



Welcome to the first ever

# Standards Digital Day!

November 14<sup>th</sup> & 15<sup>th</sup> 2023

Oslo

standardsdigital



Before we  
begin..



# House Keeping...

- 1. Office layout and facilities**
  - **Coffee machine, water cooler, Light refreshments**
- 2. Meeting rooms for Stream 1 and Stream 2**
- 3. Dinner arrangements**
- 4. Day 2 meeting point**

# Running Order...



	Tuesday (Day 1) – Today		Wednesday (Day 2) - Tomorrow
13:00	Intro and welcome from SD CEO and CSD	09:00	Summary of Day 1
13:30	Walkthrough of the End-to-End SD Processes	09:30	Introducing Customer Success (2024 Engagement model)
		10:00	SN CEO meet and greet
14:30	Coffee break and “meet the team”	10:30	Coffee break – mingle with SN and SO CEO’s
15:00	<b>Stream 1</b> – Standards Development Workshop Authoring, Viewer, Enquiry Product Roadmaps - 2024 plans and priorities	10:45	<b>Stream 1</b> – Standards Development Workshop Shared use cases, best practices and common issues importing standards
15:00	<b>Stream 2</b> – Marketing & Sales Workshop Store, Import, Subscription Price Product Roadmaps - 2024 plans and priorities	10:45	<b>Stream 2</b> – Marketing Sales Workshop SD Store & Subscription Price - Reviewing what we have today, and where we should be going in the future...
17:00	Close Day 1 Leave for hotel, meet for dinner at restaurant...	12:15	Summary session for all participants Discussing topics, priorities, actions, next steps...
19:30	Dinner	13:00	Day 2 and Event Closure - Thank you!

Get to  
know us..




# SD Day Objectives

- 1. Strengthen bonds**
- 2. Share plans, ideas, best practice**
- 3. Discuss future direction**



# Getting to know each other...

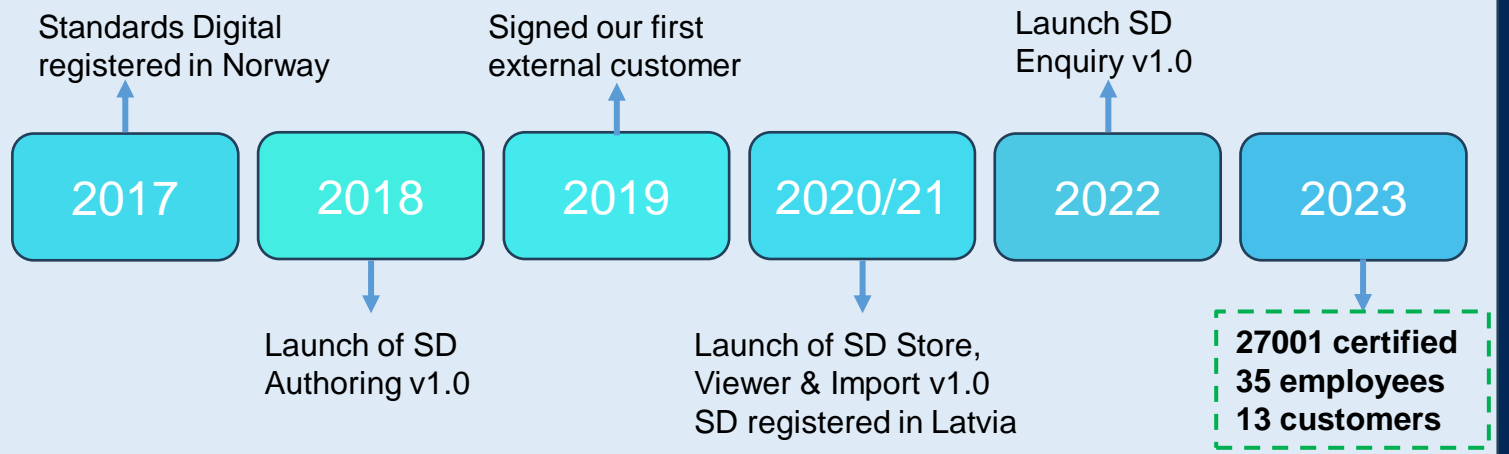
- 
1. **Where have you “flown” in from?**
  2. **What are your expectations from the event?**



# A word from our CEO



## A Timeline of Standards Digital



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# Walkthrough of the End-to-End SD Processes

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# Our Services

- Bespoke subscription services designed and built for the standards industry
- Supporting **Standards Development** through to **Sales and Distribution** processes
- Securely hosted, operated and maintained on the MS Azure cloud
- Shared centralized solutions offering reduced cost and risk\*
- An ISO 27001 Solutions Provider



1. **SD Authoring** - a “cloud-based” authoring environment, with an easy to use “Word-like” user interface (UI)



2. **SD Viewer** - a hosted web application to view, navigate and search digital standards content and related publications via an intuitive user interface



3. **SD Enquiry** - an online, cloud-based platform supporting both PDF and NISO XML documents. Designed for running secure Public Enquiry/Commenting processes on structured content.



4. **SD Import** - a one-stop-shop subscription service providing a regular feed of high-quality Project and Product data.



5. **SD Store** - an end-to-end white label standards distribution service, branded to fit your company’s look & feel. Includes a product catalogue, search, price engine and webstore functionality.

\*Compared with individually developing, operating and maintaining your own bespoke solution

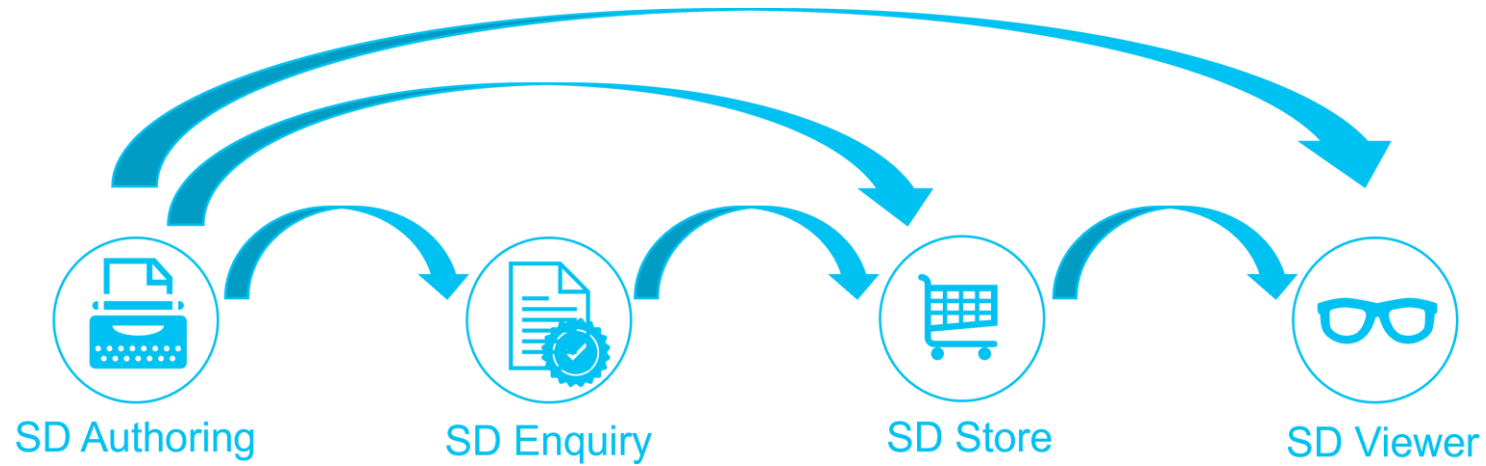
# From Standard Creators to Standard Consumers

Digital solutions help:

- Creators efficiently publish high quality content
- Consumers of Standards more easily find and access relevant content



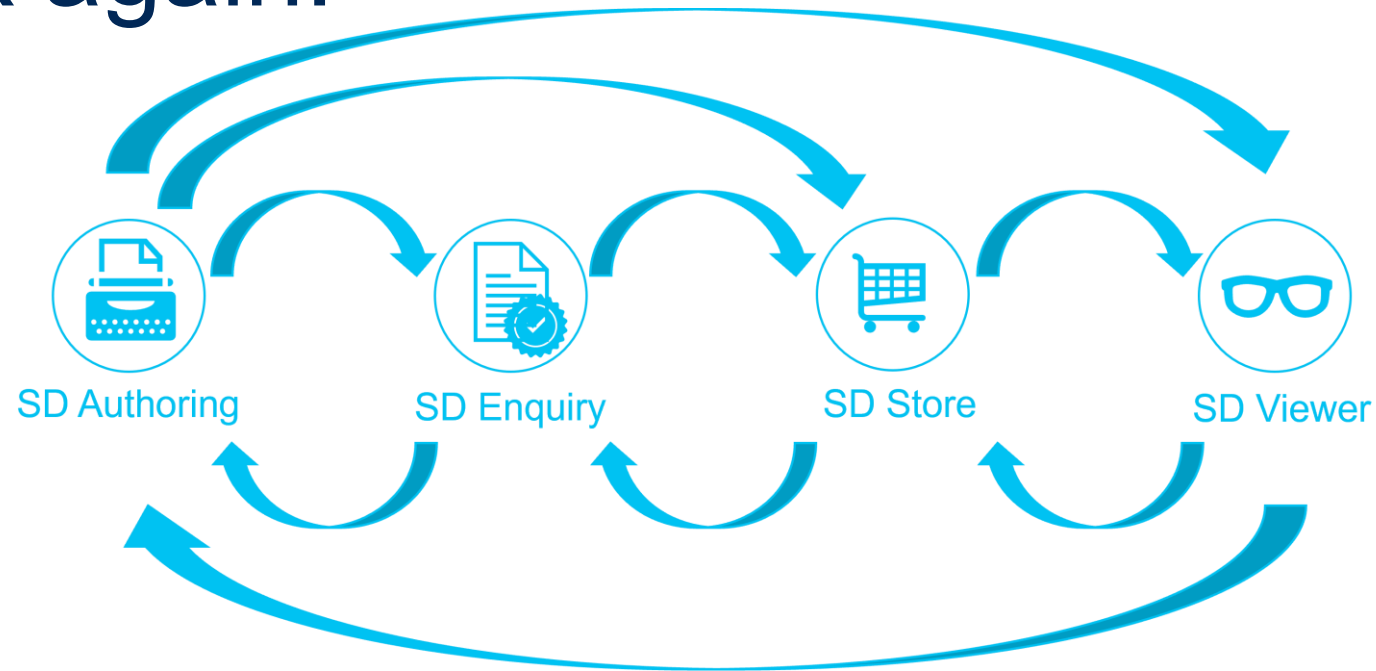
# From SD Authoring to SD Store



## Digital solutions enable a “single source publishing” process

- **Authoring** / Enriching digital content (pure national standards, adoptions, revisions, amendments, translations)
- Publish drafts for **Public Enquiry** and Web **Stores**
- Distribute value added products, **Viewable** in digital formats

# ...and back again!



## Digital solutions enable customers to drive demand for new products

- Provide flexible subscription access to standards in digital formats
- Allow users to comment on published and draft standards
- Accept requests for new value-added products and services

# Being Customer Centric...

Consider:

1. What problems are standards users trying to solve?
2. How are they solving these today?
3. What more can Standards Development Organizations do to help?





Putting the customer first,  
A Few “Real-World” Examples...

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# 1. Standards Norway Use Case

# Authoring

An integral part of our production workflow

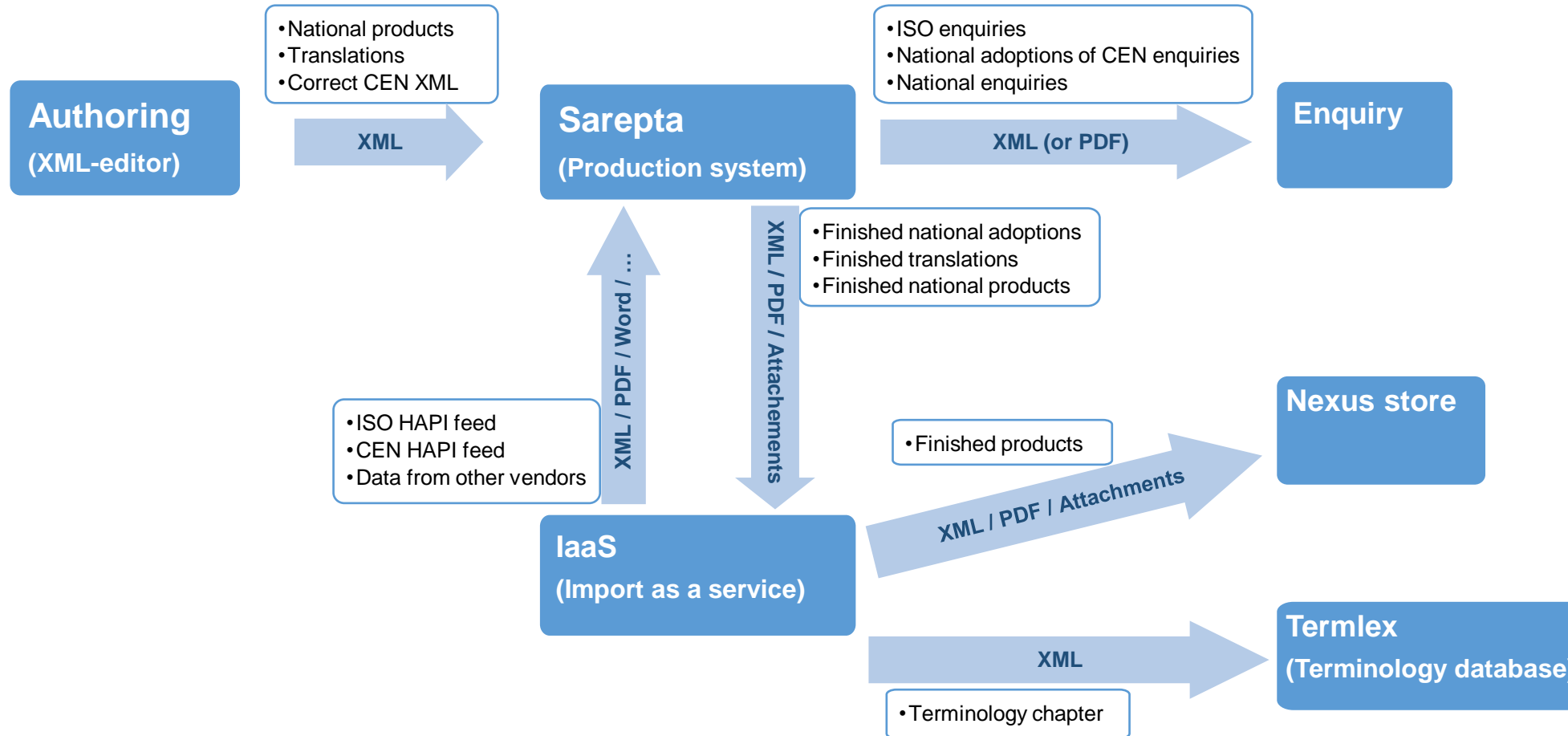
*By Per Thrane-Nielsen  
Team Manager – Translation and Publication*



# Our production workflow

– based on products from Standards Digital

## workflow



# What do we use Authoring for?



## ***Pure national products:***

- Written in Authoring by our PLs;
- Assist PLs in creating projects, converting earlier editions from Word/PDF;
- Assist with vectorized graphics;
- Committee review and proof-reading – all done in Authoring.

## ***Translations:***

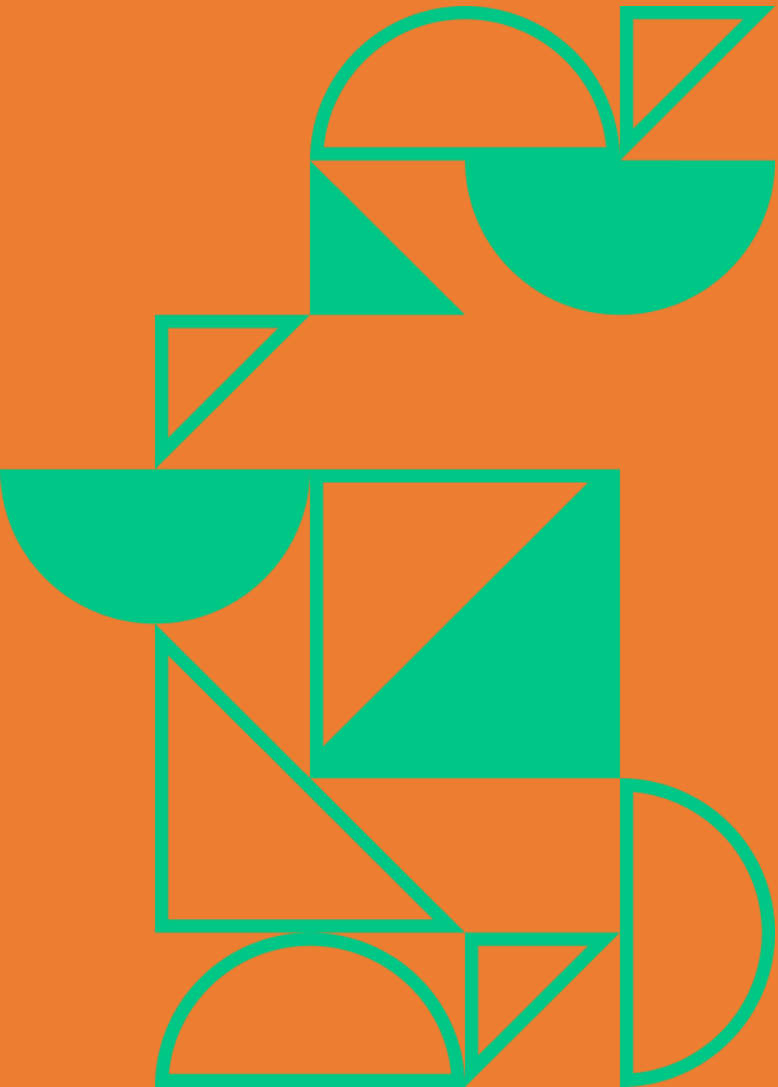
- XML from national adoption imported from our production system;
- Initial translation of XML performed in SDL Trados Studio;
- Assist with vectorized graphics;
- Committee review and proof-reading – all done in Authoring.

## ***Correct CEN XML:***

- Jira ticket listing errors reported to CEN (if incorrect XML is provided, no further actions are taken);
- XML with errors imported from the national adoption within our production system;
- Errors corrected in Authoring (if needed, missing graphics are copied from Word-file renamed to ZIP);
- Corrected XML imported to the national adoption within our production system with override source-files set.

# Some important choices

1. Using same production engine for all conversion from XML across multiple applications
2. Getting the production engine to do all merging of XMLs
3. Going all in – helping our PLs become proficient with Authoring and not continuing to maintain Word templates
4. Good use of versioning to prevent data-loss





# Workspace

Committees you are engaged in are listed below.

◇ Expand all   ✕ Collapse all

NORSOK D-001

**Drilling facilities →**

◇ Expand

NORSOK M-101

**Structural steel fabrication →**

◇ Expand

NS 8360

**BIM objekter for byggverk →**

◇ Expand

NS 8438

- My workspace
- Project management**
- User management
- Publishing
- My profile
- My organization

---

- Log out

---

- ? User guide



# Project management

Filter project			
<input type="text" value="NORSOK"/>	<a href="#">+ Add new project</a>		
Project ↑	Status	Created date	Source
<a href="#">NORSOK NORSK MAL</a>	Active	Jan. 18, 2023	Local
<a href="#">NORSOK C-002 Living quarter</a>	Active	Nov. 2, 2023	Local
<a href="#">NORSOK C-004 Helicopter decks on offshore installations</a>	Finished	Mar. 23, 2022	Local
<a href="#">NORSOK D-001 Drilling facilities</a>	Active	Feb. 1, 2021	Local
<a href="#">NORSOK D-010 Well integrity in drilling and well operations</a>	Active	June 20, 2023	Local
<a href="#">NORSOK E-001 Electrical systems</a>	Active	June 8, 2023	Local
<a href="#">NORSOK ENGLISH TEMPLATE NORSOK IN ENGLISH TEMPLATE</a>	Active	Feb. 28, 2023	Local
<a href="#">NORSOK H-001 Heating, ventilation and air conditioning (HVAC)</a>	Active	July 27, 2021	Local
<a href="#">NORSOK H-002 Sanitary Systems</a>	Finished	July 27, 2021	Local
<a href="#">NORSOK H-003 Heating, ventilation and air conditioning (HVAC) and sanitary systems</a>	Hidden	Jan. 2, 2023	Local
<a href="#">NORSOK I-001 Field instrumentation</a>	Active	Oct. 7, 2022	Local
<a href="#">NORSOK I-106 Fiscal metering systems for hydrocarbon liquid and gas</a>	Active	Sept. 28, 2022	Local
<a href="#">NORSOK L-001 Piping and valves</a>	Active	Feb. 1, 2021	Local
<a href="#">NORSOK L-005 Compact flanges</a>	Active	Feb. 1, 2021	Local
<a href="#">NORSOK M-001 Materials selection</a>	Active	Feb. 1, 2021	Local





← Project management

# XML-FIX Arbeidsområde for produksjons-teamet

↓ Project documents ↓ Committee members ↓ Project settings

## Project information

## Project documents

### Working documents

+ Create working document

Document name ↓↑	Milestones	Document type	Version	Created date	
<a href="#">prns-en-1170_2023_en_001</a>			1.0	Nov. 9, 2023	👁️ ↓ ⋮

- 👁️ Preview
- ↓ Download
- ☰ Version history
- + Create new version
- ✎ Document settings
- Move to project
- 🗑️ Delete working document

### Support documents

## Committee members

Add and manage committee members and define their roles for this committee.

### Active engagements

+ Add engagement

User ↓↑	Role	Start date	End date	
Per Thrane-Nielsen	Project manager	Oct. 20, 2023		✎ ⋮
Kristen Fougner	Project manager	Oct. 20, 2023		✎ ⋮
Ingeborg Nesbø	Project manager	Oct. 20, 2023		✎ ⋮

FRONT MATTER The document cannot be directly edited

TITLE WRAPPER NORWEGIAN

FULL Utbyggingsavtale mellom kommune og utbygger om utbygging til gjennomføring av en arealplan

CLAUSE The document cannot be directly edited FOREWORD

Skriv overskrift her

ARRAY SIZE: NONE UNIT: NONE

BYGGBLANKETT 8447

Utbyggingsavtale mellom kommune og utbygger om utbygging til gjennomføring av en arealplan

CLAUSE The document cannot be directly edited FOREWORD

### Bakgrunn og formål

Blanketten brukes for å regulere plikter og rettigheter mellom en kommune og en utbygger eller grunneier (heretter kalt utbygger) ved utbygging til gjennomføring av en arealplan (utbyggingsavtale). Det kan forhandles om en utbyggingsavtale parallelt med en planprosess. Kommunen kan likevel ikke inngå en bindende utbyggingsavtale før arealplanen for området er vedtatt, jf. plan- og bygningsloven § 17-4 femte ledd.

Kommunen har i prinsippvedtak, eventuelt gjennom bestemmelser til kommuneplanens arealdel, fastsatt rammer for bruk av utbyggingsavtale, jf. plan- og bygningsloven § 17-2.

Outline

- Front matter
  - Untitled foreword
  - Bakgrunn og formål**
  - Veiledning til blanketten
- Body
  - UTBYGGINGSAVTALE FOR .....
  - 1 Partene
  - ▶ 2 Avtalens bakgrunn, formål og stedlig virkeo...
  - 3 Utbyggers forpliktelser
  - ▶ 5 Prosjektering og opparbeidelse av tiltak so...
  - ▶ 6 Prosjektering og opparbeidelse av tiltak so...
  - ▶ 7 Kontantbidrag til kommunens prosjekterin...
  - 4 Kommunens plikt til opparbeidelse og/eller...
  - ▶ 9 Tiltak som utbygger har innbetalt et kontan...
  - 10 Tiltak som utbygger ikke har innbetalt et k...
  - ▶ 11 Kontantbidrag til utbyggers prosjektering ...
  - 5 Overtakelse av tiltak
  - ▶ 6 Grunnerverv og ekspropriasjon
  - 7 Refusjon etter plan- og bygningsloven
  - 8 Tinglysning
  - 9 Kommunens offentlige myndighet
  - 10 Reforhandling ved endrede forutsetninger
  - 11 Transport av avtalen





Standards  
Norway

**Speaker:**

*Per Thrane-Nielsen*

**Contact**

67 83 86 00

info@standard.no

standard.no

**Follow us on**





# 3. The Swiss Association for Standardization (SNV) Use Case

Customer  
Library



# 4.NSAI Use Case

National NPP  
Replacement



## 2. Statens vegvesen (SVV) Use Case

End-to-End  
Publishing of  
Handbooks &  
requirements



In Summary...

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Start with  
the End  
(user)



Analog

VS

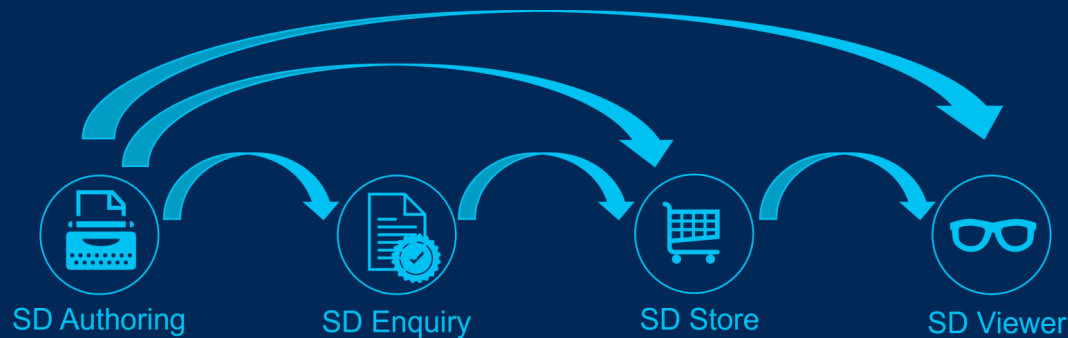
Digital





# SD's End-to-End Digital Solutions...

## From SD Authoring to SD Store



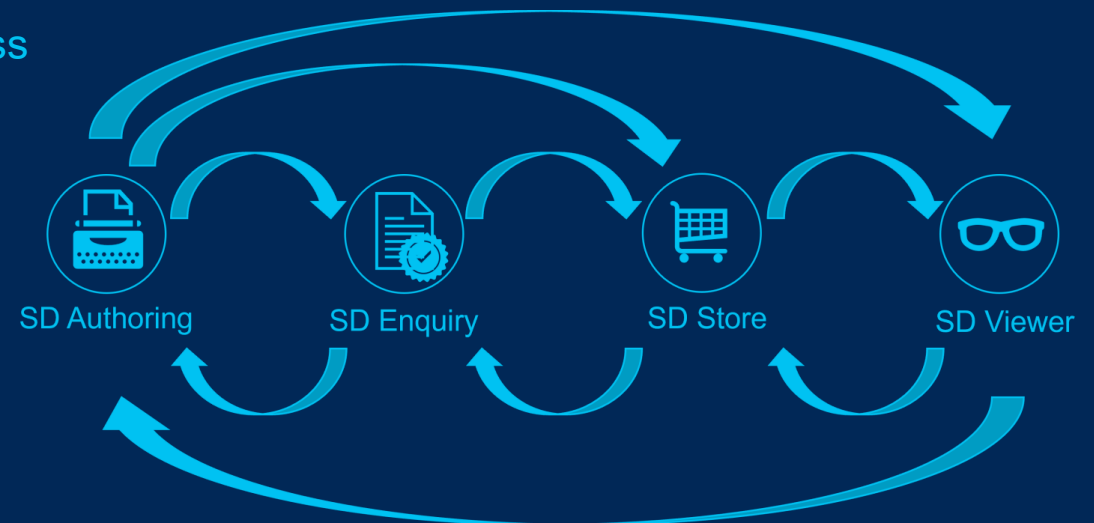
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Thank you for listening!

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# Stream 1 – Standards Development Workshop

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# Your hosts

- Dorothee
- Valters
- Janis





# Agenda

- The world is changing
- Step 1: creating the content – Authoring tool
  - Things it can do
  - Things we want it to do (roadmap)
  - Feedback
- Step 2: enquiring the public – Enquiry tool
  - Things it can do
  - Things we want it to do (roadmap)
  - Feedback
- Discussion

# Long way from

The screenshot shows a Microsoft Word window with the title bar 'Microsoft Word - CS3017 Adaptive Interactive Systems Coursework'. The document content includes a heading 'Introduction' and a paragraph: 'Old Machar Computers is a local shop who sells computers to the general public. Customers can either buy computers from the shop or go online to browse and buy. Old Machar computers realise that not all of their users are computer literate, and that some have disabilities. Some customers may not know what they're looking for. Others however will ha wa l a sy'. A table is overlaid on the document, listing several document versions with their names and status.

Name	Status
9001_2005 Second version for meeting - Copy v2.1.docx	✓
9001_2005 Second version for meeting.docx	✓
9001_2005_first_draft - Copy.docx	✓
9001_2005_first_draft v1.1 - Copy after comittee meeting.docx	✓
9001_2005_first_draft v1.1.docx	✓
9001_2005_first_draft v1.docx	✓
9001_2005_first_draft.docx	✓

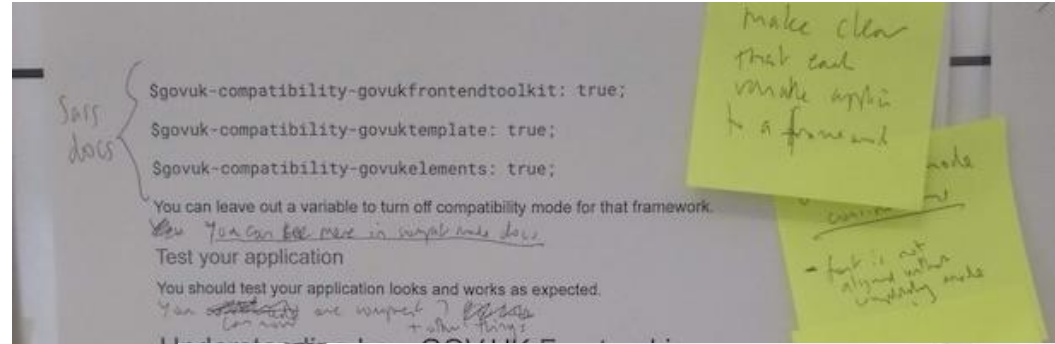
# Long way from

The screenshot displays the Authoring software interface. The top menu bar includes 'Authoring', 'START', 'INSERT', 'REFERENCE', and 'TOOLS'. The right side of the menu bar shows 'Unlock all', 'Janis Salenieks', and 'English'. The main workspace is divided into two panes. The left pane, titled 'FRONT MATTER', shows a document structure with sections: 'TITLE WRAPPER', 'INTRO', 'MAIN', 'COMPL', and 'FULL'. The 'INTRO' section contains the text 'Hey, this is an intro'. The right pane, titled 'XML source', shows the corresponding XML code for the 'Front matter' section. The XML code includes a document declaration, a schema reference, and a title wrapper element containing the introductory text. The bottom status bar shows the current navigation path: 'Front matter > Standard metadata > Title wrapper > Introductory title part'.

```
<?fontoxml-author author-id="034995d4-9be2-42ce-84b5-e9db9bf85f92" name="Janis Salenieks" role-id="undefined"?>
<front xmlns:as="http://niso-sts-authoring-solution/authoring-schema"
xmlns:xlink="http://www.w3.org/1999/xlink"
xmlns:mml="http://www.w3.org/1998/Math/MathML" xmlns:tbx="urn:iso:std:iso:30042:ed-1">
  <std-meta>
    <title-wrap xml:lang="en">
      <intro>
        <?fontoxml-change-addition-start author-id="034995d4-9be2-42ce-84b5-e9db9bf85f92" change-id="0e1664ae-35be-4e4e-de46-858763149139" timestamp="1689946480462"?>
          "Hey, this is an intro"
        </intro>
      </title-wrap>
    </std-meta>
  </front>
</fontoxml>
```

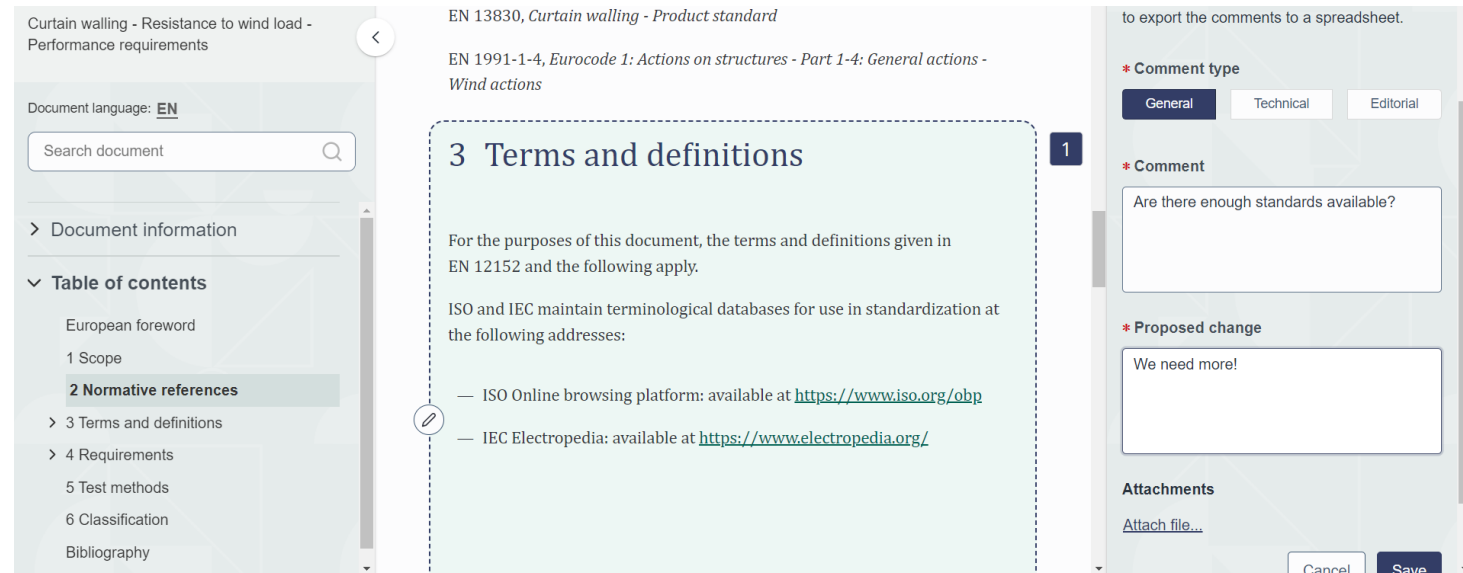


# Long way from





# Long way from



Curtain walling - Resistance to wind load - Performance requirements

Document language: **EN**

Search document

> Document information

▼ **Table of contents**

- European foreword
- 1 Scope
- 2 Normative references**
- > 3 Terms and definitions
- > 4 Requirements
- 5 Test methods
- 6 Classification
- Bibliography

EN 13830, *Curtain walling - Product standard*

EN 1991-1-4, *Eurocode 1: Actions on structures - Part 1-4: General actions - Wind actions*

### 3 Terms and definitions

For the purposes of this document, the terms and definitions given in EN 12152 and the following apply.

ISO and IEC maintain terminological databases for use in standardization at the following addresses:

- ISO Online browsing platform: available at <https://www.iso.org/obp>
- IEC Electropedia: available at <https://www.electropedia.org/>

to export the comments to a spreadsheet.

\* **Comment type**

General Technical Editorial

\* **Comment**

Are there enough standards available?

\* **Proposed change**

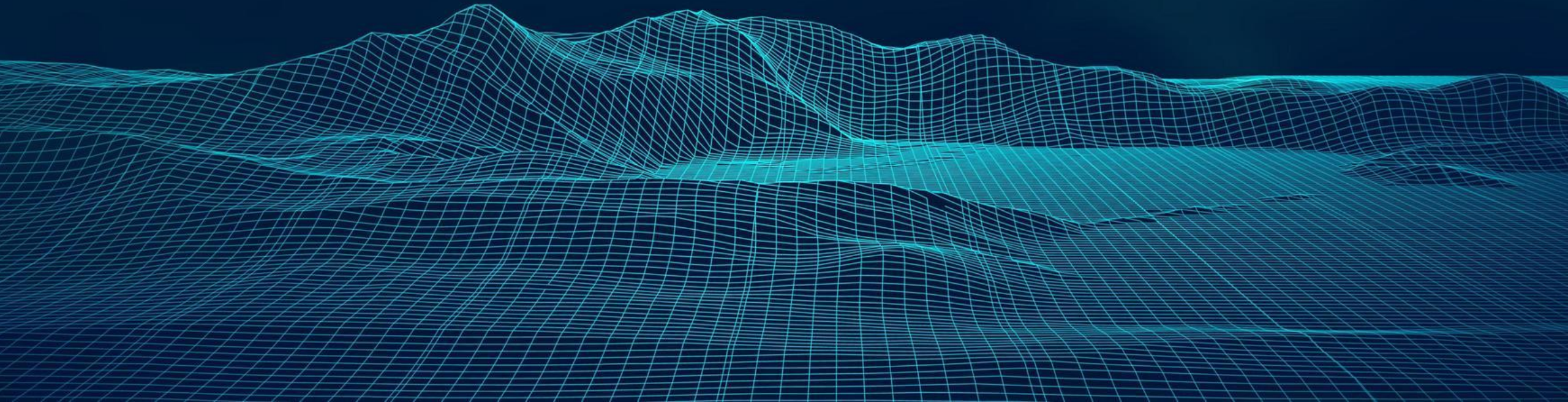
We need more!

**Attachments**

[Attach file...](#)

Cancel Save

# Standard's place in the modern digital landscape





## Global Digital transformation budget

**\$1,009.8 billion\***

2020 - 2025

\*1,009,800,000,000

Source: <https://www.researchandmarkets.com/report/digital-transformation>



**35%**  
Of global companies report using **AI** in their business

Source: The IBM Global AI adoption Index (2022)



## Top Benefits of Adopting a Digital Model

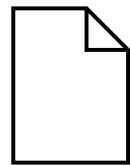
Improve operational efficiency	<b>40%</b>
Meet changing customer expectations	<b>35%</b>
Improve new product quality	<b>26%</b>
Increase design re-use	<b>25%</b>
Reduce product development costs	<b>24%</b>
Introduce new revenue streams	<b>21%</b>
Reduce cost of poor quality	<b>14%</b>
Increase first pass yield	<b>5%</b>

Source: Digital Transformation Report by Corporate Leaders and PTC

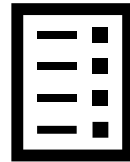
# Where are you now?



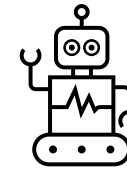
Sage 0:  
Paper  
standards



Stage 1:  
Digitalized  
Standards  
(PDF)



Stage 2:  
Machine  
readable  
documents  
(XML)



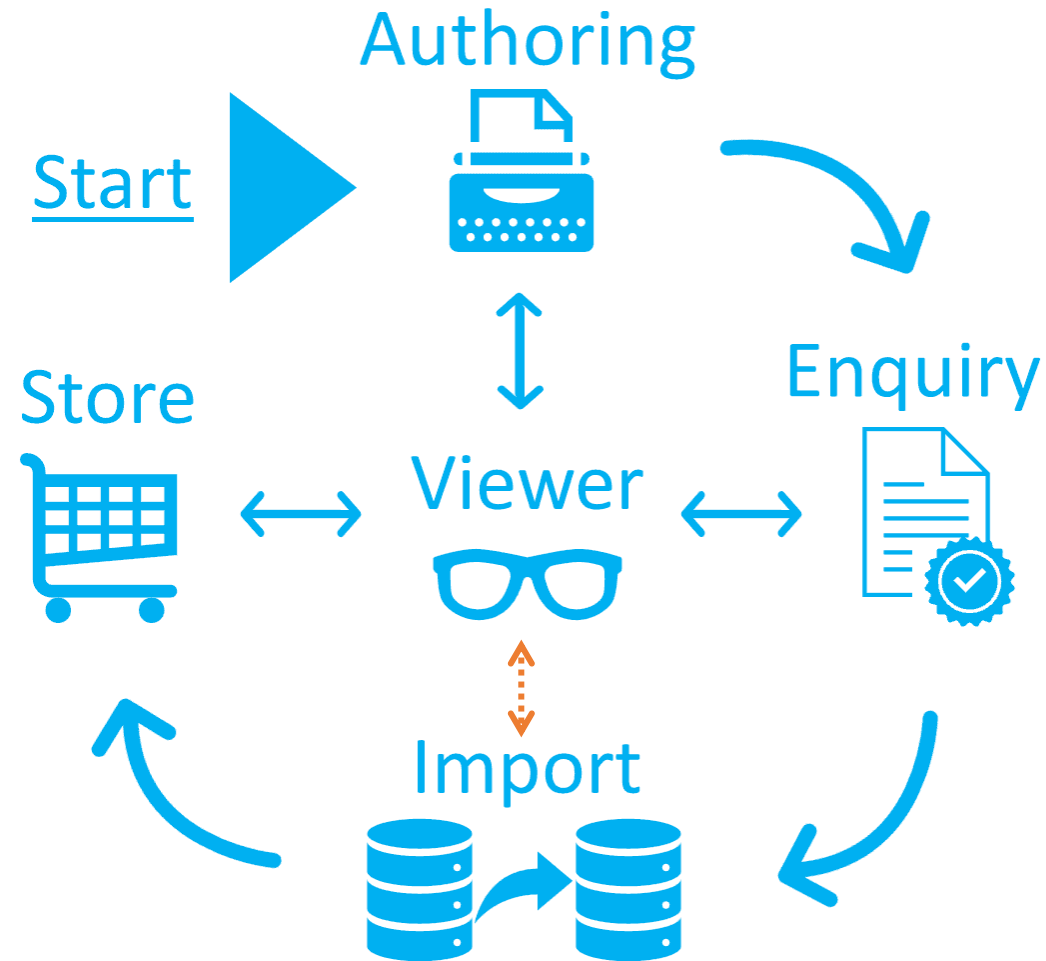
Stage 3:  
Machine  
readable  
content



Stage 4:  
Machine  
interpretable  
content



# Integrated solution



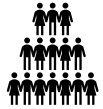
# Authoring



**Word-like editing of XML content**



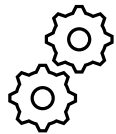
**Focus on content**



**Collaboration**



**Improve speed**



**Software based on ISO/IEC OSD software**  
**Customized for national standards work**  
**Adapted for other industry use**



**Integration with Enquiry**

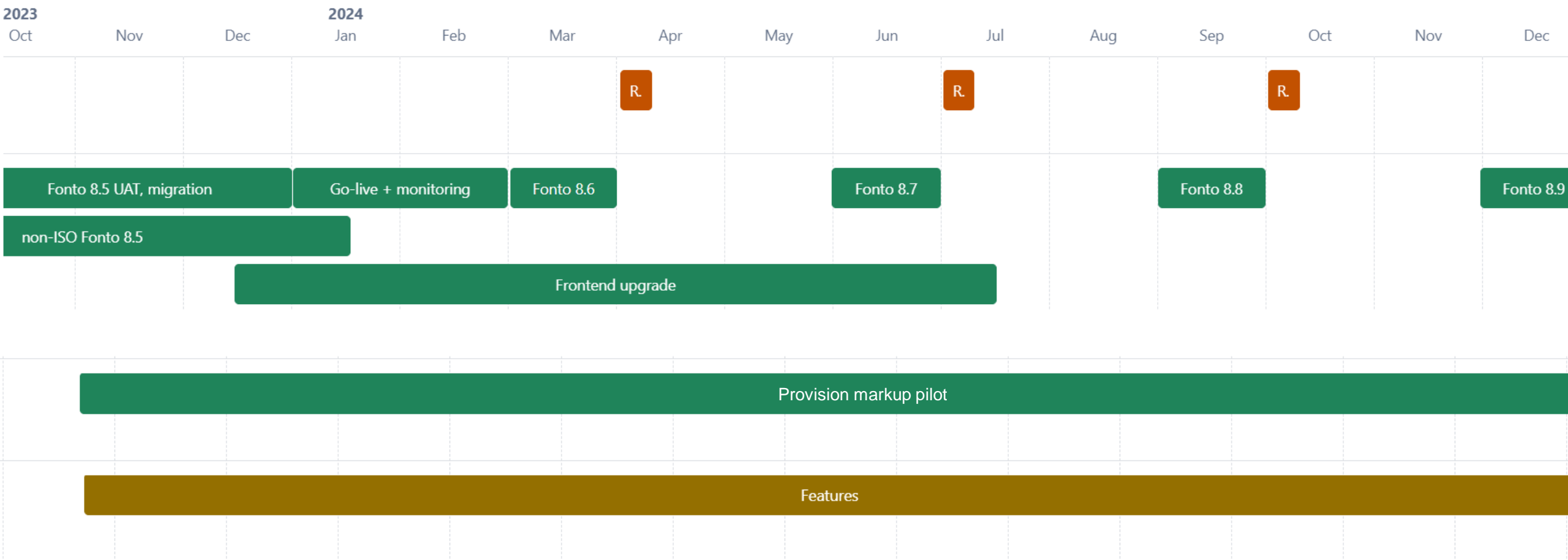


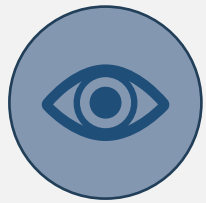




# Roadmap focus for 2024

- Frequent upgrades
- Integration with PM/Asset management tools
- Integration with tems library solution and reference lookup tool
- Piloting provision mark up
- PM tool redesign





### Standards lookup

Tool to search for standards references and include them in AT document

01



### Quality checks management

Improve content quality(language, identify provisions, correct your speech, grammar, etc.)

02



### Comment import from Enquiry

Export comments directly from enquiry to AT

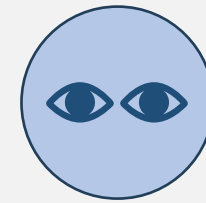
03



### Integration with terms libraries

Improve speed and content quality with fast terms lookup

04



### Granular content lookup

Referencing granular content from other standards

05



### Initiate limited-access enquiry

Start an enquiry (full, partial, public or limited-access) directly from the AT

06



### Requirements quality analysis tool

Content analysis for requirements validity, clarity

07



### Integration with Asset/PM mgmt

Implement AT as part of your process

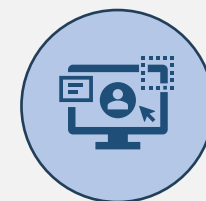
08



### Integration with Import service

Push your projects directly to Import service

09



### Integration with customer repositories

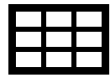
Sync any document with your repository

10



**BREAK  
TIME!!!**

# Enquiry



**Easy enquiry creation using event grid, FTP or API**



**Quick and simple feedback on documents or parts of them**



**Full comment management**



**Suited for XMLs and PDFs**



# Roadmap focus for 2024

- More comment flexibility
  - Private/public comments
  - Like/dislike
  - Private notes
- Integration with Import
- Organization support
- Streamlined feel and look
  - Comment management in context
  - Manual enquiry creation
  - Invitees-only enquiries
- Viewer 2.0



### Integration with Import service

Start new enquiries by fetching documents from Import service

01



### Comment export to AT

One-click comment export to AT or a template

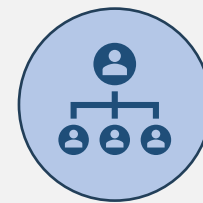
02



### Manual enquiry

Create new enquiry directly in ENQ tool

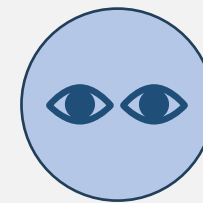
03



### Organization support

Support team collaboration

04



### Invitees-only enquiries

Enquiry for a limited audience

05



### Comment flexibility

Public/private, like/dislike, private notes, questions on document, FAQ

06



### Comment review in context

Review comments in the Viewer

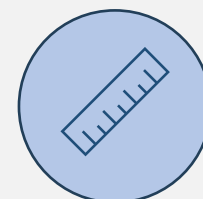
07



### Support documents, multiple documents

Commenting on support documents, open 2 documents in 1 screen

08



### Redlines

Show redlines to limit the comment scope

09



### Offline commenting

Work with documents offline

10







Do you think your organization is ready to take on the digitalization challenges?



## Stream 2 – Marketing & Sales Workshop

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# Agenda

- Day 1:
  - Import Service: Plans for 2024
  - Store Roadmap 2024: Review plans and timeline, receive the input and discuss priorities
- Day 2:
  - Workshop: Brainstorm and prioritize ideas for Store 2025+





# Import Service: Roadmap focus for 2024

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# Import Service: Today

- Harmonized (API) and file-based file intake
- Some quality checks implemented
- More than 200 SDO's available directly or indirectly.
- Data to customers delivered in the Harmonized model (We also support extended harmonized model with customer specific fields)
- Azure infrastructure and API management to support high speed, redundancy and security
- Integrations with Store,
- Integration with Realta (external publishing system)
- Delivers data and files to several Standards Digital solutions
- Extract and exports data to terminology library based on XML from vendors
- Continuous onboarding by client's priorities

# Import Roadmap focus for 2024

- Import transformation
  - New technology
  - New approach to data handling
  - Faster, more flexible, secure
- Import UI
  - View import status
  - Detailed data verification
  - Visibility of imported products (project list, possible integration with the Viewer)
  - Issue follow-up
- Generic product – create new products directly in Import (using default Import schema)
- Upload products – upload multiple products (using default Import schema)
- Custom data verification
- Custom data manipulations

Imports

Search imports

Sort by Name +A-Z Invite a user

Batch	Vendor	Batch volume	Time spent
2023-08-11 14+23-22	ISO Standards	24	Entities
2023-08-11 14+23-22	ISO Standards	24	Entities
2023-08-11 14+23-22	ISO Standards	24	Entities
2023-08-11 14+23-22	ISO Standards		
2023-08-11 14+23-22	ISO Standards		
2023-08-11 14+23-22	ISO Standards		

About FAQ Help Terms of service

English Norsk

Dashboard

1052 Imports last 14 days

Latest imports last 30 days

75 In queue 8 Active reports 75 In queue 75 In queue

Recent loads

Recent exports

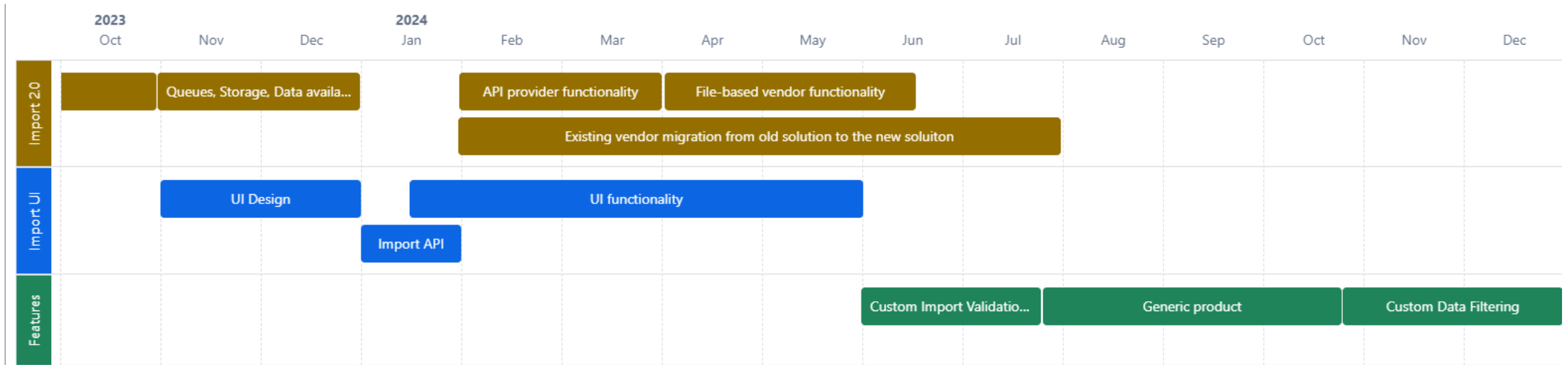
Link Link Link Link Link Link

Phone Email Phone Email

Language

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# Import Roadmap 2024





# Store Roadmap 2024

Review plans and roadmap

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# Focus for Store Roadmap 2024



**Stability, Quality, and Performance**



**Data Quality and Management**



**Review Frontend: UI&UX Improvements**



**Product Hub: Backend system for Admins**



**Managed Portal for Enterprises: Internal Library**

# Stability, Quality and Performance

- Self-testable flow: Introduce automated quality assurance in every development step
- Improve the overall performance of the Store
- Store services & component monitoring
- Make Search and Indexing lightweight
- Goal: Continuous deployment and deliveries
- Security: Align every development step to ISO 27001 and ISO/IEC 20000-1



# SD Priorities: Data Management & Quality, UI/UX Improvements

- Introduce rules to reduce the amount of duplicated standards and publications in cooperation with SD Import Service
- Product Monitoring: Monitor product family instead of product
- Improve Email and Notification system
- UI/UX flow review for Store pages: Registration, Subscription administration, Check-out etc.
- Improve SSO functionality



# Managed Portal for Enterprises: Internal Library

We provide a custom login page for enterprise users where logo, header, and footer content can be customized to the client's needs.

The principle of Managed Portal for Enterprises is an additional subscription type, which applies with specific effects:

- All users assigned to the organization get instant access to subscription content
- Users attached to an organization are restricted to single-sales
- Standards that are not added to the subscription can be requested
- Manual upload of customer-specific internal documents.

**2024 Plan:** Automate file upload of customer-specific documents and make the solution more configurable

The image displays two screenshots of a standards portal interface. The left screenshot shows a 'Request' form for a product not activated for the company, with a 'Request product' button. The right screenshot shows a search results page for 'ISO 3834-5:2021' with a list of standards including ISO 22004:2014, ISO 1328-2:2021, and EN ISO 3834-5:2021.



# Product Hub: overview and plans

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# Product Hub: Quotation

Quotation module is an efficient module designed to create quotations for subscriptions, with estimated prices for the first year and next years, including discounts. Quotations can be sent as PDF to a selection of your registered customers.

Upon receiving confirmation of the quotation, the module performs automated tasks, including the activation of the subscription and the generation of an invoice.

Quotation can be easily reused as a foundational template for future subscriptions for the same customer.

**2024 Plan:** Support MULs subscriptions

The screenshot displays the 'Product Hub' interface for creating a quotation. It is divided into two main sections: a product list and a quotation summary.

**Product List:** Shows 11 products grouped into three categories: IEC (3), ISO (3), and NEK (2). Each product entry includes its name, count, yearly price, first year price, and an action button.

Name	Count	Yearly price	First year price	Action
<b>IEC (3)</b>				
IEC 62149-3	1	840.00	840.00	Remove
IEC 60831-1	1	2,340.00	2,340.00	Remove
IEC 60840	1	6,820.00	6,820.00	Remove
<b>ISO (3)</b>				
ISO 9001	1	2,455.00	2,455.00	
ISO/IEC 27001	1	2,100.00	2,100.00	
ISO 12006-3	1	2,810.00	2,810.00	
<b>NEK (2)</b>				
NEK 400	1	1,735.00	1,735.00	
NEK TS 400 Bolig	1	621.00	621.00	
<b>SN (3)</b>				
NS 3420-L	1	1,380.00	1,380.00	
NS 3420-U	1	3,405.00	3,405.00	
Juridiske standarder for bygg og anlegg - Websamling	1	7,600.00	7,600.00	

**Quotation Summary:** This section provides a detailed breakdown of the quotation. It includes 'Actions' (Generate PDF, Activate), 'Status and notes' (Quotation status: Approved), and 'Quotation details' (Subscription details, Prices and discounts). The 'Prices and discounts' section is split into 'First year prices' and 'Yearly prices'.

Category	Item	Value
First year prices	Standards	24,506.00
	Discount	0.00
	Sum	24,506.00
	Collections	7,600.00
Yearly prices	Standards	24,506.00
	Discount (percent)	0.00
	Sum	24,506.00
	Collections	7,600.00
Eforms	Eforms	0.00
	Discount	0.00
	Sum	0.00
	Setup fee	0.00
Maintenance fee	Maintenance fee	5,500.00
	Discount	0.00
	Sum	5,500.00
	Maintenance fee	5,500.00
Request for price products	Request for price products	0.00
	Discount	0.00
	Sum	0.00
	Total discounts	0.00
Totals	First year total	37,606.00
	Yearly total	37,606.00

# Product Hub: Subscription Management

Subscription Management module empowers you with comprehensive visibility and control over your clients' subscriptions.

This seamlessly integrated solution is designed to streamline your daily workflow, providing users with the ability to effortlessly review subscription content, execute various actions on subscription lines, and efficiently export subscription details.

The image displays two overlapping screenshots of the 'Subscription Management' interface. The top screenshot shows the 'Subscribers' list on the left and a detailed view of a subscription for '24 November Ltd' on the right. The bottom screenshot shows a detailed view of 'Subscription Lines' for 'S103048 BASIC AX', featuring a table of subscription lines with columns for standard reference, SDO, collection name, added date, status, and actions.

**Subscribers**

Filter subscribers

Organization name or id... Search

Showing 10 subscribers

- 243545 Certus Takst AS
- 192493 Lier vei, vann og avløp KF
- 269388 METIZOFT ENVIRO AS
- 269846 TOLKENETT AS
- 108617 24 November Ltd**
- 244066 24Sevenoffice Labs AS
- 206730 2Clean AS
- 197761 2-Tal AS
- 204959 Ztal Utemiljø AS
- 238203 3 Kløver AS

Load more

**Subscriptions – 24 November Ltd**

Showing 5 of 5 subscriptions

**S106881 STSD-2173**

ACTIVE

Languages: English Services: Basic Users: 185 Contract date: 2023-10-17

Internal note: STSD-2173

End subscription Export Edit note View 2 subscription lines

**Subscription Lines – S103048 BASIC AX**

Subscription: S103048 Status: Active Organization: 7Waves AS Languages: English, Norwegian Contract date: 2012-11-29 Service level: Basic

Return to subscriptions Standards Collections Eforms

Deactivate selected Reactivate selected Export selected Show collection items Product search

Standard reference	SDO	Collection name	Added date	Status	Actions
<input type="checkbox"/>	NORSOK C-002	Standards Norway	2023-05-19	Active	Deactivate
<input type="checkbox"/>	NORSOK S-002	Standards Norway	2023-05-19	Active	Deactivate
<input type="checkbox"/>	NS-EN 1993-1-10	Standards Norway	2023-05-19	Active	Deactivate
<input type="checkbox"/>	NS-EN 1993-1-11	Standards Norway	2023-05-19	Active	Deactivate
<input type="checkbox"/>	NS-EN 1993-1-12	Standards Norway	2023-05-19	Active	Deactivate
<input type="checkbox"/>	NS-EN 1993-1-2	Standards Norway	2023-05-19	Active	Deactivate
<input type="checkbox"/>	NS-EN 1993-1-3	Standards Norway	2023-05-19	Active	Deactivate
<input type="checkbox"/>	NS-EN 1993-1-7	Standards Norway	2023-05-19	Active	Deactivate
<input type="checkbox"/>	NS-EN 1993-1-9	Standards Norway	2023-05-19	Active	Deactivate
<input type="checkbox"/>	NS-EN 1993-2	Standards Norway	2023-05-19	Active	Deactivate
<input type="checkbox"/>	NS-EN 1993-3-1	Standards Norway	2023-05-19	Active	Deactivate
<input type="checkbox"/>	NS-EN 1993-3-2	Standards Norway	2023-05-19	Active	Deactivate
<input type="checkbox"/>	NS-EN 1993-4-1	Standards Norway	2023-05-19	Active	Deactivate
<input type="checkbox"/>	NS-EN 1993-4-2	Standards Norway	2023-05-19	Active	Deactivate
<input type="checkbox"/>	NS-EN 1993-4-3	Standards Norway	2023-05-19	Active	Deactivate
<input type="checkbox"/>	NS-EN 1993-5	Standards Norway	2023-05-19	Active	Deactivate
<input type="checkbox"/>	NS-EN 1993-6	Standards Norway	2023-05-19	Active	Deactivate
<input type="checkbox"/>	NS-EN ISO 13920	Standards Norway	2023-05-19	Active	Deactivate
<input type="checkbox"/>	NS-EN ISO 14122-3	Standards Norway	2023-05-19	Active	Deactivate

Total Rows: 19

# Product Hub: Subscription Invoicing

Efficiently handle invoices, apply credit notes, distribute workload among colleagues, and seamlessly prepare invoice basis for upcoming periods.

The Subscription Invoicing module empowers users to navigate and manage invoices for the current period while offering the flexibility to utilize existing invoices as the basis for the next period's invoices.

**2024 Plan** : Introduce price changes in the future.

**S105655 Awesome subscription**

Subscription: S105655 | Organization: Hudson Inc | Subscription responsible: Ben Davies | SO employee: Pearl Brown | Invoice period: 2022-01-01 – 2023-12-31 | Service level: Basic | Users: 50 | PO number: XYZ-123-123200 | Status: In progress

Actions: + Add product, Import prices, Export products, Download invoice, Send to invoicing

### Standards

Expand all | Collapse all

#### ISO (5)

Reference	Price group	Price
<input type="checkbox"/> ISO 9001	AG	30.200,00
<input type="checkbox"/> ISO 7010	AG	18.230,00
<input type="checkbox"/> ISO 7	KD	22.300,00
<input checked="" type="checkbox"/> ISO 14044	KD	3.400,00
<input type="checkbox"/> ISO 13450	KD	11.230,00
<b>Products 5</b>	<b>Filtered 0</b>	<b>Selected 0</b>
<b>Changed 1</b>	<b>Sum 85.360,00</b>	

#### IEC (3)

Reference	Price group	Price
<input type="checkbox"/> IEC 60379	AG	10.027,00
<input type="checkbox"/> IEC 61400	AG	6.330,00
<input type="checkbox"/> IEC 61010-1	KD	10.343,00
<b>Products 3</b>	<b>Filtered 3</b>	<b>Selected 0</b>
<b>Changed 0</b>	<b>Sum 26.700,00</b>	

#### SN (3)

Reference	Price group	Price
<input type="checkbox"/> NS-EN 10355	BX	11.000,00
<input type="checkbox"/> NS-EN 10351	JP	8.000,00
<input type="checkbox"/> NS-EN 14772	KV	2.500,00
<b>Products 3</b>	<b>Filtered 3</b>	<b>Selected 0</b>
<b>Changed 2</b>	<b>Sum 21.500,00</b>	

#### NEK (8)

<b>Products 8</b>	<b>Filtered 0</b>	<b>Selected 0</b>	<b>Changed 0</b>	<b>Sum 31.320,00</b>
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### Invoice totals

Standards	84.000,00
Discount (percent)	10%
<b>Sum</b>	<b>75.600,00</b>
Maintenance fee	1.000,00
Discount	0,00
<b>Sum</b>	<b>1.000,00</b>
Collections	15.000,00
Discount (percent)	10%
<b>Sum</b>	<b>13.500,00</b>
Request for price products	0,00
Total discounts	9.900,00
<b>Invoice total</b>	<b>90.100,00</b>

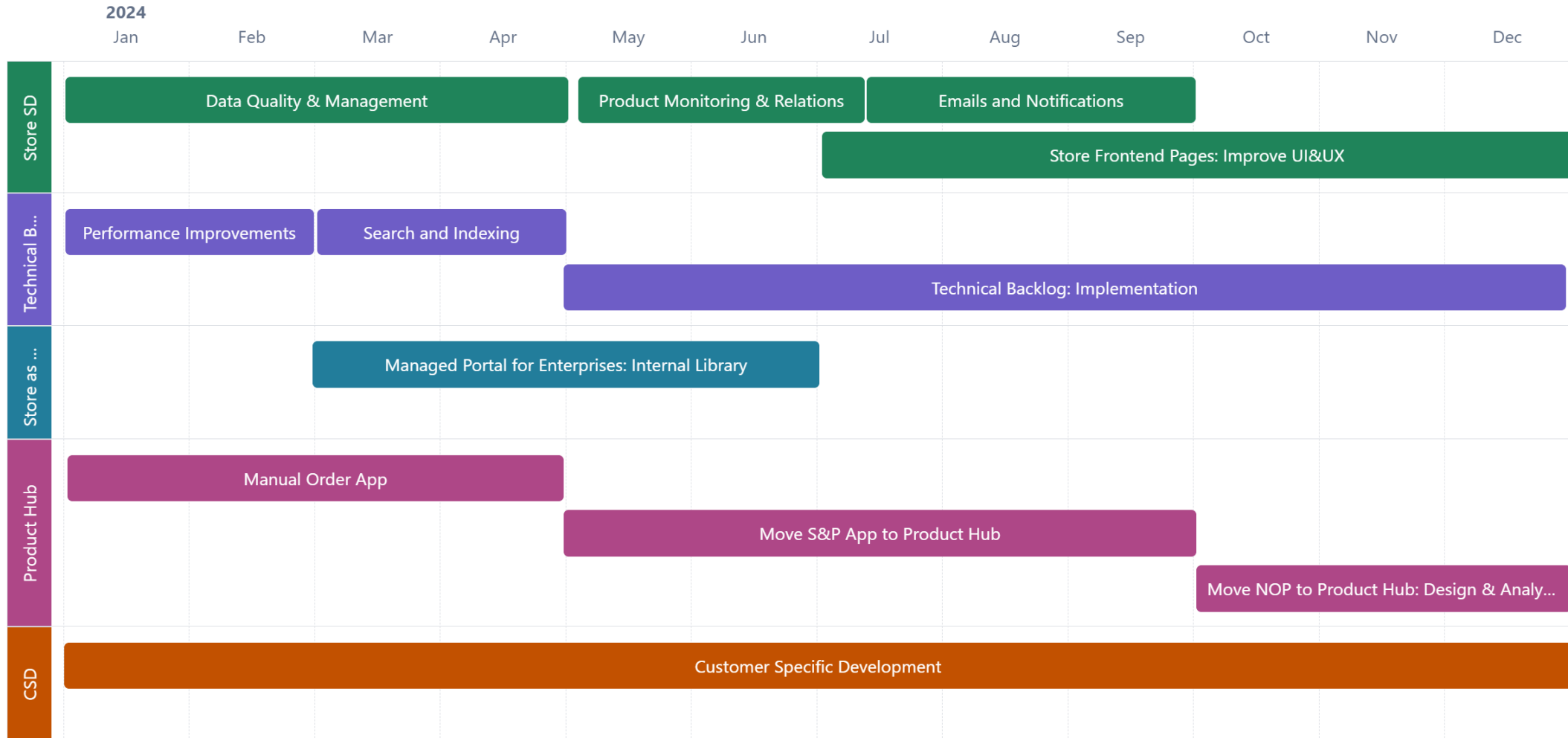




# Product Hub 2024-2025

<b>2024</b>	<b>Manual Order (Single Sales Management)</b>	<b>Dicomission S&amp;P App: Create a Pricing app</b>
<b>2025</b>	<b>Print Service App</b>	<b>Build Store Admin Panel in Product Hub</b>
<b>Result</b>	<b>Web-based SD Store Backend platform</b>	

# Store Roadmap 2024





# Question

What would you like us to prioritize and add to Store Roadmap 2024?

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# Short talk about business requirements

Future of subscriptions, pricing models, access etc.

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