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The business case behind NemHandel/EasyTrade (the Danish story of e-invoicing)

- A review of the results made by the Innovation Centre for eBusiness in Denmark – *IBIZ Centre* (July 2007 – 2012)

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Denmark

Background

- Denmark is a global leader in terms of eGovernment
- Recent shift to focus on cost saving due to the financial crisis – focus on the business case and new forms of innovation
- Main strategy elements (Admin. burden reduction, usage of channel switch off)

This presentation:

- The business case behind NemHandel/EasyTrade (the Danish story of e-invoicing)
- The mission of the Danish Innovation Centre for e-business (IBIZ Centre)





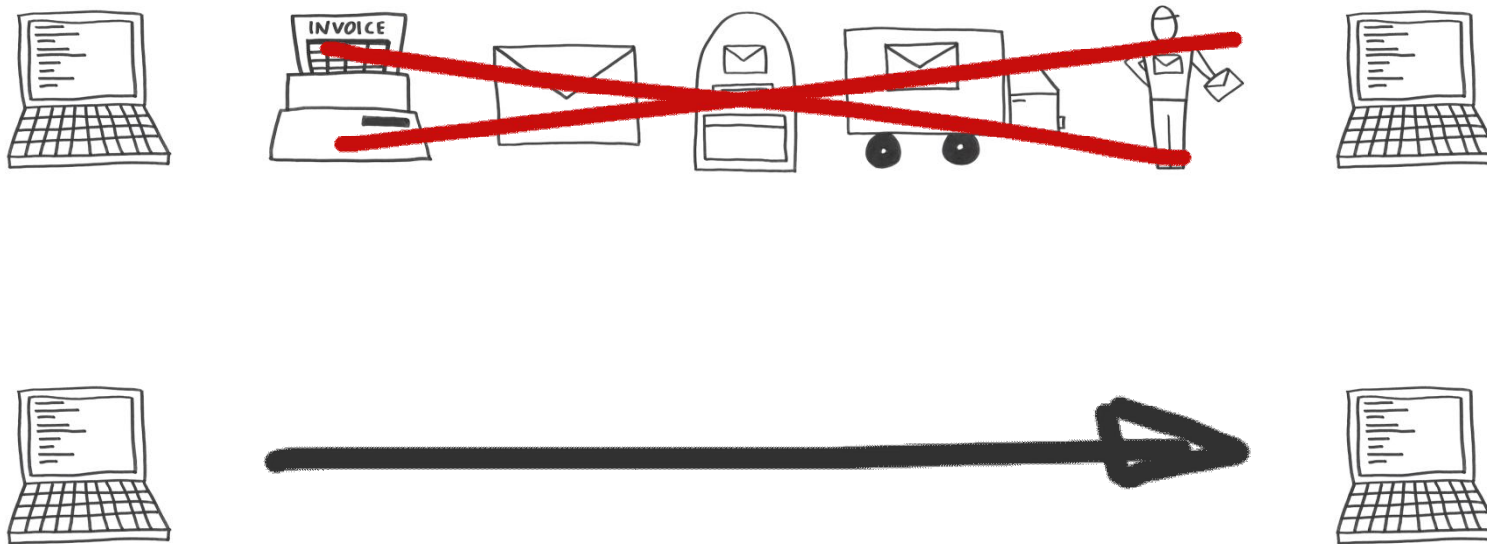
Background of the Danish IBIZ-Centre

- IBIZ-Centre (July 2007 simultaneous and in parallel with the National IT and Telecom Agency's NemHandel initiative (NemHandel means Easy Trade))
- Established by the Danish Ministry of Science Technology and Innovation and the Council for Technology and Innovation as a 3 year-initiative (2007-2010).
- Extended two times: 1) until end 2012 and 2) until end 2015.
- Operated by Danish Technological Institute and DELTA – based on a partnership strategy.
- Purpose is twofold, i.e. to break down barriers that hinder SMEs' uptake of ICT and show how eBusiness can enhance SME effectiveness.
- Target group is small and medium sized enterprises with a low ICT level.





So why NemHandel?





NemHandel –learning points

- Both public institutions and suppliers acknowledge the necessity of a mandatory implementation model
- Create incentives that support the implementation locally – e.g. payment can be refused if the invoice is not digital upon arrival
- Its not just a different technology (OIOUBL) but a whole new way of working! Support change management in local institutions (guidelines, templates, Best Practices, workflow systems etc.)





Did the SMEs from the start benefit from EasyTrade?

-No, not really...

- The small companies stuck to the scanning agencies in the beginning - even though more than 95% of Danish companies have internet access!!!
- Using a costly service provider was not an attractive option.





SME barriers for use of e-business

- In a October 2009 the Agency for Research and Innovation published a report that stated´: that over half of SMEs surveyed said they have come up against barriers to their use of ICT.
- The primary barriers are:
 - Insufficient skills in connection with using new ICT solutions (53% of respondents)
 - Uncertainty about the benefits of innovative ICT-use (52%)
 - Lack of overview of the market supply of new ICT solutions (51%)
 - Lack of standard ICT solutions that support business needs (45%).

Source: ICT use and innovation performance in small and sized Danish companies

- Shows the need for continued efforts!





NemHandel was made mandatory in May 2011

All public authorities are today registered in the NemHandels registry with their unique ID (34,000 unique public users)

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

- 1) Fully integrated in ERP system
- 2) Partly integrated in ERP system
- 3) using an email program to send the invoices or
- 4) using a web-based invoice form

- IBIZ-Centre provides one, but we are not the only one

We are seeing an increased use business to business





SMEs: the benefits

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

Facts about NemHandel:

- Price: Around 10 mio € to establish NemHandel since beginning of 2007

Including guidelines, translation of standards, tools to aid implementation, central registry, web based invoice portal, e-mail program etc.

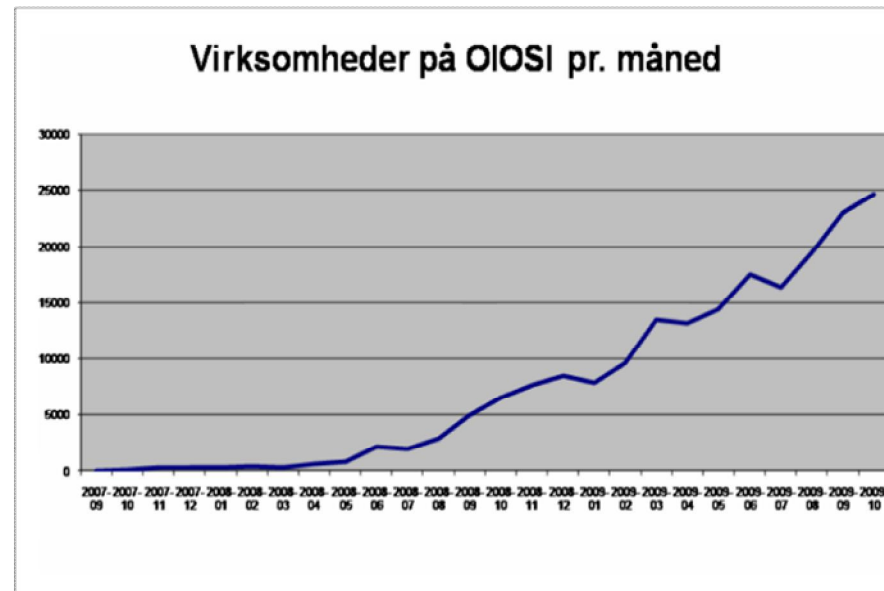
-Around 1 mio € to run and administer the central components each year





Summary of the e-invoice development in DK

- More than 130,000+ NemHandel customers at the beginning of December 2011
- 74.679 users of the invoice form at Virk.dk
- More than 500,000 electronic invoices per month on an average basis and most B2G...



Du er her: [Forside](#)

Virksomhedsejer

- Din branche
- Behov & gevinst
- Løsninger
- Muligheder
- Sikkerhed
- It-starthjælp
- It-kurser
- It-rådgivning
- Leverandørregister
- Succeshistorier!

Vækst med it på mobilen

Få din personlige tjekliste til vækst med it på din mobil



Feedback på Vækst med it

Navn:

e-mail:

Skiv til os:



Brug de sociale medier til reklame, dialog og samarbejde



IBIZ-Center er din hjælpende hånd, når du skal træffe vigtige beslutninger for udviklingen af din virksomhed.

Vi giver dig det forkromede overblik over dine it-muligheder, så du får den løsning, der bedst passer til dine behov. Det betyder kort og godt, at du får mere tid til dine kunder og kan tjene flere penge.

Du kan få et overblik over hjemmesidens indhold ved at [klikke her](#).

Se videoen: Digitalt styr på biksen



IBIZ-center har et godt brancheindblik. Vores medlemmer har stor værdi af den uafhængige sparring.

Steen Hoeck Klausen, DS Håndværk og industri

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Self-help tool – *Vækst med it* (*Growth with IT*)



Launched by the IBIZ-Centre on the 19th of March 2012.

- An online self-help tool for start-ups and smaller companies – ease-of-use & for free – also for tablets & smartphones!

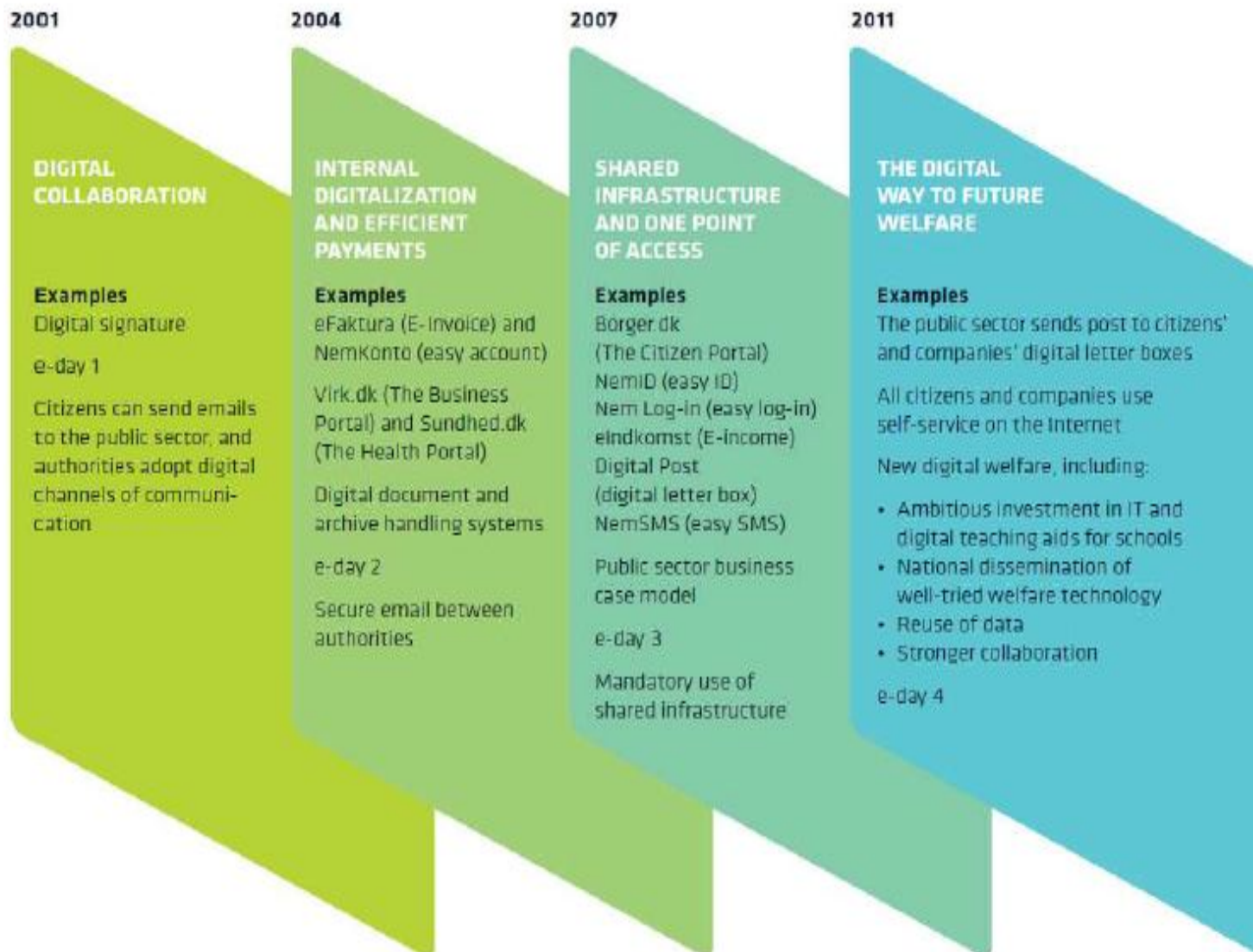
Link til PC-solution: <http://www.vaekstmedit.dk>

Link til mobile web app: <http://www.vaekstmedit.dk/m>





10 years of eGov strategy





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Questions?

Please do not hesitate to contact me afterwards:

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