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Buy-Ship-Pay reference data model —

Part 1: Business requirements specification (BRS)

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Foreword

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This document was prepared by the United Nations Economic Commission for Europe (UNECE) - United Nations Centre for Trade Facilitation and Electronic Business (UN/CEFACT) [as "Buy-Ship-Pay Reference Data Model" (v1.0, Approved by UN/CEFACT Bureau on 13 August 2019)] and drafted in accordance with its editorial rules. It was assigned to Technical Committee ISO/TC 154, *Processes, data elements and documents in commerce, industry and administration*, and adopted under the "fast-track procedure".

Any feedback or questions on this document should be directed to the user's national standards body. A complete listing of these bodies can be found at www.iso.org/members.html.

Introduction

The UN/CEFACT BUY-SHIP-PAY Reference Data Model (BSP-RDM) bridges two domains within the International Supply Chain Programme Development Area (PDA), namely the Transport and Logistics Domain and the Supply Chain and Procurement Domain, providing a unifying framework, consolidating the constituent data models of these two domains by addressing any overlaps between the concepts used in their different contexts.

UN/CEFACT has been working on Reference Data Models (RDMs) for International Supply Chains and Multi-Modal Transport. These two RDMs share a same base of components from the UN Core Component Library (UN CCL), which are interlinked but used differently due to differences in context and semantics between the international sales and transport contracts, information exchanges and business practices.

In the concept of RDM, as outlined by the UN/CEFACT White Paper on RDM approved in April 2017, these are complete and focused subsets specific to the needs of a particular domain. The context messages are then subset data exchange structures definitions of the RDMs.

For maintenance purposes, if the current two RDMs are developed separately, any changes in one will require changes to the other. A higher level RDM as the Buy-Ship-Pay (BSP) thereby facilitates their use and maintenance.

Therefore, the goal is to create an intermediate subset of the UN CCL focusing on the shared aspects across the international supply chain and transport-logistics chains. This document is expected to benefit modelers and developers for Collaborative Information Exchanges by facilitating an intermediate subset of the UN CCL, which both the International Supply Chain RDM and the Multi-Modal Transport RDM are based on.

The UN/CEFACT international standardisation process delivers and is composed of three (3) parts:

— Part 1: Business Requirement Specification (BRS)

— Part 2: Core Components Business Document Assembly (CCBDA) Data Model

— Part 3: Syntax

This document is the first part of the BSP RDM standardisation set of outputs. The objective of this document is to describe the requirements for a generic Reference Data Model (RDM), generalizing the concepts of the Multi-Modal Transport Reference Data Model (MMT-RDM) and the Supply Chain Reference Data Model (SCRDM), leading to the development, publishing and improving the maintenance of a Business Standard, which can be applied by country and regional administrations and industries.

Therefore, the BSP-RDM in combination with the UN/CEFACT International Supply Chain Reference Model (ISCRM) BRS describes a generic reference data model and provides a framework to accommodate the requirements of:

a) cross-border supply chain trade related transactions, including government domain needs for their own specific information exchanges;

b) supporting the transport-related processes involved in the cross-border supply chain and covering the involved business areas at a high-level, the main parties and the information involved;

whilst complying to and fostering the adoption of the overall processes and data structures as these have been developed in UN/CEFACT.

Hence, the BSP-RDM provides the definitions of contextualized trade and transport-related data exchange structures mapping paper documents which can be integrated into end-to-end software solutions for Traders, Carriers, Freight Forwarders, Agents, Banks, Customs, Other Governmental Authorities etc.

The BSP-RDM project (of UN/CEFACT) follows the practice of all referenced projects, adopting a holistic approach to develop a reference data mode. This model is based on the widely used UN/CEFACT Core Component Library (CCL), which is also used by other standards such as GS1. The BSP-RDM project aims to bring together the data exchange requirements of international multimodal transport processes,

including related trade, insurance, customs and other regulatory documentation requirements based on the integration of trade facilitation and e-Business best practices.

Derivative information exchange specifications can be developed to support the requirements of conventional UN/CEFACT data exchange structure formats for UN-aligned paper documents, UN/EDIFACT or UN/CEFACT XML messages, and information exchanges to support web-based processes such as those required for Single Windows implementations.

The UN/CEFACT BSP-RDM framework will be used to generate Business Standard(s) which will include paper and electronic document structures as data exchanges which have been derived from the BSP-RDM. Derivation from this reference data model ensures that each BSP paper or electronic document data structures specification is an individual implementation of a methodology which follows the aligned concepts described in UNECE Recommendation 1, the UN Layout Key (UNLK).

This ensures that trading partners can choose the type of data exchanges technology that best meets their business requirements and technology capabilities and also provides a migration path for the adoption of new technologies.

Further, the BSP-RDM accommodates the additional requirements generated by contemporary integration approaches, which deploy RESTful APIs and JSON-LD data exchanges and specifications, these to be accounted in the follow-up phase of the Requirements Specifications Mappings (RSMs) following the UN/CEFACT CCBDA process, and the generation of the message definitions.

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Buy-Ship-Pay reference data model —

Part 1:
Business requirements specification (BRS)

1 Scope

The scope and limitations of the business processes described in this document have been developed to enable the application of the Buy-Ship-Pay business standard for implementations of national, regional, trade sector or modal specific cross-border scenarios.

NOTE Only the high-level process descriptions are referenced in this document in order that the detailed process analysis of the subset scenarios can provide the detailed process requirements in further individual Business Requirements Specifications (BRSs).

2 Normative references

The following documents are referred to in the text in such a way that some or all of their content constitutes requirements of this document. For dated references, only the edition cited applies. For undated references, the latest edition of the referenced document (including any amendments) applies.

UN/CEFACT Multi-Modal Transport (MMT) Reference Data Model

UN/CEFACT Supply Chain Reference Data Model (SCRDM)

UN/CEFACT International Freight Forwarding BRS

UN/CEFACT Modelling Methodology (UMM) v2.0

ISO 15000-5:2014, *Electronic Business Extensible Markup Language (ebXML) — Part 5: Core Components Specification (CCS)*

UN/CEFACT Core Component Library D18B

ISO 7372, *Trade data interchange — Trade data elements directory*

UN/CEFACT TBG1- BRS Cross Industry – Supply Chain - Invoice Process - CEFACT/Forum/2006/... – Revision 1.1

UN/CEFACT Integrated Track and Trace Multi Modal Transport BRS

UN/CEFACT Smart Containers BRS

3 Terms and definitions

No terms and definitions are listed in this document.

ISO and IEC maintain terminology databases for use in standardization at the following addresses:

— ISO Online browsing platform: available at https://www.iso.org/obp

— IEC Electropedia: available at https://www.electropedia.org/

4 Abbreviation

UNECE	United Nations Economic Commission for Europe
UN/CEFACT	United Nations Centre for Trade Facilitation and Electronic Business
BRS	Business Requirements Specification
BSP	Buy – Ship – Pay
RDM	Reference Data Model
ISCRM	International Supply Chain Reference Model
SCRDM	Supply Chain Reference Data Model
MMT	Multi-Modal Transport
CCBDA	Core Components Business Document Assembly
BIE	Business Information Entity
UCR	Unique Consignment Reference
CCL	Core Component Library
RSM	Requirements Specifications Mapping
UNTDED	United Nations Trade Data Element Directory
WTO	World Trade Organization
WCO	World Customs Organization
TBT	Technical Barriers to Trade
PDA	Programme Development Area
UNLK	United Nations Layout Key
UMM	UN/CEFACT Modelling Methodology
TBG	Trade and Business Processes Group
OECD	Organization of Economic Cooperation and Development
UCR	WCO Customs Unique Consignment Reference
TUCR	Trade Transaction level Unique Consignment Reference
HUCR	House consignment level Unique Consignment Reference
MUCR	Master consignment level Unique Consignment Reference
TSP	Transport Service Provider
TSC	Transport Service Consumer
OGA	Other Government Agency
CMR	Convention On The Contract For The International Carriage Of Goods By Road
CIM	Convention Concerning International Carriage of Goods by Rail

5 ISCRM vs. BSP

5.1 ISCRM

The International Supply Chain Reference Model (ISCRM, see[2]) covers processes from the recognition of the customer's need for a product or service to the fulfilment of the order by the supplier and the resulting financial settlement. In addition to the business processes associated with cross-border trading it also incorporates the necessary logistical and cross-border regulatory activities which may be required by intermediaries and authorities. This is illustrated in the following Use-Case diagram (Figure 1)

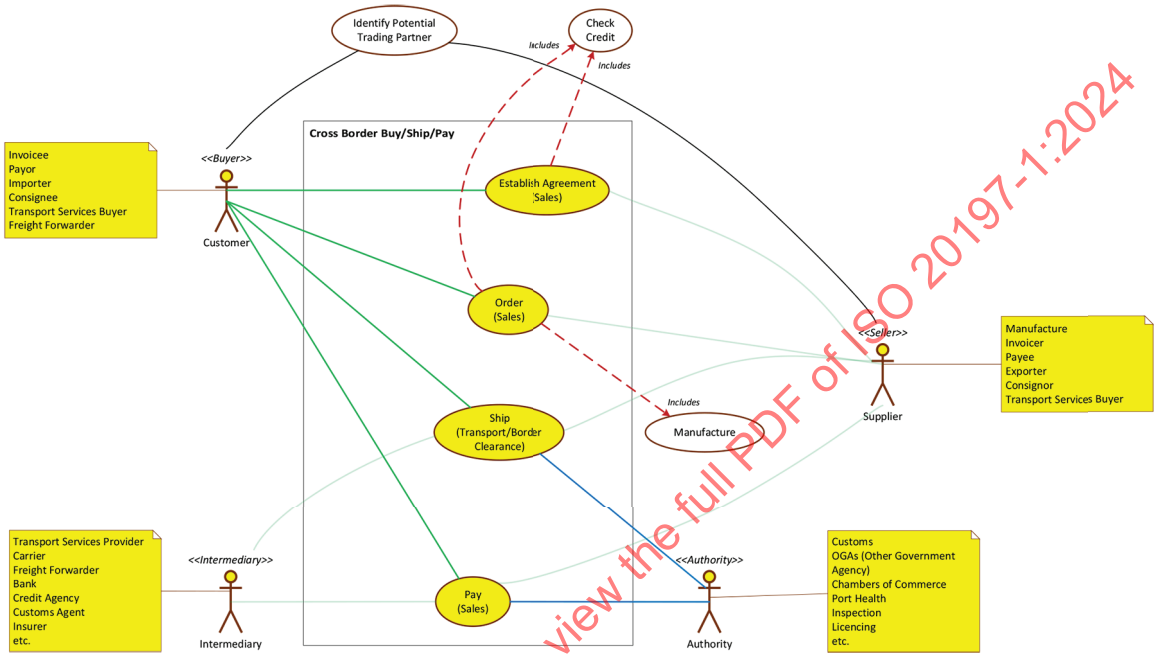

Figure 1 — International Supply Chain Model, Roles, and Services (Use Cases)

The overall scenario is described in the ISCRM. ISCRM introduces several actors and roles as they appear in Figure 1, of which the main are:

— **Buyer:** The party stipulated as the party to whom goods or services are sold. The primary role of the customer as specified in a sales order contract is the buyer, while other possible roles include the final / ultimate Consignee, Transport Services Buyer, Importer, Invoicee and Payor.

— **Seller:** The party stipulated as the supplier of goods or services. The primary role of the supplier as specified in the sales order contract is the seller and other possible roles include the original Consignor / Shipper, Transport Services Buyer, Manufacturer, Exporter, Invoice issuer and Payee.

— **Intermediary:** Within the international purchase and supply chain, an intermediary can be any party who provides services to support either the sales order contract or the transport service contract. The possible roles of an intermediary include the Transport Service Provider (e.g. Carrier, Freight Forwarder), Financial institution including Banks, Credit Agency, Insurer, Customs Agent, etc.

— **Authority:** An authority provides authorization associated with any conventions or regulations applicable to the trading of goods within the international purchase and supply chain. The possible roles of an authority include border control authorities (e.g. Customs), Permit/Licensing Issuing Authorities and Port Authorities including Port Health, Inspection, Chambers of Commerce, Other Governmental Authorities (OGA), etc.

More specific definitions of party roles which are engaged in cross-border transactions, from the above set are:

— **Importer:** The party who makes, or on whose behalf a customs clearing agent or other authorized person makes, an import declaration. This may include a person who has possession of the goods or to whom the goods are consigned.

— **Exporter:** The party who makes, or on whose behalf the export declaration is made, and who is the owner of the goods or has similar rights of disposal over them at the time when the declaration is accepted.

— **Transport service buyer:** The party stipulated as the buyer of transport services in a transport service contract. The transport service buyer role may be performed by either the consignor or the consignee depending on the terms of delivery specified in the associated sales order contract.

— **Transport service provider:** The party stipulated as the seller of transport services in a transport service contract. The transport service seller role is an intermediary role as described above.

— **Invoice Issuer (Invoicer):** The party who issues an invoice.

— **Invoicee:** The party to whom an invoice is issued.

In ISCRM, the use cases for the cross-border business collaborations can be defined via the following main and supportive top-level processes:

a) Main processes:

— **Establish Agreement:** A buyer issues a request for quotation to sellers for a product or service. Sellers respond or send unsolicited quotes to a potential buyer. The buyer negotiates with selected sellers to agree on the terms for a contract agreement. (in the scope of BSP)

— **Order:** The buyer recognizes a need for a product or service and places an order under a contract agreement. The seller receives the order and provides a response. (in the scope of BSP)

— **Ship:** The seller dispatches (ships) the products according to the specified terms of trade. All transport arrangements are made and executed and the requirements laid down by the relevant authorities are met. Invoice (demand for payment) is raised. The buyer receives the product or service. (in the scope of BSP)

— **Pay:** A demand for payment is received. The payor makes the payment, and the payee receives the payment according to the agreed terms of trade. (in the scope of BSP)

b) Supportive processes:

— **Identify potential trading partner:** The buyer looks for potential sellers and the seller looks for potential buyers. (out of the scope of BSP)

— **Check credit:** A seller initiates query on the credit worthiness of the prospective buyer. An intermediary may respond with credit status. (out of the scope of BSP)

— **Manufacture:** When the use case is about a manufactured product, the seller places an order for the manufacturing of that product to a manufacturer, to meet customer's order. The manufacturer confirms the planned delivery date when the product is available for shipping. (out of the scope of BSP)

To the above, it must be noted that supply chain is a system including raw material vendors, suppliers, manufacturers, warehousing, transportation, distributors, retailers and end customers, involving logistics, business flow, information flow, capital flow and other processes. To this end, the user classification and process may be different in different service scenarios and trade terms.

Hence, when a Freight Forwarder acts as an agent for the seller and represents the cargo interests, its legal status is equivalent to that of the seller. In such cases, it does not need to be treated separately as a Freight Forwarder. Additionally, the role of NVOCC (Non-Vessel Operating Common Carrier) should be considered. In the trade of raw materials, semi-finished products, and finished products, the manufacturer can function both as an importer and as an exporter.

5.2 BSP

The Buy-Ship-Pay (BSP) can be considered as a subset of the UN/CEFACT ISCRM covering the key processes of the trade and transportation of goods and the cross-border clearances through to invoicing of goods-supply and the related transport services.

Figure 2, illustrates the business processes and transactions that are included in the Buy-Ship-Pay model (see[3]), where Buy, Ship/Deliver[1)] and Pay processes are shown at a high level. Further analysis below that level, involves business process views and their transactions. These definitions are much more detailed, are linked and further addressed to the UN/CEFACT detailed analysis performed in specific projects (e.g. the Pipeline project[17]) while the related data is captured in the transaction data model.

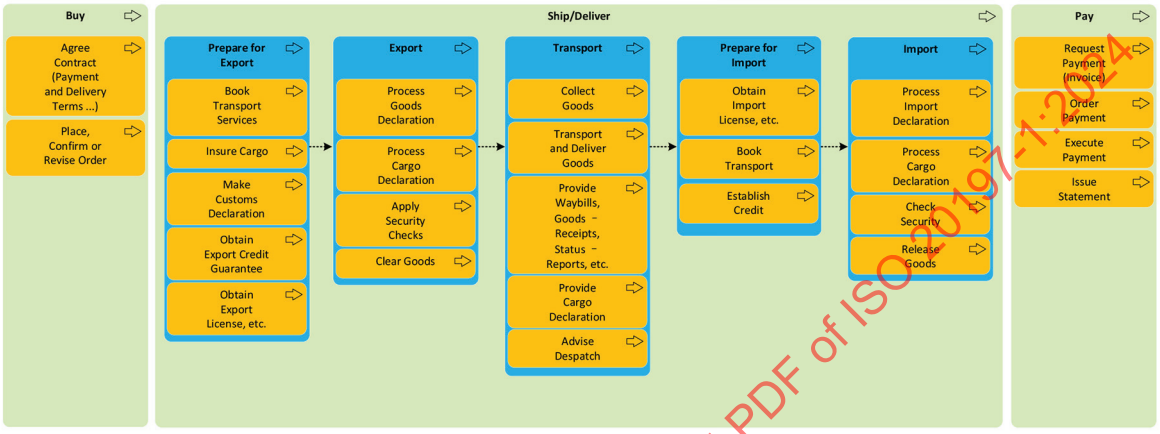

Figure 2 — Buy-Ship-Pay model, Business Processes and Transactions

5.3 Relationship between BSP RDM and other UN/CEFACT RDMs

Based on the business process and actor/role analysis in ISCRM, BSP RDM is developed to generalize the highest-level reference data model for data interchange in the context of international trade and cross-border supply chains. In general, BSP RDM lays the foundation for the derived SCRDM, MMT RDM, and other UN/CEFACT Reference Data Models (RDMs). From the perspective of the relationships among UN/CEFACT Reference Data Models, BSP RDM serves as the root RDM for all others, and it can be categorized into several major categories or directions, as illustrated in the following figure:

1) The term “Deliver” is more often used in supply chain, while “Ship” is used more often in transport and logistics processes.

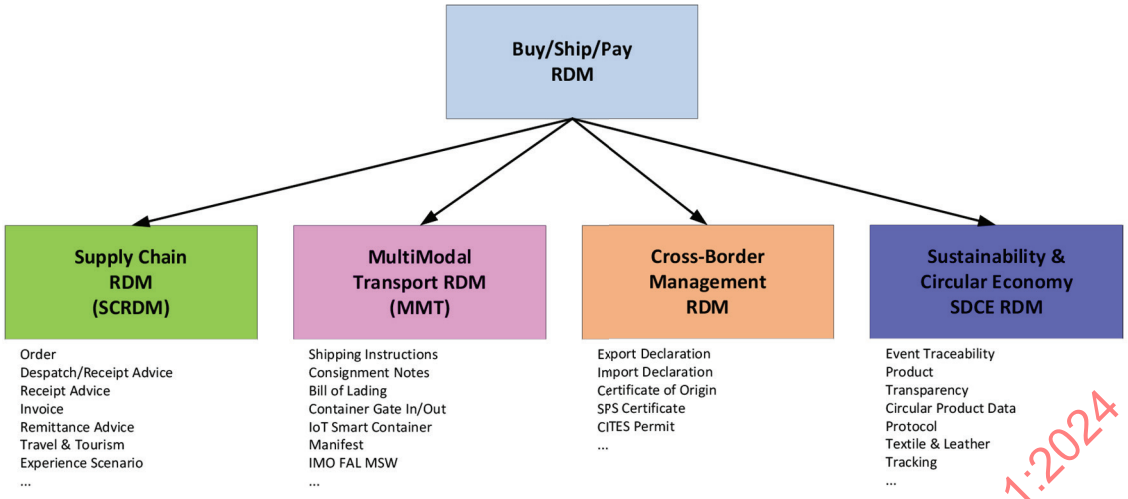

Figure 3 — Standardization architecture of UN/CEFACT RDMs Relationship

From the deliverable perspective of the UN/CEFACT standards, each RDM international standard consists of three parts:

— Part 1 - Business Requirement Specification (BRS): The BSP RDM BRS represents the highest abstract level of business requirements and analysis (e.g., processes, actors/roles, entities, relationships, etc.) for all other RDM BRSs. Other RDM BRSs are derived from the BSP RDM BRS and are related to the superior BSP RDM BRS, providing details specific to their own scope, scenario, and/or context.

— Part 2 - Core Components Business Document Assembly (CCBDA) Data Model & Part 3 - Syntax: The BSP RDM CCBDA and Syntax serve as the most superior superset of all UN/CEFACT RDMs and are published bi-annually by UN/CEFACT.

Please be aware of the differences between the BRS and the CCBDA & Syntax when discussing BSP RDM and other UN/CEFACT RDMs."

6 Business requirements

6.1 "Business requirements" views

As described in 5.2, the Buy-Ship-Pay business process scope may be viewed as interrelated business areas representing commercial transport contracts, operational transport and logistics, regulatory and border clearance processes together with the corresponding information used both within each business area and which passes between them.

The diagrams in figures (Figure 4 and Figure 5) describe these areas in terms of the key governing contracts – the sales order contract and the transport service contract – and these diagrams also show the relationships between the key process areas together with an indication of the documentary requirements.

The first diagram in Figure 4 provides the sales order contract view, which also applies and includes the transport services contract (and thereby, the related use-cases) which is further expanded in diagram of Figure 5.

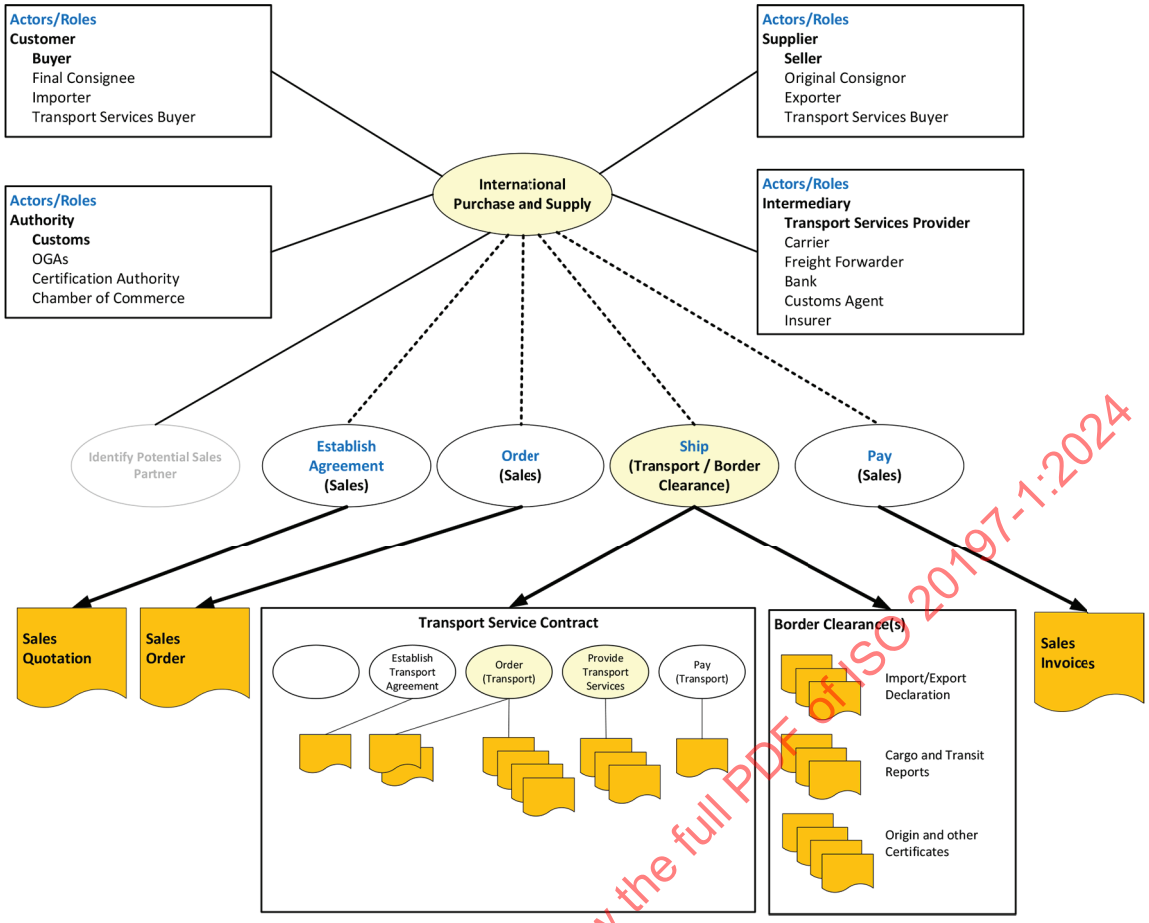

Figure 4 — The Sales Order Contract View

The expanded international transportation scope includes in more detail the processes of transport booking, transport ordering and freight invoicing, mapping the actual transportation and the related paper documents and their data exchange structures.

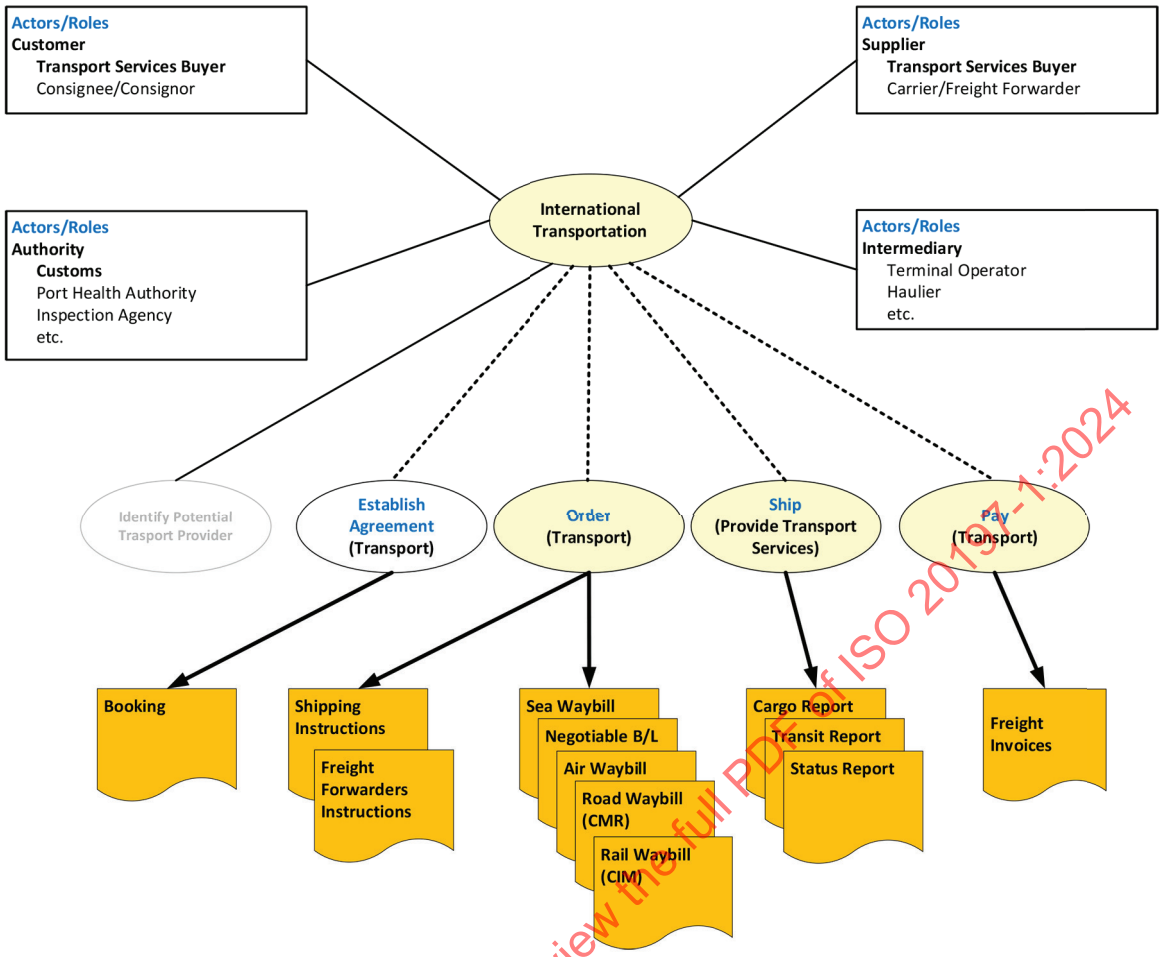

Figure 5 — The Transport Services Contract View

The ISCRM maps business processes in four main business areas, namely the; (a) commercial, (b) logistics (transport), (c) regulatory and (d) financial, including procedures as illustrated indicatively in Figure 6.

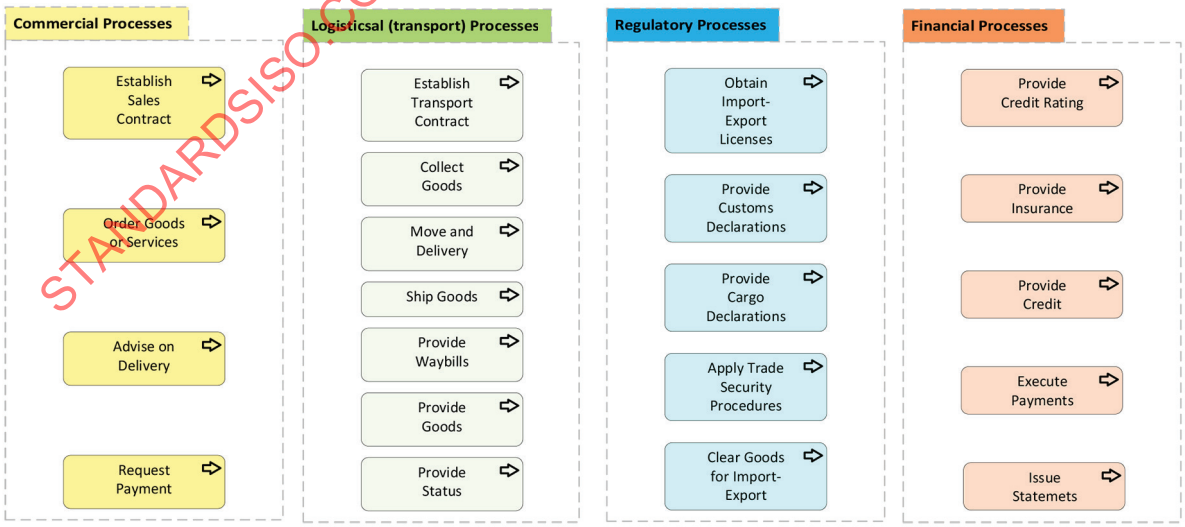

Figure 6 — Business Processes within the four Business Areas as defined in ISCRM

Commercial processes may include:

— Issuing of catalogues,

— Issuing of quotation,

— Confirmation of sales order,

— Delivery scheduling,

— Issuing of despatch advice and packing list,

— Sales invoicing,

— Remittance advice.

Logistics (transport) processes may include:

— Booking of cargo space,

— Issuing of shipping instructions,

— Issuing of transport contract document (i.e. Air Waybill),

— Transportation of goods,

— Requesting and issuing of transport status reports,

— Freight invoicing.

Regulatory processes may include reporting to Customs or appropriate other governmental agencies:

— Import/export declarations,

— Cargo and transit reports,

— Cross-border regulatory data pipeline data,

— Certificates of origin,

— Phytosanitary certificates,

— Dangerous goods declarations including Organization of Economic Cooperation and Development (OECD) hazardous waste notifications, etc.

Financial processes may include financial aspects of supply chain transactions such as the:

— Instruct payment,

— Credit/debit accounting,

— Statements and reporting,

— Cargo insurance.

6.2 Participating parties

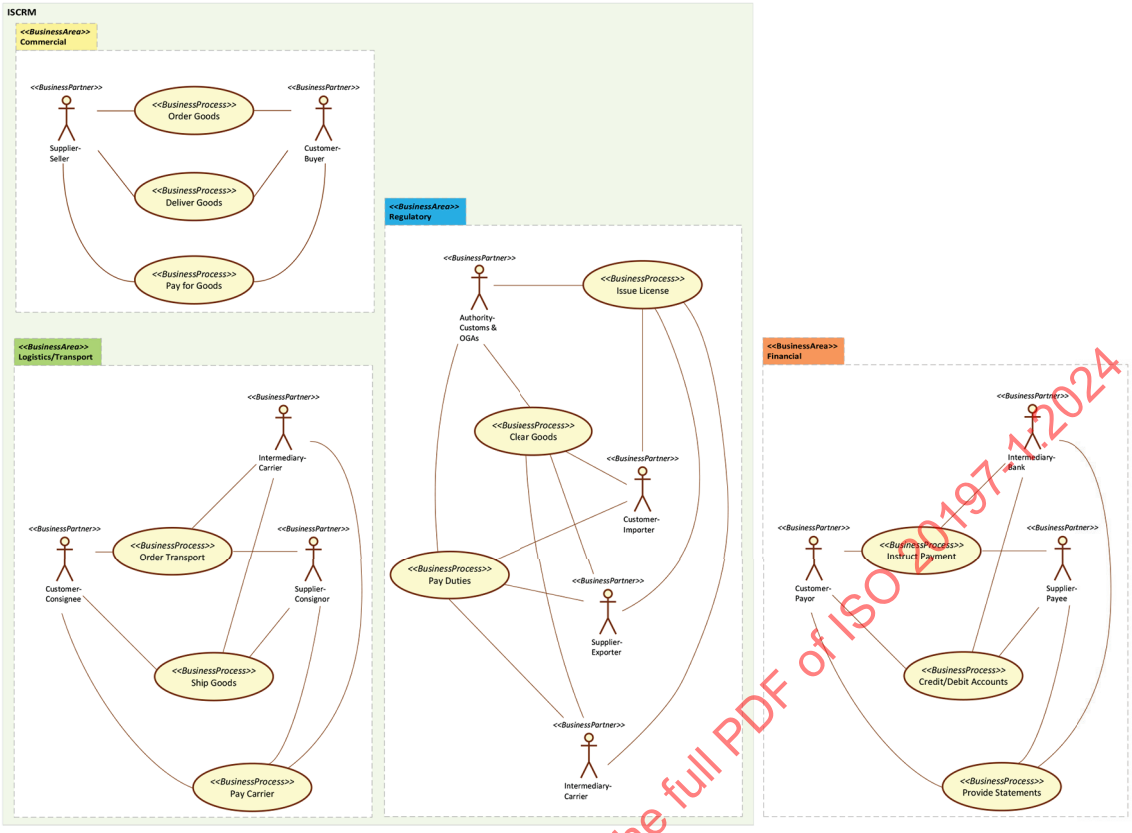

Figure 7 — Key Actors/Roles associated with the four main Business Areas

Further elaborating on the definitions of ISCRM in section 5.1, Figure 7 illustrates the key roles and actors related to the different business areas as defined in that section, with the additional note that current analysis scope includes and addresses all entities related to the first three (3) ISCRM business areas, i.e., the commercial, the logistical, and the regulatory.

There are potentially many parties participating in the cross-border international supply chain. These parties can be grouped into four main categories as indicated in the following table (Table 1):

Table 1 — Trade/Transport/Customs Party Roles

Sales order contract	Transport service contract	Definition
Seller	Original consignor/original shipper	The party selling goods or services as stipulated in a sales order contract.
Buyer	Final consignee/ultimate consignee	The party to whom goods are sold services as stipulated in a sales order contract.
	Transport services buyer (consignor or consignee)	The buyer of transport services as stipulated in a transport service contract.
	Transport services provider (carrier or freight forwarder)	The provider i.e. seller of transport services as stipulated in a transport service contract
	Consignor	The party consigning goods as stipulated in a transport service contract. Consignor is the party who originates a shipment of goods, the sender of a freight shipment, usually the seller.

Table 1 *(continued)*

Sales order contract	Transport service contract	Definition
	Consignee	The party receiving a consignment of goods as stipulated in a transport service contract. The party to whom goods are shipped and delivered. The receiver of a freight shipment.
	Carrier	The party which provides transport services.
	Freight forwarder	The party undertaking the forwarding of goods by provision of transport, logistics, associated formalities services etc.
	Despatch party	The party where goods are collected or taken over by the transport services provider. Operational term is 'pick-up location' (or 'pick-up place').
	Delivery party	The party to which goods should be delivered by the transport services provider. Operational term is 'delivery location' (or 'place of positioning').
Ship from	Original despatch party	The party from whom goods will be or have been originally shipped.
Ship to	Final delivery party/ultimate delivery party	The party to whom goods will be or have been ultimately shipped.

6.3 Business entities and business rules

Throughout the international purchase and supply chain various types of information are exchanged. The SCRDM and the MMT-RDM provide a cross-domain framework for the derivation of generic data exchange structures for the exchange of information between the customers, suppliers, intermediaries, and authorities, regardless of the countries or modes of transport involved.

All data modelling concepts support full referencing between the business information entities and the UNTDED v2005 (also known as ISO 7372, see[10]), which has also been the basis of the WCO Data Model. Hence, both the SCRDM (see[5]) and the MMT-RDM (see[4]) use the same set of generic terms and their definitions for the involved parties and for the business information entities contained within it.

The diagram in Figure 8 provides the entities and the relationships between the highest-level Business Information Entities (BIEs) of the BSP-RDM, which consolidates the SCRDM and MMT-RDM. The diagram highlights an issue appearing in customs reporting, where data arriving by both the supply chain and the transport related sources are not consolidated, making it difficult to cross-relate descriptions related to the same trade item. The diagram and the related text descriptions provide more detail on the highest-level BIEs of the BSP-RDM and the relationships between them, given as business rules with constraints and cardinalities.

As regards the WCO Customs Unique Consignment Reference (UCR) concept for Pre-Entry Security Declarations, there needs to be different levels of UCR to support the many-to-many Master Transport Contract and House Transport Contract consignment relationships which are at a level of detail not within the context of this analysis. In UN/CEFACT, these have been defined in the BSP Reference Data Model for Pipeline Data Exchange Structures subset in the Pipeline Project as: a) TUCR (Trade Transaction level reference), b) HUCR (House consignment level reference and c) MUCR (Master consignment level reference).

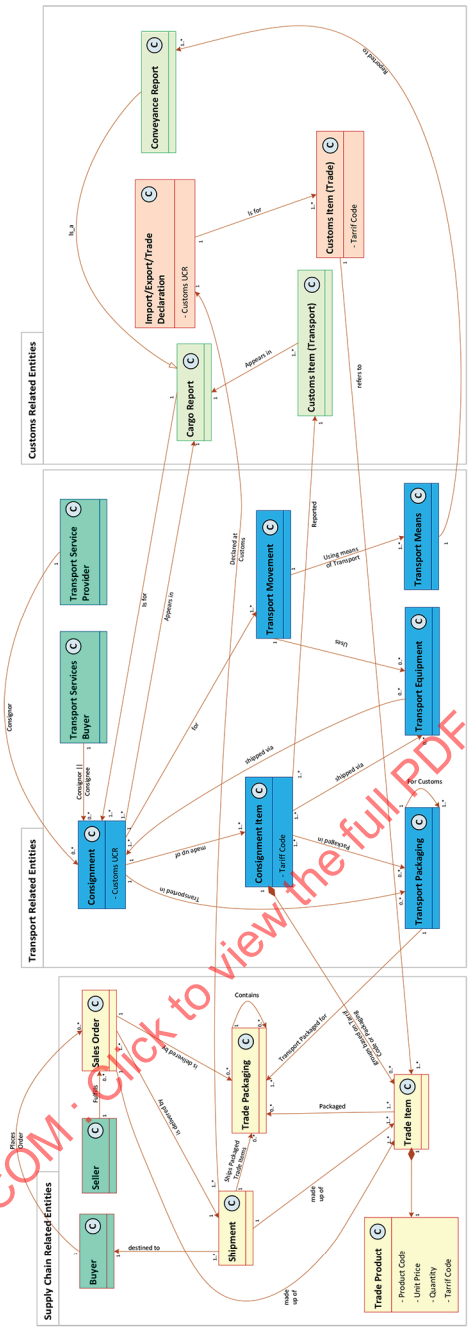

Figure 8 — BSP-RDM, showing Entities and Relationships

In the following, a set of definitions for the entities and relationships appearing in Figure 8 is provided, based on their physical and process related context, role, relevance, and significance:

Sales Order

A sales order is a contractual document by means of which a buyer initiates a transaction with a seller involving the supply of goods or services as specified, according to conditions which are either set out in a formal quotation or otherwise known to the buyer. Further, the information typically found in a cross-border order document covers the related commercial sales order information to fulfil the business transaction between the buyer and the seller, including the transport and regulatory information required by all engaged intermediaries and authorities. The following apply:

— A sales order can only have one buyer.

— A sales order can only have one seller.

— A sales order is made up of one or more trade items.

Trade Item

A trade item describes the lowest level of "commercial" information in a sales order between the buyer and the seller. Each trade item is typically associated with a particular product or service and includes details such as product code, quantity, unit price, etc. In the case of cross-border orders each product will also have an associated customs tariff code.

— A single trade item is related to one shipment.

— Trade items are aggregated by tariff code/packaging into consignment items.

Shipment/Delivery

A shipment is an identifiable collection of one or more trade items (available to be) transported together from the seller (original consignor/shipper) to the buyer (final/ultimate consignee).

— A shipment can only be destined for one buyer.

— A shipment can be made up of some or all trade items from one or more sales orders.

— A shipment can have only one customs Unique Consignment Reference (UCR, see[13]).

— A shipment may form part or all of a consignment or may be transported in different consignments.

Consignment (Transport Service Order)

A consignment is a separately identifiable collection of consignment items (available to be) transported from one consignor to one consignee via one or more modes of transport as specified in one single transport service contract document.

— A consignment can only have one consignor.

— A consignment can only have one consignee.

— A consignment can only have one transport service provider (TSP).

— A consignment can only have one transport service buyer (also transport service consumer – TSC).

— The transport service buyer can be either the consignor or the consignee.

— A consignment may refer to one or more shipments.

— A consignment is made up of one or more consignment items.

— A consignment can be made up of some or all trade items (aggregated into consignment items) from one or more shipments.

— A consignment relates to transport equipment used for the implementation of the transport service and contain consignment items.

— A consignment is made up of one or more customs items for reporting to Customs.

— A consignment can have one or more customs UCRs.

Consignment Item

A consignment item is a separately identifiable group of products, categorized by customs tariff code or packaging for transport purposes. It represents the lowest level of information within a consignment. In the