The minitrack “Business-to-Business Electronic Commerce” focuses on systems and processes that support the flow of information within and between organizations, as it occurs in the context of procurement, manufacturing, sales, and distribution of goods, information, and services. At the center of attention will be the impacts of new technologies on inter-organizational transaction processes, as well as industry and market structures, in the context of business-to-business electronic commerce. In this context, areas such as supply chain management and inter-business procurement have seen significant developments in recent years, in business practice as well as in the academic community. Emerging technology and systems, innovative process models, algorithms, and methodologies, as well as creative implementations of early adopters have created a rich field for research and practical applications.

A total of six papers will be presented in the two sessions of this minitrack. Louis A. Lefebvre, Luc Cassivi, and Elisabeth Lefebvre open the minitrack by modeling the transition towards seamless integration of intra- and inter-organizational business processes. Data obtained from four small-sized enterprises and a major client over the course of three years provided the basis for the five-step framework that is presented together with its requirements, and technical and organizational underpinnings. In the second paper of the session, Qizhi Dai and Robert J. Kauffman focus on electronic procurement systems and electronic markets, as they have emerged recently to support purchasing processes and information exchange between organizations. The authors apply information systems and economics theory to a set of mini-cases in order to examine the motivation for the different business models and the adoption requirements of purchasing firms. Shirley Gregor and Robert B. Johnston conclude the first session of this minitrack. In their contribution, they introduce a multi-level approach to analyze interorganizational systems and that encompasses industry structures on the macro-level, enterprises and processes of change at the micro-level, as well as the external environment and information systems.

Marielle den Hengst and Henk G. Sol open the second session with a paper on the impact of information technology on interorganizational coordination. After outlining several factors that possibly impact coordination structures in addition to information technology, the container transport industry is used as an example to evaluate the concept. In their contribution, Sheng-Tun Li and Li-Yen Shue also use the transportation industry (specifically: air cargo tracking) as an example to apply and evaluate their concept. The authors propose a three-tier paradigm for developing an electronic commerce infomediary, which incorporates emerging technologies, such as XML, Java, and wireless computing. Boris Padovan, Stefan Sackmann, and Torsten Eymann conclude the minitrack by describing the prototype of an agent-based, secure electronic marketplace. Autonomous, self-interested software agents, representing consumers and small businesses, coordinate the market processes. To establish trust between the market participants, the tool incorporates information about earlier transactions (reputation), in addition to standard security technology, such as encryption and digital signatures.