorative case study on the benefits and adoption barriers of B2B applications, as perceived by small and medium-sized firms in Southern Italy. The second presentation also focuses on the issue of adoption of B2B applications: **Robert J. Kauffman** (University of Minnesota) and **Hamid Mohtadi** (Universities of Minnesota and Wisconsin) present an economic model of a monopoly retailer with supply and demand uncertainties. The model enables the study of incentives for B2B e-procurement technology investments that permit inventory coordination and operating cost control. **Paul P. Polanski** and **Robert B. Johnston** (both University of Melbourne, Australia) conclude the first session by returning to the theme of B2B e-commerce in an international setting. In their contribution, they discuss international custom regulations as a source of law for global electronic commerce and as a potential solution to legal disputes in contractual global electronic commerce.

For the second session of this minitrack we have selected four papers around the topics of supply chain management and implementation. **Luc Cassivi** (École Polytechnique de Montréal and Université de Québec, Canada), **Louis A. Lefebvre**, **Pierre-Majorique Léger**, and **Pierre Hadaya** (all Université de Québec, Canada) open the session with a paper on the impact of electronic commerce on supply chain integration in the telecommunication equipment industry. Their presentation summarizes the results of four case studies showing that electronic commerce initiatives primarily impact innovations of processes and relationships. **Ki-Chan Kim** (Catholic University, Korea) and **Il Im** (New Jersey Institute of Technology) tie in with the prior presentation, as they also focus on supply chain management and present the results of an empirical investigation in a specific industry. Their focus is on the effects of electronic supply chain design on coordination and knowledge sharing, with data collected in the automobile industry in Korea. Two presentations with a decidedly hands-on approach to supply-chain management conclude the minitrack. **Jörg-Michael Friedrich** and **Jochen Speyerer** (both University of Erlangen-Nuremberg, Germany) present a prototype of an available-to-promise application to be used by small and medium sized enterprises. The prototype uses XML-based technology and has been developed as part of an integrated framework of software components, each covering different aspects of supply chain management. **Peter Buxmann**, **Luis Martín**, and **Erik Wüstner** (all University of Freiberg, Germany) also focus on XML-based applications. Their paper examines to what extent XML can be used to exchange business documents in supply chains, and discusses the problem of converting different data formats of participants in a supply chain.