



EESPA

European E-invoicing Service Providers Association

**Presentation to Roundtable:
Creating an interoperable eco-system for
e-invoicing and e-public procurement**

**9 December 2013
Charles Bryant Co-Chair EESPA**

Who we are

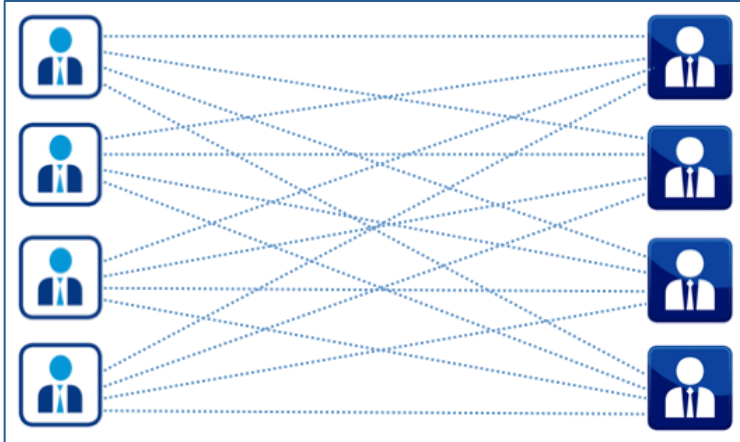
- ▶ EESPA is the European E-Invoicing Service Providers Association, an International Not-for-Profit Association under Belgian law.
- ▶ EESPA acts as a trade association at European level for a large community of over 50 electronic invoicing service providers, providing network, business outsourcing, financial, technology and EDI services.
- ▶ EESPA is committed to promoting interoperability and creating an interoperable eco-system by recommending good practice
- ▶ We advocate and support the wide adoption of electronic invoicing and represent the industry in public policy debates

Interoperability

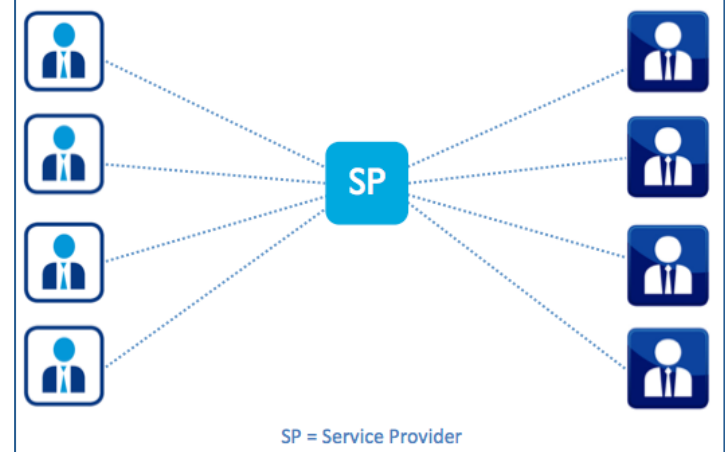
- ▶ Interoperability allows information to be processed consistently between business systems, regardless of technology, application or platform.
- ▶ Interoperability is often presented in layers:
 1. Business and Legal- having agreements and intentions
 2. Semantic- agreeing the business content to be shared
 3. Syntax- adopting a data format to express information
 4. Transmission- the technical details on transport protocols
- ▶ Buyers and Suppliers and any chosen service providers need to work together to inter-operate and collectively create the interoperable ecosystem
- ▶ EESPA has created a Model Interoperability Agreement; a number of other organisations have also deployed solutions e.g. PEPPOL.

Models for interoperability

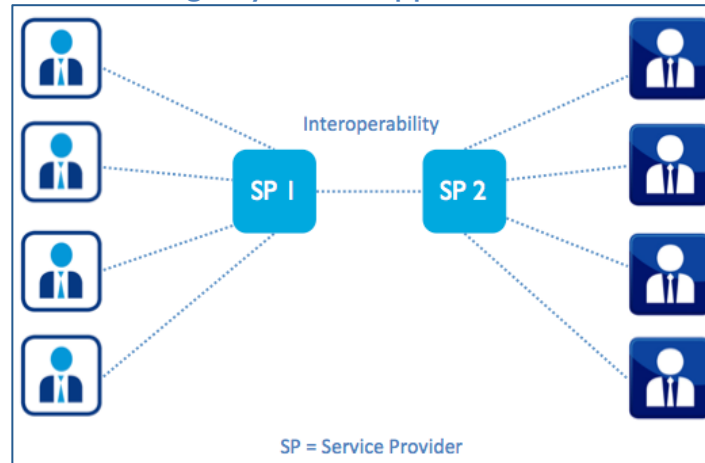
Connecting Buyers & Suppliers: One-to-one



Connecting Buyers & Suppliers: through a hub



Connecting Buyers & Suppliers: Hub-to-hub



Interoperability is a soluble issue...

- ▶ The solutions and service provider industry can readily create an interoperable eco-system linking private suppliers and public sector buyers- the tools and capabilities exist
- ▶ The issue for the public sector in automating its supply chain is about:
 - 1/DIRECTION AND MINDSET IN THE PUBLIC SECTOR
 - 2/ MOBILISING FOR IMPLEMENTATION
- ▶ There are many excellent global and UK examples of private sector and public sector adoption and implementation with sound business cases and strong benefits realisation.
- ▶ These cases can be shared for mutual benefit
- ▶ Important not to create a public sector-only 'silo'- suppliers should be able to re-use channels for all their trading parties

And there are some additional opportunities

- ▶ Interoperability with public bodies will be eased through rationalisation of accounting/work flow platforms, e.g. through Shared Service Centres
- ▶ Complexity can be reduced by separating pre-contract procurement projects from post-award order-to-invoice-to cash projects
- ▶ Interraction with the tax/VAT authorities could be made possible in real-time with substantial benefits for tax collection and transparency.
- ▶ Linkage to Supply Chain Finance platforms can create accelerated payments and enhanced liquidity for SMEs as public sector suppliers