

## papiNet Europe

papiNet Europe currently has more than 20 members from the paper and forest products industry and a wide cooperation with customers. papiNet Europe originated as a group of major European paper suppliers, large German publishers and printers working to create a common standard for electronic business transactions back in 1999. The pilot project was then expanded to include other parts of the European forest products industry and the project was known as "papiNet." This group also collaborated with the IDEAlliance B2B Committee on XML standards development.

### Members:

- Ahlström
- AssiDomän
- Burgo
- ENCE
- Fedrigoni
- Holmen Paper
- International Paper
- Kappa
- Korsnäs
- Lecta
- Mayr-Melnhof
- M-real
- Mondi
- Myllykoski
- Norske Skog
- Portucel/Soporcel
- Sappi
- SCA
- Smurfit
- Södra
- Stora Enso
- UPM-Kymmene

### Become a Member of papiNet Europe

Membership is open to European manufacturers of pulp, paper, paperboard, and wood products, distributors, converters, end-users, suppliers to the industry including e-commerce service providers, and related industry/customer trade associations.

## papiNet NA

papiNet NA is the group organized by the American Forest & Paper Association (AF&PA) and IDEAlliance, formerly the Graphic Communications Association (GCA), to involve North American producers of paper and forest products and their customers in the global papiNet initiative. The growing membership now exceeds 20 companies, a collaborative group of producers and customers. Prior to the formation of papiNet NA in May 2001, a group of publication paper producers, printers, and publishers had been developing XML standards under the auspices of GCA. This effort was combined with the European papiNet effort in late 2000, and with AF&PA in 2001. The combined standards initiative became known as "papiNet" in 2001.

### Members:

- Abitibi-Consolidated
- Bowater America
- Brown Printing
- ForestExpress
- G+J USA Publishing
- Georgia-Pacific
- Glatfelter
- International Paper
- Lands' End
- Madison Paper
- Majiq
- MeadWestvaco
- Perry Judd's
- Quad Graphics
- Quebecor World
- R. R. Donnelley
- Sappi Fine Paper, NA
- Smurfit-Stone Container
- SP Newsprint
- Stora Enso NA
- Tembec
- Time Inc.
- UPM-Kymmene
- Weyerhaeuser

### Become a Member of papiNet NA

Membership is open to North American manufacturers of pulp, paper, paperboard, and wood products, distributors, converters, end-users, suppliers to the industry including e-commerce service providers, and related industry/customer trade associations.

## Contacts

To learn more about papiNet or membership in papiNet, please contact:

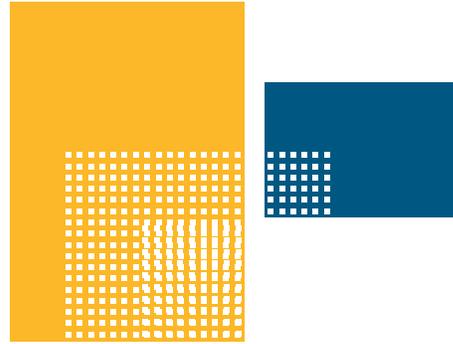
### David Steinhardt

President & CEO  
IDEAlliance  
100 Daingerfield Road  
Alexandria, VA 22314-2888  
Tel: 703 837-1066  
Fax: 703 837-1072  
Email: [dsteinhardt@idealliance.org](mailto:dsteinhardt@idealliance.org)

### Sara Freund

Executive Director, E-Business  
American Forest & Paper Association  
1111 19th Street, NW, Suite 800  
Washington, D.C. 20036-3603  
Tel: 202 463-2450  
Fax: 202 463-5180  
Email: [sara\\_freund@afandpa.org](mailto:sara_freund@afandpa.org)

More information is also available at the papiNet website — [www.papinet.org](http://www.papinet.org)



papiNet

*The Global Electronic Standards  
Initiative of the Paper and  
Forest Products Companies  
and Their Customers*

[www.papinet.org](http://www.papinet.org)



## papiNet - The Global Electronic Standards Initiative of the Paper and Forest Products Companies and Their Customers

papiNet is the global initiative to proactively develop, maintain and support the implementation of common electronic transaction formats for use among all parties engaged in the buying, selling, and distribution of paper and forest products. These electronic formats for business transactions and information exchange are needed to support the progressive move by business today towards increased system-to-system real-time exchange of information between buyers and sellers. The papiNet standard can be compared to your telephone's dial tone. Using XML and the Internet, the papiNet standard provides a digital dial tone that businesses can use to automate business information exchange. The papiNet standard leverages the existing communications infrastructure and builds on it, allowing businesses to communicate complex business documents as easily as voice communication. The papiNet standard includes common terminology and standard business documents (e.g. purchase orders, shipping notices, and invoices) for use in both domestic and international electronic transactions. In addition, the global initiative seeks to enhance adoption of the papiNet standard through support tools and services.

The goals of papiNet are to improve the reach and richness of communication throughout the supply chain, increase efficiencies of transactions and computer to computer business communications, and support interoperability with our trading partner industries. Critical mass is achieved by involving key players up and down the global supply chain.

### The papiNet standard responds to market needs and emerging opportunities through the Internet for efficient and cost effective execution of transactions.

The initial focus of the papiNet work has been driven by the pulp, paper and paperboard segments of the paper and forest products industry. The supply chains for paper products are becoming more complex through consolidation and globalization of manufacturers, merchants, converters, e-marketplaces and end-users. The pace of business continues to increase,

placing increased demands on the quality and type of information made available to the supply chain. Manual processes and older automation systems are not keeping up with demands. EMBARC (Electronic Manifest and Bar Coding of Paper Stock Shipments) and EDI (Electronic Data Interchange), developed over a 20 year period through the support of IDEAlliance (formerly the Graphic Communications Association), has been used successfully by many companies to improve supply chain communication. However, it has been expensive to implement and maintain, and is not widely used outside North America.

The Internet offers new opportunities for efficient and cost-effective execution of transactions. It is a truly global infrastructure available to all. The Internet requires a standard structure for documents (also called messages) in XML (Extensible Markup Language). The papiNet standard is the set of XML message standards needed for the paper industry and complements and expands upon the foundation laid by EDI.

### The papiNet standard is open, free and easy to adopt, providing common benefits to supply chain participants.

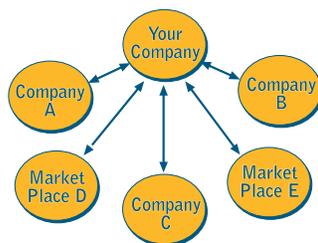
With the papiNet standard, companies will no longer need to negotiate and agree on data definitions and formats with each trading partner, a costly and arduous task. Instead, papiNet provides a common messaging interface to enable supply chain partners to have:

- a simplified process for dealing with multiple suppliers and customers through use of common business solutions.
- reduced manual work, resulting in fewer entry errors and improved supply chain management (e.g. replenishment, VMI).
- more "real-time" exchange of information and greater electronic information availability.
- the opportunity to participate in e-business transactions, irrespective of company size or technical expertise.

## Why Use Standards?



Without standards, for every transaction each trading partner must negotiate and agree on data, data definitions and formats to be exchanged.



With standards, trading partners need only negotiate and map for the first connection. Subsequent connections demand reduced effort and create fewer data issues, resulting in a more structured process.

Source: Chemical Industry Data Exchange

## Standards Development

The papiNet standard is developed and maintained by a dedicated, international team of business and technical experts. The process for development of standards begins with studying and documenting the business process. Next, electronic documents needed to operate the process are defined and described. Finally, case studies and examples of live XML messages are developed.

The first block of electronic transaction documents or messages was released to the public as Version 1.0 in June 2001. The messages are:

- Purchase Order
- Order Confirmation
- Invoice
- Call Off
- Delivery Message

The second set of messages was Version 1.1 released in February, 2002. The messages are:

- Request for Quotation (RFQ)
- RFQ Response
- Goods Receipt
- Credit/Debit Note
- Business Acknowledgement



# papiNet

Version 2.0 of the standard will be released in the third quarter of 2002 after a public comment period. It will include minor revisions to the existing standards and also include the following supply chain-focused messages:

- Product Attributes
- Information Request
- Inventory Status
- Planning
- Usage
- Order Status
- Inventory Change

Additional messages will be developed or adopted in 2003 to support business processes in transportation, logistics and planning, and product quality.

## Testing and Adoption of Standards by Companies

A major emphasis in 2002 and beyond is on the testing and initial usage of the papiNet standard by companies, beginning with paper suppliers, printers, and end-users in the publication papers business segment. The following companies have announced plans to test and use the papiNet standards during 2002:

Axel Springer Verlag	Madison Paper	Smurfit
Abitibi-Consolidated	Mayr-Melnhof	Södra
Bowater	MeadWestvaco	SP Newsprint
Brown Printing	News International	Stora Enso
Burda	Norske Skog	Tembec
Burgo	Perry Judd's	Time Inc.
ForestExpress	Quad Graphics	UPM-Kymmene
Holmen Paper	Quebecor World	Weyerhaeuser
International Paper	R. R. Donnelley	
Lands' End	Sappi	
M-real	SCA	

As we involve additional product segments (e.g. containerboard, paperboard, wood products) in a review of the existing standards and in the continued development of new standards, it is anticipated that more companies will embark on testing and adoption of the papiNet standard for their electronic transactions and communications with supply chain partners.

papiNet makes it easier for those companies adopting the standards to get started through:

- Documenting experiences of companies implementing the standards. See Stora Enso North America Case Study at [www.papinet.org](http://www.papinet.org).
- Making available a papiNet Implementation Guide on the papiNet web site.
- Providing easy-to-read style sheets displaying the contents of actual XML messages.
- Ensuring that the papiNet standards are compatible with other important open standards like ebXML.
- Providing assistance in properly understanding and interpreting the papiNet standards through online support on the papiNet web site.
- Establishing User Groups to 1) educate companies about the standards and how they can be used, 2) provide practical information on how to get started testing usage of the standard, and 3) hold a forum for companies already implementing the standards to share experiences and exchange information.

## papiNet — The Global Organization

papiNet is a joint effort supported by papiNet Europe, a consortium of European paper and forest products companies, and papiNet NA, a group of North American paper and forest products companies, distributors, printers, and customers.

The governance and strategic direction for papiNet is provided by the papiNet Executive Committee, with representation from papiNet Europe and papiNet NA. The members of each regional group speak with one voice on the Executive Committee, having consulted their respective Boards in advance.

The work of papiNet is conducted through joint committees and at the regional level. The Committee responsible for standards development is the Main Work Group (MWG). Other

joint committees oversee adoption and implementation of the standards, marketing and education, and globalization of papiNet beyond Europe and North America.

