NINTH INTERNATIONAL CONFERENCE ON EDI-IOS

Electronic Commerce for Trade Efficiency and Effectiveness

Editors:
Paula M.C. Swatman
Jože Gričar
Jožica Novak

Bled, Slovenia,
June 10-12, 1996
# RESEARCH IN ELECTRONIC COMMERCE

## Building Frameworks for the Study of Inter-Organisational Systems

**Danielle C. Fowler, Paul A. Swatman**

**Experiences in Developing a Requirements Engineering Method for Multi-Organisational Systems** 1

**Hans van der Heijden, Frans van den Bosch, Jo van Nunen, Rene Wagenaar**

**Task Structuring in EDI Partnerships** 13

**Stefan Klein, Heike Schad**

**The Introduction of EDI Systems in Health-Care Supply Chains: A Framework for Business Transformation** 28

## Effective Electronic Commerce Through Logistics

**Theodore H. Clark, Ho Geun Lee**

**EDI Enabled Channel Transformation: Extending Business Process Redesign Beyond the Firm** 54

**Stan Strzelczak**

**EDI, IOS and BPR Impact on Computer-Aided Production and Logistical Management** 68

**Miroslav Jelaska**

**Position of EDI within the Trans-European Transport Integration: Connections to the COST 328 Project** 78

## Linking Research and Practice: A Practical View of Electronic Commerce Research

**Michael Bloch, Yves Pigneur, Arie Segev**

**Leveraging Electronic Commerce for Competitive Advantage: A Business Value Framework** 91

**Mike Redwood, Kitty Vigo, Russell Dawe, Josie Arnold, Jan Hastings**

**LINK.NET: The Electronic Virtual Laboratory** 113

**Claudia Loebbecke**

**Innovative IT-Based Logistics: A Case Study of KHDS Vision 2000 Engine Factory** 123
Julie Cameron, Roger Clarke
TOWARDS A THEORETICAL FRAMEWORK FOR
COLLABORATIVE ELECTRONIC COMMERCE PROJECTS
INVOVING SMALL AND MEDIUM-SIZED ENTERPRISES

Collaborative and Open EDI
R.K. Stamper, Kaiyin Huang
OPEN EDI VIA SEMANTIC ANALYSIS

B. Garner and D. Song
CONTEXT EXCHANGE AND UPDATE IN OPEN-EDI TRADING

Roger W.H. Bons, Ronald M. Lee, René Wagenaar
OBSTACLES FOR THE DEVELOPMENT
OF OPEN ELECTRONIC COMMERCE

Juliane Kronen, Claudia Loebecke
COOPERATION INFORMATION SYSTEMS (CIS) -
TYPOLOGY AND ILLUSTRATIVE EXAMPLES

Electronics Markets and Virtual Communities
Ho Geun Lee and Theodore H. Clark
ECONOMIC BENEFITS AND ADOPTION
BARRIERS OF ELECTRONIC MARKET SYSTEMS

Tomoyoshi Matsuda
ELECTRONIC COMMERCE AND ELECTRONIC
MARKETS FOR AGRICULTURE

W. David Wilde, Paul A. Swatman, Trevor K. Forg
VIRTUAL COMMUNITIES IN RURAL AUSTRALIA

Success and Failure: Electronic Commerce in Practice in Europe
Torsten Eistert, Helmut Krcmar
SEDAS EDI: THE EDI PROJECT FOR
THE GERMAN RETAIL INDUSTRY

William Golden
ELECTRONIC COMMERCE AT WORK: KENNYS
BOOKSHOP & ART GALLERIES, GALWAY, IRELAND

Doukidis G., Pramataris K., Panopoulos J., Themistokleous M.
THE CASE OF THE MEDICAL DEVICES VIGILANCE
SYSTEM: A USER FRIENDLY EDI APPROACH

Making Electronic Commerce Work for Small to Medium Enterprises
Craig M. Parker, Paula M.C. Swatman
COMMERCIALISING TREAT: MOVING A UNIVERSITY
EDI EXPERIMENT INTO INDUSTRY

Katerina Nicolopoulou, Steve Smithson
INTERORGANIZATIONAL INFORMATION SYSTEMS AND
MEDIUM-SIZED COMPANIES IN GREECE:
OPPORTUNITIES AND CONSTRAINTS
Lei Lei, Andreas Mitrakas
A MULTI-DISCIPLINARY PERSPECTIVE FOR ELECTRONIC COMMERCE 351

Darjan Petrič, Boris Zupančič, Jože Gričar
PREPARING SMALL AND MEDIUM-SIZED ENTERPRISES FOR EDI/EC - EXPERIENCES IN SLOVENIA 364

R.C. MacGregor, P. Waugh, D. Bunker
ATTITUDES OF SMALL BUSINESS TO THE IMPLEMENTATION AND USE OF IT: ARE WE BASING EDI DESIGN INITIATIVES FOR SMALL BUSINESS ON MYTHS? 377

Alenka Hudoklin, Alenka Stadler
AUDIT IN AN EDI ENVIRONMENT 389

Electronic Networks: Linking Communities and Industry Sectors

I.T. Hawryszkiewycz
PROVIDING COMPUTER SERVICES FOR BUSINESS NETWORKS 398

Bob Roberts
USING ELECTRONIC COMMERCE TO SUPPORT SUPPLIER RELATIONSHIPS 412

Wolfgang Röckelein, Ronald Meier
A COMMON CURRENCY SYSTEM FOR SIMULTANEOUS TRANSACTIONS ON PUBLIC NETWORKS: IS IT FEASIBLE? 426

Internet-Based Electronic Commerce Around the Globe

Simpson Poon, Paula M.C. Swatman, Michael Vitale
ELECTRONIC NETWORKING AMONG SMALL BUSINESSES IN AUSTRALIA - AN EXPLORATORY STUDY 446

Paul J. Nowak, Jim L. Murrow
ELECTRONIC COMMERCE: INNOVATION OR RAPE? 461

Ha Tuan Anh, Julie A. James
AN INVESTIGATION OF THE POTENTIAL FOR ESTABLISHING AN ELECTRONIC TRADING NETWORK FOR THE REPUBLIC OF VIETNAM 475

CHALLENGES IN ELECTRONIC COMMERCE

Kazimir Živko Pregl, Vašja Butina
ELECTRONIC COMMERCE IN THE SUPPLY CHAIN - STRATEGIC CHALLENGE TO THE BUSINESS IN SLOVENIA 503

Niels Bjørn-Andersen, Akemi Chatfield
DRIVING ORGANIZATIONAL TRANSFORMATION THROUGH THE USE OF INTER-ORGANIZATIONAL SYSTEMS (IOS) 520

Donald J. McCubbrey, Ronald L. Schuldt
CALS: COMMERCE AT LIGHT SPEED 539
Doug Vogel  
**ELECTRONIC COMMERCE OPTIONS AND STRATEGIES IN THE INTERNATIONAL OFFICE OF THE FUTURE**  
547

Peter Verstege, Jurg Brun, Christophe Cussac, Jean-Marc Dangreaux, Carsten Heilbuth, Heiko Mehnen, Alain Ritz, Luc Vaessen, Charles Williams  
**AN AUDIT FRAMEWORK FOR EDI-RELATED SYSTEMS**  
556

---

**PANELS**

Romana Logar, Marjan Babič  
**ELECTRONIC TRANSFER OF FUNDS**  
**BASIC CHARACTERISTICS OF ELECTRONIC TRANSFER OF FUNDS PROVIDED BY THE AGENCY OF THE REPUBLIC OF SLOVENIA FOR PAYMENTS, SUPERVISION AND INFORMATION (THE AGENCY)**  
571

Violeta Bulc  
**GLOBAL TELECOMMUNICATIONS SERVICES**  
575

Niko Schlamberger  
**OPPORTUNITIES FOR INTRA-GOVERNMENT AND GOVERNMENT - INDUSTRY EDI & ELECTRONIC COMMERCE: EXPERIENCE IN SLOVENIA**  
578

Stanko Koželj  
**ADAPTATION OF LEGAL RULES AT THE INTRODUCTION OF EDI**  
581

A. Milton Jenkins  
**THE IMPACT OF ELECTRONIC COMMERCE ON THE FUTURE OF EDUCATION AND TRAINING**  
584

Maria R. Carone  
**INTERNET: WHERE IT IS AND WHERE IT IS GOING**  
588