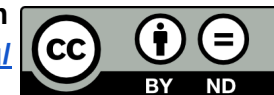


## Business Description - Semantic Concepts Model - Definitions

### Definitions for the “What ?” (Products, ...)

Preferred Denomination	Alternative denomination	Definition	Comment	Examples
Base Product	Product Concept, “naked” Product, Base Product	Description of a <b>Physical Product</b> referenced by a <b>Supplier</b> in his <b>Supplier Catalog</b> . It can be defined for example by product category, a biological variety, a product reference, etc.	A product from the same variety can be different from one Producer to another (depends on soil, farming practice...) A Base Product can designate various Products Batches. A Base Product can be an aggregation of multiple Base Products..	Black Cherry tomatoe from Producer X Chocolate Criollo Uruguay 65% from Supplier X Roast beef from Producer Z Comté cheese AOP 12 months from Producer Q Olive oil 1st cold pressing from Producer M
Composition	Recipe	Percentage of <b>Base Products</b> composing another <b>Base Product</b> .		Chili con carne is made of 50% beans, 20% beef meat and 30% tomatoes.
Unit of Measure	Unit of Conditioning, Unit of Packaging	Unit of measure (kg, l, g, item...) used to describe a quantity of the <b>Base Product</b> .		kg g Item
Product Unit		Number of <b>Units of measure</b> of a <b>Base Product</b>	To a Base Product can be associated various Product Units (variants)	1 kg of Black Cherry tomatoes from Producer X 500 g of Black Cherry tomatoes from Producer X 20 kg of oranges Navel from producer Y 1 watermelon (item) from producer Z 150 g of chocolate criollo Uruguay 65% from PrQ 1 jar of honey 250 g from PrA 5kg of mixed season vegetables
Packaging	Conditioning	<b>Packaging</b> used in order to sell <b>Product Units</b> (useful for storage and transport).		1 pack 1 parcel 1 box 1 pallet 1 jar Bulk (the buyer brings his own container)
Product As Sold	Logistic Unit “Ready to Sell”	<b>Product Unit</b> sold in a given <b>Packaging</b> . A <b>Product As Sold</b> can be an aggregate of multiple <b>Products As Sold</b> .	A Product As Sold can be matched to a dedicated barcode or equivalent (GTIN or other).	1 bar of 150g of chocolate Criollo Uruguay 65% from PrQ 1 pack of 1kg wheat flour T60 from PrG with expiry date xx/xx



				1 box of 20 kg of oranges Navel from PrH picked on xx/xx 1 carton of 12 packs of 1kg wheat flour (aggregate) 1 pallet of 10 cartons of 12 packs of 1kg wheat flour (aggregate) 1 kg of green lentils from PrG in bulk 1 basket of 5kg of mixed season vegetable from PrJ 1 Basket of Christmas ProductsI (with 1 jar of 500g honey from PrH, 1 bag of 500g nuts from PrT...) 1 pack of 2 jars of honey 2*250 g from Pr A
Physical Product		Product that has a physical reality (you can touch it) and which is part of a <b>Product Batch</b> and connected to a <b>Supplier</b> .		1 tomato from producer X 1 squash from producer X 1 watermelon from producer X
Products Batch		Group of <b>Products As Sold</b> which have similar characteristics, particularly regarding production/expiry date, packaging, etc.	The batch concerns ALL the products that have the same characteristics (ex: eggs with same day of laying) even if not all are sold through the same platform/channel.	Beef meat slaughtered on xx/xx/xxxx Eggs layed on xx/xx/xxxx Black Cherry Tomatoes picked on xx/xx/xxxx Chocolat bar XX with expiry date xx/xx and classic packaging Chocolat bar XX with expiry date xx/xx and new redesigned packaging
Indicative Catalog Price	Catalog Price	Indicative base price associated to a <b>Product As Sold</b> referenced by a <b>Supplier</b>		1kg Black Cherry Tomatoes for 3,5€ 12 packs of 1kg wheat flour T110 for 10€
Negotiated Price	Purchasing Price for a Distributor-Hub	Actual price of a <b>Product As Sold</b> offered by a <b>Supplier</b> to a <b>Distributor-Hub</b> .	In a specific context (quantity, season, etc.)	
Selling Price	Selling Price to Customer	Price displayed in a <b>Shop</b> for a <b>Product As Sold</b> by a <b>Distributor-Hub</b> .	The Distributor Hub can change the selling price depending on the Sales Session, if it targets individuals or professionals for ex..	
Products On Sale	Specified Product, Product active for Sale	<b>Product As Sold</b> sold by a <b>Distributor-Hub</b> at a given <b>Selling Price</b> defined for a specific <b>Sales Session</b> .	In the properties, a Distributor-Hub can fill in specific fields for the product name, the suppliers, etc. > ould be a multi-producers offer, depending on the platform.	The buying group "Corto" in Paris sells the following products on the regular weekly Sales Session : 1kg of Navel oranges from PrX (bulk) for 3€, 10 kg Navel oranges from PrX (bulk) for 25€.
Supplier Stock		Quantity of <b>Physical Products</b> corresponding to specific <b>Products Batches</b> available and that can be put on sale by <b>Distributor-Hubs</b> .	The available stock of a distributor-hub can be the same as the supplier (if not own stock) or different (if own	50 chocolate bars AlterEco, Criollo Uruguay 65%, 150g with expiry date xx/xx/xxxx 30 kg of Black Cherry Tomatoes from Producer X



			stock). The stock concept corresponds to Products Batches but are inherited to describe Stocks of Products as Sold or Products on Sale.	
Distributor-Hub Stock		Quantity of <b>Physical Products</b> corresponding to <b>Products On Sale</b> that can be ordered by <b>Customers</b> .		50 chocolate bars AlterEco, Criollo Uruguay 65%, 150g with expiry date xx/xx/xxxx 30 kg of Black Cherry Tomatoes from Producer X
Service		Fact of answering a need by an action (and not a product), and sold by a <b>Distributor-Hub</b> or a <b>Platform</b> to a <b>Customer</b> or <b>Supplier</b> .	A service is invoiced on a specific lines in the invoice, distinct from the products.	Home delivery option Use of the e-commerce platform 1h permaculture training
Supplier Catalog		Group of <b>Products As Sold</b> proposed by a <b>Supplier</b>		The producer catalog of "The Manili Farm" The product catalog of the wholesaler Markal
Distributor-Hub Catalog		Sub-group of <b>Suppliers Catalogs</b> listing the <b>Products As Sold</b> that can be but on sale by a <b>Distributor-Hub</b>	This catalog is non visible for the Customer.	For the hub "Micromarket Neighborhood", the hub catalog is a selection of products from the suppliers catalog the hub work with.
Basket	Cart	Group of <b>Products On Sale</b> corresponding to an <b>Order made by a Customer</b> to/via a <b>Distributor-Hub</b>	A given Basket can be delivered in multiple Parcels.	Basket of Mrs Michu for the order made 3rd March 12h56 (3kg carrots from Marini farm, 10kg beef from PrZ, 2 dozens eggs from PrT, 1 home-made soap from PrH)
Parcel		<b>Product As Sold</b> ready to be shipped to a <b>Customer</b>		

## Definitions for the "Who ?" (Organisation, ...)

Preferred Denomination	Alternative denomination	Definition	Comment	Examples
Customer		Individual or corporation susceptible of making an <b>Order of Products On Sale</b>	Sales can be BtoB or BtoC	Mr Durant Mrs Dupont Canteen of High School MMM
Customer Category		Group of <b>Customers</b> with similar characteristics and to whom a specific sales offer is designed by a <b>Distributor-Hub</b>		Chiefs (specific prices, pace of sales session and delivery options) Individuals from a given region/city/neighborhood (specific shipping options offered) Inhabitants of the building located 63 Carala Street (a buying group only target those



				people)
Organization		Concept used to group different actors of the ecosystem ( <b>Distributor-Hubs, Producers, Shipper, Platform</b> )		N/A (Concept Non Instanciable = N'a pas de représentant direct)
Platform		Online space / tool to connect <b>Suppliers</b> and <b>Distributor-Hubs</b> , and who propose them <b>Services</b> .		The Food Assembly Open Food Network Local Orbit Cagette.net Panier Local
Distributor-Hub		Entity [Organisation] who organises and/or manages the sales of <b>Products As Sold</b>	A Distributor-Hub can manage one or more Shops. He can be the Supplier of another Distributor Hub (= Wholesaler in that case) A Supplier can be a Distributor-Hub if he manages himself a Shop to sell his products.	The Assembly XXX (from the Food Assembly network) CSA blablabla
Facilitator-Hub		<b>Distributor-Hub</b> who enables / facilitates direct sales from <b>Suppliers</b> to <b>Customers</b> . This sale happens through a <b>Customer / Supplier Transaction</b> , and the Facilitator-Hub is paid for his <b>Service</b> via a <b>Hub / Supplier Transaction</b> .		The Assembly XXX (from the Food Assembly network) CSA blablabla Locavor Clermont Ferrand AMAP de Luzy Buying Group Corto
Middleman-Hub		<b>Distributor-Hub</b> who plays the middleman between <b>Suppliers</b> and <b>Customers</b> . This sale happens through a <b>Hub / Supplier Transaction</b> , (the Distributor-Hub purchases the goods) and a <b>Hub / Customer Transaction Hub</b> (the Distributor-Hub resells the goods).		Kerbio Physical Shop La Grande Barge in Nantes Aurore Market
Hub(s) Operator		Corporation [Organisation] who manages one or various <b>Distributor-Hubs</b>		Association ECOS Nantes (Micromarché) Association Collectif Court Circuit Assembly Manager (self-employed / independant / association XXX)
Supplier		Corporation [Organisation] who supplies <b>Products As Sold</b> to <b>Customers</b> via a <b>Distributor-Hub</b>	"Role-type" concept Can produce or not the goods (producer or wholesaler)	CEB Markal M. André - Farmer
Producer		Corporation [Organization] who has a production activity and who proposes on the market <b>Products As Sold</b>		M. André - Farmer Mme Jeanne - Bee-keeper M. Jules - Stockbreeder
Wholesaler	Intermediate Distributor	Corporation [Organization] that doesn't have any production activity and	The wholesaler can be a	CEB

		whose purpose is to propose on the market <b>Products As Sold</b>	distributor hub himself	Markal Pronatura
Shipper		Corporation <b>[Organisation]</b> whose activity is to ship <b>Physical Products</b> to a <b>ProducerCustomer Logistics Hub, Pick-up Point, Basket aggregation Point or Home-Delivery Point</b>	The shipper can be a third organization or a Distributor-Hub or the Supplier himself if he does himself the shipping.	La Poste Chronofresh Val Bio Centre Collectif Percheron

## Definitions for the “How ?” (Activities, ...)

Preferred Denomination	Alternative denomination	Definition	Comment	Examples
Order from the Customer	Customer Order	Fact for a <b>Customer</b> to buy a <b>Basket</b> of products from one or various <b>Supplier</b> to a <b>Distributor-Hub</b> or a <b>Supplier</b>	For Facilitator-Hubs, to one order will correspond various invoices (one per Supplier)	
Order to the Supplier	Supplier Order	Fact for a <b>Supplier</b> to receive one or various <b>Orders from Customers</b> . Group of <b>Orders by Customers</b> received by a <b>Supplier</b>		Group of orders received by the producer “he genial farm” for the sales session 3-7 march organized by the Food Assembly Albi. One group order received by the producer “the cheese maker” for the sales session 24-27 february organized by the buying group BlablaFood.
Transaction Customer / Distributor-Hub		Fact for a <b>Customer</b> to buy <b>Products On Sale</b> and/or <b>Services</b> that correspond to an <b>Order from the Customer</b> to a <b>Distributor-Hub</b>	Distributor-Hub is a middleman-hub (buy and sell)	Invoice from Customer X or the order passed on 23/02 at 12:56 for 53,40€
Transaction Distributor-Hub / Supplier		Fact for a <b>Distributor-Hub</b> to buy <b>Products On Sale</b> and/or <b>Services</b> that correspond to an <b>Order from the Customer</b> to a <b>Supplier</b>	Distributor-Hub is a middleman-hub (buy and sell)	
Transaction Customer / Supplier		Fact for a <b>Customer</b> to buy <b>Products On Sale</b> and/or <b>Services</b> that correspond to an <b>Order from the Customer</b> to a <b>Supplier</b>	Distributor-Hub is a facilitator-hub	
Delivery		Fact of shipping a <b>Parcel</b> to a <b>Customer</b> to a <b>Pick-up Point</b> or <b>Delivery Point</b> .		
Delivery Method		Means through which a <b>Parcel</b> that corresponds to a <b>Basket</b> is delivered to a <b>Customer</b> .		Home delivery Delivery to a pick-up point Delivery to a self-service locker



Payment Method		Financial means through which a <b>Customer</b> can pay an <b>Order from the Customer</b>		Online payment via Paypal Cash payment on collection Payment in Bitcoin
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## Definitions for the “Where ?” (Localisation, ...)

Preferred Denomination	Alternative denomination	Definition	Comment	Examples
Target Geographical Market		Country or region where a <b>Product On Sale</b> is available for <b>Customers</b> to buy it.	Each country/market has its own legislation and constraints regarding food security, norms, ingredient display, and language of course. It impacts the product description so this data must be a key for the product description.. GS1 has adopted a code to describe target zones(liste ISO 3166-1, 3 figures.)	France Spain Australia
Shop		Physical or digital space where <b>Customers</b> order <b>Products On Sale</b> sold by/through a <b>Distributor-Hub</b> .		Online shop of the Food Assembly Albi Online shop of the buying group Micromarché Ile de Nantes Physical shop “the great grocery store” in Paris
Producers Logistic Hub	Customer Mass Point	Place where a <b>Supplier</b> drop <b>Parcels</b> corresponding to <b>Baskets</b> from different <b>Customers</b> before they are shipped to a <b>Customer Logistic Hub or Pick-up Point, or Onsite-Delivery Point</b> .	Baskets can be delivered already aggregated in one single Parcel, or equivalent products in bulk before Baskets are aggregated into single Parcels. Describe by an address / GPS coordinates	The farmers in the “GH district” ship the products to a storage place at “The Balali Farm”, where a truck comes every day to bring the product to a pick-up point in the city 3 hours away.
Basket Aggregation Point		Place where <b>Parcels</b> corresponding to <b>Customers’ Baskets</b> are assembled.		Kelbongoo in Paris collect the bulk products at the Producers place and bring the products to their warehouse where they make the individual parcels that customers are going to come and pick-up.
Customer Logistic Hub	Customer Mass Point	Place where a <b>Distributor-Hub</b> drop and/or ship <b>Parcels</b> corresponding		Shared warehouse in Paris



		to the <b>Baskets</b> of various <b>Customers</b>		
Pick-up Point		Place where a <b>Customer</b> collect the <b>Parcel(s)</b> corresponding to an <b>Order from Customer</b>		St Farm Coffee Shop Mr X apartment (a member of a buying group receive the products and play the role of the pick-up point) Automatic lockers in the street
Onsite-Delivery Point		Place where a <b>Parcel</b> corresponding to an <b>Order from Customer</b> is delivered to a <b>Customer</b>		Entreprise KPMG (for employees) Individual home address Restaurant The Chief (the Customer can be a restaurant)
Onsite-Delivery Zone		Geographical zone where a <b>Distributor-Hub</b> proposes the <b>Delivery Method</b> "home/onsite delivery" to a <b>Customer</b> .		County X Neighborhood Y Country Z City Y

## Definitions for the "When ?" (Timeslot, ...)

Preferred Denomination	Alternative denomination	Definition	Comment	Examples
Sale Session		Period of time during which a <b>Customer</b> can make an <b>Order from a Customer</b> to a <b>Shop</b> managed by a <b>Distributor-Hub</b> for a specific <b>Delivery Window</b>	Composed of start date and end date	Sale session #52 from Thursday 6th April to Thursday 13th April 2017 organised by the Food Assembly Albi
Delivery Window	Collection Date, Delivery Date, Pick-up Timeslot	Period of time during which a <b>Customer</b> will be delivered at an <b>Onsite Delivery Point</b> or will be able to collect his <b>Parcel</b> in a <b>Pick-up Point</b> , given the <b>Delivery Method</b> chosen.		Delivery will happen on 15th April 2017 between 4pm and 6 pm
Receipt Date		Day and time of reception/collection of the <b>Parcels</b> .		15th april 2017 at 4:15pm