

Introduction to the HICSS37 Business-to-Business Electronic Commerce Minitrack

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In its fifth year, the minitrack on Business-to-Business (B2B) Electronic Commerce serves as a forum for the presentation and discussion of B2B e-commerce related technologies and business processes. Technologies include reconfigurable software architecture, agent-based technologies, and Web services. Business processes between firms include the buyer-carts model, multi-attribute auctions, matchmaking regulation mechanisms, dynamic procurement, and purchasing and bidding activities.

We accepted 12 papers through anonymous peer-review to be presented in three sections. In the first section, Dipanjan Chatterjee, and T. Ravichandran propose an integrative framework to review inter-organization systems research in two themes: inter-organizational information systems and inter-organizational relationships. Stefan Böttcher, and Christian Dannewitz propose the task-oriented reconfigurable software architecture for e-commerce document exchange. Gyoo Gun Lim, and Jae Kyu Lee evaluate the performance of the buyer-carts in B2B EC. Li Li, and Stephen F. Smith prototype the speculation agent for dynamic multi-period continuous double auction in B2B exchanges.

In the second section, we focus on proposing mechanisms for enabling dynamic business processes where electronic marketplace can generate values. Stefan Strecker and Stefan Seifert design and evaluate a multi-attribute auction mechanism in an electronic marketplace. Aris M. Ouksel, Yair M. Babad, Thomas Tesch design matchmaking regulation mechanisms for B2B exchange. Jiong Sun, and Norman M. Sadeh analyze the dynamic procurement process subject to temporal and capacity constraints. Daniel D. Zeng, James C. Cox, Moshe Dror analyze the coordination of purchasing and bidding activities across markets.

In the third section, Elie Elia and Louis A. Lefebvre present their findings on topology of B2B e-commerce initiatives and related benefits in manufacturing SMEs. Adopting machine learning methods, Denise Emerson and Selwyn Piramuthu elaborate the agent-based framework for dynamic supply chain configuration. Through survey, Kim Viborg Andersen and Niels Christian Juul exam whether issues of power and persuasion and general awareness campaigns are factors that determine uptake of e-commerce. Tse-Ming Tsai, Chung Chung-Nin, Chih-Hao Hsu, and Ren-Shan Luoh propose a system platform called eXFlow to support B2B process integration.