



Danish learning points

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E-INVOICING MANDATORY SINCE 2005

It is mandatory to send electronic invoices to public institutions in Denmark.

It goes for all companies, big and small and the invoice has to be in machine readable form, there are no exceptions.

By public sector we mean all levels of governments, central and local, and other organisations in legal law eg. universities.

The rules are set out in two "executive orders"- one stating the overall requirements and conditions and one stating the format/standard of the invoice (UBL) and the infrastructure to be used (NemHandel – very similar to the PEPPOL infrastructure).

It is the implementers (it-vendors) own responsibility to adhere to the standards, but we help them out by providing guidelines, validation tools and open source components.

UPTAKE

**Around 18 mio invoices are received by the public institutions every year
99 procent of these invoice are sent electronically in the UBL format via
NemHandel.**

Around 10 % of them come via a scanning agency.

In the public sector we learned

You must create incentives that support the implementation e.g. payment can be refused if the invoice is not digital

Its not just a different technology but a whole new way of working!

Scanned invoices are time consuming and very often need to be treated manually

To gain the real efficiency benefits like order and invoice match, you need to cover the whole procurement process



It takes two to tango..

Contrary to other areas of e-government, public e-procurement has a direct effect on the private sectors way of doing business

In order for both to benefit, business requirements need to be met on both sides of the table

E-procurement standards must be based on open and international standards to ease cross border e-commerce between our companies



LEARNING POINTS

**Mandating eInvoicing through legislative means
is the most powerful tools you can use**

...if combined with

Standardisation of

Business processes

Information content

Business document formats

Transport infrastructure

...based on international standardisation



Learning points – SME's



Changing ways of working is not the main priority among SME's

It has to be very easy for them to make a change

Faster payment is still the main killer argument in relation to e-invoicing

After 4 years with NemHandel, we still have 10 procent invoices coming from scanning!



Driving adoption among it-vendors

It is very important to make it easy to adopt and implement standards

Guidelines, codelist, validation tools and stylesheets to ease implementation

And components that makes it easy for it-vendors to implement

Make sure standards are stable and mature - infrequent changes

If you don't have sanction, you need traction

Mandating suppliers to adhere to the same standards, has successfully prevented vendor lock-in in the Danish market for e-invoicing solutions.



EU adoption strategy



We have shared our learnings and experiences with the PEPPOL project to achieve a solution that works cross border.

The OpenPEPPOL infrastructure and components are very similar to NemHandel.

Again we are relying on the market and its vendors – they are to drive the adoption

But the coming e-invoicing directive will certainly help!

During the next 3-5 years we will migrate NemHandel to PEPPOL.



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