

# The Danish eInvoicing story: eInvoicing at a crossroad – PEPPOL results and future

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## Agenda for the next 20mins...

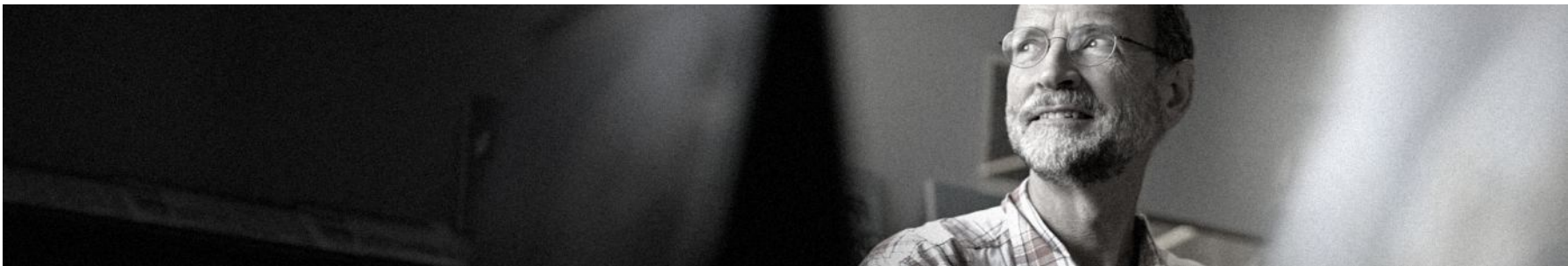
### First step 2003 - 2007

- The savings
- Regulation
- Learning points

### Next step 2008 - 2011

- SME benefits
- Enlarged focus on eprocurement
- The European perspective – PEPPOL project

**The Future of eProcurement, eInvoicing and PEPPOL!**



## 2003 : the estimated savings

A general budgetary analysis of **public payments** **found** a total efficiency potential of € 100 mill./year:

- Elimination of float-days € 25 mill./year
- Closing of cash tills € 15 mill./year
- Easy Account € 30 mill./year
- E-Invoicing € 30 mill./year
  - 15 million invoices/year
  - Estimated €2 reduction in handling cost pr. invoice

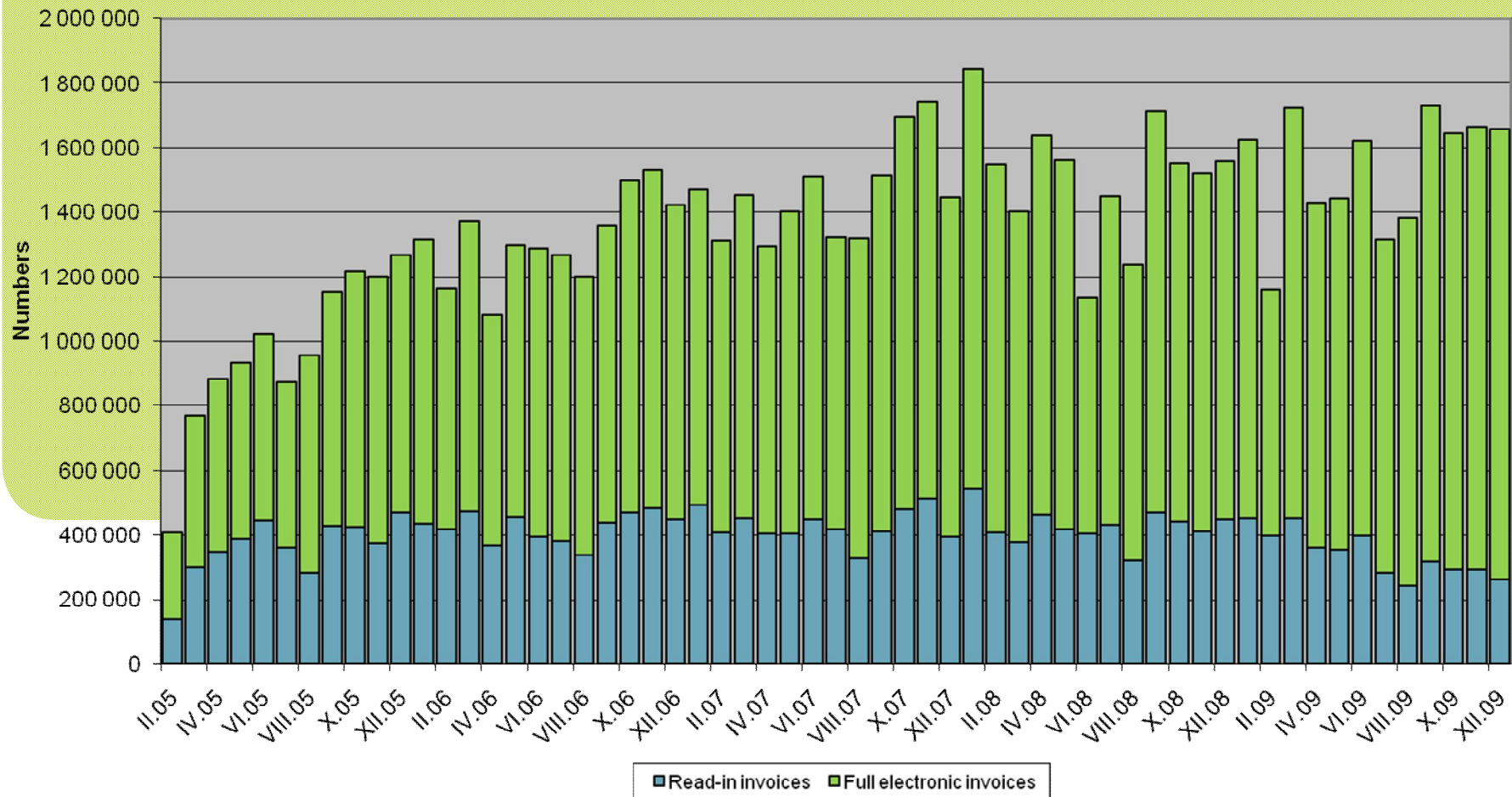


# Legislation

- *Public Payment Act* was passed in December 2003
- Regulation was necessary: The public sector and all companies had to be committed in order to ensure critical mass
- By February 2005 all invoices to the public sector had to be sent electronically
  - only structured invoices
  - no exceptions



## Ratio between Read-in and full electronic invoices



# What to do !



- In 2008 NemHandel (EasyTrade) was introduced
- NemHandel is an open, shared and yet secure infrastructure using the internet.
- There is only one central component – the NemHandel registry
- NemHandel makes room for solutions that meet the different needs and IT skills of both small and large companies
- NemHandel is based on open standards and it contains guidelines and open source components that makes it easy for it-vendors to implement.
  - The easier and cheaper it is - the more it-solutions will be offered.



## Mandatory since May 2011

All public authorities are now registered in the NemHandels registry with their unique ID (GS1 GLN). The NemHandel registry is PEPPOL compliant.

A wide range of e-invoicing solutions are being offered, a lot of new players have emerged

- Fully integrated in ERP system

- Partly integrated in ERP system

  - using an email program to send the invoices.

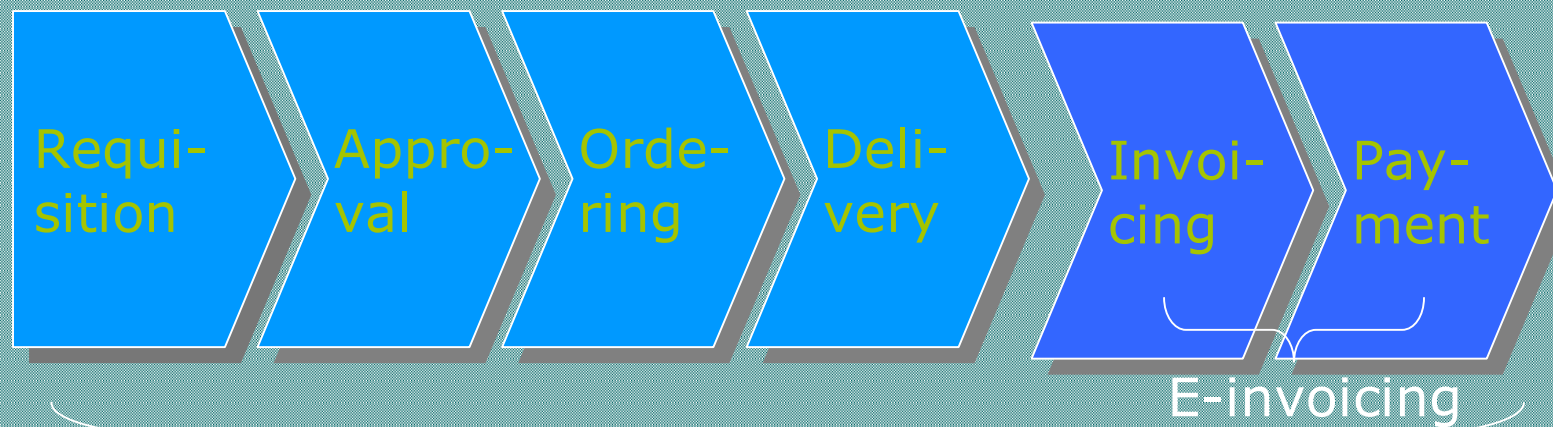
- Or using a web-based invoice form

  - several in the market, and one run by us

We are seeing an increased use business to business

# E-procurement – post award

- Focus now on e-Procurement as opposed to e-invoicing
- The aim is to digitalize and make the end-to-end process from procurement to invoice and payment more effective
- Based on an international standard (UBL 2.0)



Electronic Procurement & Financial Systems

...And NOW the SMEs benefit – they get paid faster, sometimes within days, and they can invoice their private customers using the same system!

SME benefits



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...but NemHandel was not perfect.



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# The European perspective – PEPPOL project



The Work and ideas behind NemHandel have been fed into CEN and PEPPOL and altered to meet cross border European needs

PEPPOL pilot project:

“any company in the EU can communicate electronically with any EU governmental agency for all procurement processes

[www.peppol.eu](http://www.peppol.eu)



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# The PEPPOL project

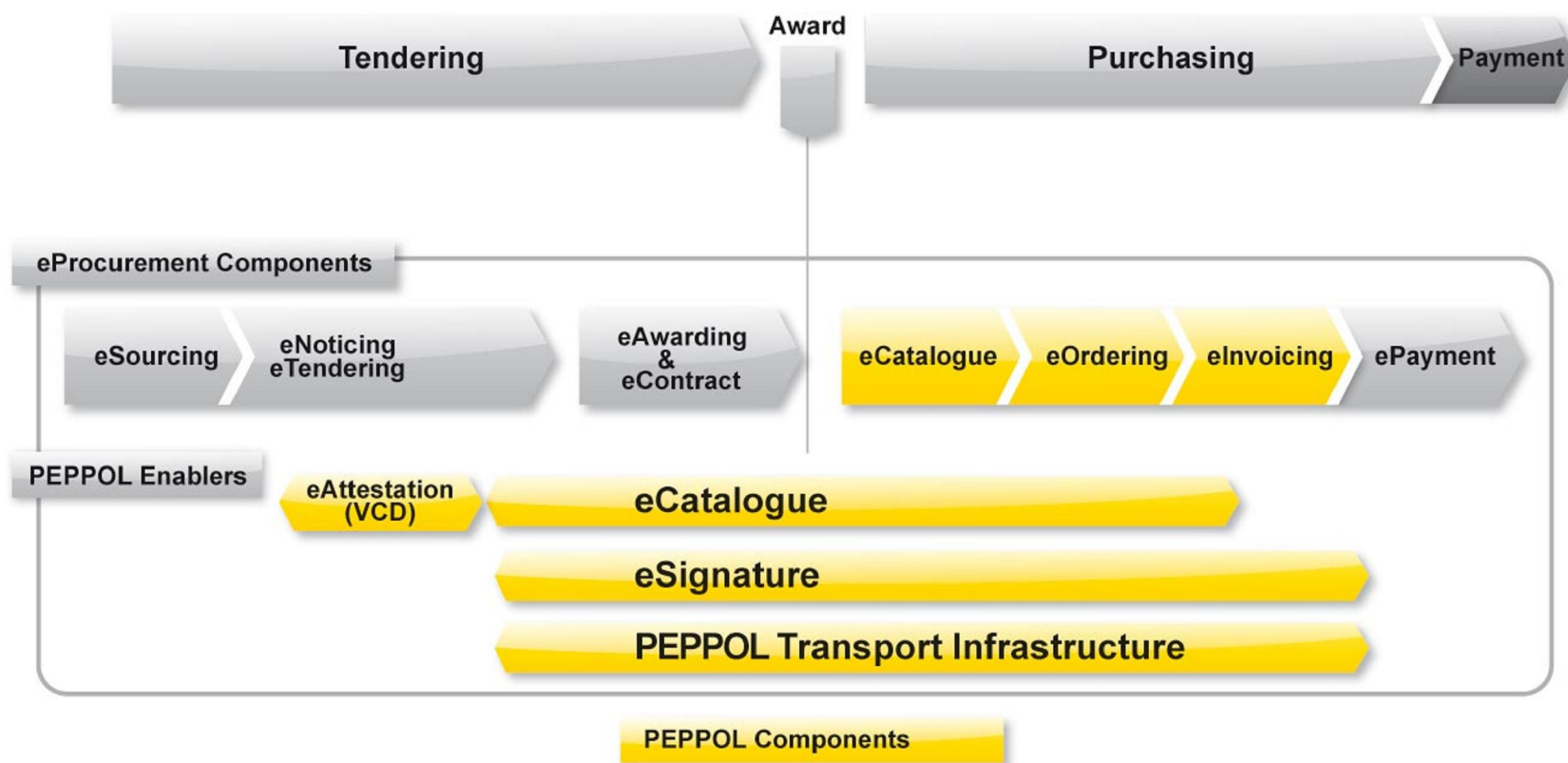


- **Pilot A objective: Enabling EU-wide public eProcurement**
- **50% EU contribution for achieving interoperability**
- **Coordinated by the Norwegian Agency for Public Management and eGovernment (Difi)**
- **Consortium and scope:**
  - **18** beneficiaries from **11** countries
  - Total budget **30,8 M€**
  - 8 work packages, <1.600 person months and 10 M€ on sub-contractors
  - Project start up: 1 May 2008, duration **52 months\***

\*New EC approval

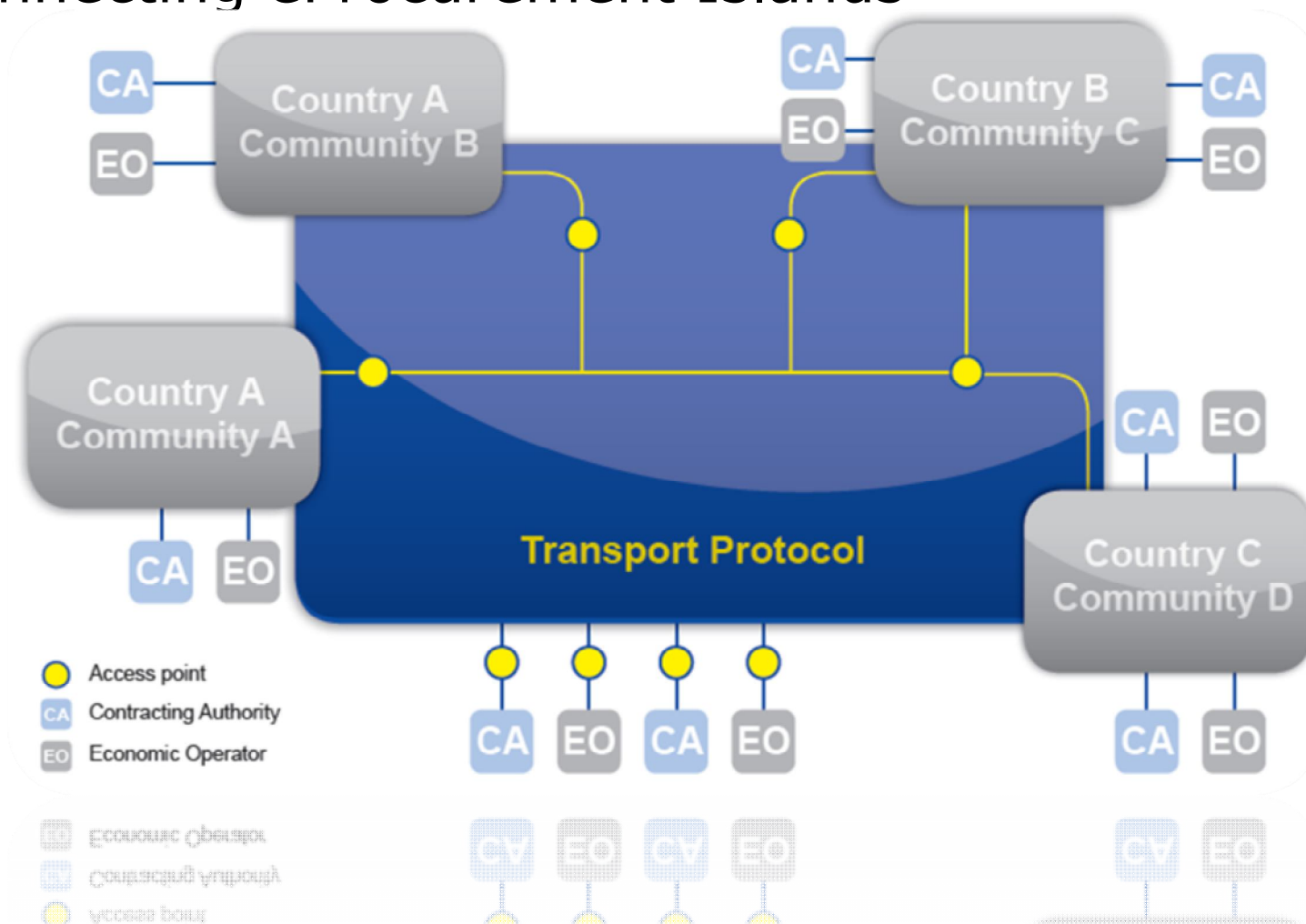


# PEPPOL Components





# Connecting eProcurement Islands





## •PEPPOL status





## Results so far after 4 years with PEPPOL

- 17 beneficiaries are participating and have connected their national infrastructures
  - Another 12 countries wants to join and more will follow...
  - More than 250.000 unique public organisations are connected
  - 350.000+ subcontractors and economic operators are connected.
  - 80 commercial service providers are connect
- (– EC estimates that by 1. jan 2012 there was 500 service providers in Europe)
- Scandinavien is strong represented by the Swedish, Norwegian and Finnish Finance Ministries



## Results so far after 4 years with PEPPOL - From a Danish perspective

- NemHandel is now connected to PEPPOL
- More than 130.000 private Danish companies are connected
- More than 34.000 unique public contracting authorities are connected
- More than 10 private service providers have signed the PEPPOL Transport Infrastructure Agreements (TIA) with DIGST
- NemHandel infrastructure is now slowly merging over to the common European (PEPPOL/CEN/OASIS) standards





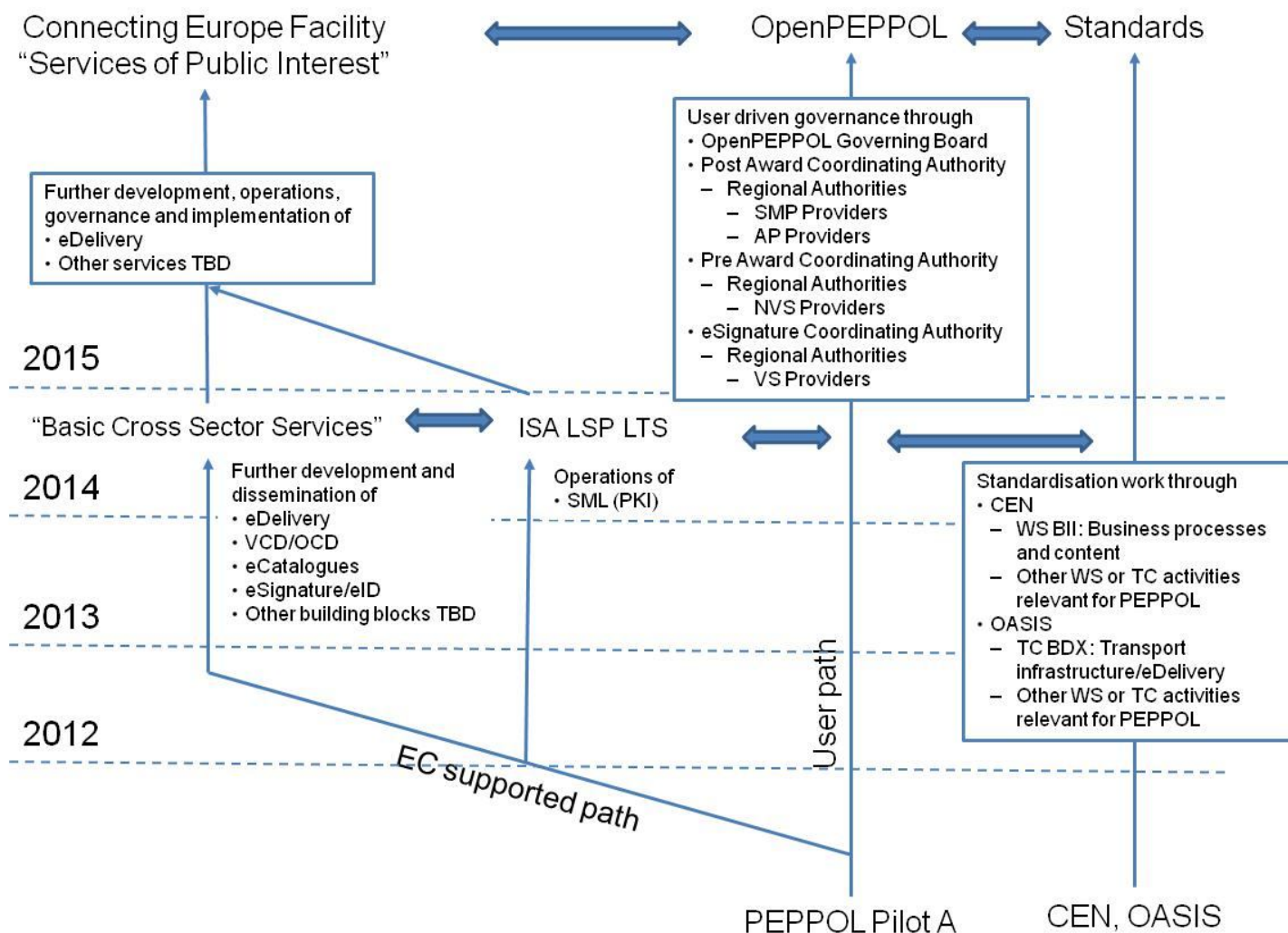
# •Future of eProcurement in Europe



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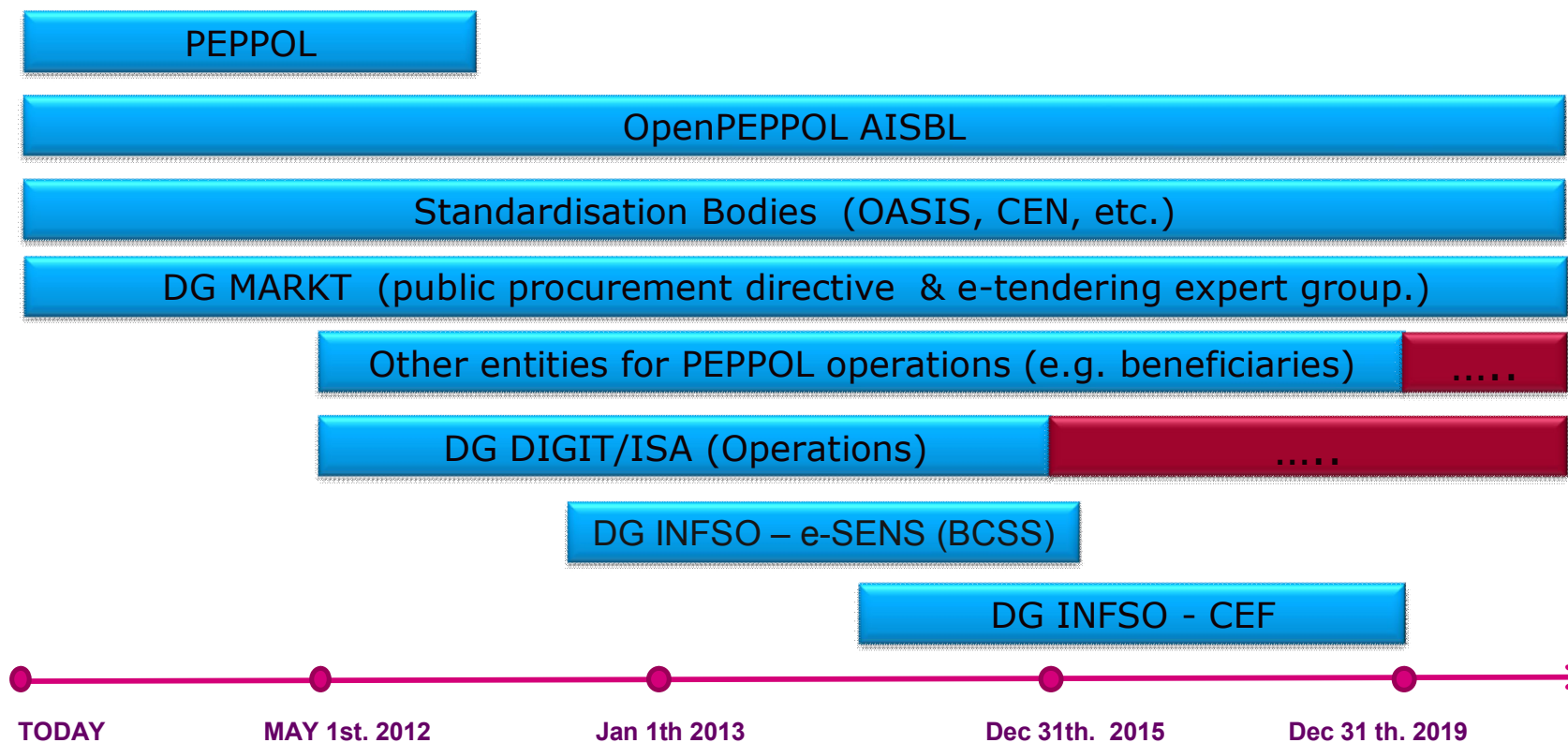


# Long Term Sustainability -roadmap





# Collaboration landscape





# Future of PEPPOL

- OpenPEPPOL AISBL
  - Long term sustainability through user driven governance
  - An entity by the users for the users
- Continued cooperation between Member States and EU
  - Short term plans: Further development and implementation of eProcurement building blocks in new Pilot A (BCSS / e-SENS), ISA operations
  - Medium term plans: Connecting Europe Facility (CEF)
- Continued Standardisation
  - CEN initiatives on eProcurement business process standardisation including eInvoicing
  - OASIS/other initiatives on eDelivery/Document Transport Infrastructure





**Thank you for your time!**

**QUESTIONS!**

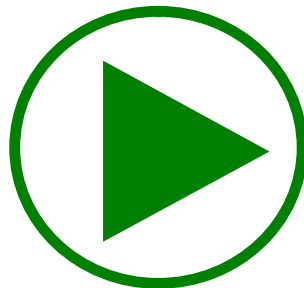
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# NemHandel – the movie



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