

On the Spanning Hypothesis for EDI Semantics*

Steven O. Kimbrough

University of Pennsylvania, 3620 Locust Walk, Suite 1300, Philadelphia, PA 19104-6366
Kimbrough@Wharton.upenn.edu, (215) 898-5133, <http://opim.wharton.upenn.edu/~sok/>

Scott A. Moore

University of Michigan Business School, 701 Tappan Street, Ann Arbor, MI 48109-1234
samoore@umich.edu, (734) 763-4385, <http://www-personal.umich.edu/~samoore/>

Abstract

What EDI needs is a good semantics, that is, a workable formal theory of what EDI messages mean. As is widely recognized, the point applies to electronic commerce and to communications by artificial agents in general. Some progress has been made in this direction, but very much work remains to be done. In this paper we introduce and discuss the spanning hypothesis for agent (EDI, electronic commerce, ...) communication languages. The spanning hypothesis is a claim about the semantics for a given communication language, and we think it represents a necessary condition for truly successful artificial communication in electronic commerce. After discussing and clarifying the hypothesis, and how it might be confirmed, we present evidence in its favor from an analysis of several EDIFACT transaction sets.

1 Introduction

EDI (electronic data interchange), electronic commerce generally, societies of artificial agents—all these require and use formal communication languages for messaging among computer programs. This fact immediately raises the question of how best to design the languages to be used for messaging. Many such languages exist, are in daily use, and are undergoing refinement (notably X12 and UNEDIFACT in EDI and electronic commerce, KQML for artificial agents; we refer to all of these as ACLs—agent communication languages). Strong criticisms have been lodged against the designs of these ACLs, especially the EDI languages (cf., [1, 2, 3, 4, 5, 6]). Most of these criticisms are based on the fact that the theory of what the languages need to say, indeed the theory of what they already do say, is but embryonic. Such a theory is what we call a *semantics* for the language(s) in question.

The need for a semantics for EDI and for ACLs in general is well recognized. The following comment is representative of the literature's consensus.

Systems based on distributed agent architectures require an agent communications language having

a clearly defined semantics. . . . Without one, agent designers cannot be certain that the interpretation they are giving to a “performative” is in fact the same as the one some other designer intended it to have. Moreover, designers are left unconstrained and unguided in attempts to extend the set of communication actions, and they cannot be certain how the existing or newly defined communication acts will be used in interagent communications protocols. [7]

We agree with this description of the state of affairs today for ACLs. Although further documentation of the scene today would be useful, our aim here is to report progress in solving the design problem for ACLs. To that purpose, let us now consider more carefully why a semantics is needed for an ACL, particularly for one used for EDI.

2 On ACL Design Criteria

We may say that any ACL will consist of a lexicon plus rules of expression formation.¹ The lexicon is like a dictionary for a natural language, the rules of formation like a grammar. Together they (lexicon and rules of formation) determine every possible expression in the (formal, ACL) language in question. They thus set the expressive power of the language. Given this, what do (or should) we require of an ACL when we design it? Perhaps what is most important is that we want the language to be rich enough to say what needs to be said for the application we have in mind. For example, an EDI standard that could not express a purchase order or an invoice could not be taken very seriously. If an ACL can say what needs saying for a given application, we say that it *spans the domain*; it covers what needs to be said.

But spanning is not enough. We also require a degree of parsimony. For example, an ACL with an infinite number of (unspecified) predicates and functions is entirely unworkable from a practical standpoint. Such a language (think of it as all of first-order logic) could span any domain. Whenever

*File: span-sok-sam-19980622.TEX. Drafts: 19980617, 19980623.

¹There are important other elements, but they need not concern us here.

$$\begin{aligned}
& \exists e' \exists e'' \exists t' \exists t'' ((po(e) \wedge Speaker(e, s) \wedge \\
& Addressee(e, r) \wedge Theme(e, (e'|e'')) \wedge Cul(e, t)) \wedge \\
& (H(e) \leftrightarrow \\
& (delivering(e') \wedge Agent(e', r) \wedge Goal(e', s) \wedge Theme(e', g) \wedge \\
& Sake(e', e) \wedge Unit(e', g, u_g) \wedge Quantity(e', g, q_g) \wedge Cul(e', t') \wedge t' \leq t_{e'})) \wedge \\
& (H(e) \rightarrow \\
& (promising(e) \wedge \\
& (K(e) \leftrightarrow (paying(e'') \wedge Agent(e'', s) \wedge Goal(e'', r) \wedge Theme(e'', \$) \wedge \\
& Sake(e'', e') \wedge Unit(e'', \$, u_\$) \wedge Quantity(e'', \$, q_\$) \wedge Cul(e'', t'') \wedge t'' \leq t_{e''}))))))
\end{aligned}$$

Figure 1: Representation of a Simple Purchase Order (extensional approximation). (Note: Terms without quantifiers, e.g., e , $\$$, are names, or constants. $(x|y)$ is the compound event consisting of events x and y .)

expressivity problems were (thought to be) encountered one could simply add new predicates and functions. This trivializes spanning and leads to the sort of unhappy situation we have today with EDI: an undisciplined (and largely uncollected) lexicon with *ad hoc* additions, greatly complicating participation in electronic commerce.

There are other design criteria for ACLs, but these two will do for now. What emerges is a realization that spanning and parsimony are conflicting goals, so that good design requires wise tradeoffs. We might hope for designs that span and yet are maximally parsimonious. In search of this, we could fix the logic (grammar, or rules of formation) for a language and then seek a finite, even small, lexicon that could span the domain. Indeed, how else are we to imagine building an ACL that could really be used by artificial agents? Assuming this strategy, then, the importance of a semantics—a theory of what meanings need to be communicated—becomes apparent: with the semantics to guide us we know what needs to be said and, more importantly, we can circumscribe the language because we know what does not need to be said.

By way of making these remarks more concrete, consider a particular semantic representation for an EDI message: Figure 1. The expression in the Figure uses Kimbrough’s semantic theory for speech acts to state (in first-order logic) the meaning of a simple purchase order (see [8, 9, 10, 11] for development of the underlying theory). By way of explanation, suppose that s sends a purchase order to r at time t . The subject of s ’s purchase order is g (some goods), which s wishes to purchase in quantity q_g and units u_g , for delivery on or before time $t_{e'}$. For this, s is prepared to pay r an amount of money, $q_\$$, in units $u_\$$ on or before time $t_{e''}$. This is what we need to model with a semantic theory.

Under our analysis [12], this purchase order is a sort of speech act, uttered by s to r . The speech act is complex in that it is both a request (for r to deliver the goods) and a conditional

promise (that s will pay for the goods, if r delivers them). Given the analysis and the semantic theory, the purchase order is represented as in Figure 1. Is it correct? This question merits—and has had—a great deal of discussion. Notice, however, what we get when we translate Figure 1 more or less literally back into English. Here goes. “ e [think of it as the ID on the PO] is a purchase order, from s to r , dated t . A delivery [e'] of goods g is requested for the sake of this purchase order. The delivery should be to s by r (or r ’s agent), and should occur on or before $t_{e'}$. Measured in units u_g , the amount of goods delivered should be q_g . On condition that the delivery occurs as just described, s promises to pay [e''] r for the delivery. Payment will be in the form of money. Measured in units $u_\$$, payment will be in quantity $q_\$$, and will occur on or before $t_{e''}$.”

The match—between the original statement and the English translation of the semantic representation—is, we think, pretty good. Note in particular that inferences we can agree to in ordinary language work logically—formally—when formalized in accordance with this theory. For example, “If s sends a purchase order, e , to r , and r complies by delivering the goods as requested, and s does not then pay r for the goods, s breaks (fails to keep: $\neg K(e)$) s ’s promise to pay, e , associated with the purchase order.” Less stiltedly: “If you send a PO, get the goods, and don’t pay, then you have broken a promise.”

All this is well and good. It is part of the reasons why Kimbrough’s semantics for EDI is a promising enterprise, a contender. Our point in this paper is not to celebrate this fact, but to exploit it. Let us assume that the semantics, albeit very incomplete, is on the right track. What can we make of this?

3 The Spanning Hypothesis

Consider Figure 1 more carefully. It is remarkable that the expression in Figure 1 uses only predicates from a small

Rôle	Description
Agent	Volitional initiator of action
Patient	Object or individual undergoing action
Theme	Object or individual moved by action
Goal	Individual toward which action is directed
Source	object or individual from which something is moved by the event, or from which the event originates
Experiencer	Individual experiencing some event
Beneficiary	Object that benefits from the event
Location	Place at which the event is situated
Instrument	Secondary cause of event; the object or individual that causes some event that in turn causes the event to take place
Speaker	Volitional initiator of speech act (cf., Agent)
Addressee	To whom a speech act is directed
Unit	The unit of measurement for a given item
Quantity	The quantity of a given item (in the units)
Cul	culmination time for an event
Sake	x is for the sake of y

Table 1: Examples of thematic rôles. (See also [11].)

controlled vocabulary. Every predicate is either a verb (predicate beginning in lower case) or a *thematic rôle*. Thematic rôles are generic helper predicates used to qualify the meanings of particular verbs. (See [13, 14] for further discussion and their conceptual development in the context of linguistic theory.) Table 1 provides a starter list of standard thematic rôles; we assume the reader is familiar with verbs. What we find especially intriguing about Figure 1 is the possibility that the representational economy generalizes. What if the verbs and the thematic rôles belong to a public, controlled vocabulary; what if they can be well defined; what if they are limited in number? What if the smallish controlled vocabulary can be used in many different kinds of messages; and what if it allows us to express any purchase order, or indeed any EDI message at all? If these questions can be answered in the affirmative, then the strategy we discussed above—of fixing the semantics and identifying a finite, indeed smallish lexicon that spans the domain—will look very promising indeed.

It isn't quite that simple, for two reasons. First, EDI messages *do* need to say things about an indefinitely large number of things: “of shoes, and ships, and sealing wax. . .” and all the things, tangible and not, that can be subjects of commercial transactions. However, Figure 1—and more generally, Kimbrough's semantics—has something helpful to offer on this point. Notice how things like shoes and ships and sealing wax enter into the representation: through names (or more generally, referring expressions). In Figure 1, g names

the (kind of) goods that are subject of this purchase order. Think of g as the ID number of a catalog item. It is entirely consistent with Figure 1 and the associated semantics for g to be actually given as a URL, or any other expression that uniquely identifies the items that are subject of the purchase order. Thus, we have to qualify the strategy. We can still seek a smallish lexicon of controlled vocabulary, but we must assume that there is an open vocabulary—indefinitely large—of nouns and other referring expressions. This does not vitiate the general programme. Just as finite agents can be told about a smallish lexicon (of possibly complex predicates and functions), so they can be told about a smallish set of catalogs (with possibly very large and changing lists of simple elements).

The second problem is that it is not realistic to expect to fix the controlled lexicon indefinitely. There is always the possibility of some new sort of thing coming along. If that new thing could be defined in terms of existing predicates and functions, then there is not a problem. However, sometimes these new things are genuinely new, e.g., a new kind of pollution permit or export license, and new predicates will have to be added to the controlled lexicon. Again, this does not vitiate the programme. First, genuinely new things do not come along all that often. If they did, it is hard to see how automation for electronic commerce could have come as far as it has. Second, Figure 1—and more generally, Kimbrough's semantics—again has something helpful to offer us. Notice how dominant logical conjunction (\wedge) is in the Figure. This facilitates graceful, nondisruptive addition of semantic content. Suppose, for example, in the purchase order s wanted to stipulate that the carrier for the delivery should be FedEx. Define a new predicate, $Carrier(x,y)$ (“ y is the transport company used for event x ”) and add $Carrier(e', FedEx) \wedge$ to line 4 of Figure 1. This move generalizes nicely. See [13] for a discussion of this. It yields one of the best arguments for event semantics with thematic rôles (ES Θ semantics).

With this background and these qualifications at hand, we can now state what we think is a particularly interesting and plausible spanning hypothesis for EDI: *Using a semantics and rules of formation of the sort described by Kimbrough (cf., Figure 1) it will be possible to span the domain of EDI (electronic commerce generally) today, using an open vocabulary of nouns (mainly in the form of catalog items) and a smallish controlled vocabulary of predicates, consisting of verbs, thematic rôles, and a number of miscellaneous predicates.*

Of course, this is not a provable hypothesis—but it is testable and it is refutable. On the positive side it can be demonstrated by producing a lexicon that appears to do the trick, and success or failure in that endeavor is what is of primary importance. Of course, our spanning hypothesis is a bit vague—e.g., What do we mean by “smallish”?—but the important thing is to investigate the hypothesis and, e.g., to discover just how large and how constituted the controlled vocabulary should be.

So how can we investigate this spanning hypothesis? One way would be to look carefully at the composition of some existing EDI, say EDIFACT, transaction sets. Is it possible to interpret the elements used to define the EDI messages in a way that fits with ES Θ theory (as in Figure 1)? Can, say, the EDIFACT standards definitions be reduced to a series of predicates consisting of verbs, thematic rôles, and miscellaneous predicates, and if so, can these predicates naturally appear in many different transaction sets? This is exactly what we have set out to do. The remainder of this paper focuses on what we have found.

4 Translating messages

Part of the challenge facing us as we began this investigation was to choose a set of EDI documents that are in use but not too big. We ended up using EDIFACT messages that Compaq Corporation uses with their business partners.² In this section we examine some of these messages, translate them into our representation, and analyze the results.³

4.1 ORDERS document

A sample ORDERS document is shown in Figure 2 and our approximate translation of this document into English is shown in Figure 3. The translation of this document into an ES Θ representation is shown in Appendix A.1. The vocabulary necessary for this document is shown in Table 2 in the appendix.

The EDI message itself is a blanket purchase order from Compaq to one of its suppliers for 10 million pieces (at \$50 each) of part 123456. Delivery (by Airborne) is requested by March 1. Payment is due by 45 days from the date of the order and a 2% discount will be given if payment is received within 30 days. Arriving at this translation is not straight-forward. In the following we describe some of these problems, including leaving information vital to the message's interpretation out of the message itself (i.e., the message's leanness), idiosyncratic interpretation of data, and the complexity of the message definition. We follow the discussion of the EDI message itself with a discussion of the translation into the ES Θ representation.

In several fields in the ORDERS document, field values are identified as being assigned by one of the parties. The meaning of each of these fields is undefined by Compaq within this document, though it may be defined formally within the

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1 UNB+UNOB:1+003897733:01:MFGB-PO
  +PARTNER ID:ZZ+970101:1050
  +00000000000916++ORDERS
2 UNH+1+ORDERS:S:93A:UN
3 BGM+221+P1M24987E+9
4 DTM+4:970101:101
5 FTX+PUR+3++PURCHASE ORDER BEFORE LINE
  ITEM INSTRUCTIONS
6 RFF+CT:123-456
7 RFF+CR:1
8 NAD+SE+8049P::92++SUPPLIER NAME
9 NAD+BT+B2::92++COMPAQ COMPUTER
  CORPORATION+P O BOX 692000+HOUSTON+TX
  +77692000+US
10 NAD+BY+B2::92++COMPAQ COMPUTER
  CORPORATION
11 NAD+ST+CM6::92++COMPAQ COMPUTER
  CORPORATION+CCM6 RECEIVING DOCK
  :20555 SH 249+HOUSTON+TX+77070+US
12 CTA+PD+:CLARETTA STRICKLAND-FULTON
13 CTA+SR+:STEVE 10/19/92
14 TAX+9+++++3-00105-5135-3
15 CUX+2:USD:9
16 PAT+1++1:1:D:45
17 PAT+22++1:1:D:30
18 PCD+12:2
19 TDT+20++++::AIRBORNE
20 LOC+16+COMPAQ DOCK
21 TOD+2+CC+::ORIGIN COLLECT
22 LIN+000001++107315-001:BP
23 PIA+1+AA:EC+123456:VP
24 IMD+F+8+:::PART DESCRIPTION INFORMATION
25 QTY+21:10000000:PCE
26 DTM+2:970301:101
27 FTX+LIN+3++LINE ITEM COMMENTS
28 PRI+CON:50
29 UNS+S
30 UNT+29+1
31 UNZ+1+00000000000916

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Figure 2: Sample ORDERS document from Compaq

²EDI implementation information and sample documents were downloaded from Compaq's web site at <http://www.compaq.com/corporate/EDI/> on June 11, 1998.

³EDI messages, including EDIFACT messages, do not easily reveal their logical structure, but must be unpacked when they are interpreted by an agent [15]. In the interests of simplicity and focus, the representation we use in our analysis is much closer to the original EDIFACT representation than to Figure 1. We are mapping the EDIFACT definitions to predicates which in turn should be easily mappable into ES Θ format.

-
1. This is simply a document header, giving primarily addressing information
 2. This is message #1 in this document. This is a message of type ORDERS that conforms to standard S, 93A, UN.
 3. This is an original blanket order, numbered P1M24987E.
 4. The purchase order date is January 1, 1997.
 5. This is free text concerning the purchase order itself.
 6. This is contract number 123-456.
 7. Mistake. See text for explanation.
 8. Compaq identifies the seller as the vendor with code 8049P who is called 'Supplier name'.
 9. This provides the address to which the bill should be sent.
 10. The buyer is identified as Compaq, specifically the Scotland site (MFGB).
 11. This provides the address to which the goods should be shipped.
 12. Claretta is the purchasing contact.
 13. Steve is the sales representative.
 14. This is Compaq's tax ID number.
 15. U.S. dollars are the currency used in this document.
 16. Basic payment terms are that payment is due within 45 days from the date of the order.
 17. Discount payment terms are that the discount is given if payment is received by 30 days from the date of the order.
 18. The discount given is 2%.
 19. Main carriage transport is by Airborne.
 20. Transfer of ownership takes place on Compaq's dock.
 21. Dispatch conditions are 'collect'.
 22. The first line item has Compaq part number 107315-001.
 23. This part number has part number revision level AA. The vendor part number is 123456.
 24. The part is described here.
 25. 10,000,000 pieces are ordered.
 26. Delivery is requested on March 1, 1997.
 27. This contains free text related to the first line item.
 28. The contract price is 50.
 29. This begins the summary of the message.
 30. This asserts that there are 29 segments in this message.
 31. This asserts that there is 1 message in this document, and this document is referred to as 00...916.
-

Figure 3: Approximate translation of ORDERS document

interchange agreement or informally by practice. Thus, to send this purchase order to a new trading partner, that trading partner would have to set up its EDI system so that it could properly handle this information that is specific only to the messages from Compaq. And Compaq is not alone here. This is the difficulty of using EDI standards—each company puts information in them that makes them idiosyncratic to their company. Following are some examples from this message in which Compaq follows the standard but still creates a message that is idiosyncratic to Compaq (line numbers refer to Figure 3):

- According to the EDIFACT standard, Line 1 has a field called “date of preparation.” Compaq interprets this field as “date document transmitted.” (p. 8) Certainly, these can be different dates. Compaq’s interpretation is probably preferred since transmission is more easily verified than preparation. However, the standard defines the field as date of preparation; Compaq has changed this to suit their own needs.
- Line 8 asserts that the seller has vendor code 8049P and that this code is assigned by the buyer (Compaq, in this case).
- Line 14 states that Compaq’s tax ID number is 3-00... This also signals that this sale is taxable. If Compaq had used tax ID number 1-76..., then that would signal that this sale is not taxable. Thus, this piece of data includes both an assertion concerning the appropriate tax ID number and an assertion about the tax status of this potential sale.
- Line 23, according to the EDIFACT standard, states that AA is the engineering change level; however, Compaq interprets this value as Compaq’s part number revision level (p. 30). This is close to, but not the same as, the meaning of “engineering change level.”
- Line 26, read according to the standard, states that delivery is requested on March 1. Compaq’s instructions (p. 33) state that “[f]or blanket purchase orders [of which, this is one], this date will reflect a date in the future. The actual delivery requirements are conveyed in the DELJIT document.” Thus, March 1 is *not* the requested delivery date even though that is what the EDI standards says it is. March 1 is certainly “in the future” when compared with January 1, but is this a random date—generated simply to meet the requirements to have a date in this field—or does it have some meaning to either Compaq or the vendor? If it does, it is not stated in Compaq’s instructions. Further, if this were a regular purchase order (i.e., not a blanket order), then is this the date that Compaq wants delivery to begin or to finish? Again, this is not in the instructions so it must be determined either by the interchange agreement or by practice.

Another problem with EDI is that the complexity of the standards makes it difficult to construct messages that conform to them.

- Line 7 should not be in the document. Compaq’s own instructions for the ORDERS document (p. 14) states that this segment is only sent when the last field of the BGM segment (see line 3) is 5. As can be seen, the last field of that segment contains 9—so this document should *not* contain this segment. The purpose of pointing this out is not to chastise Compaq but to highlight that EDI documents are difficult to create, and that anyone can make a mistake, even a company putting together an instructional handout on how to properly create an EDI document.
- Line 8 is defined to have an additional mandatory field after the supplier name. However, Compaq’s notes state that this field is to be used only for purchase orders issued by Compaq Brazil (p. 15). Thus, Compaq seems to define two types of mandatory fields: one that is mandatory and one that is mandatory under certain conditions. A similar type of problem crops up with fields that are “conditionally” required. What is it conditional on? It doesn’t say in the message definition but knowledge of this condition is vital to putting together a valid message.
- Line 9 asserts that this item is being purchased by B2 (p. 41). This is a mistake. The example for this segment is also in error (p. 8). The instructions say that this value should indicate the routing directions for the return message. Since this message is coming from MFGB, this field should contain MFGB-PO. This is also an example of an idiosyncratic code that is unique to one of the parties.
- Line 10 also contains an error. The line starts NAD+BY+B2:: while it should, according to Compaq’s own instructions, start NAD+BY+MFGB (or, e.g., MFUS).
- Line 14 can include either a U.S. tax ID (taxable), a U.S. tax ID (non-taxable), or a Brazilian tax ID. It is not clear from this document how Compaq can (or, even, *if* it can) signal that the sale is non-taxable if the sale is to a Brazilian company. This is especially vexing considering that the fact that the sale to a U.S. company is taxable (or not) is only *implicitly* asserted in the document.
- Line 27 contains free text but Compaq’s notes (p. 34) asserts that these are only used by Compaq Houston. First, it does not say how these notes would be used; these are free text notes so they are not going to be interpreted by the computer in any case. The interchange agreement must provide the guidance, specifying how and when this text might be used.

Surprisingly, it does not say anywhere in the message that Compaq is the message’s sender. It does state that the interchange sender ID is 003897733; this may be the universal symbol for Compaq but to verify this fact, access to this “universal” code list, separate from the interchange agreement between trading partners, must be possible.

Similarly, lines 9, 10, & 11 do not state that the entity handling the payment, the entity buying the goods, and the entity receiving the goods are *the same entity*. These entities have the same text string representation but it is not stated that this is the same actual entity.

The above make it fairly clear that the EDI representation is anything but clear. Given this basis, translating the message into an ES Θ representation was sometimes problematic. Consider the following:

1. Agent(eOrd, cpq), Goal(eBill, cpq), (Goal(eShip, cpq), Agent(ePay, cpq), Goal(eoChg, cpq): All these together imply that the agent doing the ordering (cpq) is the same as the agent who will receive the bill, the agent who will receive the shipment, the agent who will make the payment, and the agent who will receive ownership of the goods. This information is not in the EDI message itself.
2. Related to the above, the EDI document contains the text COMPAQ COMPUTER CORPORATION three times. The ES Θ representation only contains it once since it represents that the entity being billed, buying, and receiving the shipment are one and the same.
3. The ES Θ representation contains the following:

```
& referenceDate(pt,
  ?x:(ordering(eOrd) & Cul(eOrd, x)
    & blanket(eOrd)
    & original(eOrd),
    & terms(eOrd, pt)))
```

This implies that the reference date for payment terms pt is x, where x is the date that a the original blanket order was placed. The EDI representation asserted that the reference date was the date of the purchase order (p. 24). If the current message were *not* the original order, then it would be possible that the date of this message to differ from the date of the order. The above representation makes this clear.

4.2 ORDRSP document

A sample ORDRSP document is shown in Figure 4 and our approximate translation into English is shown in Figure 5. The translation into an ES Θ representation is shown in Appendix A.2.

The ORDRSP message itself is a response to a previous purchase order from Compaq for 10,000,000 pieces (at \$50 each) of part 123456. Payment is due 45 days from the date of the order and a 2% discount will be given if payment is received within 30 days. Delivery (by Airborne) is requested on December 31, 1997. The vendor states that 20,000 pieces will be delivered on June 1, 1997.

When reading this ORDRSP document, the reader should realize that it is *not* exactly a purchase order response to the purchase order presented in the previous section. It differs in small ways. (The reference date for the original purchase order is given as '970116' and the part number referred to in line 22 is given as '130918-001', and the original requested delivery date is given on line 26 as '971231'.) Figure 4 uses bold text to show where this document duplicates the ORDERS document and uses italic text to show where this document *would* duplicate the ORDERS document were the response shown actually the response to the purchase order shown. (Sorry for this confused presentation; we are simply trying to use the original Compaq specifications and these, maybe not surprisingly, are confusing.) Taking the bold and italic lines together, it is clear that the ORDRSP document is a virtual copy of the ORDERS document (ignoring the contentless header (lines 1–2) and footer (lines 31–33)). It differs in the following ways:

1. Line 3 says this is a purchase order response. This is similar to what is done in the purchase order.
2. Line 4 gives the date of the purchase order response. This is also similar to what is done in the purchase order.
3. Line 6 signifies which purchase order this document is responding to.
4. Lines 28–30 specify a delivery schedule.

So, lines 3, 4, and 6 are bookkeeping information that would be expected to differ just slightly from the original purchase order while lines 28–30 contain the only real new information in this whole EDI document. This is somewhat surprising given how complicated this document looks.

It's unclear what ORDRSP is supposed to do. Are lines 7–27 simply supposed to confirm what was in the ORDERS document? Is it supposed to be able to modify the order? This information is not in the EDIFACT definition or, at least, it's not represented in the EDIFACT message itself. The message does not differentiate between a simple copy of what was in the ORDERS message and something that might differ.

For example, look at Compaq's usage of the ORDRSP message. This is essentially a perfect copy of the ORDERS message that it received plus data about a delivery schedule. Nowhere within the message does it actually say what the purpose of the message is. It is simply a bunch of data that is a "response". But what is a response? Moore has argued [16, Section 2] that this is not a speech act—it is information

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1 UNB+UNOB:1+PARTNER ID:ZZ+003897733
   :01:MFGB-PO+970101:1050+00000000000916+
   +ORDRSP
2 UNH+1+ORDRSP:S:93A:UN
3 BGM+231+1234567+9
4 DTM+137:970118:101
5 FTX+PUR+3++PURCHASE ORDER BEFORE LINE
   ITEM INSTRUCTIONS
6 RFF+OP:P1M24987E
7 DTM+4:970116:101
8 RFF+CT:123-456
9 RFF+CR:1
10 NAD+SE+8049P::92++SUPPLIER NAME
11 NAD+BT+B2::92++COMPAQ COMPUTER
   CORPORATION+P O BOX 692000+HOUSTON+TX
   +77692000+US
12 NAD+BY+MFGB::92++COMPAQ COMPUTER
   CORPORATION
13 NAD+ST+CM6::92++COMPAQ COMPUTER
   CORPORATION+CCM6 RECEIVING DOCK
   :20555 SH 249+HOUSTON+TX+77070+US
14 CTA+SR+:STEVE 10/19/92
15 CUX+2:USD:9
16 PAT+1++1:1:D:45
17 PAT+22++1:1:D:30
18 PCD+12:2
19 TDT+20++++::AIRBORNE
20 LOC+16+COMPAQ DOCK
21 TOD+2+CC+::ORIGIN COLLECT
22 LIN+000001++130918-001:BP
23 PIA+1+AA:EC+123456:VP
24 IMD+F+8+::PART DESCRIPTION INFORMATION
25 QTY+21:1000000:PCE
26 DTM+2:971231:101
27 PRI+CON:50
28 SCC+1
29 QTY+113:20000:PCE
30 DTM+67:971231:101
31 UNS+S
32 UNT+31+1
33 UNZ+1+00000000000916

```

Figure 4: Sample ORDRSP document from Compaq (**bold** text is for those lines that duplicate lines in the ORDRSP document, *italic* text is for those lines that would duplicate lines in the ORDRSP document if this document were a response to the order shown in the displayed ORDERS document)

-
1. This header contains primarily addressing information.
 2. This is message #1 in this document. This is a message of type ORDRSP that conforms to standard S, 93A, UN.
 3. This is an original purchase order response 1234567.
 4. The date of this response is January 18, 1997.
 5. This is free text concerning the purchase order itself.
 6. The original purchase order was numbered P1M24987E.
 7. The date of the original purchase order was January 16, 1997.
 8. This is contract number 123-456.
 9. Mistake. See text for explanation.
 10. The sender identifies the seller as the vendor with code 8049P (assigned by the buyer) who is called 'Supplier name'.
 11. This provides the address to which the bill should be sent.
 12. The buyer is identified as Compaq, specifically the Scotland site (MFGB).
 13. This provides the shipping address.
 14. Steve is the sales representative.
 15. U.S. dollars are the currency used in this document.
 16. Basic payment terms are that payment is due within 45 days from the date of the order.
 17. Discount payment terms are that the discount is given if payment is received by 30 days from the date of the order.
 18. The discount given is 2%.
 19. Main carriage transport is by Airborne.
 20. Transfer of ownership takes place on Compaq's dock.
 21. Dispatch conditions are 'collect'.
 22. The first line item has Compaq part number 130918-001.
 23. This part number has part number revision level AA. The vendor part number is 123456.
 24. The part is described here.
 25. 10,000,000 pieces are ordered.
 26. Delivery is requested on December 31, 1997.
 27. The contract price is 50.
 28. Delivery plans are firm.
 29. 20,000 pieces will be delivered.
 30. The delivery will be on December 31, 1997.
 31. This begins the summary of the message.
 32. This asserts that there are 31 segments in this message.
 33. This asserts that there is 1 message in this document, and this document is referred to as 00...916.
-

Figure 5: Approximate translation of ORDRSP document

about the conversational structure. We will take that position here. It remains to determine what this message is doing. In this case Compaq seems to be *confirming* with the vendor that the information within this document is the same as the information that the vendor sent.

Consider one piece of data (among many) that the ORDRSP message contains that relates to the ORDERS data. Suppose that the ORDERS message said that there would be a 2% discount for payment within 30 days. In most instances the ORDRSP message would also state that there would be a 2% discount for payment within 30 days. In other cases the ORDRSP message might say that there would be a 3% discount for payment within 30 days. Several thoughts:

1. It's almost uncontroversial that the original ORDERS message is a conditional offer to purchase. However, it doesn't say this in the ORDERS message.
2. When the ORDRSP message has the same discount value as in the original ORDERS message, the sender is accepting the offer (conditional on how it reacts to the message as a whole). Again, it doesn't say this in the message. The addressee can only figure this out by looking in its own database and matching the incoming ORDRSP message with the original outgoing ORDERS message.
3. When the ORDRSP message has a different discount value, the sender is both rejecting the original offer and presenting a counteroffer. Again, it doesn't say this in the message and it can only be determined by matching the incoming message with previous outgoing messages. Then again, it might not necessarily be rejecting the original offer—it might simply be presenting an alternative that it wants the recipient to consider with the original value. So which does it mean? The only way to tell is by 1) looking at the original agreement (if it is detailed enough) between the two companies to see what they want it to mean, or 2) looking at the code that handles the message to see what it actually does, or 3) talk to the people involved to see how they think it should be handled or how it actually is handled when people are involved (regardless of what the formal agreement says should be done or what the code implements). So here we have a situation where the meaning of a message is determined by 1) the content of the message, 2) the content of a previous message, 3) an agreement between two companies and/or people involved in the transaction and/or the code that handles a message. This is not a pretty picture.

Another example of the above is the delivery schedule that is proposed in the ORDERS message and then also contained in the ORDRSP message. Notice that the ORDRSP message states that 10 million pieces were ordered and that Compaq wants the delivery by the end of the year. The ORDRSP message states that 20 thousand pieces will be delivered by the end

of the year. At the very least, the ORDRSP message leaves some vital information out of the response: When will the other pieces be delivered? Will the vendor deliver the other pieces or is it only committing to deliver one-five-hundredth of the requested amount? If there's a problem with the purchase order, is it with the price or delivery schedule or what?

5 Conclusion

There are two main contributions in this paper. First, we have introduced, discussed and articulated a rather nuanced spanning hypothesis for EDI semantics. The hypothesis, or rather demonstration of its truth, should be seen as essentially a necessary condition for genuinely successful widespread automation in electronic commerce. If the hypothesis is not true in a given domain, how successful can EDI be? So, the hypothesis should be seen as characterizing a programme of research.

Second, we have presented findings from that programme of research. We have examined several EDIFACT transaction sets—actually used by the Compaq Corporation—to see whether and how well they fit the spanning hypothesis. Our findings are positive, but qualified. On the positive side, it would appear that the elements used to define the transaction sets we examined can rather naturally fit into the $ES\Theta$ semantics developed by Kimbrough, and can do so with considerable economy and prospect for reuse on other transaction sets. We note two qualifications. First, we found what others have found: underspecification of the standards, and idiosyncratic use and interpretation of them. We believe (and surely hope) that a good semantics can contribute materially to overcoming this sort of problem, but this has not yet been demonstrated conclusively. Second, the list of required predicates for the controlled lexicon has grown nontrivially. Compare Table 1 with Table 2. Even so, Table 2 is surely smallish compared to the original EDIFACT definitions.

Much remains to be discovered, but there are reasons for optimism.

A Sample messages

A.1 ORDERS message

```
ordering(eOrd)
& Agent(eOrd, cpq)
& Addressee(eOrd, vend)
& Theme(eOrd, [item1])
& Cul(eOrd, '970101')
& Type(eOrd, 'ORDERS')
& blanket(eOrd)
& original(eOrd)
& referenceNumber(eOrd, 'P1M24987E')
& freeText(eOrd, 'PURCHASE ORDER
BEFORE LINE ITEM INSTRUCTIONS')
& contract(eOrd, ct)
```

```
& referenceNumber(ct, '123-456')
& referenceNumber(vend, '8049P')
& name(vend, 'SUPPLIER NAME')
& billing(eBill)
& Agent(eBill, vend)
& Goal(eBill, cpq)
& Location(eBill, bt)
& name(cpq, 'COMPAQ COMPUTER CORPORATION')
& addressLine(bt, 1, 'PO BOX 692000')
& addressCity(bt, 'HOUSTON')
& addressSubCountry(bt, 'TX')
& addressPostalID(bt, '77692000')
& addressCountry(bbt, 'US')
& referenceNumber(cpq, 'MFGB')
& shipping(eShip)
& Agent(eShip, vend)
& Goal(eShip, cpq)
& Location(eShip, st)
& addressLine(st, 1, 'CCM6 RECEIVING DOCK')
& addressLine(st, 2, '20555 SH 249')
& addressCity(st, 'HOUSTON')
& addressSubCountry(st, 'TX')
& addressPostalID(st, '77070')
& addressCountry(st, 'US')
& method(eShip, 'MAIN CARRIAGE TRANSPORT')
& carrier(eShip, 'AIRBORNE')
& contact(eOrd, cpq,
    'CLARETTA STRICKLAND-FULTON')
& contact(eOrd, vend, 'STEVE 10/19/92')
& taxIDNumber(cpq, '3-00105-5135-3')
& Type('3-00105-5135-3', 'US')
& Type('3-00105-5135-3', 'TAXABLE')
& currency(eOrd, 'USD')
& paying(ePay)
& Agent(ePay, cpq)
& Goal(ePay, vend)
& Location(ePay, 'ORIGIN COLLECT')
& terms(ePay, [pt, disc])
& Type(pt, 'BASIC')
& referenceDate(pt,
    ?x:(ordering(eOrd) & Cul(eOrd, x)
        & Theme(eOrd, eOrd)
        & blanket(eOrd)
        & original(eOrd)
        & paymentTerms(eOrd, pt)))
& units(pt, 'DAY')
& quantity(pt, 45)
& Type(disc, 'DISCOUNT')
& referenceDate(disc,
    ?x:(ordering(eOrd) & Cul(eOrd, x)
        & Theme(eOrd, eOrd)
        & blanket(eOrd)
        & original(eOrd)
        & paymentTerms(eOrd, disc)))
& units(disc, 'DAY')
& quantity(disc, 30)
& units(disc, 'PCT')
& quantity(disc, 2)
& ownershipChanging(eOChg)
```

```

& Agent(eOChg, vend)
& Goal(eOChg, cpq)
& Location(eOChg, 'COMPAQ DOCK')
& itemNumber(item1, '130918-001', c1)
& catalog(c1, cpq)
& itemNumber(item1, '123456', c2)
& catalog(c2, vend)
& Type(c2, 'AA')
& Type(item1, 'PRODUCT')
& description(item1, 'PART
    DESCRIPTION INFORMATION')
& quantity(item1, 10000000)
& units(item1, 'PCE')
& price(item1, 50)

```

A.2 ORDRSP message

```

confirming(eConf)
& Agent(eConf, vend)
& Addressee(eConf, cpq)
& Theme(eConf, eOrd)
& Cul(eConf, '970118')
& referenceNumber(eConf, '1234567')
& original(eConf)
& ordering(eOrd)
& Agent(eOrd, cpq)
& Addressee(eOrd, vend)
& Theme(eOrd, [item1])
& Cul(eOrd, '970116')
& Type(eOrd, 'ORDERS')
& blanket(eOrd)
& original(eOrd)
& referenceNumber(eOrd, 'P1M24987E')
& freeText(eOrd, 'PURCHASE ORDER
    BEFORE LINE ITEM INSTRUCTIONS')
& contract(eOrd, ct)
& referenceNumber(ct, '123-456')
& referenceNumber(vend, '8049P')
& name(vend, 'SUPPLIER NAME')
& billing(eBill)
& Agent(eBill, vend)
& Goal(eBill, cpq)
& Location(eBill, bt)
& name(cpq, 'COMPAQ COMPUTER CORPORATION')
& addressLine(bt, 1, 'PO BOX 692000')
& addressCity(bt, 'HOUSTON')
& addressSubCountry(bt, 'TX')
& addressPostalID(bt, '77692000')
& addressCountry(bbt, 'US')
& referenceNumber(cpq, 'MFGB')
& shipping(eShip)
& Agent(eShip, vend)
& Goal(eShip, cpq)
& Location(eShip, st)
& addressLine(st, 1, 'CCM6 RECEIVING DOCK')
& addressLine(st, 2, '20555 SH 249')
& addressCity(st, 'HOUSTON')
& addressSubCountry(st, 'TX')
& addressPostalID(st, '77070')

```

```

& addressCountry(st, 'US')
& method(eShip, 'MAIN CARRIAGE TRANSPORT')
& carrier(eShip, 'AIRBORNE')
& contact(eOrd, vend, 'STEVE 10/19/92')
& currency(eOrd, 'USD')
& paying(ePay)
& Agent(ePay, cpq)
& Goal(ePay, vend)
& Location(ePay, 'ORIGIN COLLECT')
& terms(ePay, [pt, disc])
& Type(pt, 'BASIC')
& referenceDate(pt,
    ?x:(ordering(eOrd) & Cul(eOrd, x)
        & Theme(eOrd, eOrd)
        & blanket(eOrd)
        & original(eOrd)
        & paymentTerms(eOrd, pt)))
& units(pt, 'DAY')
& quantity(pt, 45)
& Type(disc, 'DISCOUNT')
& referenceDate(disc,
    ?x:(ordering(eOrd) & Cul(eOrd, x)
        & Theme(eOrd, eOrd)
        & blanket(eOrd)
        & original(eOrd)
        & paymentTerms(eOrd, disc)))
& units(disc, 'DAY')
& quantity(disc, 30)
& units(disc, 'PCT')
& quantity(disc, 2)
& ownershipChanging(eOChg)
& Agent(eOChg, vend)
& Goal(eOChg, cpq)
& Location(eOChg, 'COMPAQ DOCK')
& itemNumber(item1, '107315-001', c1)
& catalog(c1, cpq)
& itemNumber(item1, '123456', c2)
& catalog(c2, vend)
& Type(c2, 'AA')
& Type(item1, 'PRODUCT')
& description(item1, 'PART
    DESCRIPTION INFORMATION')
& quantity(item1, 10000000)
& units(item1, 'PCE')
& forecasting(eFC)
& Type(eFC, 'FIRM')
& Agent(eFC, vend)
& Goal(eFC, cpq)
& Theme(eFC, eShipl)
& shipping(eShipl)
& Agent(eShipl, vend)
& Goal(eShipl, cpq)
& Cul(eShipl, '971231')
& Theme(eShipl, item1)
& units(item1, 'PCE')
& quantity(item1, 20000)

```

Standard roles	
Addressee(x, a)	a is the addressee of x
Agent(e, x)	the agent of event e is x
Cul(e, d)	e culminates on date d
Location(e, x)	e takes place at location x
Theme(e, x)	x is the theme of e
Type(a, b)	a can be subtyped as b
Verbs	
billing(x)	x is a billing event
confirming(x)	x is a confirming event
forecasting(x)	x is a forecasting event
ordering(x)	x is an ordering event
ownershipChanging(x)	x is an ownership changing event
paying(x)	x is a paying event
shipping(x)	x is a shipping event
Miscellaneous	
addressCity(x, y)	the city of x is y
addressCountry(x, y)	the country of x is y
addressLine(x, y, z)	address line number y for x is z
addressPostalID(x, y)	the postal id for x is y (ZIP code for US)
addressSubCountry(x, y)	the sub-country identifier for x is y (state for US)
billTo(x, y)	bill to y for x
blanket(x)	x is a blanket action or event
carrier(x, y)	the carrier for delivery of x is y
catalog(x, y)	x is a catalog of y
contact(x, y, z)	the contact for x at party y is z
contract(x, y)	the contract number for x is y
currency(x, y)	the currency for x is expressed in y
description(x, y)	x is described by y
freeText(x, y)	free text associated with x is y
itemNumber(x, y, z)	item x has part number y in catalog z
method(x, y)	the method for x is y
name(x, y)	the name of x is y
original(x)	x is an original message
price(x, y)	the price of y is x
quantity(x, y)	there are y units of x
referenceNumber(x, y)	the reference number for x is y
schedule(x, y)	the delivery schedule for x is y
seller(e, x)	x is the seller in the e event
taxIDNumber(x, y)	the tax id number of x is y
terms(e, x)	the terms for event e is x
units(x, y)	the units of x are expressed in y's

Table 2: Application vocabulary

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