



Requirements for Electronic Commerce Applications are *created* rather than elicited

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Challenges in developing e-commerce systems

- E-commerce systems *are part of a new way of doing business*
- Therefore, E-commerce system requirements :
 - are *created* rather than *elicited*
 - and business model design and software design are **tightly coupled processes**



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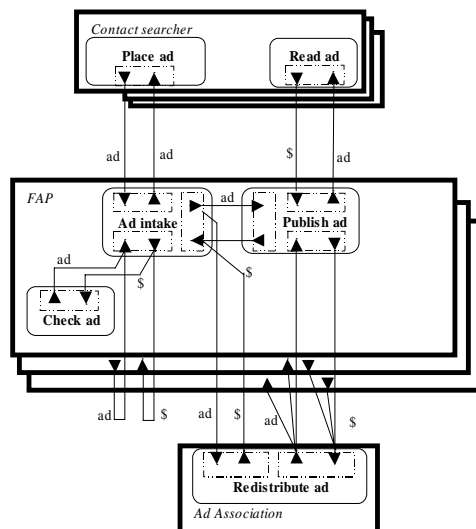
Case outline

- The Ad Association coordinates over 150 free ad papers (FAPs)
- FAPs are local, independent organizations
- Most ads have a local scope, contact ads have a world-wide scope
- Their question: how should an Internet based system for world-wide contacts ads look alike?



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Business model 1: FAP centred



The FAPs offer the service.

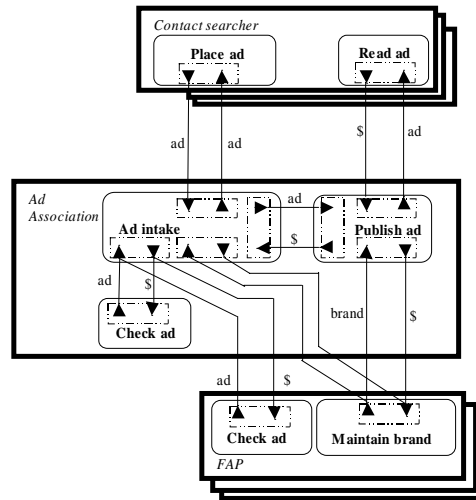
The Ad Association redistributes the ads.

Autonomy for FAPs



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Business model 2: Ad Association centred



The Ad Association offers the service.

FAPs only offer their brandname

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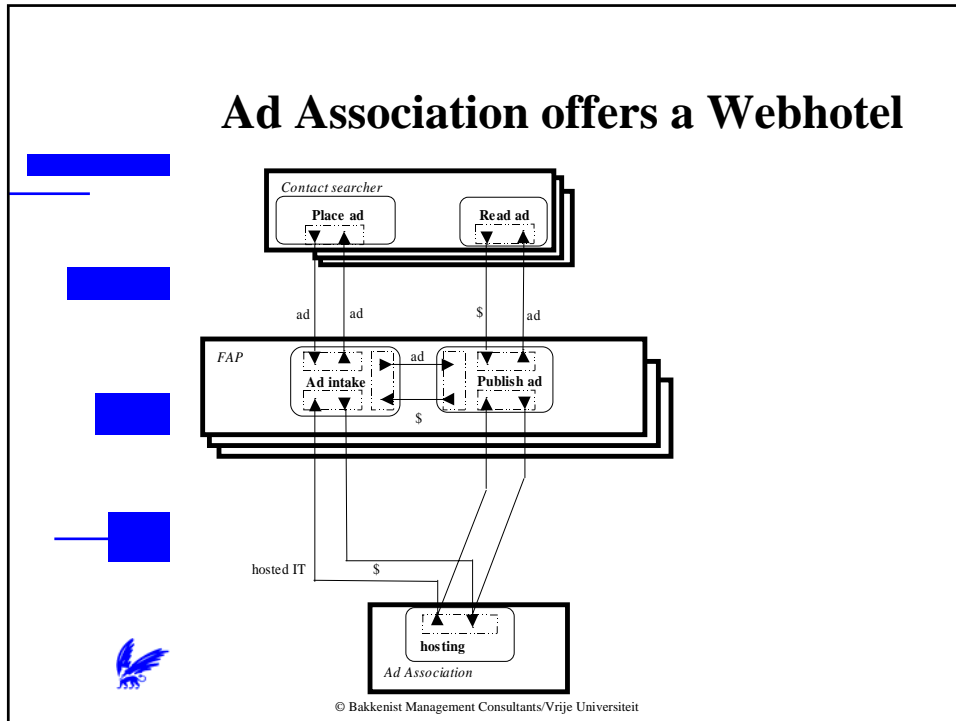
Business model implications for software architecture

<i>FAP centred</i>	<i>Ad Association centred</i>
Ad redistribution facility	No ad redistribution facility
Each FAP needs: <ul style="list-style-type: none"> - Webservice - Application component - Databaseserver - Internet connection 	Only the Ad Association needs: <ul style="list-style-type: none"> - Webservice - Application component - Databaseserver - Internet connection
No brand accounting facility	Brand accounting facility
Each FAP must be capable of handling electronic payments	Only the Ad Association must be capable of handling electronic payments

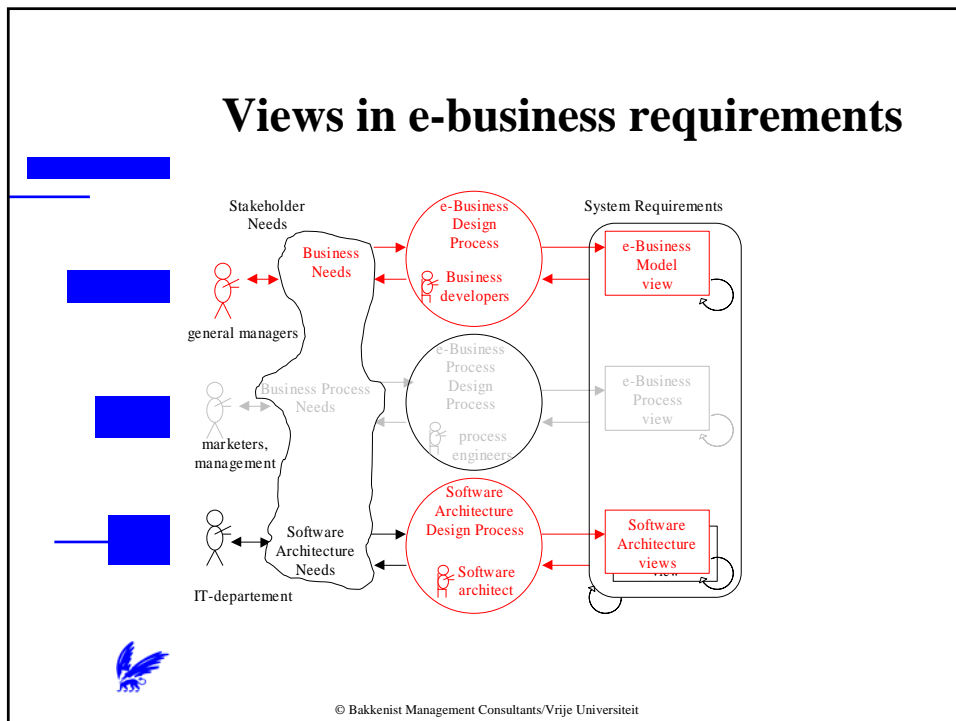
Autonomy has its price!
Time for a new business model?

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Ad Association offers a Webhotel



Views in e-business requirements



Conclusions

- **E-commerce system requirements :**

- **are *created* rather than *elicited*. It is easy to think a large number of business models.**

- **and business model design and software design are tightly coupled processes**

