Introduction to the minitrack:
Computer-Mediated Inter-organizational Systems

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Inter-organizational systems (IOS) have the potential to affect all aspects of market and trade relationships, including search, negotiation, procurement, invoicing, and payment. Electronic links improve efficiency and effectiveness in markets and other inter-organizational transactions by (1) decoupling the flow of products from the flow of information and market processes, (2) reducing transaction costs by replacing costly physical markets with electronic marketplaces, or (3) improving the ability to audit and monitor transactions, allowing the organization to increase delegation of responsibility without losing control. The full potential of these systems to transform market and customer-supplier relationships is just beginning to be realized, even though these systems have been used in some industries for decades (e.g. airlines). The earliest and most powerful strategic IS applications were often examples of inter-organizational systems (e.g., airlines reservations, inter-bank funds transfers, securities exchange systems for trading, electronic auction systems, etc.)

Next year, we plan to continue this minitrack, assuming that there is sufficient continued interest from potential participants in this research stream. We would like to encourage authors to submit papers that examine IOS implementation, including inter-organizational business process reengineering and electronic commerce applications. Papers on EDI implementation are also welcome. Whenever possible, we encourage potential authors to extend work from prior session in examining the challenges, barriers, and facilitators of adoption and implementation of these various types of computer mediated electronic commerce. Participants at the conference might also suggest ideas for future research directions during the discussion in the last part of the second session of the conference.

We invite papers for this minitrack that address the organizational and technological factors related to IOS successful implementation and diffusion, including: (1) technological, organizational, or market structure explanations for success and/or failure of IOS; (2) the role of business process redesign (BPR) in facilitating IOS or creating value through IOS; (3) case studies of companies or markets that demonstrate mutual economic benefits from the innovation; (4) the potential for IOS to transform and create new markets (e.g. virtual or hyperspace markets); and (5) the role of the information superhighway and Internet in facilitating development of IOS capabilities.

Both traditional research papers and case study examples of IOS implementations are welcome, but any case study papers presented should also be presented within the context of an academic framework that is solidly grounded in the literature that has already been published in this field.