

EDItX and ONIX sitting in a tree...

Graham Bell
EDItEUR

Building a better business, 12 April 2018

About me

- 20+ years experience at the point where book publishing and technology meet
- formerly senior manager in IT department for HarperCollins UK
- led development of bibliographic, editorial and digital asset management systems, involved in e-book, e-audio, print-on-demand and online projects
- joined EDItEUR in mid-2010, responsible for overall development of EDItEUR's range of standards for the book industry

About EDItEUR

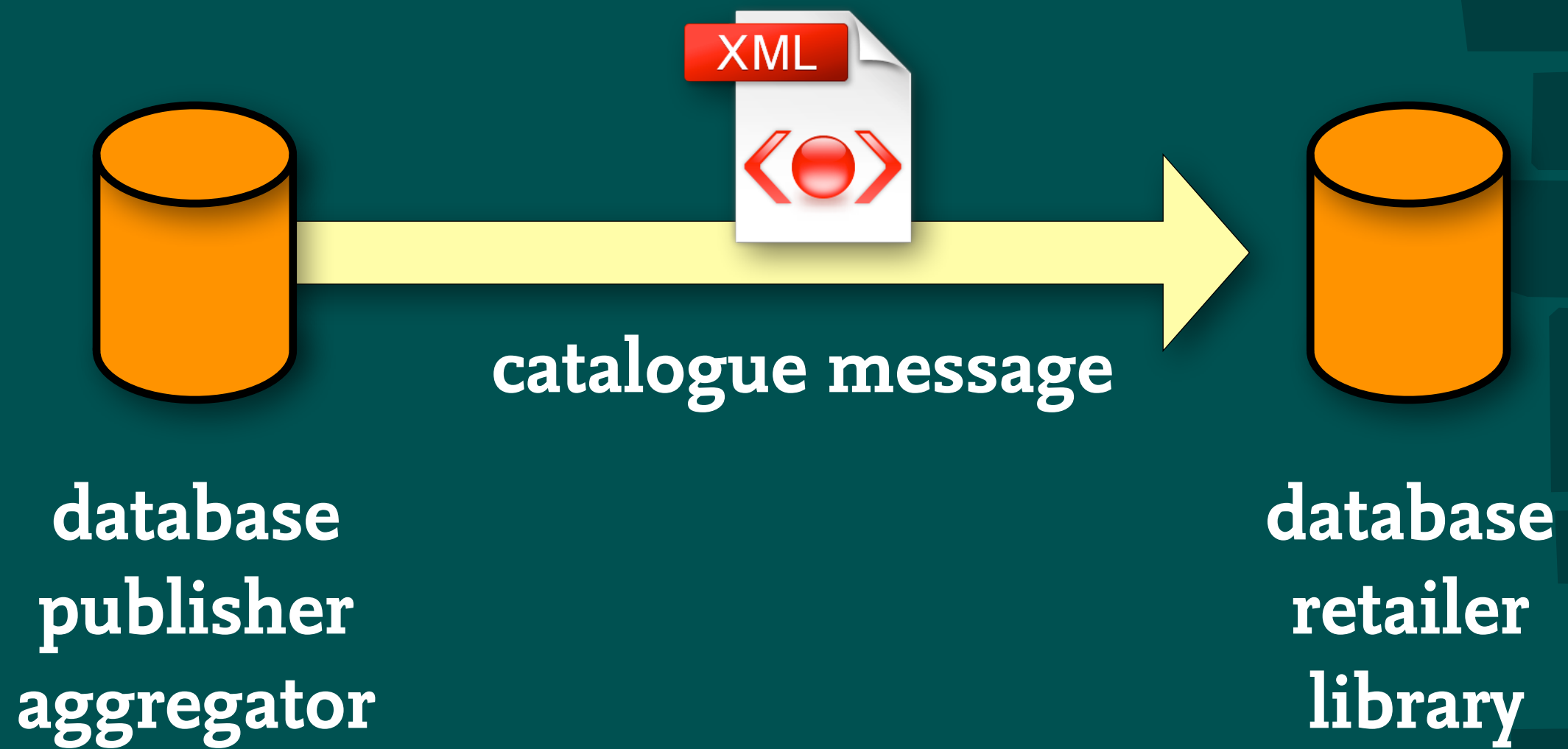
- a not-for-profit membership organisation
- develops, supports and promotes metadata and identification standards for the global book, e-book and serials supply chains
- acknowledged centre of expertise on standards and metadata for the industry
- based in London, but a global membership of publishers, distributors, wholesalers, retailers, subscription agents, libraries, system vendors, rights organizations and trade associations

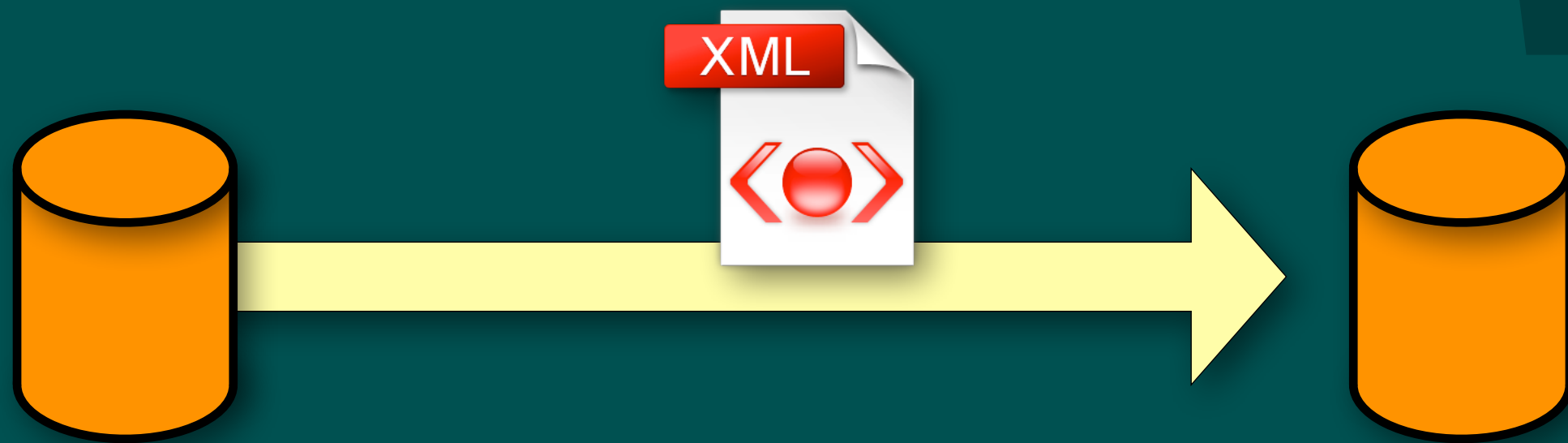
About EDItEUR

- responsible for development of ONIX, *Thema*, EDItX standards
- also provides management services to ISNI-IA, IDF and LCC
- we work closely with other standards bodies and trade associations, to ensure our standards meet the needs of their stakeholders too
- member participation is vital, to ensure that standards keep pace with evolving business requirements

ONIX







- ONIX is a *message specification*
- used globally, by many software vendors
- enables automated handling of the catalogue



The metadata supply chain

- flows from publisher toward retailer
- data transferred electronically
- in a standardised format to enable automation
 - via web forms, Excel files, ONIX data feeds
 - *not* e-mails, faxes, phone calls...
- value arises from 'discoverability'
- but also from the efficiencies in a smarter supply chain

EDItX





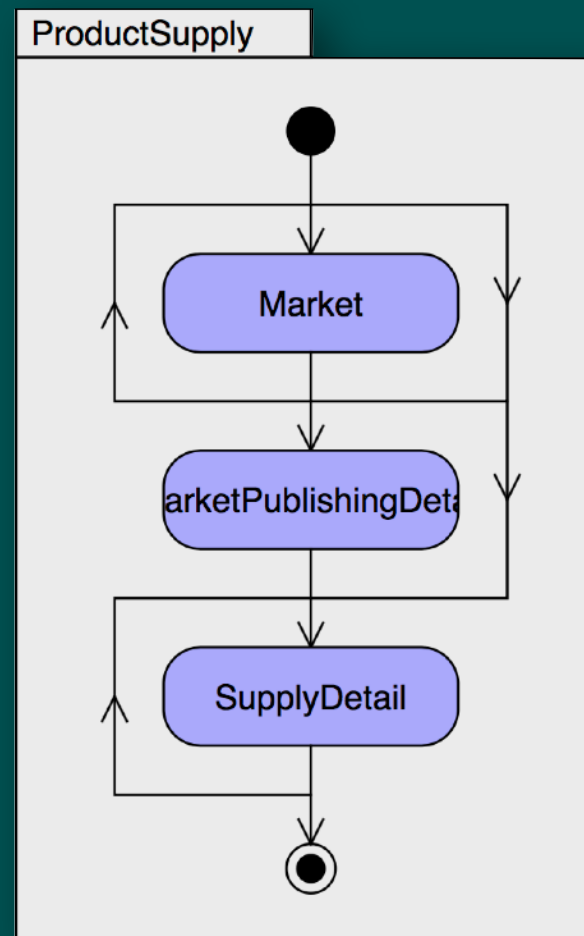
The EDItX family

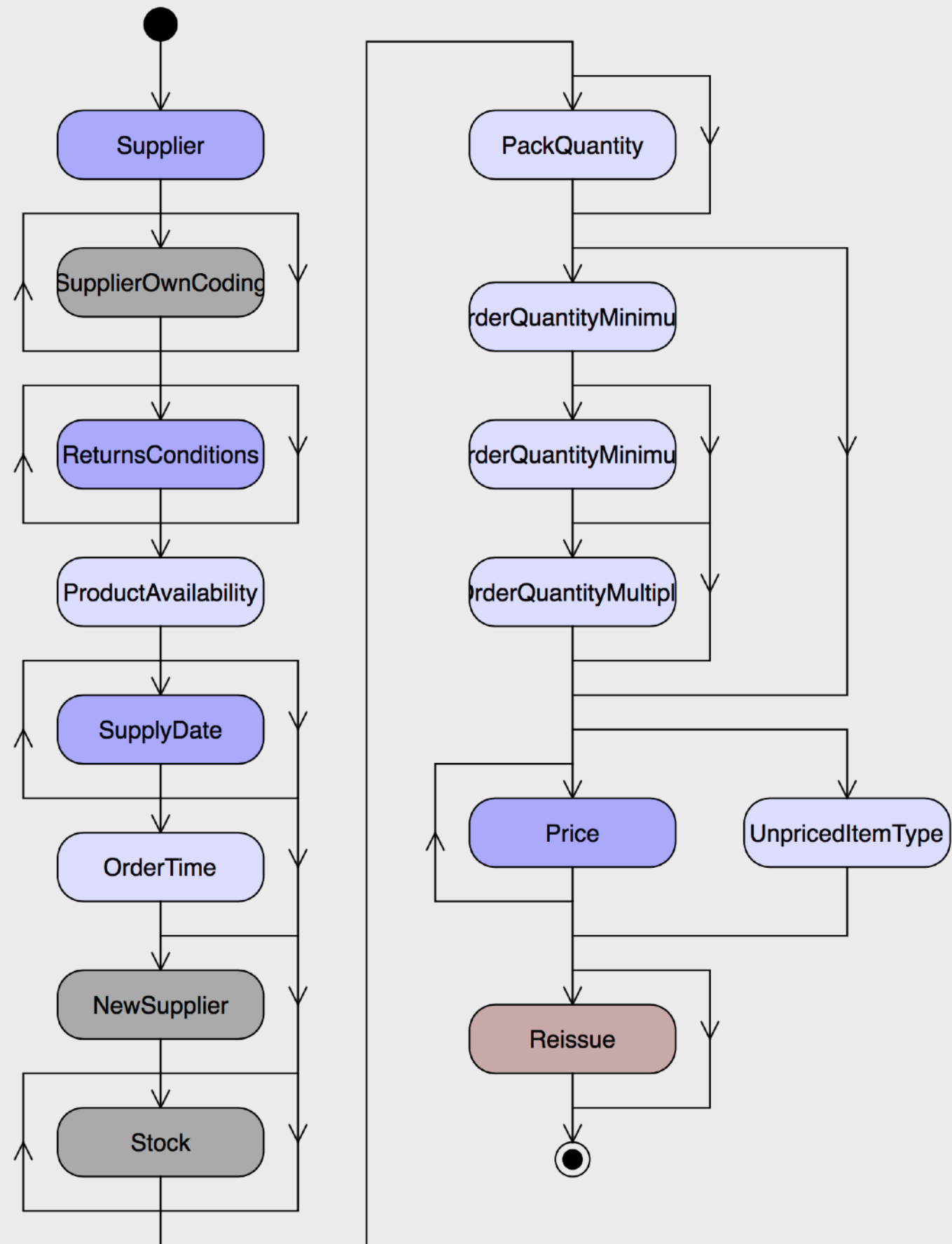
- stock enquiry, stock report
- orders, order response, order cancellation
- invoice, credit note
- return request, return authorisation
- variants for library supply
- inventory and sales reporting
- some of these are encapsulated within various BIC Realtime API specifications

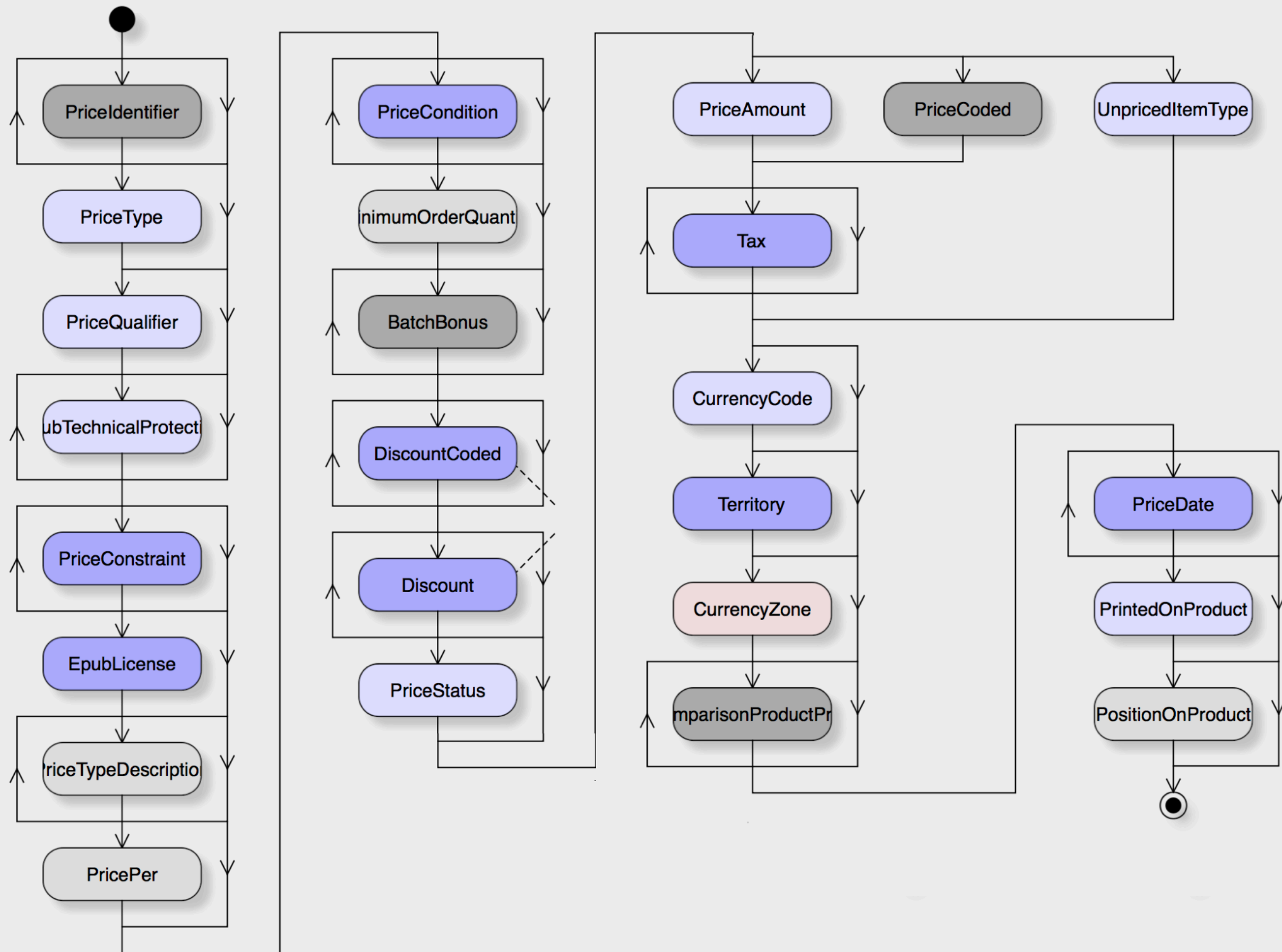


- EDItX sales report is also a *message specification*
- so far, used *much* less
- flat file (Excel-like) variant used in North America

Prices







Pricing

- the days of one product with just two prices, maybe for home and export sales, are gone
- prices form a *complex multi-dimensional matrix*
- ONIX provides for several different ‘dimensions’
 - price type
 - end customer type (price qualifier)
 - territory
 - dates of validity
 - conditions
 - usage constraints & licensing
 - currency
 - minimum order quantity

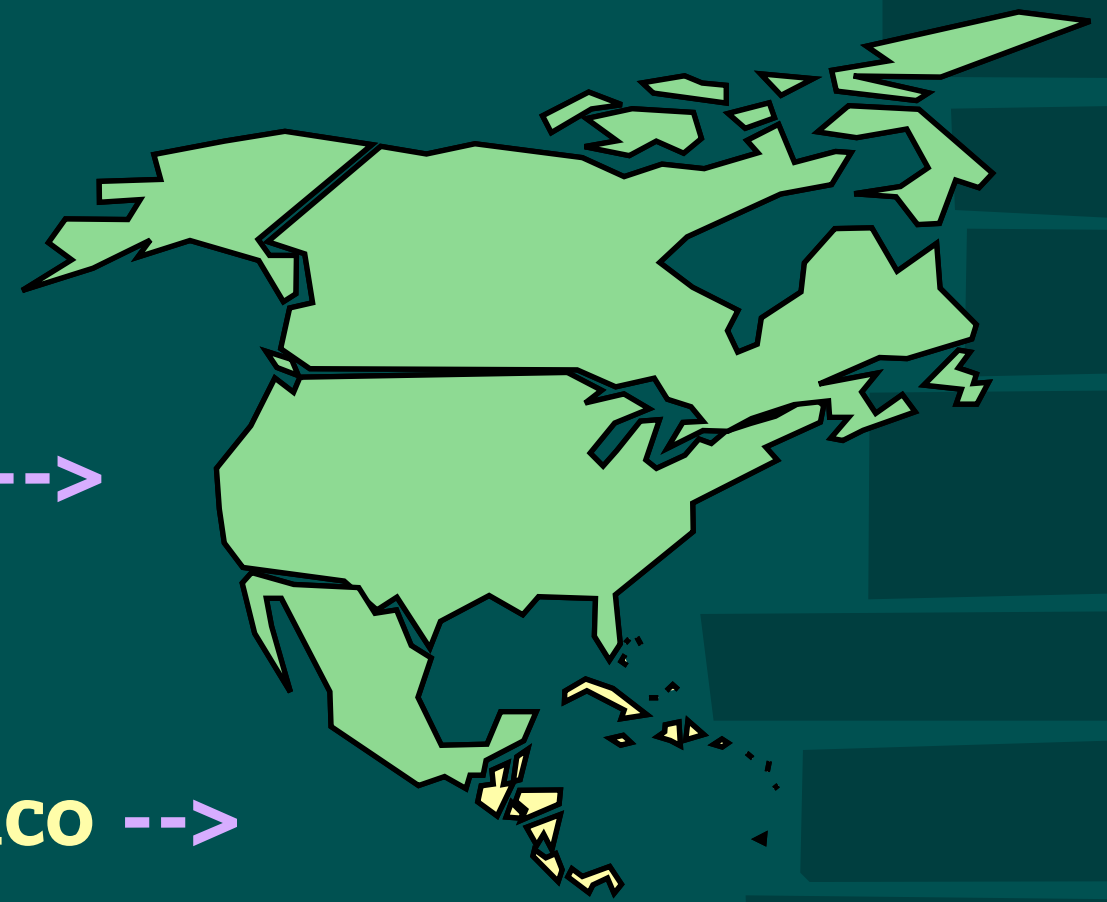


<Price>

<!-- in USD for USA -->

</Price>





<Price>

<!-- in USD for USA -->

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<!-- in MXN for Mexico -->

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<!-- in CAD for Canada -->

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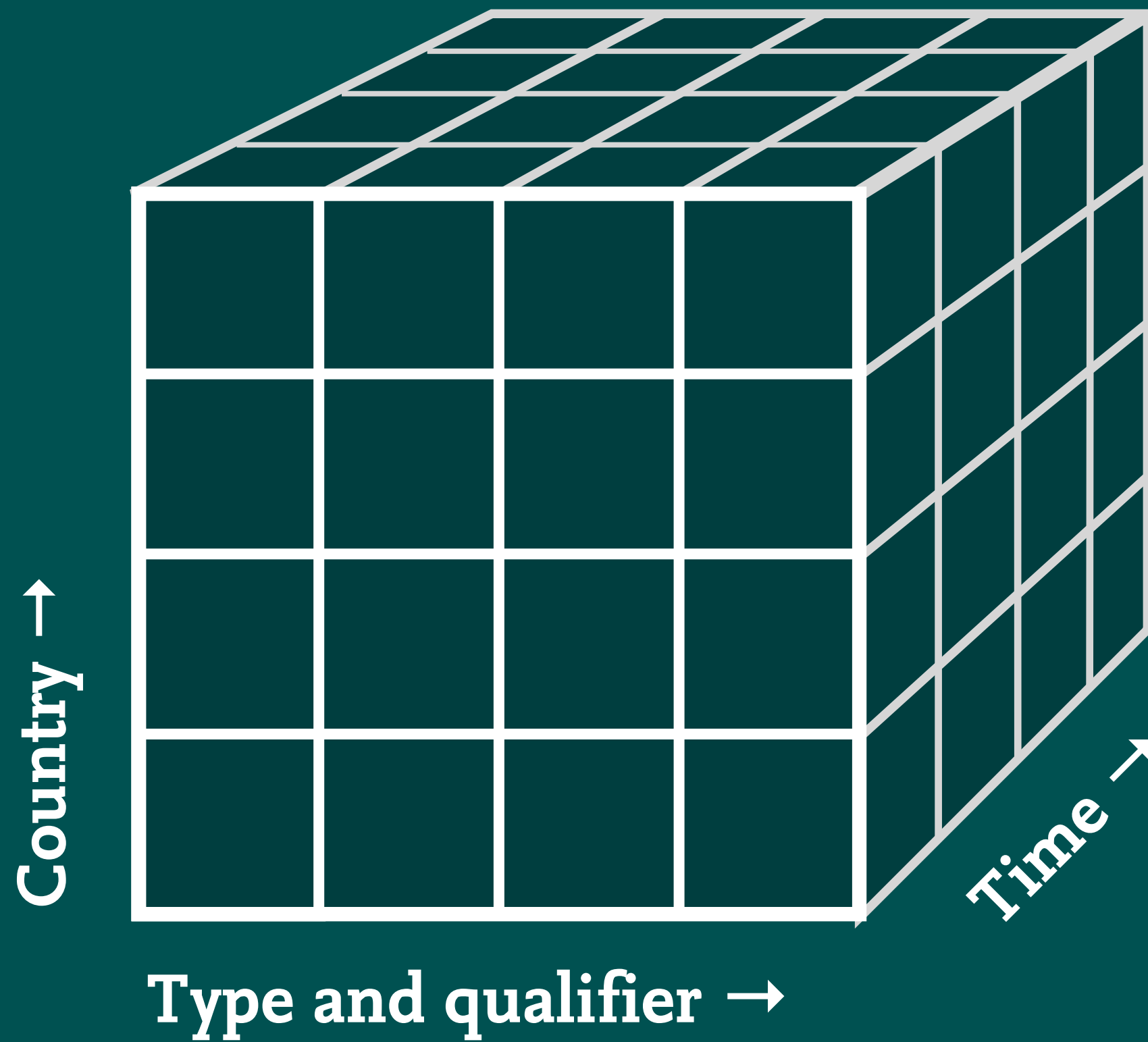
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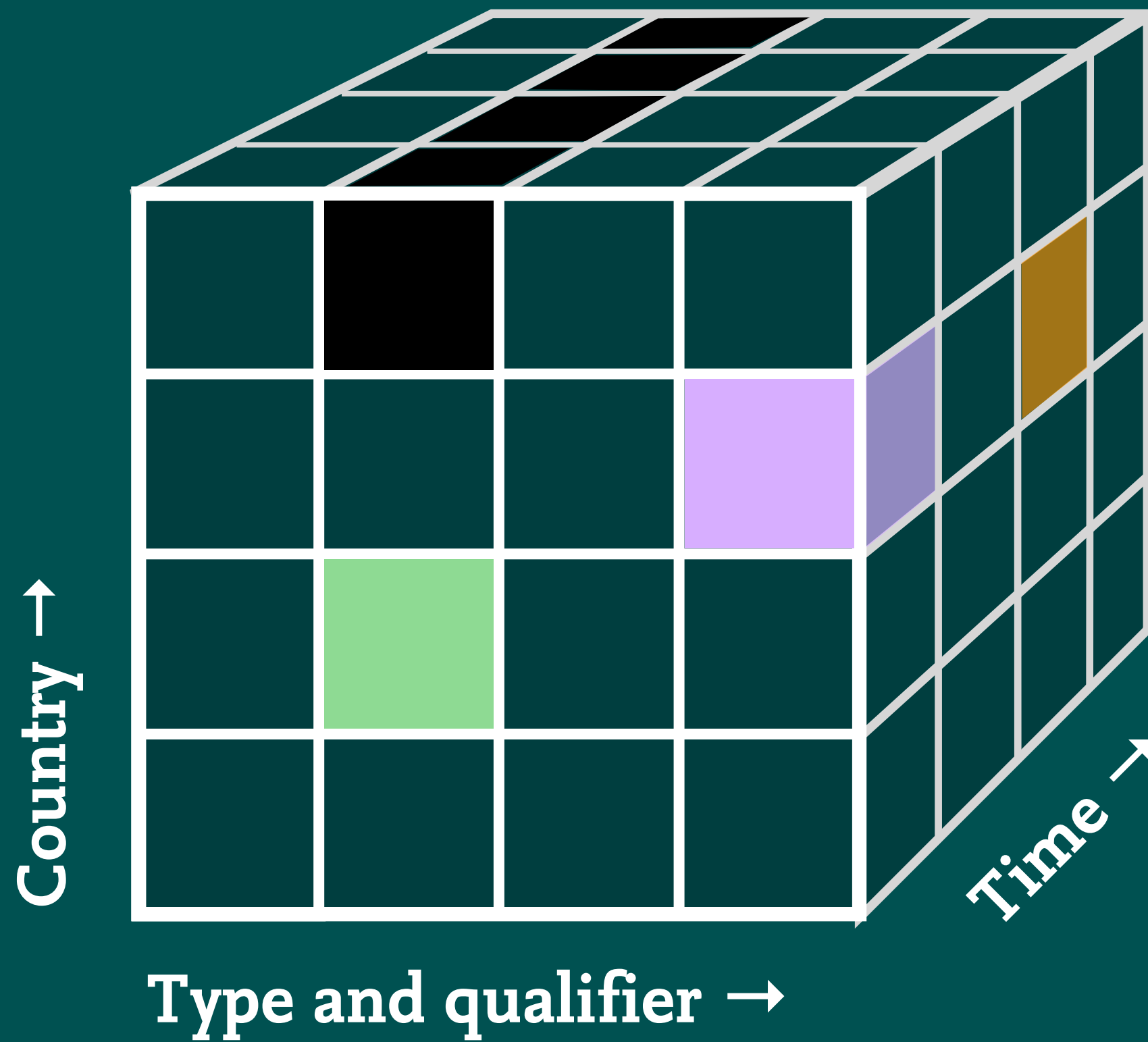
Country →

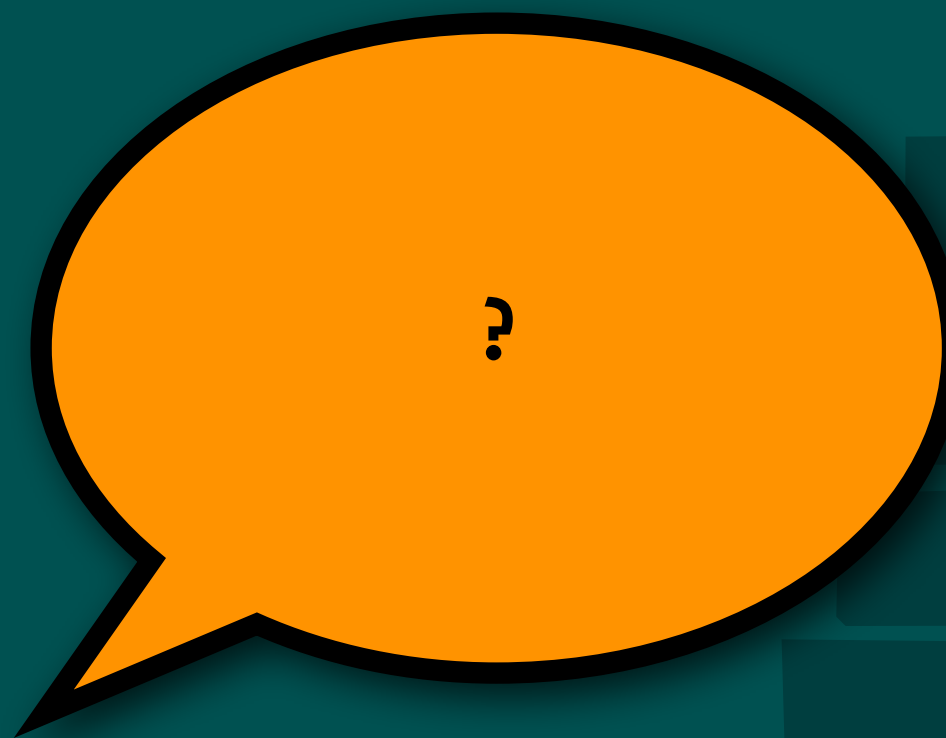


Country →

Type and qualifier →







Pricing

- each cell in the matrix
 - has a price type
 - end customer type (price qualifier)
 - territory
 - dates of validity
 - conditions
 - usage constraints & licensing
 - country
 - minimum order quantity
- that defines where, when, it what circumstances and to whom it applies

Pricing

- each cell in the matrix can *also* include
 - the actual price amount (and currency)
 - or ‘free of charge’
 - or a price *code* (like an Apple tier)
 - a status – provisional or firm
 - tax breakdown (for prices that include tax)
 - trade discount or discount code (for RRPs)
 - price printed on product (and its location)
 - an identifier for that price cell

Pricing

- the structure allows for wholesale and retail reseller models, agency pricing, library or institutional pricing, bundles and BOGOFs, rentals, price tiers, ‘subscriptions’, complex tax structures, free of charge products...
- note that you can do *some* but not all of the above in ONIX 2.1 – for full flexibility, you need ONIX 3.0
- and yet if you just have ‘one product, two prices’, it’s still relatively simple

We need to be able to *report*
on all these different prices

We need to be able to *report*
on all these different prices

and right now, we can't

**We need to be able to *report*
on all these different prices**

**these things are possible
in ONIX, but not yet
in EDItX**

EDItX sales report

- developed and documented updated specification
- incorporating extra price dimensions to align with options available in ONIX 3.0.4
- will be in beta test over the summer
- published as new version of EDItX Sales and Sales Tax report later in the year
- (and there's also an updated inventory report)



EDItX Trade Book Supply Sales and Sales Tax Report Message Formats

Version 1.2, May 2018

The *EDItX Message Specifications* were compiled for EDItEUR by David Martin (ISNI: [0000 0000 8055 2948](#)), and Francis Cave, with recent changes by Graham Bell (ISNI: [0000 0004 2756 6266](#)). The XSD schemas were developed by Francis Cave. Chris Saynor cocompiled the documentation

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EDItEUR (<http://www.editeur.org>, ISNI: [0000 0004 4914 9201](#)) is the international group which coordinates the development and promotion of standards for electronic commerce in the book and serials sectors. EDItEUR originally developed the EDItX standard jointly with Book Industry Study Group (BISG), New York, and Book Industry Communication (BIC), London.

TERMS AND CONDITIONS OF USE of the EDItX Message Formats and associated XML schemas

All EDItX standards and documentation – including this document – are available free of charge for general use.

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