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(54) Title: CENTRALIZED ELECTRONIC SALES USING A CONSOLIDATOR

(57) Abstract: The present invention provides an electronically accessible site that lists a product and associated distributors that distribute the product to customers. A customer purchases a product from the electronically accessible site, and during the purchasing process, the customer selects the distributor he wants to receive the product from. The order is received by an agent, and transmitted to the selected distributor for eventual distribution of the product to the customer. In response to the purchase, the agent and electronically accessible site receive compensation based on the amount of the purchase.



WO 02/073492 A1

CENTRALIZED ELECTRONIC SALES USING A CONSOLIDATOR

Field of the Invention

The field of the invention is electronic commerce.

Background

5 Acquiring items of commerce takes time. To save time, consumers often classify items in categories, and attempt to purchase multiple items from a category on each shopping trip. The categories are generally based on the type of store that sells the item. For example, a consumer may have a category for grocery store, home improvement store, office supply store, clothes store, and so on. Thus, the consumer may save time by buying more than one item on
10 each trip to the store.

 Consumers often attempt to classify items broadly in order to save additional time. Purchases of food, clothes, home improvements, and office supplies may often be made in a single variety type store. The problem with such variety stores is that there is often less of a selection of a particular good than in a specialty store. The consumer may still have to spend
15 time and money on trips to specialty stores to get the items he desires.

 Mail order catalogs emerged in part to help consumers save time and money shopping for goods by offering purchase of products by mail. By purchasing through mail order catalogs, a consumer could save time on travel and location of the goods. Not only were mail order catalogs time savers for many consumers, they provided the capability to purchase generally
20 inaccessible products. For example, early catalogs such as Montgomery Wards' catalog offered items that the consumer could not easily acquire because stores may not have been close, and transportation may have been limited.

 Many of the early catalogs offered a wide variety of goods, and the consumer generally enjoyed surfing the pages of the catalogs to ponder purchase of items he may not have otherwise
25 had available to him. Even with the entertainment value of surfing a large catalog, purchasing was a time consuming activity nonetheless.

Electronic catalogs eventually emerged. The electronic catalogs frequently offer the same type of goods that its mail order counterpart offered. Vendors, catalog companies, and consumers all may benefit from the automation. The product vendor may have its products more widely distributed, and may have additional product distributors available to him. The catalog company may have the benefit of a larger and more accessible marketplace, alternative advertising methods, and lower cost of catalog creation and distribution. The consumer may have enhanced searching capability, perhaps a more extensive product list, as well as an incremental savings of time. A continuing problem, even with electronic catalogs, however, is that the consumer may need to visit multiple catalog sites to accomplish all of his online purchases. The need to visit multiple sites results in persistence of many of the traditional problems such as time to locate the item, and time to arrange the purchase, including entry of credit card number, name, and address.

To solve problems related to the need to purchase from many different catalog sites, electronic variety type sites have emerged that combine the products of a plurality of catalogs. One such site is www.catalogfavorites.com. While this and other similar sites may provide relatively more products than those utilizing the products of a single catalog, there are detriments to such sales models.

A particular detriment of a variety site may exist when there is more than one catalog (and distributor) offering the same product. In this situation, the site has the choice of choosing for itself the catalog that will receive credit for the sale and the distributor that will distribute the product. The alternative may be not listing the product at all. In either case, the consumer has no choice over who ultimately sells and distributes the product. The consumer may want to choose the distributor and catalog for a variety of reasons. The consumer may, for example, have received products that were broken during shipping, may have a family member working for one of the companies, a moral conflict with one of the companies, or may even own stock in one of the companies.

Sites such as www.carsdirect.com are similar to variety type catalog sites because they display products from more than one car dealer. However, some of the same problems exist with these sales models. The cars that carsdirect.com sells are obtained from the car dealers, and the consumer may have reason to choose which dealer will ultimately sell him the car.

Another problem with such electronic sales sites is that the consumer may still spend time to locate the site itself. The mere existence of electronic commerce sites on the Internet does not save a consumer time. Online searches for sites often take considerable time, and return thousands of entries many of which are entirely inappropriate. Even with automated selling,
5 much time and effort is spent locating appropriate sites.

Thus, there is a need to provide improved methods of electronic commerce particularly those that save the consumer time and effort and give the consumer added control over the purchase.

Summary of the Invention

10 The present invention provides an electronically accessible site that lists a product and associated distributors that distribute the product to customers. A customer purchases a product from the electronically accessible site, and during the purchasing process, the customer selects the distributor he wants to receive the product from. The order is received by an agent, and transmitted to the selected distributor for eventual distribution of the product to the customer. In
15 response to the purchase, the agent and an electronically accessible site receive compensation.

A particularly preferred embodiment of the present subject matter is directed to a method of conducting electronic commerce having an agent that consolidates data related to products and distributors into a standardized format. The agent sells the products, and also offers the data to electronically accessible sites that sell the products. The agent and the electronically
20 accessible sites also allow the consumer to choose the distributor of the products they are purchasing. If the order is placed on the electronically accessible site, the order information is sent to the agent who forwards it to the selected distributor for shipment to the consumer. The agent receives compensation for his part in the transaction.

Various objects, features, aspects, and advantages of the present invention will become
25 more apparent from the following detailed description of preferred embodiments of the invention, along with the accompanying drawings in which like numerals represent like components.

Brief Description of The Drawings

Figure 1 is a schematic of an online purchase made through a method or system according to the present invention.

Figure 2 is a schematic of the flow of catalog information.

5 Figure 3 is a block diagram of the steps of a method according to the present invention.

Detailed Description

10 In **Figure 1**, an online purchasing method 100 generally includes a customer 110, a web site 120, an intermediate 130 and a distributor 140. The web site 120 hosts product information 122 and distributor identification 124. The intermediate 130 receives order information 132 and the distributor identification 124 from the web site 120, and the order information 132 is transmitted to the distributor 140, who responds by shipping the product 144 and paying commission 146.

15 The customer 110 may be any entity making an electronic purchase including business entities and automated purchasing agents. The customer 110, however, is typically an individual who purchases a product 144 over the Internet, but such electronic purchases are not limited to the Internet, and may include purchases over other public or private networks.

20 The term Internet generally refers to a public package switched network. The term “electronic” or “e-” as used herein and in conjunction with “purchase” or “commerce” includes transactions that are concerned with or use a device or apparatus that operates on principles governing the behavior of electrons. As used herein, the term “product” is anything that may be the subject of a commercial transaction including intangible goods and information. Two products are considered the “same product” if both have or would have the same UPC (uniform parcel code) according to UPC specifications.

25 The web site site 120 is an electronically accessible site, and is preferably a web site of the World Wide Web made publicly accessible by an HTTP server. The preferred web site has an associated location or URL (uniform resource locator) on the World Wide Web that may be

accessed through a web browser. Product related information 122 and distributor identification 124 may be displayed on the web site 120 to enable purchase of a product 144.

Preferred product information 122 includes an SKU (stock keepers unit) or some other product number, a product description, and a picture of the product. The customer 110 may be prompted for search criteria that is used to establish a list of products matching the criteria. The list, including product related information 122 and distributor identification 124, may then be displayed for the customer 110. The customer 110 may choose a product and associated distributor identification 124. In a situation where the same product exists for two separate distributors, express selection of the distributor may be made.

Express Selection of a Distributor

Express selection of a distributor identification 124 may be desirable because the customer 110 may have a preference as to the distributor 140 of the product. In a preferred embodiment, the distributor 140 may be a catalog company who has products being displayed on the web site 120 along with products of other catalog companies. Because the same product is sometimes carried by more than one catalog, there may be need for the customer 110 to choose the distributor identification 124 associated with the distributor 140 that he wants to purchase the product from. A customer 110 may have many reasons for choosing a certain distributor 140 including, for example, a positive or negative shipping experience, a family member working for one of the catalog companies, a moral conflict with one of the catalog companies, or even stock ownership in one of the catalog companies. As used herein, the term “express” means to actively manifest or communicate, and does not include a selection by inference or otherwise a selection that is unknown to the customer.

Order information 132 including product information 122, customer name and address (not shown), and distributor identification 124 may be transmitted to the intermediate 130. The intermediate 130 may be any entity that performs a function for compensation including consolidating the products from a plurality of catalog entities into a standardized format, offering the products for sale on its electronically accessible site, offering the products for sale on the electronically accessible site of another entity, and transmitting the order information 132 to the distributor 140. The preferred intermediate operates a web site that sells products from a

variety of catalogs companies, and offers the products to an web site that hosts the products on its site. For a customer 110 engaging in electronic commerce, the existence of the intermediate 130 may be transparent. For example, the customer 110 may place his order on the web site 120 and may not immediately or in the future become aware that the order information 132 flows to the intermediate 130 before being delivered to the distributor 140.

In an aspect of the subject matter, at least one additional intermediate (not shown) may exist. The additional intermediate may operate as an agent that performs a function such as forwarding the order information 132 in exchange for compensation. The additional intermediate is contemplated to also have an electronically accessible site upon which the products may be sold.

The distributor 140 is an entity that distributes the product 140. Preferably, the distributor 140 is a catalog company that sells the product 144, and pays commission 146 to the intermediate 130 and possibly to the web site 120. It is contemplated that the distributor 140 may also be a manufacturer of the product. Typically, the distributor 140 addresses the product 144 to the customer 110, and puts the product 144 into the delivery stream.

Compensation paid to the intermediate 130 and the web site 120 may be in the form of a commission 146. In a preferred aspect, the commission 146 is a fixed percentage of the dollar amount of purchases that are consummated on the intermediate site (not shown) or the web site 120. Compensation may also be a variable percentage based on sales volume, product sold, purchasing entity, quantity ordered, or some other variable. Compensation could also be independent of sales volume.

In Figure 2, a system 200, displaying the flow of product information, includes catalogs 210, a consolidator 220, the consolidator's web site 222, independent web sites 230, and consumers 240.

The catalogs 210 include sites that engage in e-commerce and do not have a mail order counterpart. However, the catalogs 210 are preferably companies that began as mail order catalogs and have expanded their presence to the Internet. The catalogs 210 may or may not

have their own site on the Internet, but in any case, the catalogs 210 are generally willing to pay compensation to others to sell their products online.

The consolidator 220 is an entity that collects or consolidates product information from the catalogs 210. The consolidator 220 preferably has a consolidated web site 222 to display
5 and sell the catalogs' products. The consolidator 220 may offer the product information or a subset of the product information to an independent web site 230, and preferably, the consolidator provides the technology to enable the independent web site 230 to access and host the product information.

As defined herein, the term "host" means to contain and have control over. For example,
10 an entity that hosts product information contains the product information on a storage device that the entity has at least some control over. The term "host" does not refer to an entity that facilitates sale of products by providing a link such as hypertext back to a site that has control over the product information.

Sites 230 host product information that is received from the consolidator 220. Each site
15 may have many physical and virtual locations and may include mirrored copies of the information in different locations. The hosting of the product information may occur on more than one storage device, and it is contemplated that the information may be distributed among a plurality of storage devices including RAID (redundant array of independent disks) devices.

Referring to **Figure 3**, a method 300 for conducting electronic commerce (1) the step
20 310 of an electronically accessible site listing a product and a plurality of distributors that distribute the product to customers; (2) the step 320 of consummating a purchase by buying the product from the electronically accessible site; (3) the step 330 of expressly selecting an individual one of the distributors from which to receive the product; (4) the step 340 of an intermediate, distinct from the electronically accessible site and the selected distributor,
25 receiving order information relating to the purchase; (5) the step 350 of transmitting the order information to the selected distributor; (6) the step 360 of the selected distributor, distinct from the electronically accessible site, distributing the product to the individual customer; and (7) the step 370 of the intermediate and electronically accessible site each receiving a compensation related to the purchase.

Thus, specific embodiments and applications of electronic commerce have been disclosed. It should be apparent, however, to those skilled in the art that many more modifications besides those already described are possible without departing from the inventive concepts herein. The inventive subject matter, therefore, is not to be restricted except in the spirit
5 of the appended claims. Moreover, in interpreting both the specification and the claims, all terms should be interpreted in the broadest possible manner consistent with the context. In particular, the terms “comprises” and “comprising” should be interpreted as referring to elements, components, or steps in a non-exclusive manner, indicating that the referenced elements, components, or steps may be present, or utilized, or combined with other elements, components,
10 or steps that are not expressly referenced.

CLAIMS

What is claimed is:

1. A method of conducting electronic commerce comprising:
an electronically accessible site listing a product and a plurality of distributors that
distribute the product to customers;
an individual one of the customers consummating a purchase by buying the product from
the electronically accessible site, and expressly selecting an individual one of the
distributors from which to receive the product;
an intermediate, distinct from the electronically accessible site and the selected
distributor, receiving order information relating to the purchase, and transmitting
the order information to the selected distributor;
the selected distributor, distinct from the electronically accessible site, distributing the
product to the individual customer; and
the intermediate and the electronically accessible site each receiving a compensation
related to the purchase.
2. The method of claim 1 wherein existence of the intermediate is transparent to the
customers.
3. The method of claim 1 wherein the selected distributor does not manufacture the
product.
4. The method of claim 1 providing an additional intermediate receiving the order
information relating to the purchase, transmitting the order information, and receiving an
additional compensation related to the purchase.
5. The method of claim 1 further comprising the step of the intermediate consolidating data
related to the product into a standard format.
6. The method of claim 5 wherein the data further comprises additional data from at least
99 other products.

7. The method of claim 5 wherein the plurality of distributors comprises at least 100 distributors.
8. The method of claim 5 further comprising the step of the intermediate offering a subset of the consolidated data to the electronically accessible site.
9. The method of claim 8 wherein the step of offering includes providing technology to access and host the subset.
10. The method of claim 9 further comprising the electronically accessible site hosting the subset.
11. The method of claim 1 wherein the intermediate sells the product.
12. The method of claim 1 wherein the order information includes at least a customer name and address, a stock keepers unit (SKU), and an identification of a distributor.
13. The method of claim 1 wherein the step of distributing further comprises shipping the product.
14. The method of claim 1 wherein the step of distributing further comprises the distributor delivering the product to the individual customer.
15. The method of claim 1 wherein the compensation related to the purchase is a fixed percentage commission.
16. A method of conducting electronic commerce comprising:
 - an intermediate consolidating data including a plurality of products and a plurality of distributors into a standardized format;
 - the intermediate listing the consolidated data;
 - the intermediate offering the products for sale, and offering a subset of the consolidated data to an electronically accessible site;
 - the electronically accessible site listing the subset and offering the products for sale;
 - a customer consummating a purchase by buying at least one of the products, and
 - selecting an individual one of the distributors from which to receive the product;

the intermediate receiving order information relating to the purchase, and transmitting
the order information to the selected distributor;
the selected distributor distributing the product to the individual customer; and
the intermediate receiving a compensation related to the purchase.

17. The method of claim 16 wherein the order information includes at least a customer name and address, a stock keepers unit (SKU), and an identification of a distributor.
18. The method of claim 16 wherein the compensation related to the purchase is a fixed percentage commission.
19. A method of conducting electronic commerce comprising:
an agent collecting a set of information from a plurality of information providers
including a plurality of items and a plurality of distribution entities that distribute
the items;
the agent using the information to engage in e-commerce;
the agent transmitting the information to a hosting site;
the hosting site using the information to engage in e-commerce with a consumer;
the consumer selecting a product distributor; and
the agent receiving compensation related to an e-commerce purchase.
20. The method of claim 19 wherein order information relating to the e-commerce purchase is communicated from the hosting site to the agent.
21. The method of claim 19 wherein the compensation is a fixed percentage commission.

AMENDED CLAIMS

[Received by the International Bureau on 08 august 2001 (08.02.01)]

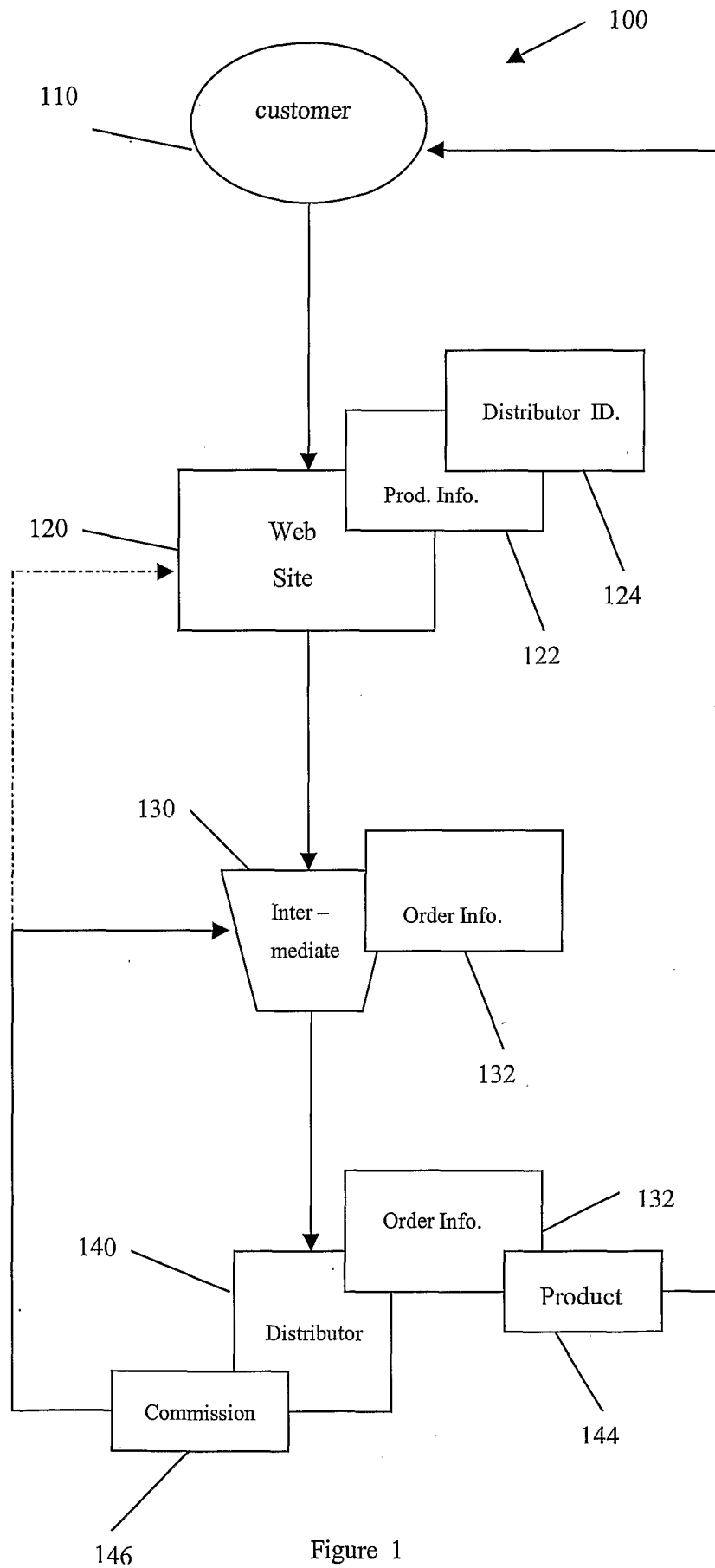
CLAIMS

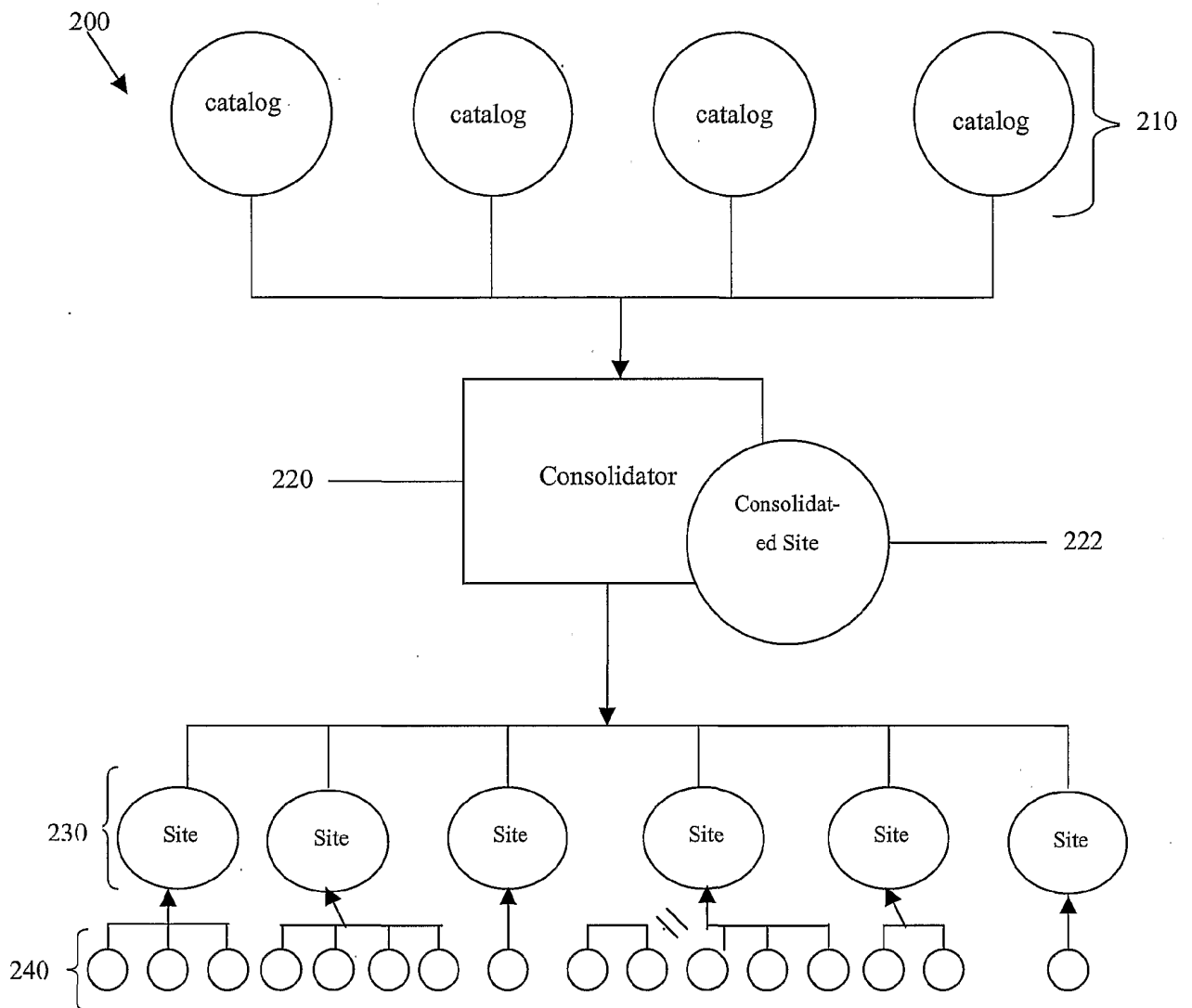
What is claimed is:

1. A method of conducting electronic commerce comprising:
a plurality of electronically accessible sites, each site listing a product and a plurality of distributors that distribute the product to customers;
an individual one of the customers consummating a purchase by buying the product from at least one of the electronically accessible sites, and expressly selecting an individual one of the distributors from which to receive the product;
an intermediate, distinct from each of the electronically accessible sites and the selected distributor, receiving order information relating to the purchase, and transmitting the order information to the selected distributor;
the selected distributor, distinct from the electronically accessible site, distributing the product to the individual customer; and
the intermediate and the electronically accessible site each receiving a compensation related to the purchase.
2. The method of claim 1 wherein existence of the intermediate is transparent to the customers.
3. The method of claim 1 wherein the selected distributor does not manufacture the product.
4. The method of claim 1 providing an additional intermediate receiving the order information relating to the purchase, transmitting the order information, and receiving an additional compensation related to the purchase.
5. The method of claim 1 further comprising the step of the intermediate consolidating data related to the product into a standard format.
6. The method of claim 5 wherein the data further comprises additional data from at least 99 other products.
7. The method of claim 5 wherein the plurality of distributors comprises at least 100 distributors.

8. The method of claim 5 further comprising the step of the intermediate offering a subset of the consolidated data to the electronically accessible site.
9. The method of claim 8 wherein the step of offering includes providing technology to access and host the subset.
10. The method of claim 9 further comprising the electronically accessible site hosting the subset.
11. The method of claim 1 wherein the intermediate sells the product.
13. The method of claim 1 wherein the order information includes at least a customer name and address, a stock keepers unit (SKU), and an identification of a distributor.
14. The method of claim 1 wherein the step of distributing further comprises shipping the product.
15. The method of claim 1 wherein the step of distributing further comprises the distributor delivering the product to the individual customer.
16. The method of claim 1 wherein the compensation related to the purchase is a fixed percentage commission.
17. A method of conducting electronic commerce comprising:
 - an intermediate consolidating data including a plurality of products and a plurality of distributors into a standardized format;
 - the intermediate listing the consolidated data;
 - the intermediate offering the products for sale, and offering a plurality of subsets of the consolidated data to a plurality of electronically accessible sites, respectively, each of the plurality of sites distinct from the intermediate;
 - the electronically accessible sites listing at least one of the subsets and offering the products for sale;
 - a customer consummating a purchase by buying at least one of the products, and selecting an individual one of the distributors from which to receive the product;
 - the intermediate receiving order information relating to the purchase, and transmitting

- the order information to the selected distributor;
the selected distributor distributing the product to the individual customer; and
the intermediate receiving a compensation related to the purchase.
18. The method of claim 17 wherein the order information includes at least a customer name and address, a stock keepers unit (SKU), and an identification of a distributor.
19. The method of claim 17 wherein the compensation related to the purchase is a fixed percentage commission.
20. A method of conducting electronic commerce comprising:
an agent collecting a set of information from a plurality of information providers
including a plurality of items and a plurality of distribution entities, each
distinct from the agent, that distribute the items;
the agent using the information to engage in e-commerce;
the agent transmitting the information to a plurality of hosting sites, each distinct from
the agent and the distribution entities;
the hosting sites using the information to engage in e-commerce with a consumer;
the consumer selecting a product distributor; and
the agent receiving compensation related to an e-commerce purchase.
21. The method of claim 20 wherein order information relating to the e-commerce purchase is communicated from the hosting site to the agent.
22. The method of claim 20 wherein the compensation is a fixed percentage commission.





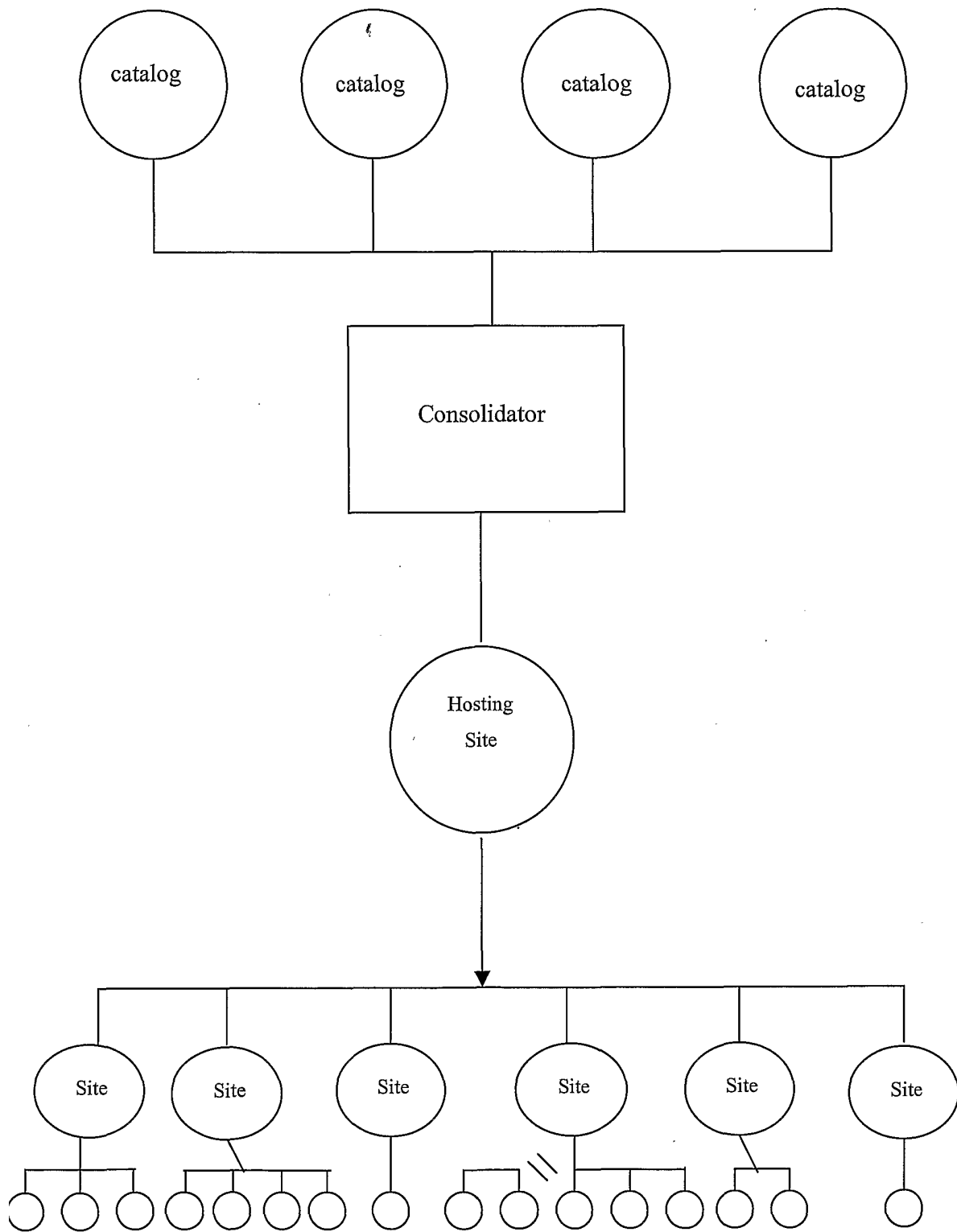
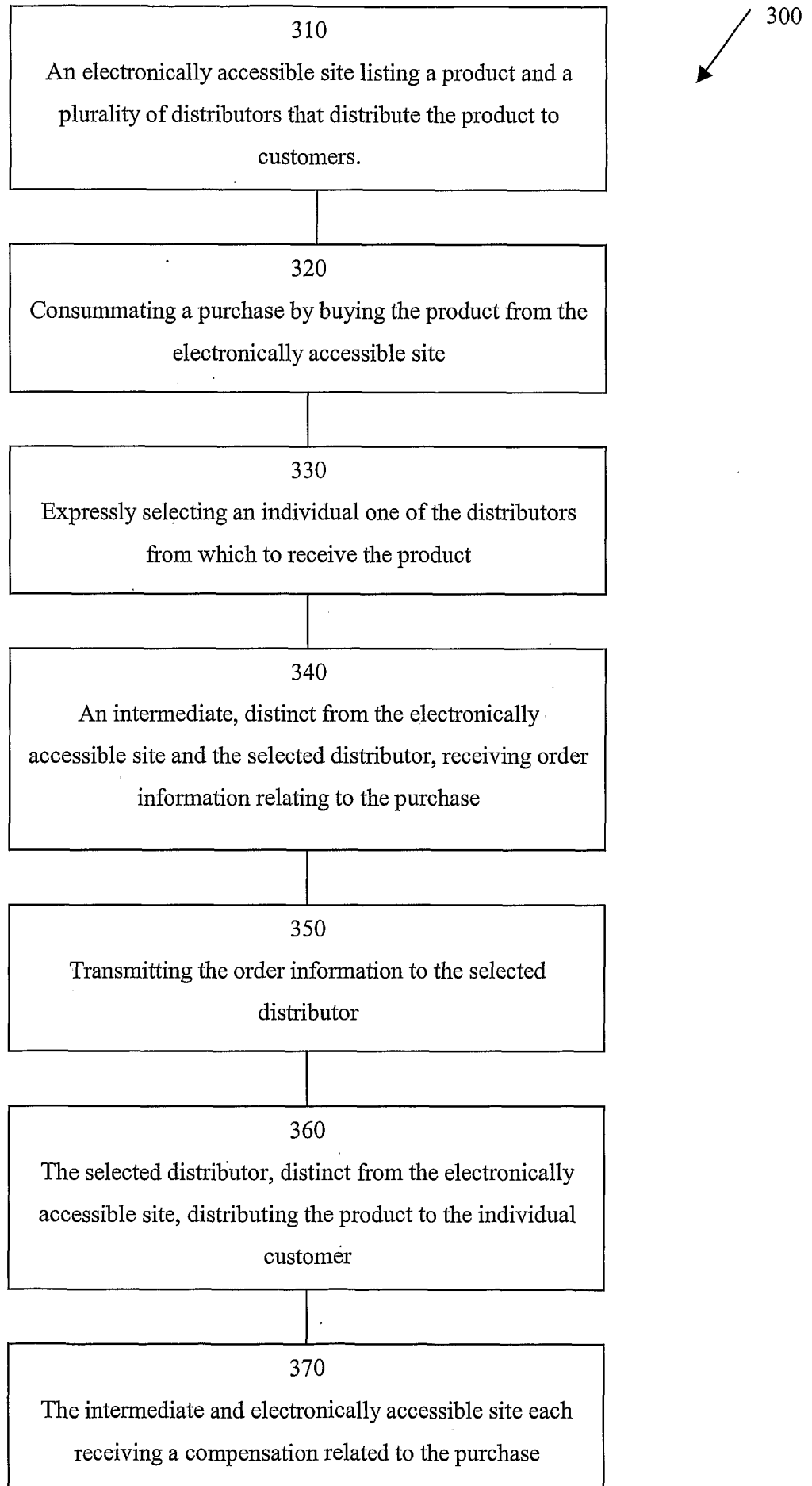


Figure 2

Figure
3



INTERNATIONAL SEARCH REPORT

International application No.

PCT/US01/11904

A. CLASSIFICATION OF SUBJECT MATTER

IPC(7) : G06F 17/60 G06F 17/60
US CL : 705/26

According to International Patent Classification (IPC) or to both national classification and IPC

B. FIELDS SEARCHED

Minimum documentation searched (classification system followed by classification symbols)
U.S. : 705/26, 705/27

Documentation searched other than minimum documentation to the extent that such documents are included in the fields searched

Electronic data base consulted during the international search (name of data base and, where practicable, search terms used)
Please See Continuation Sheet

C. DOCUMENTS CONSIDERED TO BE RELEVANT

Category *	Citation of document, with indication, where appropriate, of the relevant passages	Relevant to claim No.
X --- Y	US 4,992,940 (DWORKIN) 12 February 1991 (12.02.1991)	2,3,5,6,7,8,11,12,13,14,15,17,18, ----- 1,4
X	US 5,897,622 (BLINN at al.) 27 April 1999 (27.04.1999).	9,10
X --- Y	US 6,016,504 (ARNOLD et al.) 18 January 2000 (18.01.2000).	16,19,21,22 ----- 1,4

☐ Further documents are listed in the continuation of Box C.

☐ See patent family annex.

* Special categories of cited documents:

"A"	document defining the general state of the art which is not considered to be of particular relevance	"T"	later document published after the international filing date or priority date and not in conflict with the application but cited to understand the principle or theory underlying the invention
"B"	earlier application or patent published on or after the international filing date	"X"	document of particular relevance; the claimed invention cannot be considered novel or cannot be considered to involve an inventive step when the document is taken alone
"L"	document which may throw doubts on priority claim(s) or which is cited to establish the publication date of another citation or other special reason (as specified)	"Y"	document of particular relevance; the claimed invention cannot be considered to involve an inventive step when the document is combined with one or more other such documents, such combination being obvious to a person skilled in the art
"O"	document referring to an oral disclosure, use, exhibition or other means	"&"	document member of the same patent family
"P"	document published prior to the international filing date but later than the priority date claimed		

Date of the actual completion of the international search

20 June 20, 2001

Date of mailing of the international search report

17 JUL 2001

Name and mailing address of the ISA/US

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INTERNATIONAL SEARCH REPORT

International application No.

PCT/US01/11904

Continuation of B. FIELDS SEARCHED Item3: USPAT, US-PGPUB, EPO, JPO, DERWENT, IBM TDB Search terms: electronic commerce, electronically accessible site, distributors, distribute product, buying product, selecting distributors, selected distributor, order information, intermediate, compensation, purchase, intermediate transparent, manufacture product, additional intermediate, transmitting order information, additional compensation, consolidating data, standard format, additonal data, other products, plurality of distributors, subset, consolidated data, access technology, host subset, sell(s) product, customer name, address, stock keepers unit, SKU, identification of distributor, shipping product, delivering the product, fixed percentage commission, consummating purchase, intermediate listing, transmitting order information, agent, collecting set of information, e-commerce, hosting site, communicating from hosting site to agent.