



UN/CEFACT

Simple, Transparent and Effective Processes
For Global Commerce

BUSINESS REQUIREMENTS SPECIFICATION (BRS)

Business Domain: Cross Industry – Supply Chain

Business Process: Quotation Process

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Log of Changes

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1.00.03	12 January 2009	Various	Insertion of the Use Case, Activity Diagram with TBG14.
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1.00.07	12 February 2009	Various	Update of the document based on TBG14 advise, merge description of Request For Quotation and RespondToQuotationProposal Business Process
1.00.08	21 April 2009	Various	Update of the document based on TBG1 review – UN/CEFACT Meeting with the contribution of TBG14. On Information Model, 4 business documents were created instead of 1.
1.00.09	18 novembre 2009	Various	Update based on comments from Rob and Coen
1.00.10	19 novembre 2009	Various	Update following TBG1 interim meeting : Modification of the Activity Diagram suppress concept of quotation proposal
1.0.11	5 January 2010	Information model	Update information models for all business documents
1.0.12	18 February 2010	Information model	Update information models for all business documents

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1. Preamble

The current practice of the exchange of business documents by means of telecommunications – usually defined as e-Business presents a major opportunity to improve the competitiveness of companies, especially for Small and Medium Enterprises (SME).

The Quotation is an important document exchanged between trading partners.

The Cross Industry Quotation has been compiled using the ASD2000M version 2.0 as the base, with contributions and submissions from: BoostAero, EDIFICE and US DoD. The first draft of the Business Requirements Specification (BRS) was developed with TBG14 and presented prior to the TBG1-TBG6 joint meeting in February 2009.

The BRS was published end of February to the TBG1 members for review and comments.

After the UN/CEFACT Forum meeting in Rome in April 2009, the BRS was further developed with requirements contributed from TBG1 members such as GS1, AFNET (ex EDIFRANCE), US Department of Defense, and others. Also requirements were implemented from Construction (TBG 6). The structure was reworked according to the Buy-Ship-Pay process model developed by TBG 14. The high level entity model was based on the Buy-Ship-Pay information model jointly developed by TBG1, TBG2, TBG3, TBG5 and TBG18.

The purpose of this document is to define globally consistent Quotation processes for worldwide supply chains, using the UN/CEFACT Modeling Methodology (UMM) approach and Unified Modeling Language to describe and detail the business processes and transactions involved.

The structure of this document is based on the structure of the UN/CEFACT Business Requirements Specification (BRS) document reference CEFACT/ICG/005.

2. References

- UN/CEFACT TBG1 Common Supply Chain BRS, Release 1
- UN/CEFACT TBG2 Buy-Ship-Pay (Including UNEDocs) BRS, version 1.0
- UN/CEFACT Modeling Methodology (CEFACT/TMG/N090R10, November 2001)
- UN/EDIFACT – Request for Quotation, Quotation and Quotation Response
- SPEC 2000M - Quotation - Issue4.0_Jan 2005 Open version

3. Objective

The objective of this document is to standardize the Business processes, the Business transactions and the Information entities of the Quotation used by the industries in the supply chain.

The business process is the detailed description of the way trading partners intend to play their respective roles, establish business relations and share responsibilities to interact efficiently with the support of their respective information systems.

Each Business transaction is realized by an exchange of Business documents (also called messages). The sequences in which these documents are used, compose a particular instance of a scenario and are presented as activity diagrams in the document.

The business documents are composed of Business Information Entities (BIE), which are preferably taken from libraries of reusable business information entities. The contents of the business documents and the Business Information Entities are presented using class diagrams.

4. Scope

This section describes the extent and limits of the business process within the supply chain being described in this document. The class diagram of the Quotation business information is developed in such a way that it specifies the supply chain reusable business information entities.

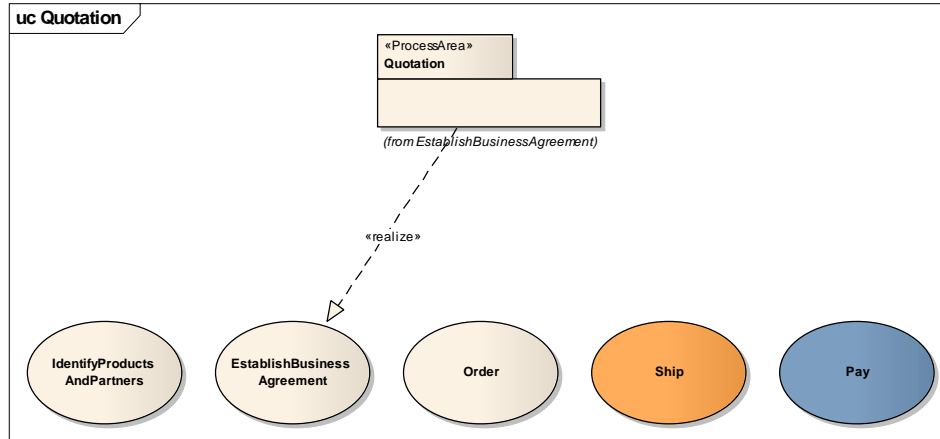


Figure 4-1. Business Domain View: Positioning the Quotation process within the BUY-SHIP-PAY supply chain process

Table 4-1 Business Process Use Case Description

Categories	Description and Values
Business Process	Procurement&Sales/EstablishBusinessAgreement/Quotation
Product Classification	All
Industry Classification	All
Geopolitical	Global
Official Constraint	None
Business Process Role	Customer,Supplier
Supporting Role	None
System Capabilities	No limitations

Quotation Process

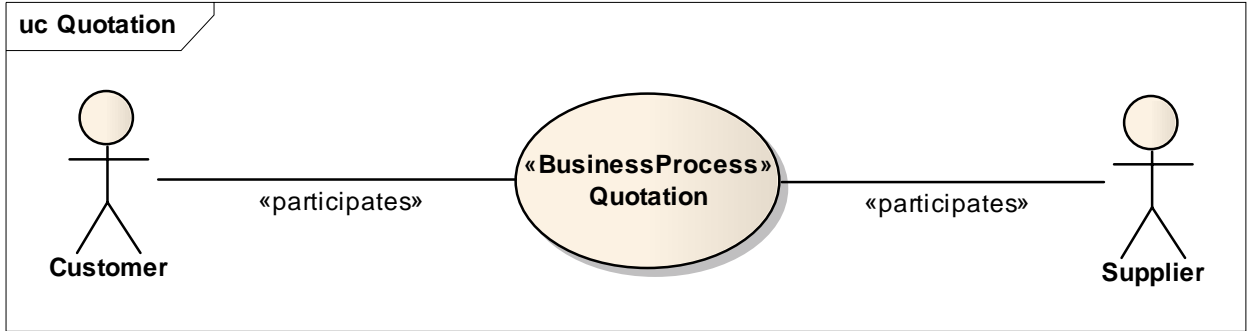


Figure 4-2. Quotation Use Case Diagram

5. Business Requirements

5.1. QUOTATION Business Process Elaboration

The Quotation process is used by a customer to obtain an offer from a potential supplier for the delivery of products or services.

This document describes the process how to reach agreement. The Quotation process, initiated by the Customer, either results in an agreement on delivery and payment, or in no agreement at all without any residual obligations of either party. During the Quotation process several cycles may occur in which the conditions are negotiated.

Agreement is only reached when both parties have confirmed the conditions that were agreed, this agreement is formalised with a contract or an order.

During the Quotation process either party may reject the conditions proposed. The Quotation is then not accepted and neither party has residual obligations. For reasons of compatibility with existing practices the Customer may in his rejection include suggestions on conditions that would be acceptable for him. Again, the use of this feature is not preferred.

To simplify understanding, the parties involved are limited to Customer and Supplier. In the total trade business, each of the parties can have more than one role. For the Quotation process, the Customer can act as the Buyer, the Consignee, the Invoicee, the Payer and the Ship To party. The Supplier covers the roles of the Seller, the Consignor, the Ship From party, the Invoice Issuer and Payee.

Quotation - (Activity diagram)

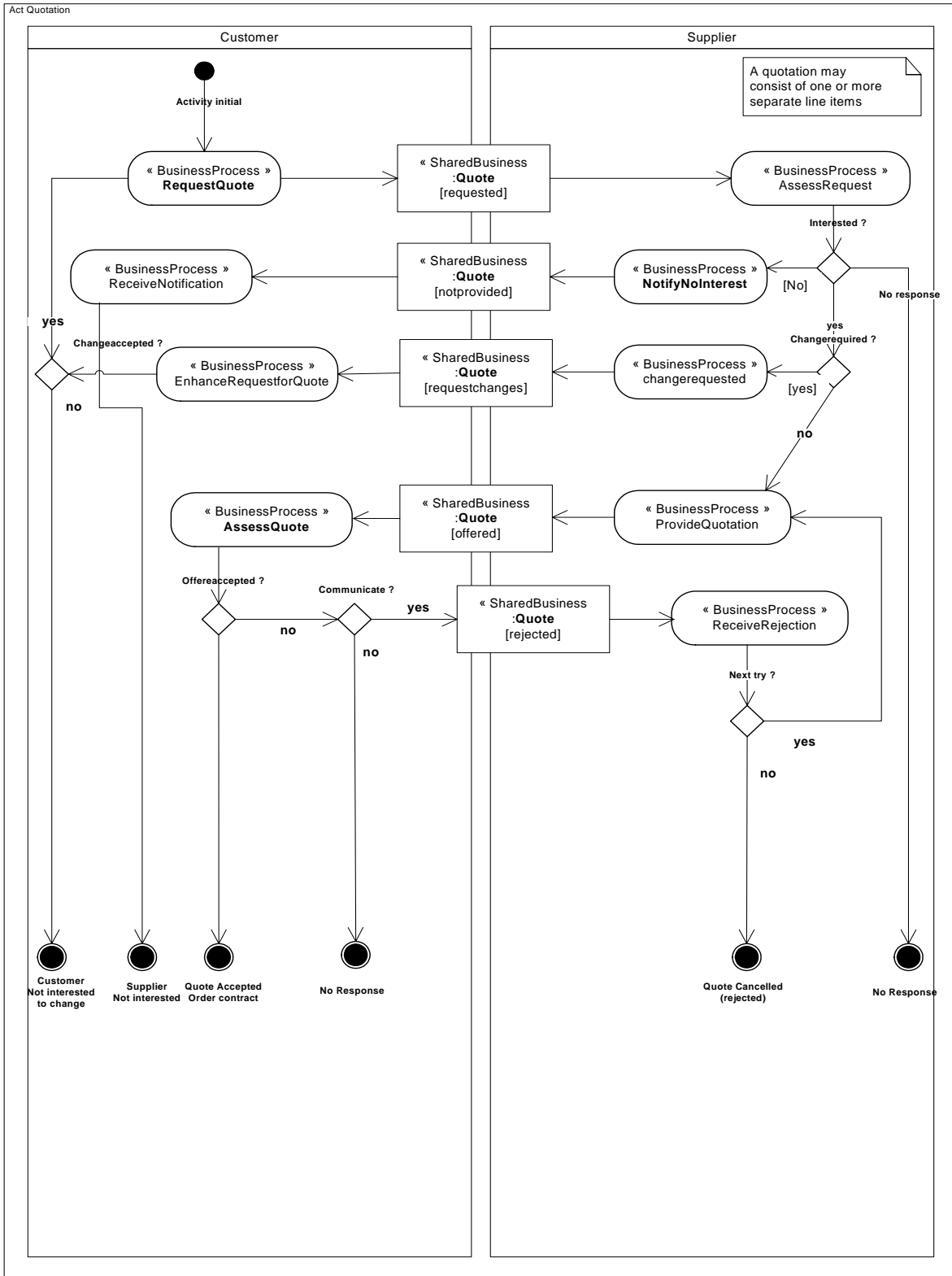


Figure 5-1. BusinessProcess Activity Diagram for Quotation Process

This diagram shows all the activities and the states of the “Quote” Business Entity covered in the Quotation Process. The states identified above are shown in figure 5-2, below, illustrating the necessary state changes that can occur.

Quote Business Entity- (StateMachine diagram)

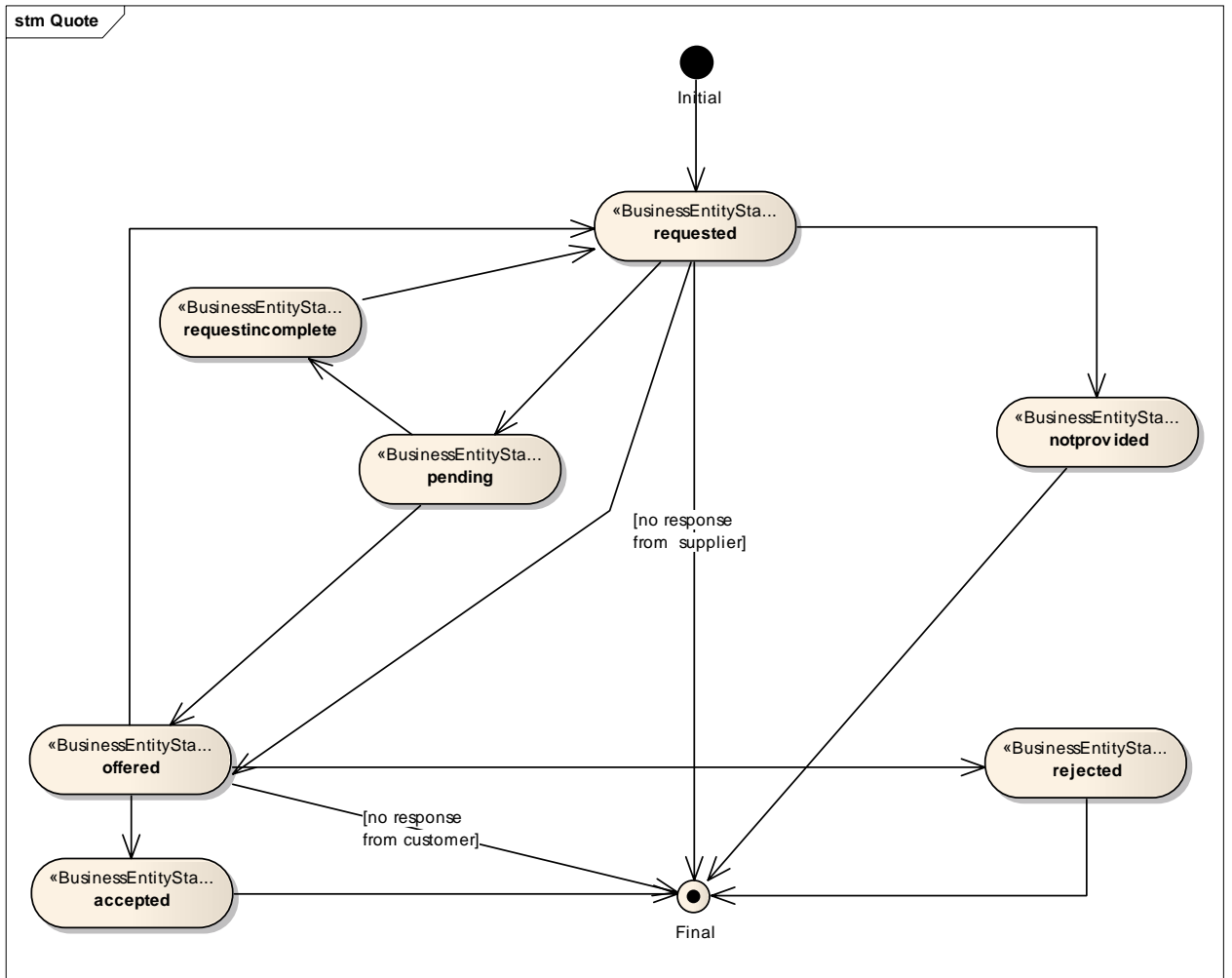


Figure 5-2. Entity States for the” Quote” Business Entity

The above figure shows all the possible states that a “Quote” may pass through during the Quotation Process.

An exchange of information between the participating actors is required to change the “Quote” from one state to another thus defining all the transactions and messages needed. These are specified in the following sections of the document.

5.1.1. Quotation Business Process

5.1.1.1. Scope

The quotation process may be used between parties who intend to do business together. In general the Quotation process is initiated by a Customer who would like to obtain a quotation for the delivery of goods or services from the Supplier. The Supplier may respond by providing a quotation and the Customer may accept or reject the Quotation.

5.1.1.2. Principles

- The Customer initiates the process by Requesting a Quotation from the Supplier
- The Supplier may provide a Quotation or choose not to respond
- The Supplier may respond by requesting changes as the request is incomplete.
- The Quotation provided by the Supplier may propose changes to the conditions in the Customer' request identifying the elements to change or new element to quote
- The supplier may send several partial Quotation
- The Customer may agree to any proposed changes by revising his request to quote
- The Customer may reject a Quotation, accept the Quotation or make no response.
- Either party may respond on proposals received by rejecting the proposals or by withdrawing earlier sent proposals; the Quotation then is withdrawn or cancelled and no residual obligations between the parties exist, except those that were already in effect before the Quotation process was started and the Quotation process ends.
- After having received a first Quotation, the Buyer could ask for a revised Quotation.
- When the Customer agrees on the Supplier Quotation, the formal acceptance will usually be communicated with an Order or a contract.

Table 5-1 Business Process Use Case Description

Business process name	Quotation
Identifier	Quotation
Actors	Customer, Supplier
Pre-conditions	A legal framework exists in which parties can trade.
Description	The Buyer requests a Quotation concerning goods/services that he would like to receive from the supplier. The Supplier may provide a Quotation. The Customer may accept or reject a Quotation.
Post-conditions	Quotation Accepted or Rejected by the Customer Or Quotation not provided by the Supplier Or no response from the Customer to a Quotation
Exceptions	Parties may or may not have an established trading relationship or may or may not have concluded one or more contracts in which conditions of a trading relationship have been defined.
Remarks	

5.2. Business Transactions

These figures show the Use Cases and the Roles of participants in each of the Use cases that make up the Quotation Process. Figure below show how these transactions make up the Quotation Process and how the Roles relate to the Business Partner Types(Customer, Supplier).The activity diagrams also show the activities and Information exchanged between the Roles in each Business Transaction.

The “Information Envelopes” represent the message/transaction sets exchanged. The same envelope may be used in more than one transaction.

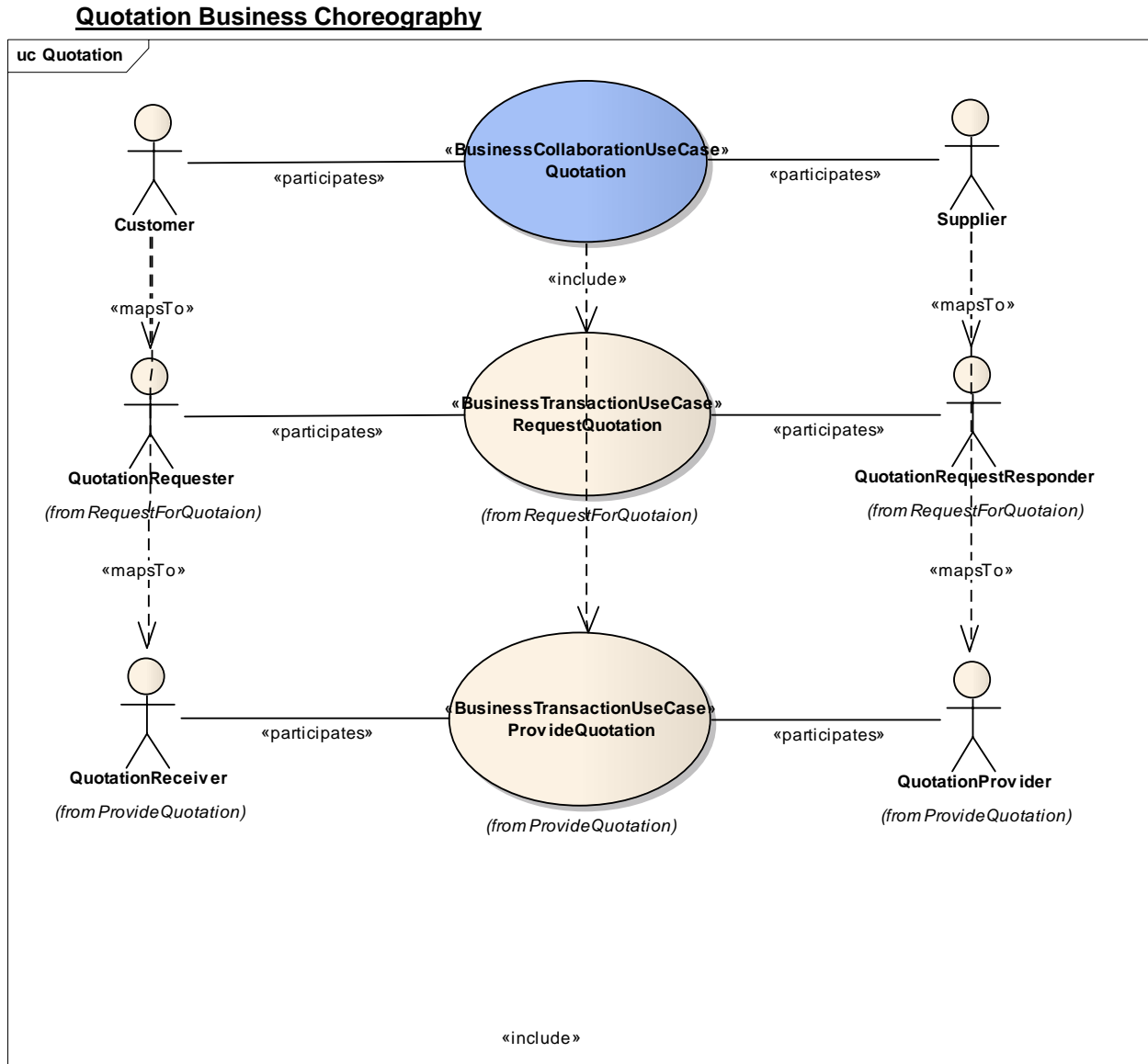


Figure 5-3. Business Choreography Use Case Diagram

Quotation – Business Collaboration Protocol

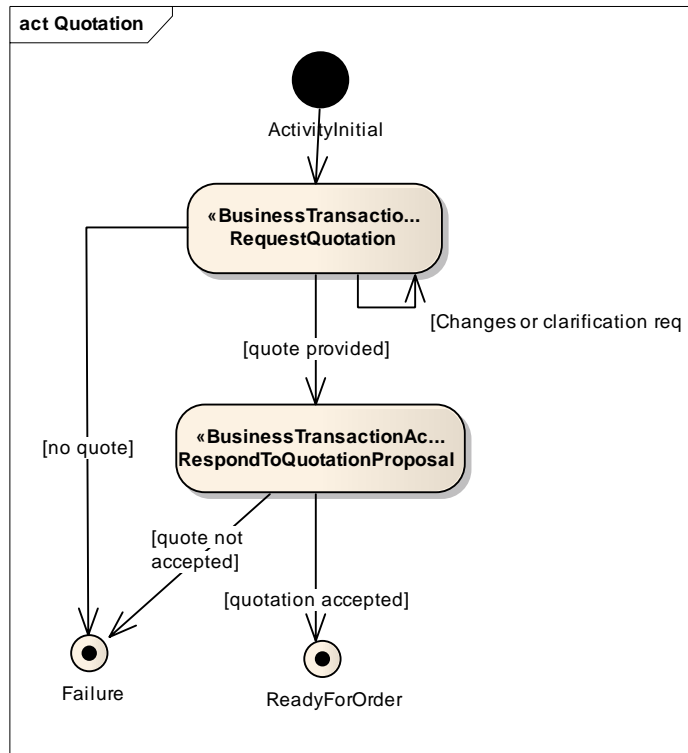


Figure 5-4. Business Collaboration Protocol Activity Diagram

5.2.1. Request For Quotation (Business Transaction)

The transaction used in the Quotation Process is described in the worksheet below and the transaction pattern illustrated in the activity diagrams above. These show the authorized roles of the sender and responder together with the activities that take place and the name of the information envelope that carries the information (message) exchanged.

RequestQuotation - (Use Case diagram)

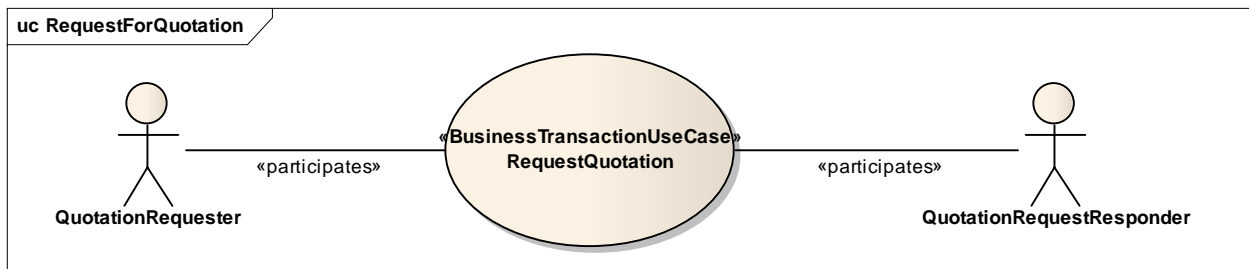


Figure 5-5. RequestQuotation” Business Transaction Use Case

5.2.1.1. Use case

The use case for the RequestForQuotation business transaction covers the following business requirements.

- Requesting a Quotation
- Responding to the Quotation Request by :
 - Accepting to provide a Quotation or
 - Rejecting to provide a Quotation or
 - Requesting changes to the Request for Quotation

Table 5-2 Business Transaction Use Case Description

Identifier	Request For Quotation
Business Message Type	RequestForQuotation / ResponseToRequestForQuotation
Description	The Buyer sends a Request For Quotations of goods and/or services to the Seller and the seller sends a response.
Partner Types	Customer Supplier
Authorized Roles	Buyer, Seller
Legal Implications	
Initial/Terminal Events	Initial: the Buyer request a quotation Terminal: the Seller may choose not to respond or may respond by indicating his intention to provide or not provide a Quotation
Scope	To provide a request for a quotation and respond or not.
Boundary	Global, all industry sectors
Constraints	

RequestQuote

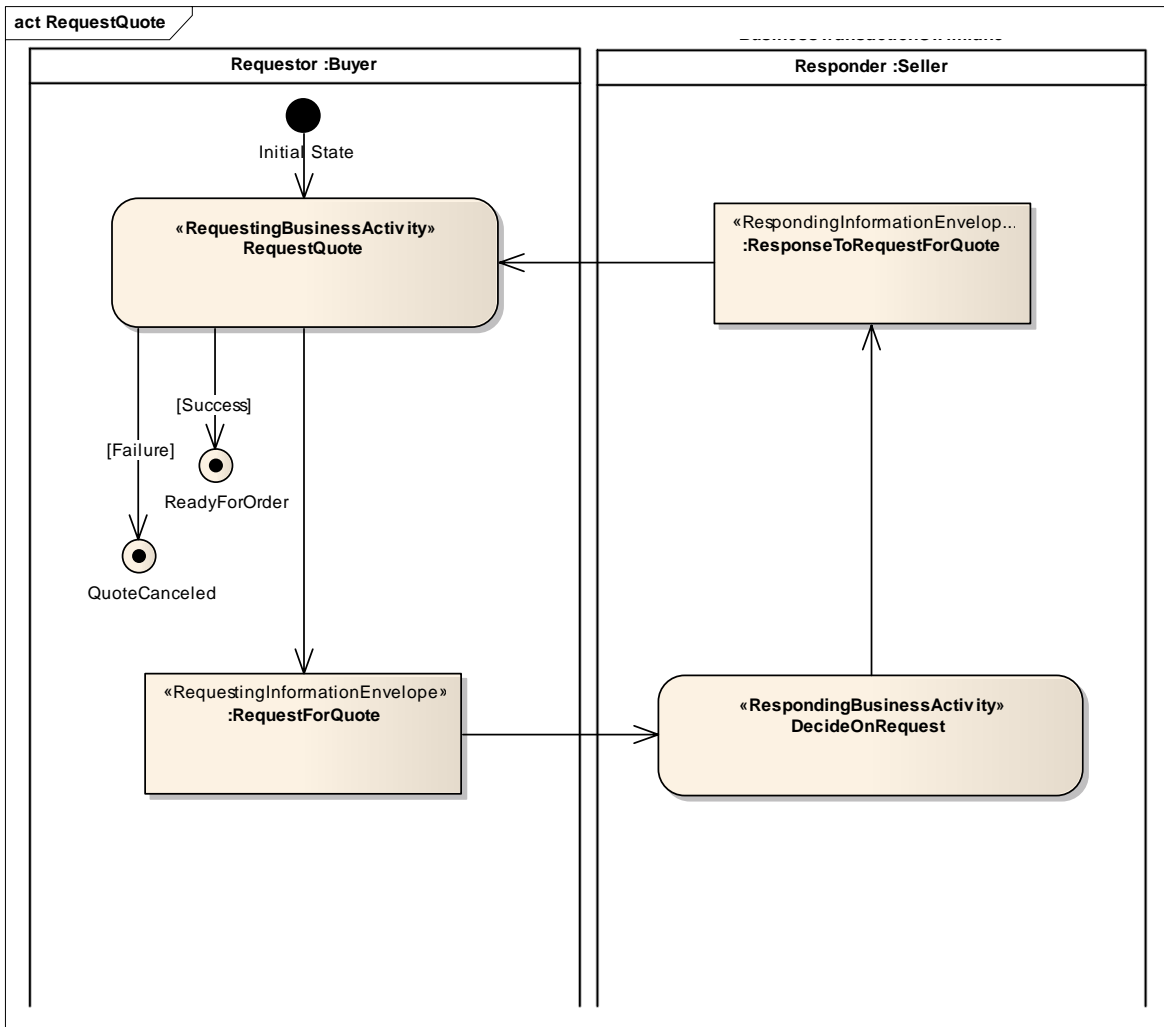


Figure 5-6. RequestQuote BusinessTransaction Activity Diagram

5.2.2. Provide Quotation (Business Transaction)

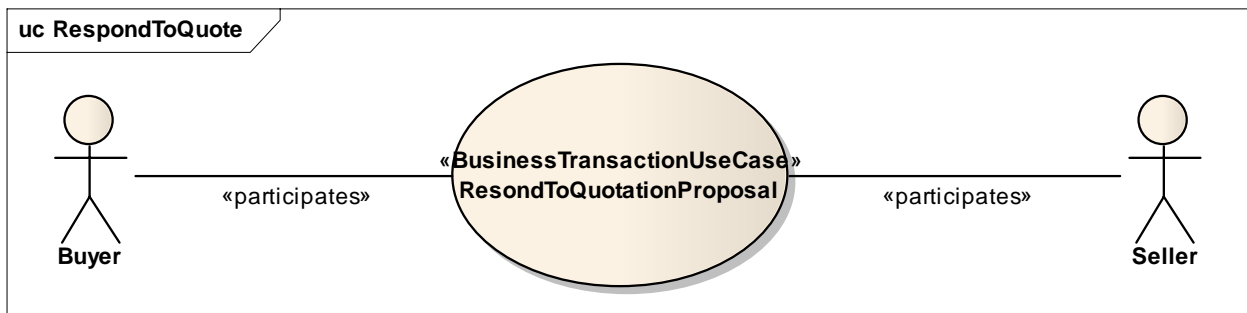


Figure 5-7. Provide Quotation BusinessTransaction Use Case

5.2.2.1. Use case

The use case for the “Provide Quotation” business transaction covers the following business requirements.

- Providing a Quotation by Supplier
- Reject the Quotation by customer:
 - Communicate
 - No response
- Accepting the quotation by customer: Go to the next process : contract or Order

Table 5-3 Business Transaction Use Case Description

Identifier	Quotation Proposal
Business Message Type	QuotationProposal
Description	The Buyer has received the Quotation and if agreed between the parties, he shall respond to the Supplier.
Partner Types	Customer Supplier
Authorized Roles	Buyer, Seller
Legal Implications	Acceptance of the Quotation, explicit or implied, commits the Supplier to deliver the products Quoted the agreed conditions, to the agreed location(s), at the agreed time(s) and at the agreed price(s). Thereafter, the Customer is committed to pay the Supplier the agreed amount under the agreed payment terms.
Initial/Terminal Events	Initial: the Supplier provide a Quotation Terminal: the Buyer has reviewed the Quotation and has responded if he agrees or not or may not respond (when the Customer agrees on the Supplier Quotation, the formal acceptance will usually be communicated with an Order or a contract)
Scope	To accept a Quotation agreeable by both parties or not accept.
Boundary	Global, all industry sectors
Constraints	

RespondToProvideQuotation

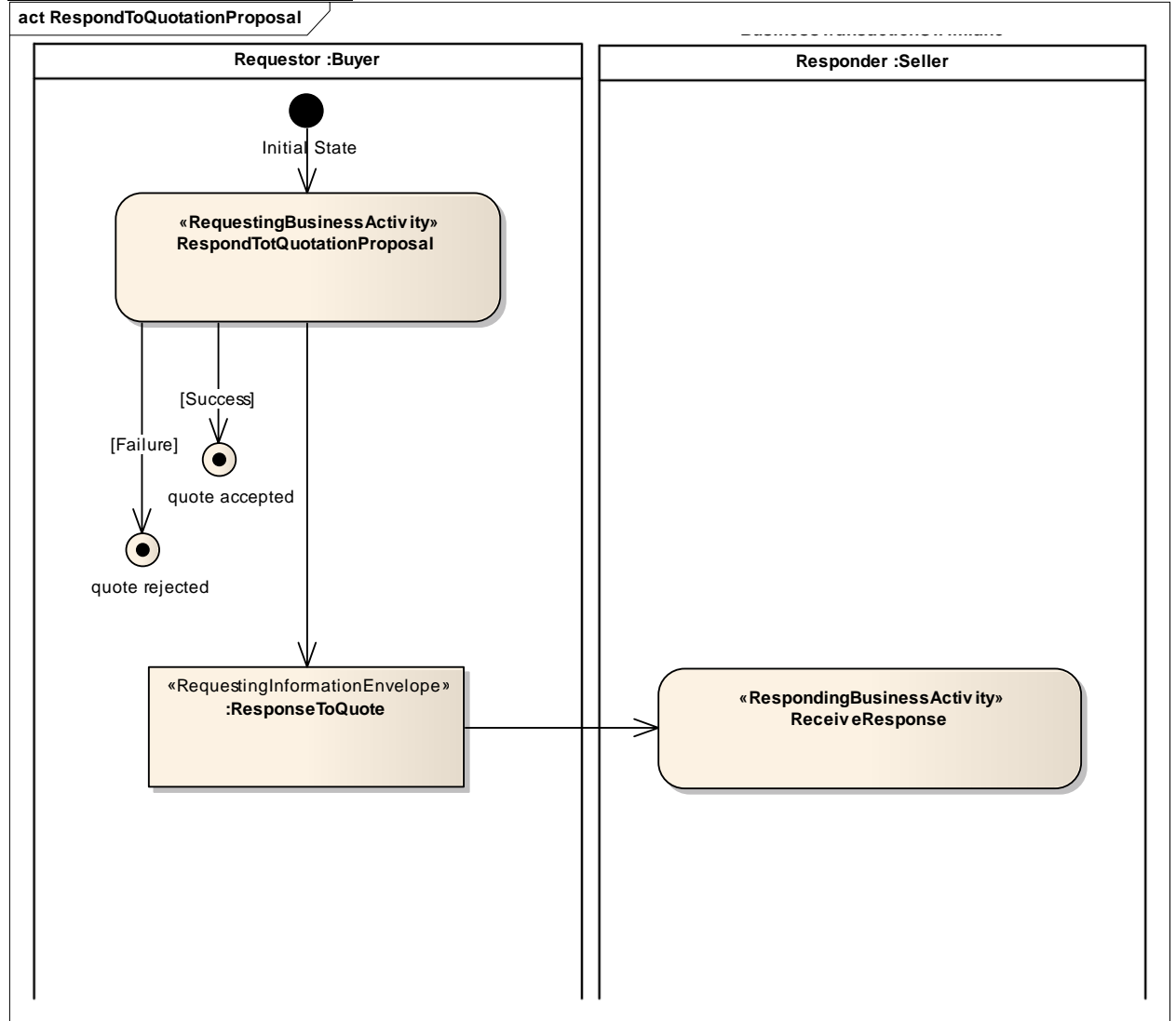


Figure 5-8. RespondToProvideQuotation” BusinessTransaction Activity Diagram

5.3. Information Model Definition

5.3.1. Business Entity Relationships

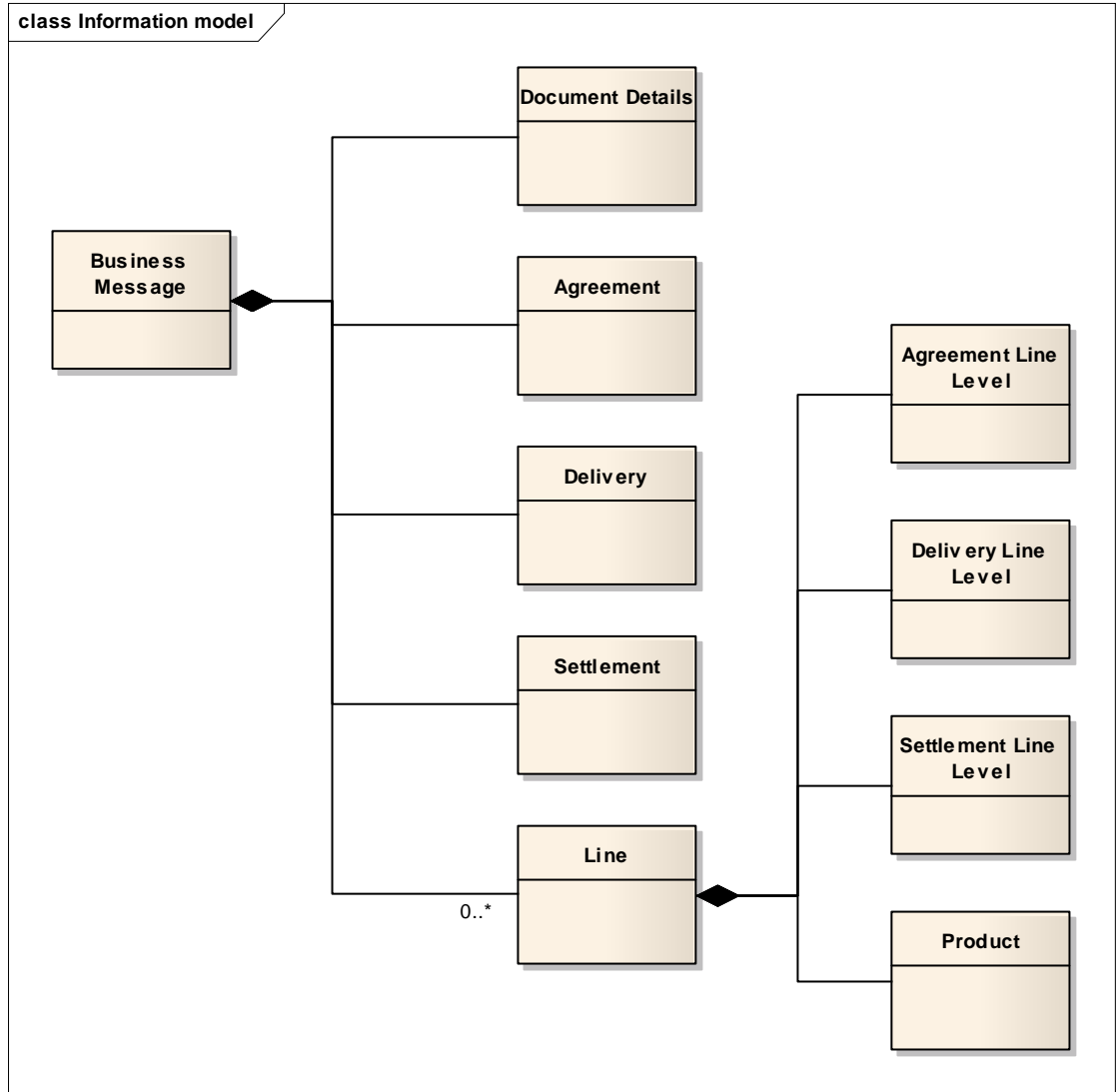


Figure 5-9. Conceptual Business Entity Class Diagram

5.3.2. Business Documents

5.3.2.1. Request For Quotation (RFQ)

UID	Crđ	Short Name	Business Requirement	Rationale / Example / Mapping Notes
Business Document ID (Request For Quotation document)				
CIQ-0001	1	Request For Quotation header	Header information related to the Request quotationing event and Request for quotation document	
CIQ-0002	1..n	Request For Quotation transaction	Grouping of information related to Quotationed items	
Grouping of document details				
CIQ-0003	1..1	Document Information	Generic document.	
CIQ-0004	0..1	Document Purpose/Function	A code describing the purpose/function of the document.	DE1225
CIQ-0005	0..1	Response reason code	A code describing the reason for a specific response such as a rejection. Used on both header and line.	
Trade Agreement				
CIQ-0006	0..1	Seller	The entity contains the details of the seller.	
CIQ-0007	0..1	Buyer	The entity contains the details of the buyer.	
CIQ-0008	0..1	Request for quotation reference	The unique identification assigned by the issuer to a request for quotation	
CIQ-0009	0..n	Contract reference	The unique identification assigned by the issuer to a contract.	
CIQ-0010	0..1	Price list reference	The unique identification assigned by the issuer to a price list.	
CIQ-0011	0..1	Prior Quotation reference	The unique identification assigned by the issuer to a prior Request for quotation.	
CIQ-0012	0..1	Prior Quotation Response reference	The unique identification assigned by the issuer to a prior Request for quotation response.	
CIQ-0013	0..1	Original Quotation Reference	The unique identification assigned by the issuer to the original Request for quotation.	
CIQ-0014	0..1	Quotation number marketplace	The unique number given by the marketplace to identify an Request for quotation.	

CIQ-0015	0..1	Supplier Quotation Identifier	An identifier for the Quotation assigned by the Supplier.	
CIQ-0016	0..1	Customer Reference	A supplementary reference for the Request for quotation, expressed as text.	
CIQ-0017	0..1	Cost Assignment Reference	The Buyer's accounting code applied to the Quotation as a whole, expressed as text.	
CIQ-0018	0..n	Additional document reference	An associative reference to Additional Document.	
Trade Delivery				
CIQ-0019	0..1	Delivery instruction	Instructions for delivery of goods or services.	
CIQ-0020	0..*	Party	Parties involved in the delivery.	
CIQ-0021	0..1	Notes		
Trade Line				
CIQ-0022	1	Request for quotation line number	The unique identification given by the issuer to identify a Request for quotation line within a Request for quotation.	
CIQ-0023	0..*	Request for quotation line status	The free text information related to the Request for Request for quotation line.	
CIQ-0024	0..*	Request for quotation line note	The free text information related to the Request for quotation line.	
Trade Product (Line level)				
CIQ-0025	0..*	Identification	Identifiers of a product	
CIQ-0026	0..1	Name	Name of a product	
CIQ-0027	0..1	Measurements	Measurements of a product (weight and volume)	
CIQ-0028	0..1	Characteristics	Characteristics of a product	
CIQ-0029	0..1	Spatial dimensions	Spatial dimensions of a product	
CIQ-0030	0..*	Referenced documents	Referenced documents for a product as drawing, marketing informations, description manual, ...	
CIQ-0031	0..*	Notes	Short text for additional informations about a product.	
Trade Agreement (Line level)				
CIQ-0032	0..1	Parties	Parties involved in the transaction, generally buyer and seller.	
CIQ-0033	0..1	Request for quotation reference	The unique identification assigned by the issuer to a Request for quotation.	
CIQ-0034	0..1	Contract reference	The unique identification assigned by the issuer to a contract.	

CIQ-0035	0..1	Price sales catalogue reference	The unique identification assigned by the issuer to a price and, or sales catalogue.	
CIQ-0036	0..1	Prior Request for quotation reference	The unique identification assigned by the issuer to a prior Request for quotation.	
CIQ-0037	0..1	Original Quotation Reference	The unique identification assigned by the issuer to the original Quotation.	
CIQ-0038	0..1	Engineering change reference	The unique identification assigned by the issuer to an engineering.	
CIQ-0039	0..1	Cost Assignment Reference	The Buyer's accounting code applied to the Request for quotation line, expressed as text.	
CIQ-0040	0..n	Additional document reference	An associative reference to Additional Document.	
		Trade Delivery (Line level)		
CIQ-0041	0..1	Ship to	The entity contains the details of the party to whom the products will be physically delivered.	
CIQ-0042	0..1	Ship from	The entity contains the details of the party from whom the products are physically originating.	
CIQ-0043	0..*	Date of delivery	Date for the delivery of items	

5.3.2.2. Request For Quotation Response (RFQ Response)

UID	Crđ	Short Name	Business Requirement	Rationale / Example / Mapping Notes
		Business Document ID (Request for quotation response document)		
CIQR-0001	1	Request for quotation response header	Header information related to the Request quotationing event and Request for quotation response document	
CIQR-0002	1..n	Request for quotation response transaction	Grouping of information related to Quotationed items	
		Grouping of document details		
CIQR-0003	1..1	Document Information	Generic document.	
CIQR-0004	0..1	Document Purpose/Function	A code describing the purpose/function of the document.	DE1225
CIQR-0005	0..1	Response reason code	A code describing the reason for a specific response such as a rejection. Used on both header and line.	

		Trade Agreement			
CIQR-0006	0..1	Seller	The entity contains the details of the seller.		
CIQR-0007	0..1	Buyer	The entity contains the details of the buyer.		
CIQR-0008	0..1	Request for quotation response reference	The unique identification assigned by the issuer to a Request for quotation response		
CIQR-0009	0..n	Contract reference	The unique identification assigned by the issuer to a contract.		
CIQR-0010	0..1	Price list reference	The unique identification assigned by the issuer to a price list.		
CIQR-0011	0..1	Request for quotation reference	The unique identification assigned by the buyer to a prior Request for quotation.		
CIQR-0012	0..1	Prior Quotation Response reference	The unique identification assigned by the issuer to a prior Request for quotation response response.		
CIQR-0013	0..1	Original Request for quotation Reference	The unique identification assigned by the issuer to the original Request for quotation response.		
CIQR-0014	0..1	Prior Quotation reference	The unique identification assigned by the issuer to a prior quotation proposal.		
CIQR-0015	0..1	Supplier Quotation Identifier	An identifier for the Quotation assigned by the Supplier.		
CIQR-0016	0..1	Customer Reference	A supplementary reference for the Request for quotation response, expressed as text.		
CIQR-0017	0..1	Cost Assignment Reference	The Buyer's accounting code applied to the Quotation as a whole, expressed as text.		
CIQR-0018	0..n	Additional document reference	An associative reference to Additional Document.		
		Trade Delivery			
CIQR-0019	0..1	Delivery instruction	Instructions for delivery of goods or services.		
CIQR-0020	0..1	Party	Parties involved in the delivery.		
CIQR-0021	0..1	Notes	Short text for additional informatinos about a product.		
		Trade Product (Line level)			
CIQR-0037	0..*	Identification	Identifiers of a product		
CIQR-0038	0..1	Name	Name of a product		
CIQR-0039	0..1	Measurements	Measurements of a product (weight and volume)		

CIQR-0040	0..1	Characteristics	Characteristics of a product	
CIQR-0041	0..1	Spatial dimensions	Spatial dimensions of a product	
CIQR-0042	0..*	Referenced documents	Referenced documents for a product as drawing, marketing informations, description manual, ...	
CIQR-0043	0..*	Notes	Short text for additional informations about a product.	
Trade Agreement (Line level)				
CIQR-0044	0..1	Parties	Parties involved in the transaction, generally buyer and seller.	
CIQR-0045	0..1	Request for quotation response reference	The unique identification assigned by the issuer to a Request for quotation response.	
CIQR-0046	0..1	Contract reference	The unique identification assigned by the issuer to a contract.	
CIQR-0047	0..1	Price sales catalogue reference	The unique identification assigned by the issuer to a price and, or sales catalogue.	
CIQR-0048	0..1	Prior Request for quotation response reference	The unique identification assigned by the issuer to a prior Request for quotation response.	
CIQR-0049	0..1	Original Quotation Reference	The unique identification assigned by the issuer to the original Quotation.	
CIQR-0050	0..1	Engineering change reference	The unique identification assigned by the issuer to an engineering.	
CIQR-0051	0..1	Cost Assignment Reference	The Buyer's accounting code applied to the Request for quotation response line, expressed as text.	
CIQR-0052	0..n	Additional document reference	An associative reference to Additional Document.	
CIQR-0053	0..1	Delivery terms	Terms of the delivery	
CIQR-0054	0..*	Prices	Prices of items	
Trade Delivery (Line level)				
CIQR-0055	0..1	Ship to	The entity contains the details of the party to whom the products will be physically delivered.	
CIQR-0056	0..1	Ship from	The entity contains the details of the party from whom the products are physically originating.	
CIQR-0057	0..*	Date of delivery	Date for the delivery of items	

5.3.2.3. Quotation Proposal

UID	Crđ	Short Name	Business Requirement	Rationale / Example / Mapping Notes
Business Document ID (Quotation proposal document)				
CIQP-0001	1	Quotation proposal header	Header information related to the Request quotationing event and Quotation proposal document	
CIQP-0002	1..n	Quotation proposal transaction	Grouping of information related to Quotationed items	
Grouping of document details				
CIQP-0003	1..1	Document Information	Generic document.	
CIQP-0004	0..1	Document Purpose/Function	A code describing the purpose/function of the document.	DE1225
CIQP-0005	0..1	Response reason code	A code describing the reason for a specific response such as a rejection. Used on both header and line.	
Trade Agreement				
CIQP-0006	0..1	Seller	The entity contains the details of the seller.	
CIQP-0007	0..1	Buyer	The entity contains the details of the buyer.	
CIQP-0008	0..1	Quotation proposal reference	The unique identification assigned by the issuer to a Quotation proposal	
CIQP-0009	0..n	Contract reference	The unique identification assigned by the issuer to a contract.	
CIQP-0010	0..1	Price list reference	The unique identification assigned by the issuer to a price list.	
CIQP-0011	0..1	Request for quotation reference	The unique identification assigned by the buyer to a prior Request for quotation.	
CIQP-0012	0..1	Prior Quotation Response reference	The unique identification assigned by the issuer to a prior Quotation proposal response.	
CIQP-0013	0..1	Original Request for quotation Reference	The unique identification assigned by the issuer to the original Quotation proposal.	
CIQP-0014	0..1	Prior Quotation reference	The unique identification assigned by the issuer to a prior quotation proposal.	
CIQP-0015	0..1	Supplier Quotation Identifier	An identifier for the Quotation assigned by the Supplier.	
CIQP-0016	0..1	Customer Reference	A supplementary reference for the Quotation proposal, expressed as text.	

CIQP-0017	0..1	Cost Assignment Reference	The Buyer's accounting code applied to the Quotation as a whole, expressed as text.	
CIQP-0018	0..n	Additional document reference	An associative reference to Additional Document.	
		Trade Delivery		
CIQP-0019	0..1	Delivery instruction	Instructions for delivery of goods or services.	
CIQP-0020	0..1	Party	Parties involved in the delivery.	
CIQP-0021	0..1	Notes	Short text for additional informatinos about a product.	
		Trade Settlement		
CIQP-0022	0..1	Invoicee	The entity contains the details of the invoicee.	
CIQP-0023	0..1	Payer	The entity contains the details of the payer.	
CIQP-0024	0..1	Invoice currency	The name or symbol of the monetary unit used for calculation in an invoice.	
CIQP-0025	0..1	Quotation currency	The name or symbol of the monetary unit used for calculation in an Quotation.	
CIQP-0026	0..1	Pricing Currency	The name or symbol of the monetary unit used for all prices in an Quotation.	
CIQP-0027	0..1	Tax Currency	The name or symbol of the monetary unit requested for tax amounts in invoices related to this Quotation.	
CIQP-0028	0..1	Payment Instructions	The entity contains the set of information describing the conditions and guarantee under which the payment will or should be made.	
CIQP-0029	0..1	Payment terms	The entity contains the details of the payment terms and date/time basis.	
CIQP-0030	0..*	Allowance and charge	The entity contains the details of the allowance and charge valid for the Quotation header.	
CIQP-0031	0..*	Payable account	The entity contains information related to the payable account where to record the debit or credit accounting amount, the code defining the type of account (e.g. general, secondary, cost accounting, budget, etc.)..	

CIQP-0032	0..1	Total Quotation line amount	The value of the total Quotation expressed in the Quotation currency. Is also used as an alternative for the price.	
CIQP-0033	0..1	Total Quotation additional charge amount	The sum of all the charges at the Quotation header before tax or fee.	
CIQP-0034	0..1	Total tax fee amount	The sum of all tax and fee amounts.	
CIQP-0035	0..1	Total Quotation amount	The total amount of the Quotation, being the sum of total Quotation line amount, total additional amounts and total tax fee amount.	
CIQP-0036	0..1	Rounding Amount	The rounding amount (positive or negative) added to the to be paid amount.	
		Trade Product (Line level)		
CIQP-0037	0..*	Identification	Identifiers of a product	
CIQP-0038	0..1	Name	Name of a product	
CIQP-0039	0..1	Measurements	Measurements of a product (weight and volume)	
CIQP-0040	0..1	Characteristics	Characteristics of a product	
CIQP-0041	0..1	Spatial dimensions	Spatial dimensions of a product	
CIQP-0042	0..*	Referenced documents	Referenced documents for a product as drawing, marketing informations, description manual, ...	
CIQP-0043	0..*	Notes	Short text for additional informations about a product.	
		Trade Agreement (Line level)		
CIQP-0044	0..1	Parties	Parties involved in the transaction, generally buyer and seller.	
CIQP-0045	0..1	Quotation proposal reference	The unique identification assigned by the issuer to a Quotation proposal.	
CIQP-0046	0..1	Contract reference	The unique identification assigned by the issuer to a contract.	
CIQP-0047	0..1	Price sales catalogue reference	The unique identification assigned by the issuer to a price and, or sales catalogue.	
CIQP-0048	0..1	Prior Quotation proposal response reference	The unique identification assigned by the buyer to a prior Quotation proposal.	
CIQP-0049	0..1	Original Quotation Reference	The unique identification assigned by the issuer to the original Quotation proposal.	
CIQP-0050	0..1	Engineering change reference	The unique identification assigned by the issuer to an engineering.	

CIQP-0051	0..1	Cost Assignment Reference	The Buyer's accounting code applied to the Quotation proposal line, expressed as text.	
CIQP-0052	0..n	Additional document reference	An associative reference to Additional Document.	
CIQP-0053	0..1	Delivery terms	Terms of the delivey	
CIQP-0054	0..*	Prices	Prices of items	
		Trade Delivery (Line level)		
CIQP-0055	0..1	Ship to	The entity contains the details of the party to whom the products will be physically delivered.	
CIQP-0056	0..1	Ship from	The entity contains the details of the party from whom the products are physically originating.	
CIQP-0057	0..*	Date of delivery	Date for the delivery of items	
		Trade Settlement (Line level)		
CIQP-0058	0..1	Quotation line amount	The value of the total Quotation line expressed in the Quotation currency. Is also used as an alternative for the price.	
CIQP-0059	0..1	Quotation line additional charge amount	The sum of all the charges at the Quotation line before tax or fee.	
CIQP-0060	0..1	Quotation line additional allowance amount	The sum of all the allowances at the Quotation line before tax or fee.	
CIQP-0061	0..1	Total Quotation line quantity	The value of the total Quotation line quantity.	
CIQP-0062	0..*	Price	The entity contains the price type, price amount, the allowance and charges and the validity period for the Quotation line or delivery details specified in the depending scheduled lines.	
CIQP-0063	0..*	Tax fee	The entity contains the tax type and tax rate valid for the Quotation line.	
CIQP-0064	0..*	Allowance and charges	Allowance and charges applied to the Quotation line	

5.3.2.4. Quotation Proposal Response

UID	Crđ	Short Name	Business Requirement	Rationale / Example / Mapping Notes
		Business Document ID (Quotation proposal response document)		

CIQPR-0001	1	Quotation proposal response header	Header information related to the Request quotationing event and Quotation proposal response document	
CIQPR-0002	1..n	Quotation proposal response transaction	Grouping of information related to Quotationed items	
		Grouping of document details		
CIQPR-0003	1..1	Document Information	Generic document.	
CIQPR-0004	0..1	Document Purpose/Function	A code describing the purpose/function of the document.	DE1225
CIQPR-0005	0..1	Response reason code	A code describing the reason for a specific response such as a rejection. Used on both header and line.	
		Trade Agreement		
CIQPR-0006	0..1	Seller	The entity contains the details of the seller.	
CIQPR-0007	0..1	Buyer	The entity contains the details of the buyer.	
CIQPR-0008	0..1	Quotation proposal response reference	The unique identification assigned by the issuer to a Quotation proposal response	
CIQPR-0009	0..n	Contract reference	The unique identification assigned by the issuer to a contract.	
CIQPR-0010	0..1	Price list reference	The unique identification assigned by the issuer to a price list.	
CIQPR-0011	0..1	Request for quotation reference	The unique identification assigned by the buyer to a prior Request for quotation.	
CIQPR-0012	0..1	Prior Quotation Response reference	The unique identification assigned by the issuer to a prior Quotation proposal response response.	
CIQPR-0013	0..1	Original Request for quotation Reference	The unique identification assigned by the issuer to the original Quotation proposal response.	
CIQPR-0014	0..1	Prior Quotation reference	The unique identification assigned by the issuer to a prior Quotation proposal response.	
CIQPR-0015	0..1	Supplier Quotation Identifier	An identifier for the Quotation assigned by the Supplier.	
CIQPR-0016	0..1	Customer Reference	A supplementary reference for the Quotation proposal response, expressed as text.	
CIQPR-0017	0..1	Cost Assignment Reference	The Buyer's accounting code applied to the Quotation as a whole, expressed as text.	

CIQPR-0018	0..n	Additional document reference	An associative reference to Additional Document.	
	Trade Delivery			
CIQPR-0019	0..1	Delivery instruction	Instructions for delivery of goods or services.	
CIQPR-0020	0..1	Party	Parties involved in the delivery.	
CIQPR-0021	0..1	Notes	Short text for additional informatinos about a product.	
	Trade Settlement			
CIQPR-0022	0..1	Invoicee	The entity contains the details of the invoicee.	
CIQPR-0023	0..1	Payer	The entity contains the details of the payer.	
CIQPR-0024	0..1	Invoice currency	The name or symbol of the monetary unit used for calculation in an invoice.	
CIQPR-0025	0..1	Quotation currency	The name or symbol of the monetary unit used for calculation in an Quotation.	
CIQPR-0026	0..1	Pricing Currency	The name or symbol of the monetary unit used for all prices in an Quotation.	
CIQPR-0027	0..1	Tax Currency	The name or symbol of the monetary unit requested for tax amounts in invoices related to this Quotation.	
CIQPR-0028	0..1	Payment Instructions	The entity contains the set of information describing the conditions and guarantee under which the payment will or should be made.	
CIQPR-0029	0..1	Payment terms	The entity contains the details of the payment terms and date/time basis.	
CIQPR-0030	0..*	Allowance and charge	The entity contains the details of the allowance and charge valid for the Quotation header.	
CIQPR-0031	0..*	Payable account	The entity contains information related to the payable account where to record the debit or credit accounting amount, the code defining the type of account (e.g. general, secondary, cost accounting, budget, etc.)..	

CIQPR-0032	0..1	Total Quotation line amount	The value of the total Quotation expressed in the Quotation currency. Is also used as an alternative for the price.	
CIQPR-0033	0..1	Total Quotation additional charge amount	The sum of all the charges at the Quotation header before tax or fee.	
CIQPR-0034	0..1	Total tax fee amount	The sum of all tax and fee amounts.	
CIQPR-0035	0..1	Total Quotation amount	The total amount of the Quotation, being the sum of total Quotation line amount, total additional amounts and total tax fee amount.	
CIQPR-0036	0..1	Rounding Amount	The rounding amount (positive or negative) added to the to be paid amount.	
Trade Product (Line level)				
CIQPR-0037	0..*	Identification	Identifiers of a product	
CIQPR-0038	0..1	Name	Name of a product	
CIQPR-0039	0..1	Measurements	Measurements of a product (weight and volume)	
CIQPR-0040	0..1	Characteristics	Characteristics of a product	
CIQPR-0041	0..1	Spatial dimensions	Spatial dimensions of a product	
CIQPR-0042	0..*	Referenced documents	Referenced documents for a product as drawing, marketing informations, description manual, ...	
CIQPR-0043	0..*	Notes	Short text for additional informations about a product.	
Trade Agreement (Line level)				
CIQPR-0044	0..*	Parties	Parties involved in the transaction, generally buyer and seller.	
CIQPR-0045	0..1	Quotation proposal response reference	The unique identification assigned by the issuer to a Quotation proposal response.	
CIQPR-0046	0..1	Contract reference	The unique identification assigned by the issuer to a contract.	
CIQPR-0047	0..1	Price sales catalogue reference	The unique identification assigned by the issuer to a price and, or sales catalogue.	
CIQPR-0048	0..1	Prior Quotation proposal response reference	The unique identification assigned by the issuer to a prior Quotation proposal response.	

CIQPR-0049	0..1	Prior quotation Proposal Reference	The unique identification assigned by the supplier to the original Quotation proposal.	
CIQPR-0050	0..1	Engineering change reference	The unique identification assigned by the issuer to an engineering.	
CIQPR-0051	0..1	Cost Assignment Reference	The Buyer's accounting code applied to the Quotation proposal response line, expressed as text.	
CIQPR-0052	0..n	Additional document reference	An associative reference to Additional Document.	
CIQPR-0053	0..1	Delivery terms	Terms of the delivery	
CIQPR-0054	0..*	Prices	Prices of items	
Trade Delivery (Line level)				
CIQPR-0055	0..1	Ship to	The entity contains the details of the party to whom the products will be physically delivered.	
CIQPR-0056	0..1	Ship from	The entity contains the details of the party from whom the products are physically originating.	
CIQPR-0057	0..*	Date of delivery	Date for the delivery of items	
Trade Settlement (Line level)				
CIQPR-0058	0..1	Quotation line amount	The value of the total Quotation line expressed in the Quotation currency. Is also used as an alternative for the price.	
CIQPR-0059	0..1	Quotation line additional charge amount	The sum of all the charges at the Quotation line before tax or fee.	
CIQPR-0060	0..1	Quotation line additional allowance amount	The sum of all the allowances at the Quotation line before tax or fee.	
CIQPR-0061	0..1	Total Quotation line quantity	The value of the total Quotation line quantity.	
CIQPR-0062	0..*	Tax fee	The entity contains the tax type and tax rate valid for the Quotation line.	
CIQPR-0063	0..*	Allowance and charges	Allowance and charges applied to the Quotation line	

5.4. Business Rules

n/a

5.5. Definition of Terms

Regarding the Definition of Terms refer to TBG1 Common Supply Chain BRS.