

## Business Scenario

- Small Ltd is invited by Small Association to join the SEEM and become a credible actor in the electronic market. Small Ltd accepts and receives a URL, a user code and a password.
  
- Through the URL Small Ltd accesses the Small Association site, is recognised as newcomer and guided in the representation of its features. It means coding and storing in the Small Association company registry/repository its profile, skills and experiences, preferred collaboration forms and contractual templates, as well as its offer of products and services.
  
- Few hours later Small Ltd receives an unexpected bid request for the supply of a specific product from Foreign Co, a potential new customer established in a different country. The request is issued according to one of the forms proposed by Small Ltd and made available in its home language.
  
- The same application suggests to Small Ltd the list of possible reactions it can take (accept, ask for more info, reject, negotiate, etc.). Small Ltd suspends the answer because the requested product calls for the collaboration of partners able to perform special activities that Small Ltd cannot cover.
  
- Small Ltd plans the required activities, indicates as additional resources its usual partners and fixes scheduling conditions and constraints. Based on the scheduler outcome, Small Ltd uses the system to automatically send the relative bid request to the scheduled partners, including Partner Ltd for a certain activity.
  
- Small Ltd decides that it is time to search for a new partnership in alternative to Partner Ltd. Then it sends to the Small Association site a request for candidate partners meeting a specific profile (region, company size, desired activity, supply time, etc.). The request is broadcasted to the interesting SEEM nodes.
  
- Within the fixed deadline Small Ltd receives indications of three candidate partners discovered by the system in the respective registries. One of them, New Ltd, is particularly interesting and Small Ltd starts negotiating with it until a bid has been obtained.
  
- Small Ltd takes its time to compare the two bids coming from Partner Ltd and New Ltd. The day after it decides and concludes the negotiation with the selected company (while the system automatically closes the negotiation with the other). Now all the data needed to answer the Foreign Co request are available. Small Ltd reacts accordingly and the negotiation continues up to the electronic signature of the contract. On this basis, also the contract with the scheduled partners are finally signed.
  
- Following these contracts, a number of info and document exchanges take place during the following weeks, according to the specific collaboration protocols. Small Ltd is involved, on the one side, in the envisaged collaborative work with the selected partners and, on the other side, in communications with the customer Foreign Co.

See more....