Along with the prevalence of Internet technologies, inter-organizational business transactions have been excising various e-business and e-commerce models. Emerging technologies, such as agents, Web services, mobile applications, and new forms of data collection (e.g., RFID) also enable new market structures and inter-organizational relationships. For several years now, this minitrack has focused on systems and processes that support the interaction within and between organizations, as it occurs in procurement, manufacturing, sales, and distribution of goods, information, and services. At the center of attention are the impacts of new technologies on inter-organizational transaction processes, as well as on industries and market structures. Topics of interest include supply chain management, electronic procurement, and cooperation beyond corporate boundaries. Emerging technologies 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.

Out of a total of twelve original submissions, we selected seven papers to be included in the conference proceedings and to be presented in two sections at the conference. These papers reflect the authors’ findings in issues faced by B2B e-commerce, including e-business model adoption, performance measurement, and inter-organizational relationship.

We introduce these papers as follows. Lam and Dickson propose a cooperative Transaction Capacity Sharing System (TCSS) among brokerages to overcome their constraints in a real-time brokerage trading environment through Web services. Prokein and Faupel conducted a survey to identify problems faced by German industry in adopting Web service for intercompany cooperation. In examining the adoption of Efficient Consumer Response (RCR) in grocery industry, Kurnia Johnston and Dare employed a multiple case study to uncover five roles that third parties play as mediators. A pilot study of the adoption of RFID for a supply chain in retail industry has been conducted by Lefebvre et al. The findings from four tightly inter-related firms from three layers of the supply chain show that RFID seems to be a disruptive technology to enable the major redesign of existing processes.

Olsen and Eikebrokk brought another viewpoint to view training in facilitating the e-business competition. Survey data collected from 339 SMEs in three European countries and 116 training providers show that training can explain variances in e-business competencies such as efficiency, complementarities, lock-in and novelty. Amoroso and Vannoy emphasize factors that translate the employment of B2B e-commerce into direct measurable value. Lin, LO, and Sung use a multiagent simulation approach to evaluate the supply chain performance affected by such factors as switching cost, trust, and information sharing under different order demand environments. The findings can help managers better utilize switching cost and trust attributes to determine information sharing level in managing supply chain for B2B e-commerce.