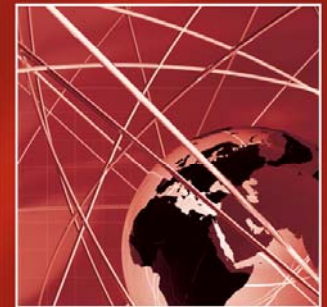




Harbinger
Driving e-Business
through Standards and
Services



Who am I?

Stuart Prouse

Pre-Sales Manager, EMEA

Over ten years and still here!

I've Implemented it

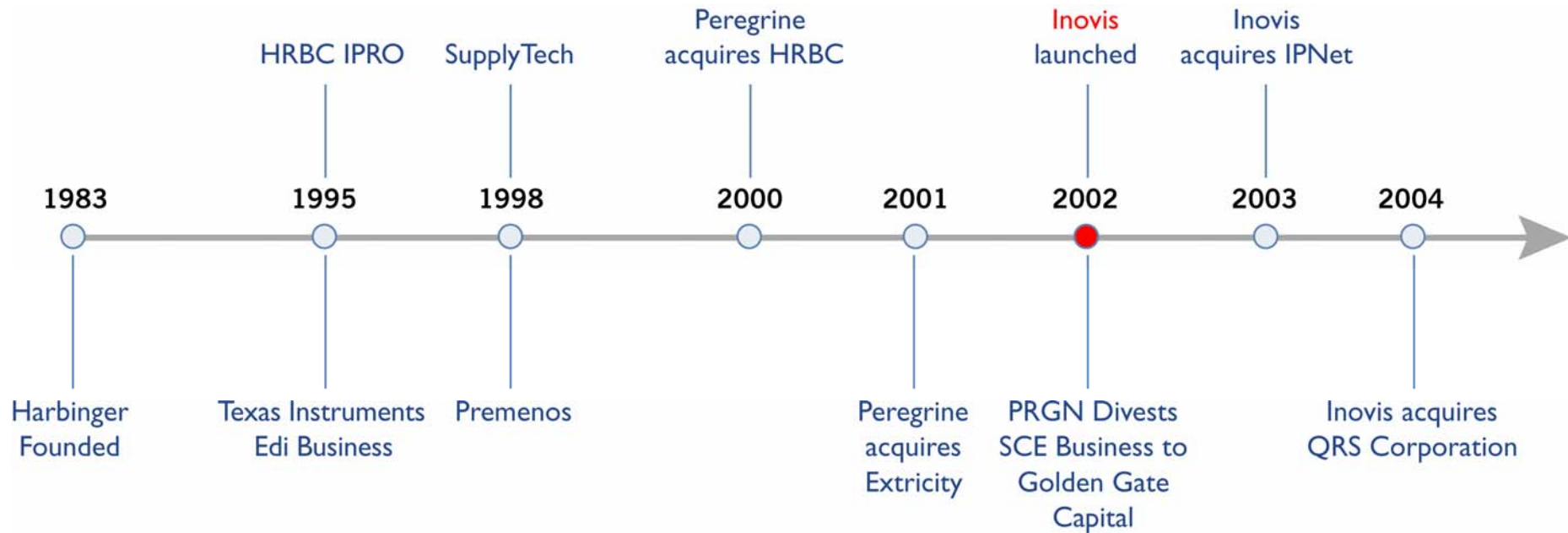
I've Trained it

I've Supported it

I've Sold it

Worked for Texas Instruments

Our History, strength and Value Prop



- Over 25000 customers globally
- Financially Strong and Profitable
- 500+ Employees
- Choice of deployment
- Reduce the Complexity
- Lower TCO through single vendor

Our Customers



Georgia-Pacific

KARSTADT



i n v e n t

Baxter



DENSO

DELL



THE DOCUMENT COMPANY
XEROX

RECKITT
BENCKISER



NOKIA
Connecting People

MOTOROLA



Dillard's

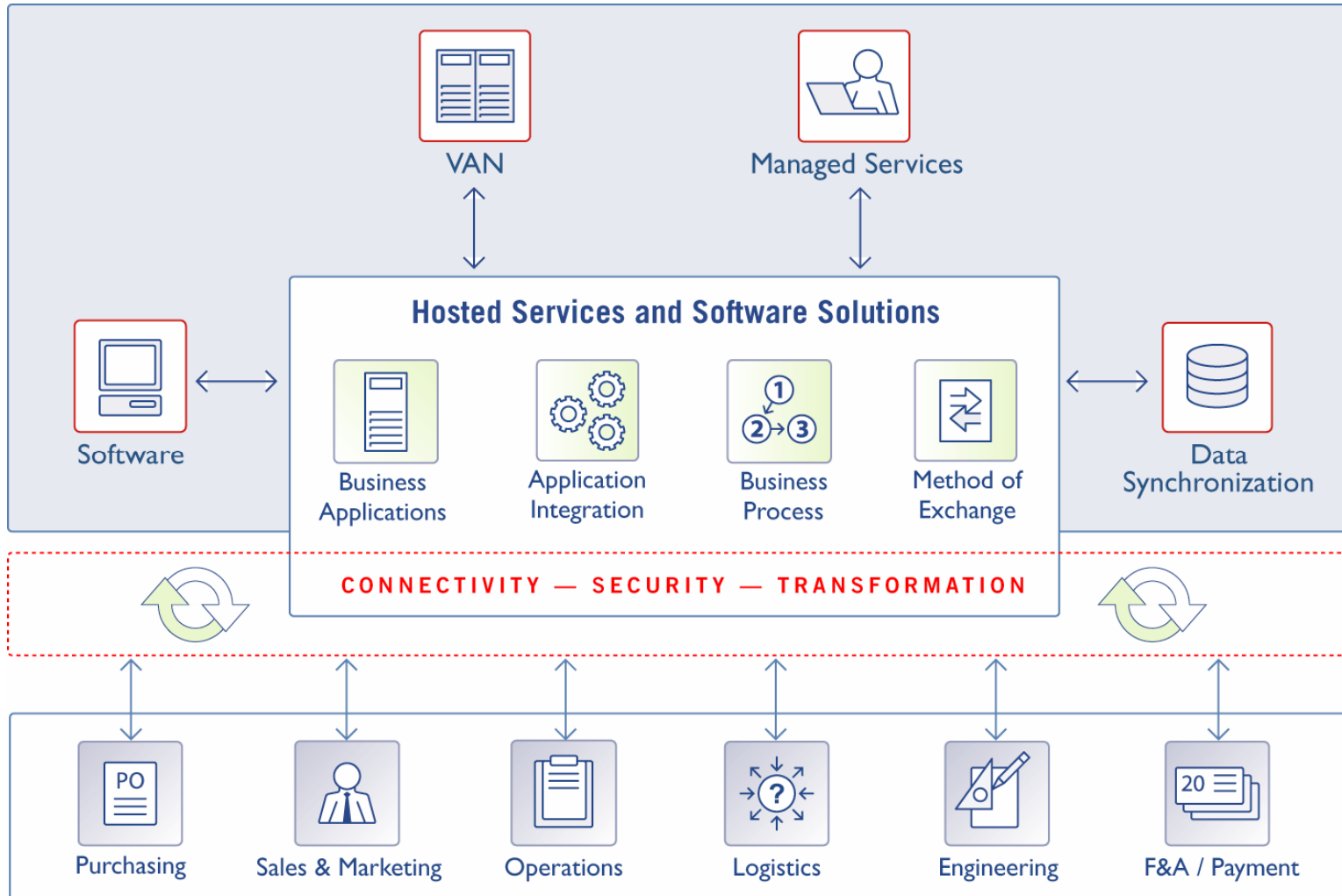


SEARS



VIKING DIRECT

The Harbinger Solution



Network



VAN

- A next generation platform which focuses on our customers productivity and control.
- Flexible connectivity options for your whole trading community.
- Lower the total cost of ownership by leveraging Harbinger Services and Software.
- Real-time visibility to production exceptions increasing your control and productivity.

Network

- Internet-based standards for communication
- Billions of transactions per annum
- Over 20,000 customers

Catalogue



Catalogue

- Enables more than **5,000 customers** to publish and synchronize their latest product information
- Offers in excess of **100 million items** as the retail industry's leading product data synchronization application
- Stores and validates **550 product attributes** including style, color, size, and price
- Reduces **time-to-market** for new product introductions

Catalogue

- GS1 GDSN Interoperability Certified
 - operate as a source data pool
 - operate as a recipient data pool
- Publish via standards
- Committed to Global Data Synchronisation

Managed Services



Managed Services

- Fully managed EDI and XML data translation, event-based choreography, hosted web forms, wide choices in connectivity
- Significantly reduce or eliminate the fixed costs of maintaining in-house EDI operations and re-focus your resources on core business activities
- Gain the flexibility and scalability of Harbinger's enterprise-class shared Managed Services infrastructure

Managed Services

- Using Web Commerce Service extended Trading Communities of Global Companies via the Web
- Using RosettaNet Service Enabled Electronics companies to extend Trading Communities, increasing revenue and reducing cycle times
- Using Transformation Service Enabled Global Automotive Supplier to save millions annually

Software



Software

- Provides a **single solution** for trading partner connectivity, community management, transformation and integration
- Enables companies to trade critical EDI and XML documents with their business partners **extending your investment** in your integration initiatives.
- Rapidly address production issues through **exception** based management
- Increases **visibility** with event and activity management.

Software

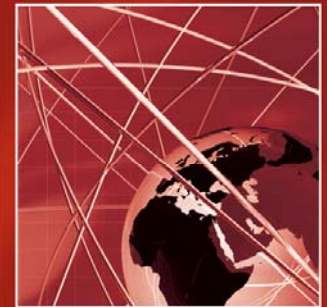
- Committed to Standards
 - Development
 - Features
- Solutions to fit
 - Mandate driven
 - Strategic Decision
- Helped Suppliers to meet communications mandates of their customer



e-Invoicing Simple or Not?



Jean-Jacques HIRSCH
Président EDT SA

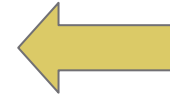


Objectives

- Status of EDI e-invoicing in Spain, France and other countries
- Practical implementation
 - Quick demonstration
 - Danone Group project

Agenda

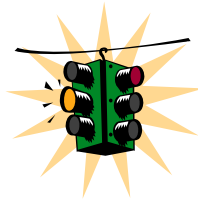
Project
implementation



Demonstration



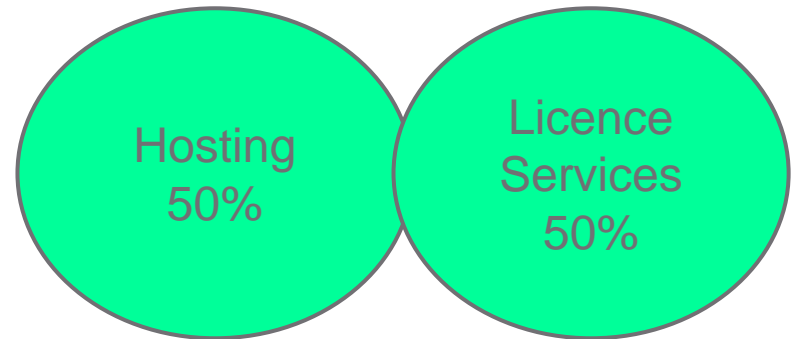
Inter-operability



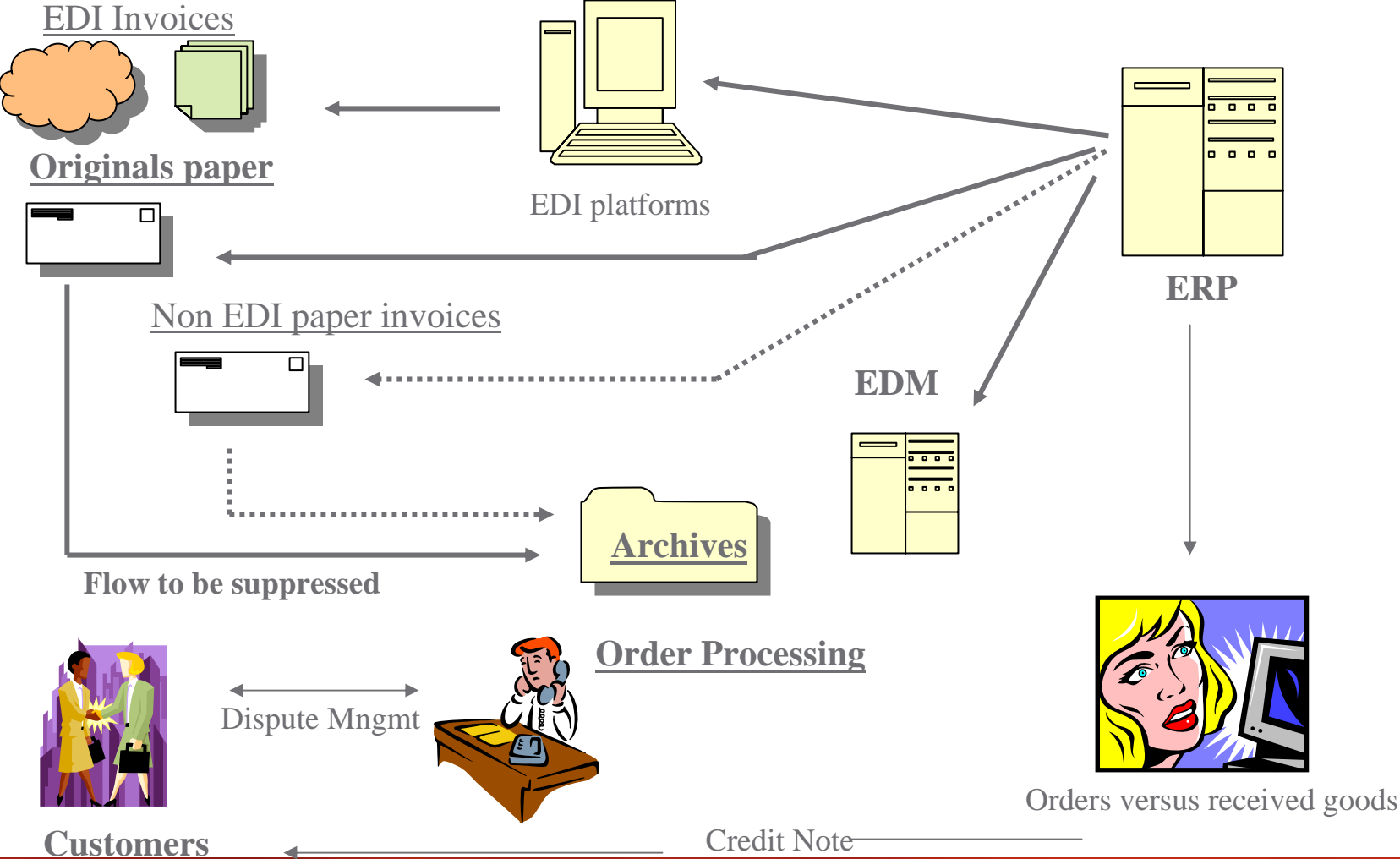
Spain, France,...

EDT in.... one single slide

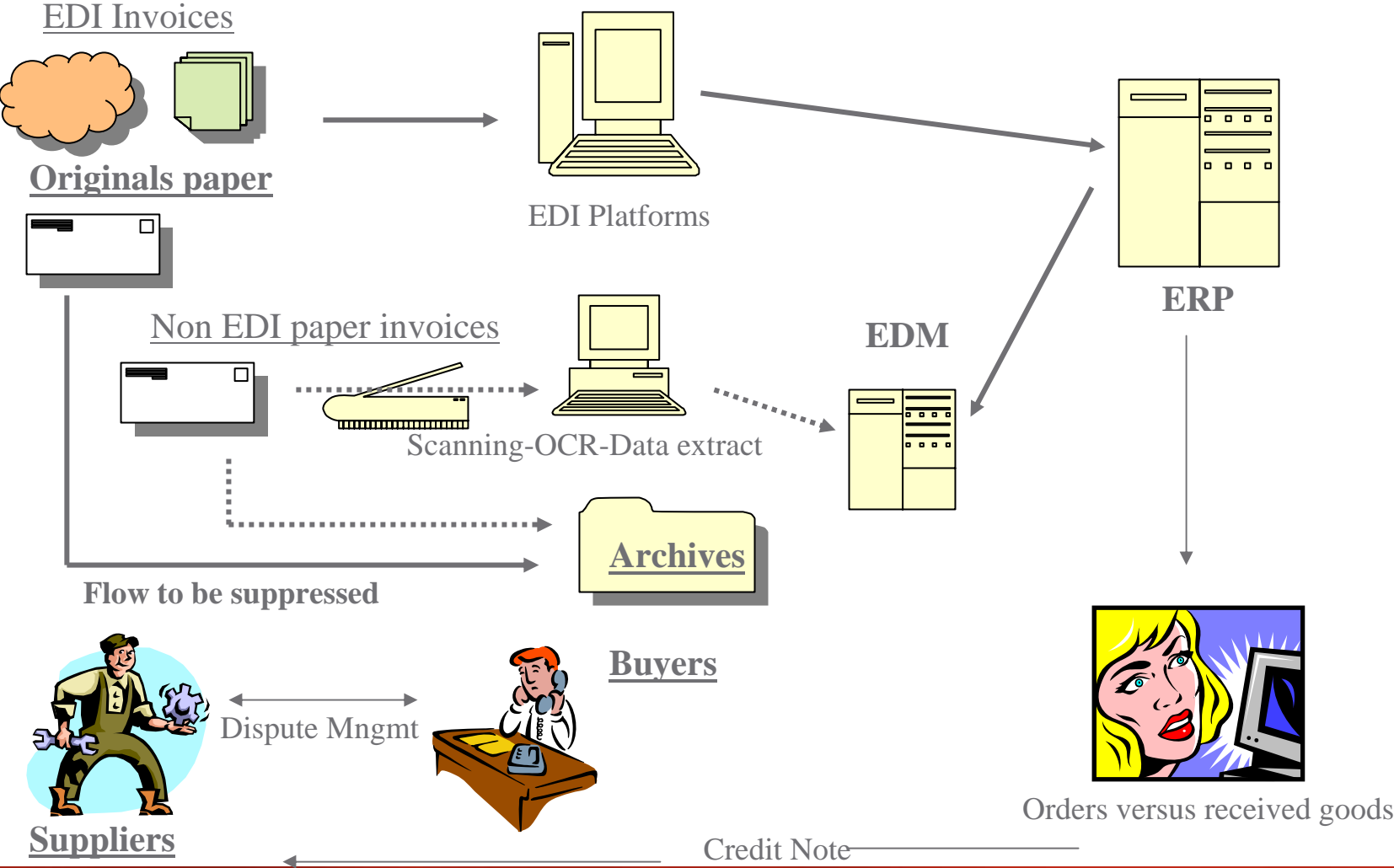
- EDI specialist since 15 years
 - Hubs and spokes
 - Community
- Harbinger reseller and system integrator
- EDI and Web-EDI ASP operator
- EDT active in the EDI associations
- e-invoicing : software certified by French tax office in 1996



Workflow for Customer Invoices..... (Outbound)



Workflow for supplier's invoices(Inbound)

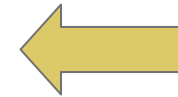


Agenda

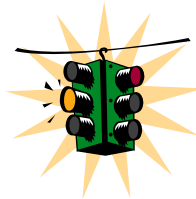
Project
implementation



Demonstration



Inter-operability

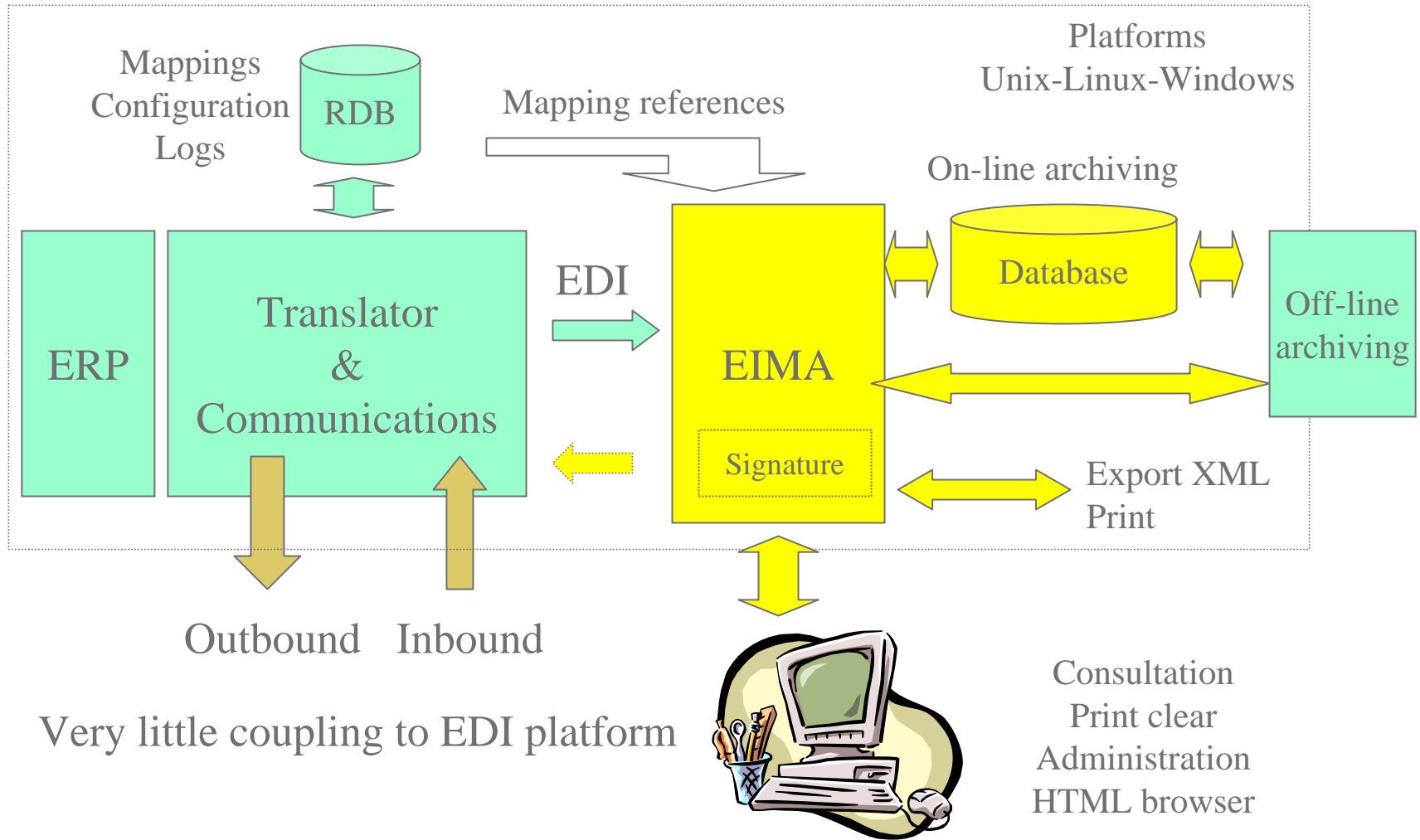


Spain, France,...

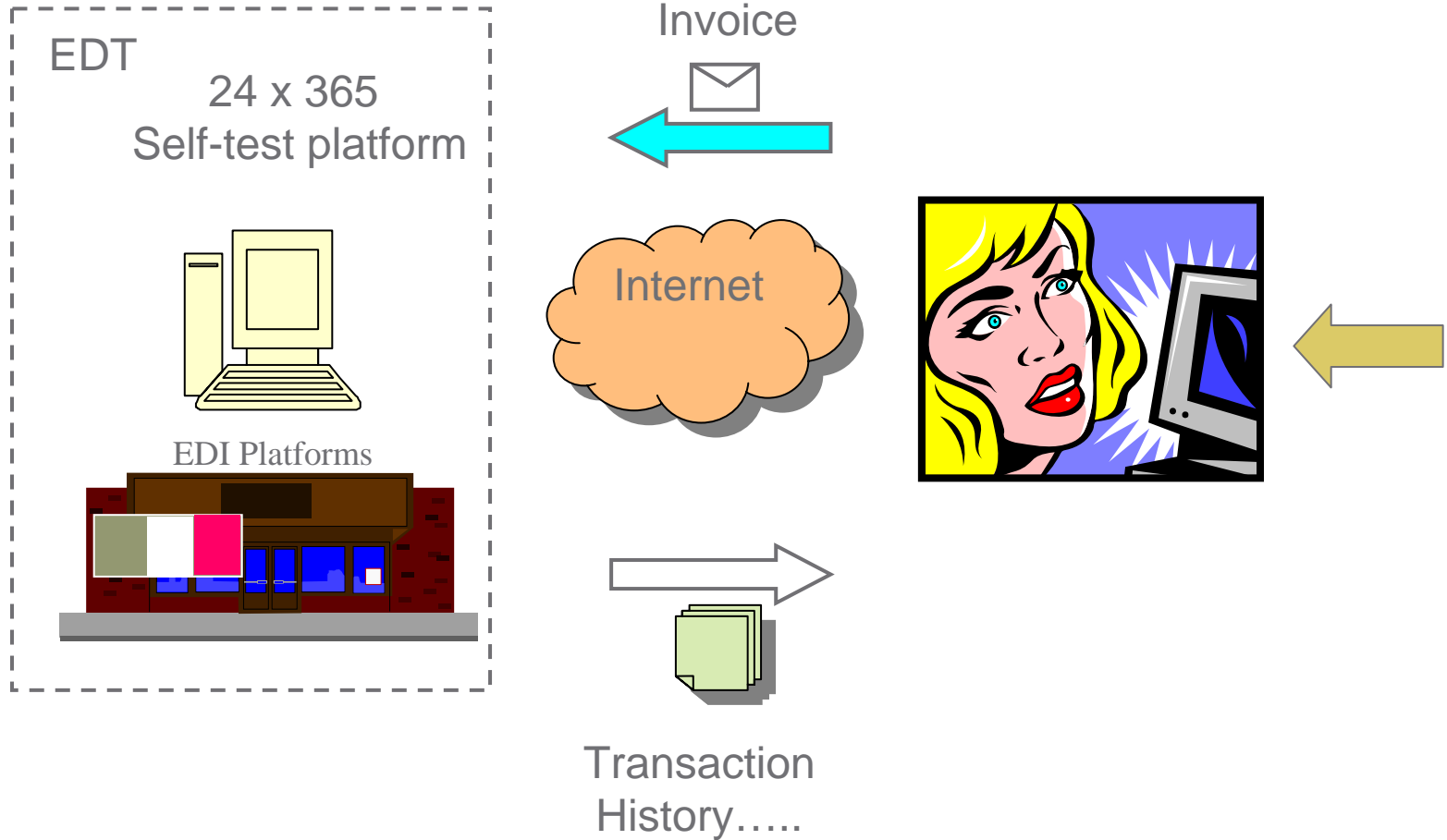
EIMA Features

- Data control
 - Standards : EDIFACT, EANCOM, ANSI X.12, XML
- Archiving
 - Data, Transaction history, partner file, certificates
 - On-Line & Off-line (signed)
- Option EDI Signature for Inbound & Outbound
- Transaction History and TP file
- Print in clear
- Export of file (batch or selected invoice)
- Administration
 - User, Agreements, Certificates
- Localized interface

EIMA Architecture



Demonstration



Agenda

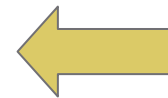
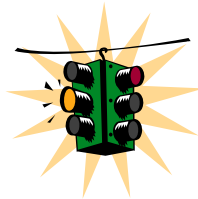
Project
implementation



Demonstration



Inter-operability



Spain, France,...

Introduction (3)



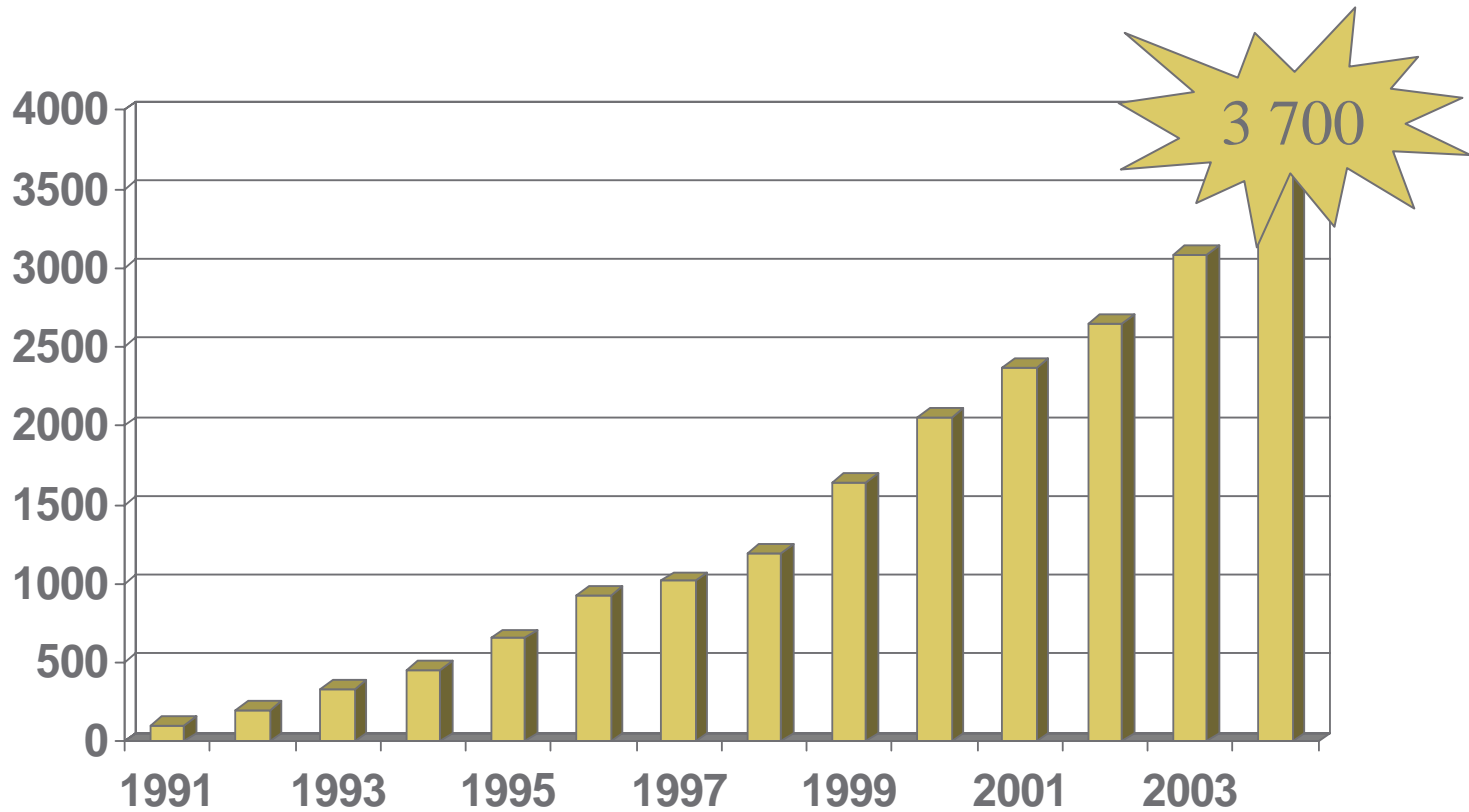
Spain

- Legal
 - E-Directives 1999
 - Digital signature end 2001
- Tax office :
 - No certification
 - Deliver certificates for digital signature (public/private keys)
- GS1 certification (AECOC) :
 - Digital signature, no encryption
 - AUTACK

Retail : GS1 Spain (AECOC)

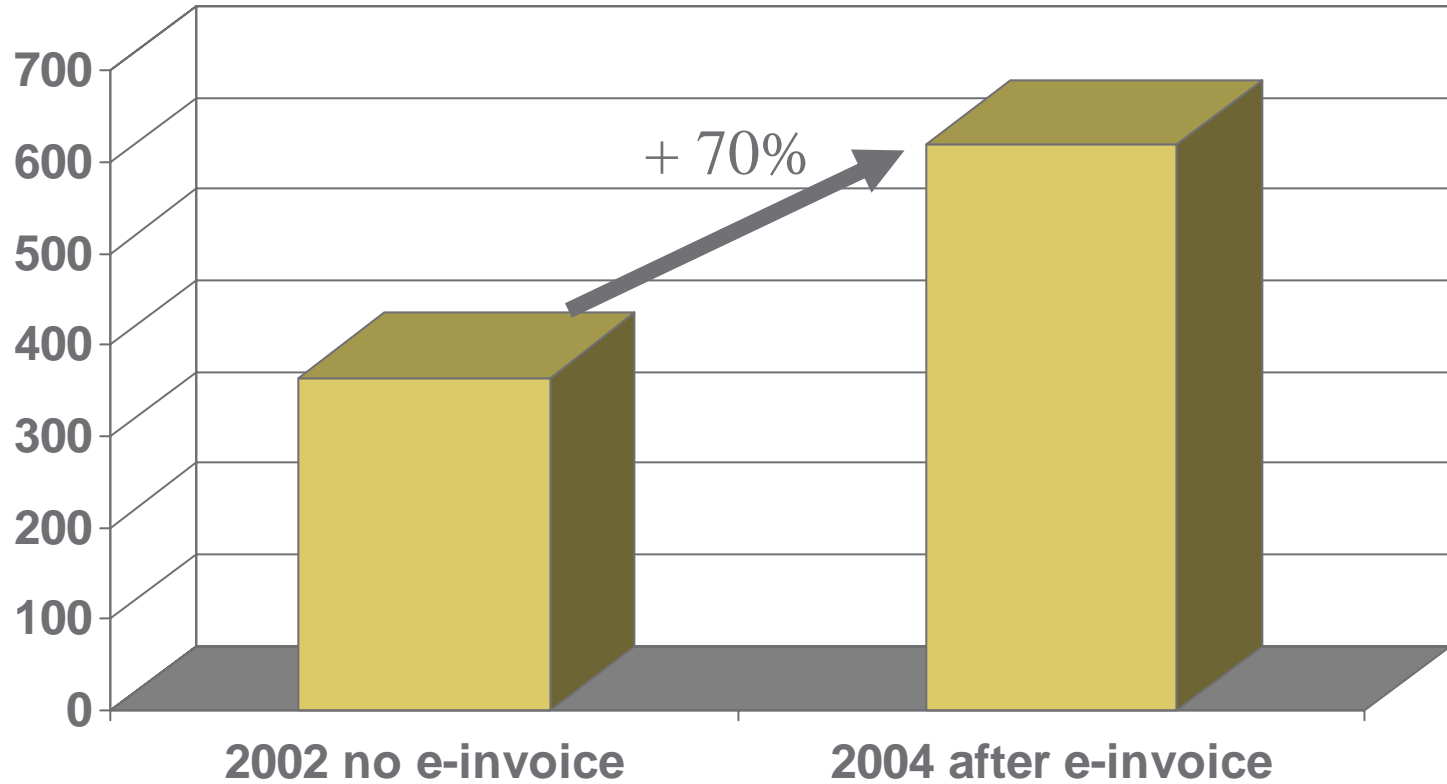
- End 2004
- 25 000 members
- EDI : 4 000 (16%)
- e-invoicing : 1 600 (6%)

Number of EDI users - Spain



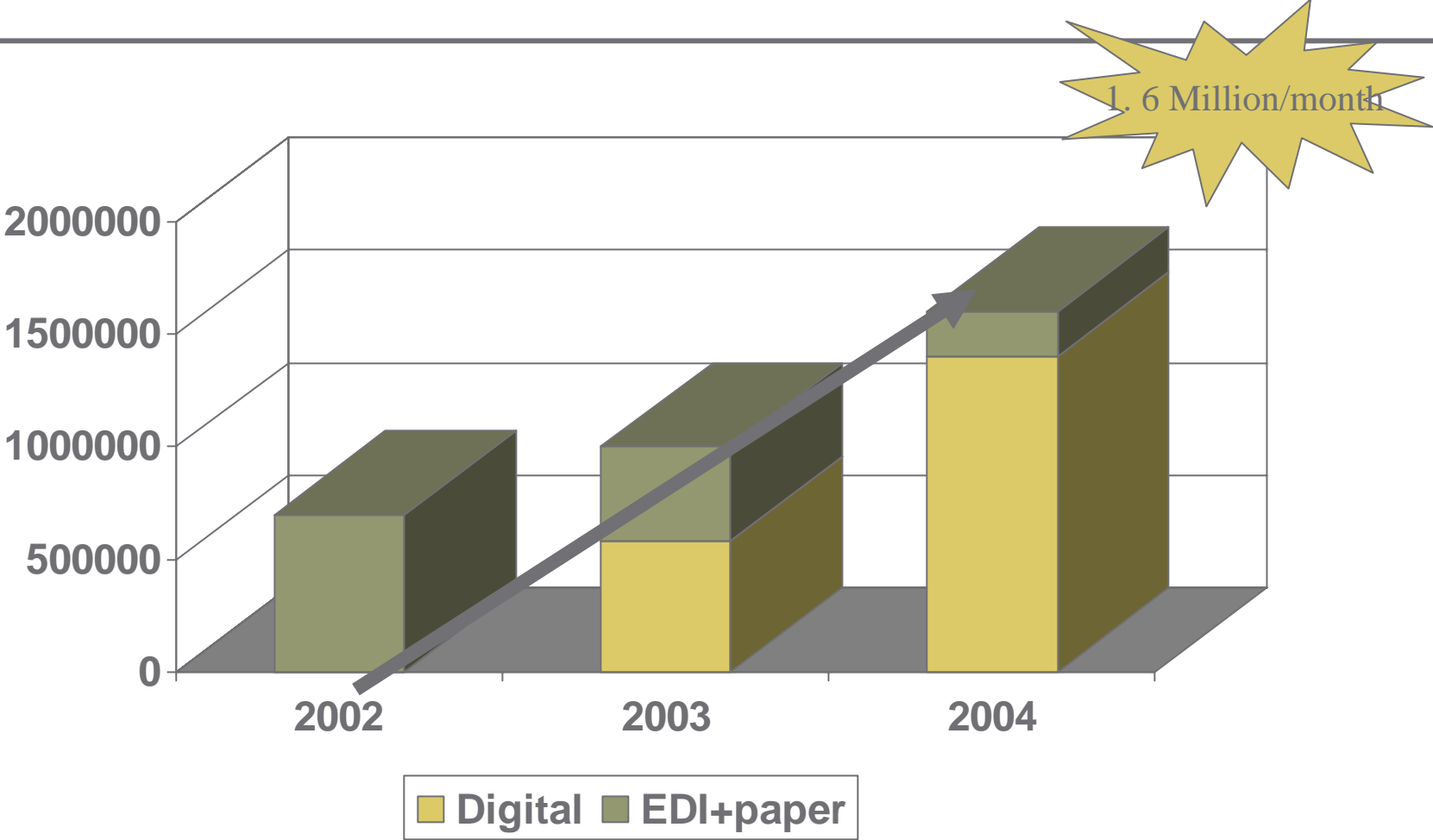
Source AECOC

Nb of new users - Spain



Source RVA-AECOC

e-Invoice - Spain



Source AECOC

Introduction (4)

France

- Article 289bis CGI : dec 1991 & revision 2002
 - e (minitel) transmission of invoices
- Tax office certification (Dec 1994)..... EDT get N°002 in 1996
- Tax office certification suppressed (July 1998)
- May 1999 : New transmission rules for Invoices
- April 2002 : Archiving
- July 2003 : VAT, self billing and outsourcing

Retail : GS1 France (Gencod)

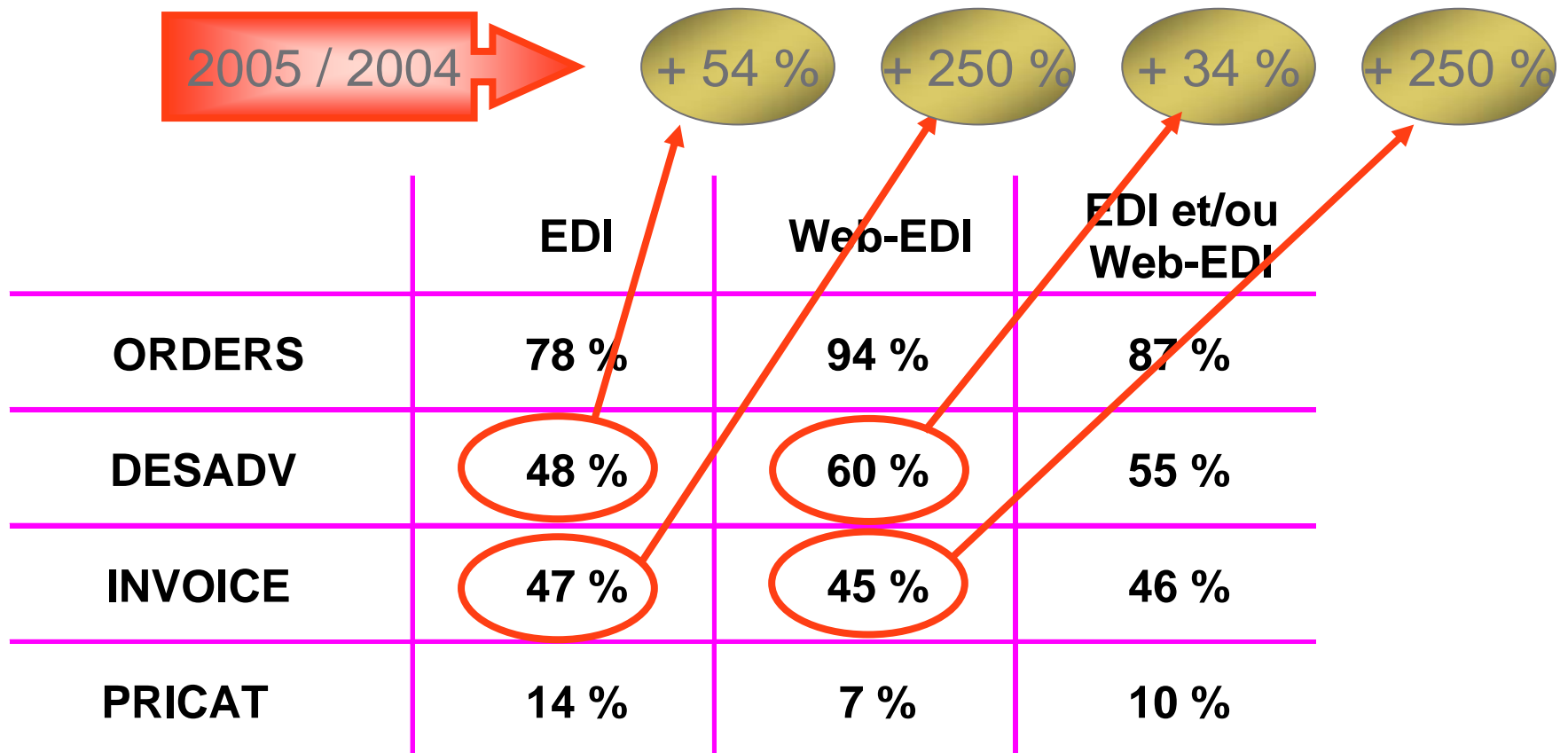
- 28 000 members
- EDI : 3 000 (11%)
 - 30% if they have > 1000 articles
 - 20% if they have 200 to 999 art.
 - 10% if they have 30 to 199 art.
 - EANCOM : 75%
- Web-EDI : 3 600 (13%)
- e-invoice : 1 100 (4%)
- Invoice : 2 200 (8%)

EDI or Web-EDI usage - France

	EDI	Web-EDI	EDI et/ou Web-EDI
Yes	11 %	13 %	24 %
No but planned	1 %	6 %	6 %
No, not planned	87 %	80 %	69 %
Dont know	1 %	1 %	1 %

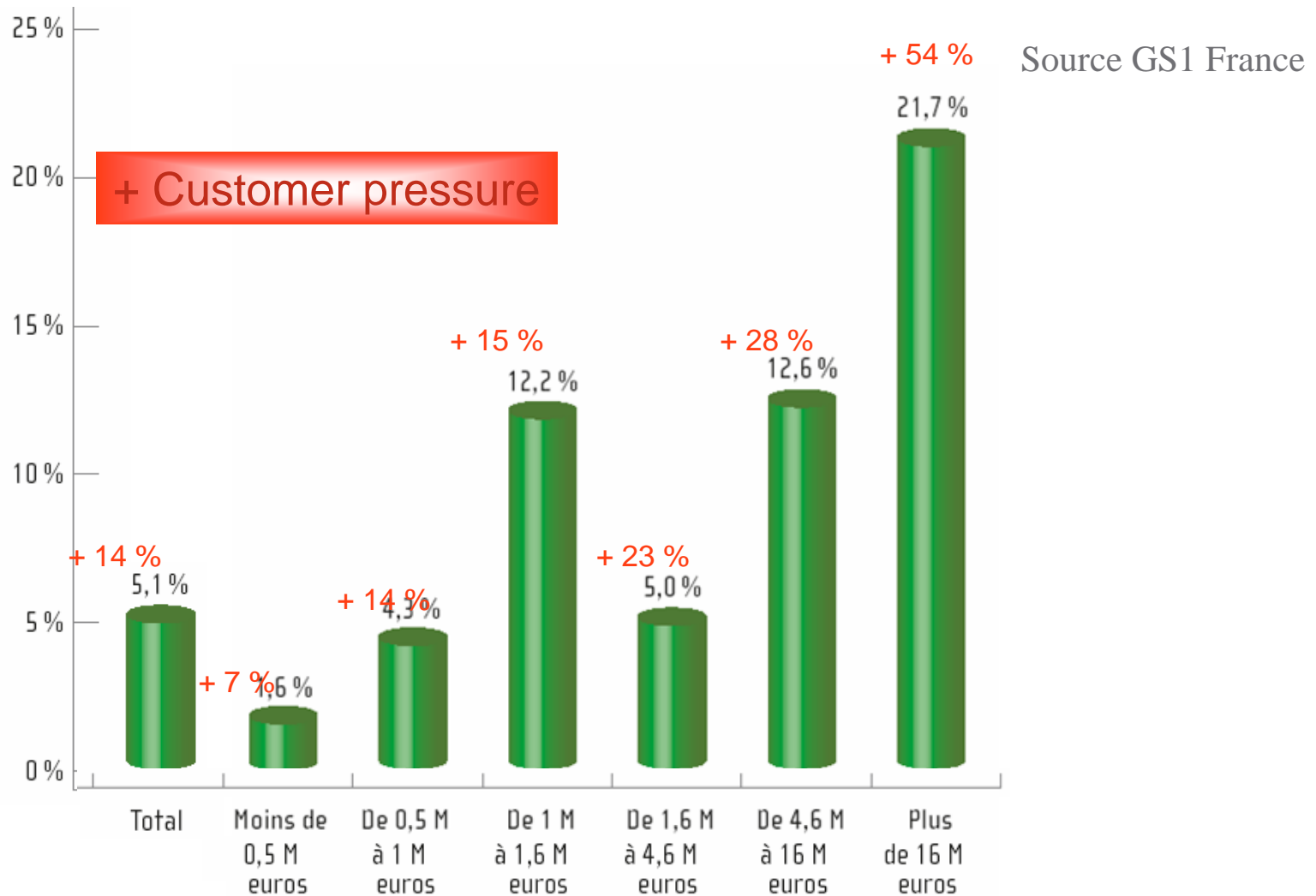
Source GS1 France

Type of B2B messages in France

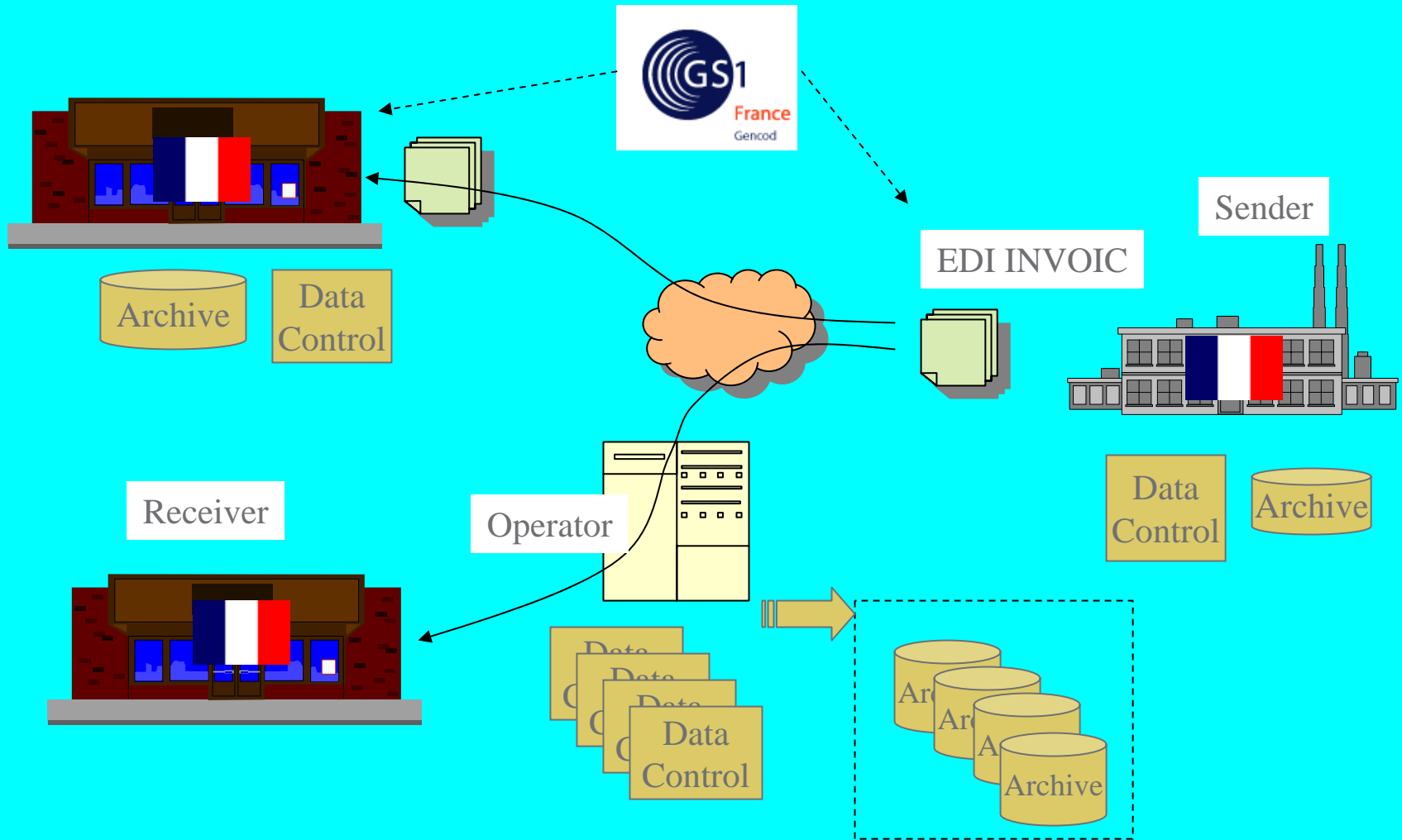


Source GS1 France

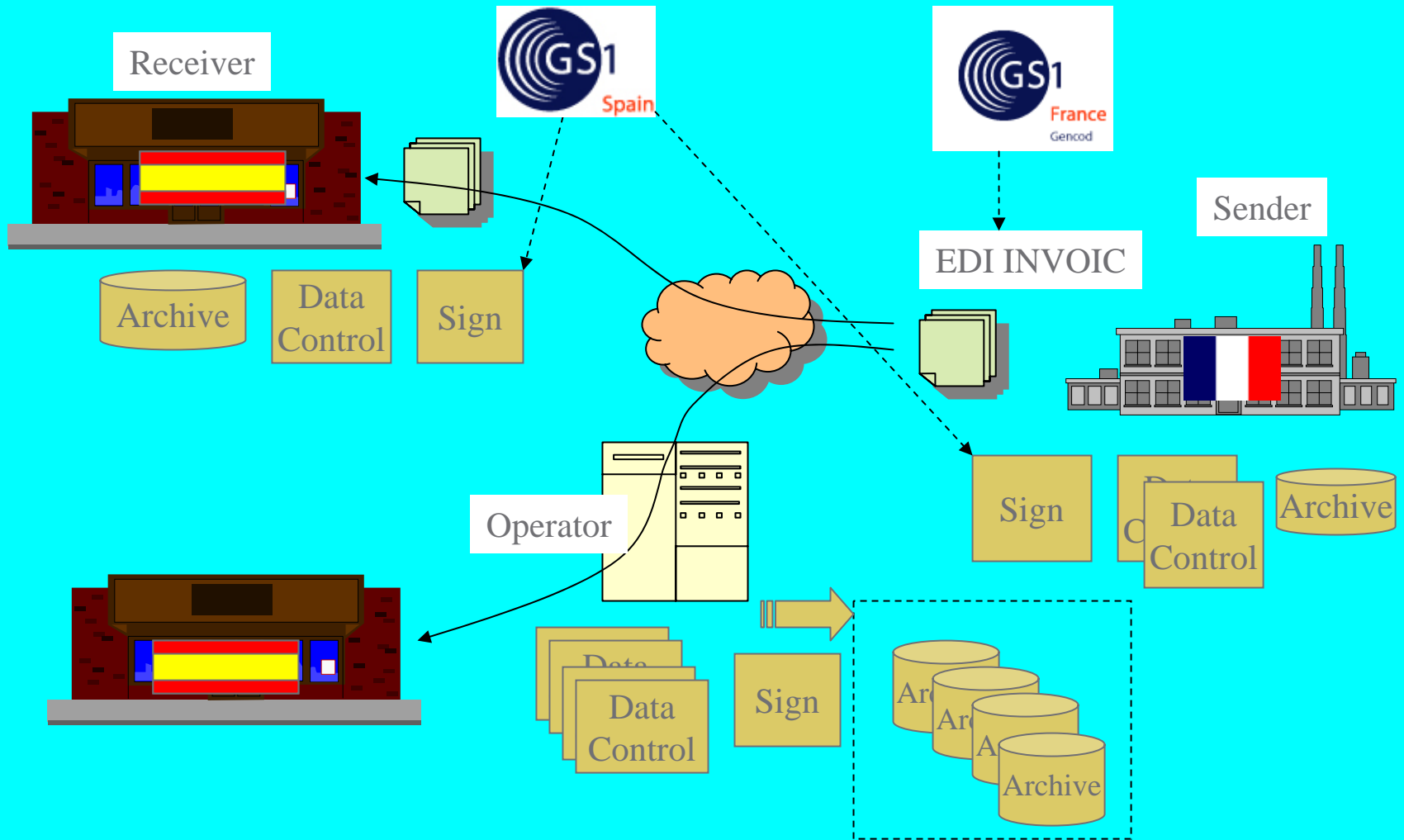
e-invoicing (without paper flow) - France



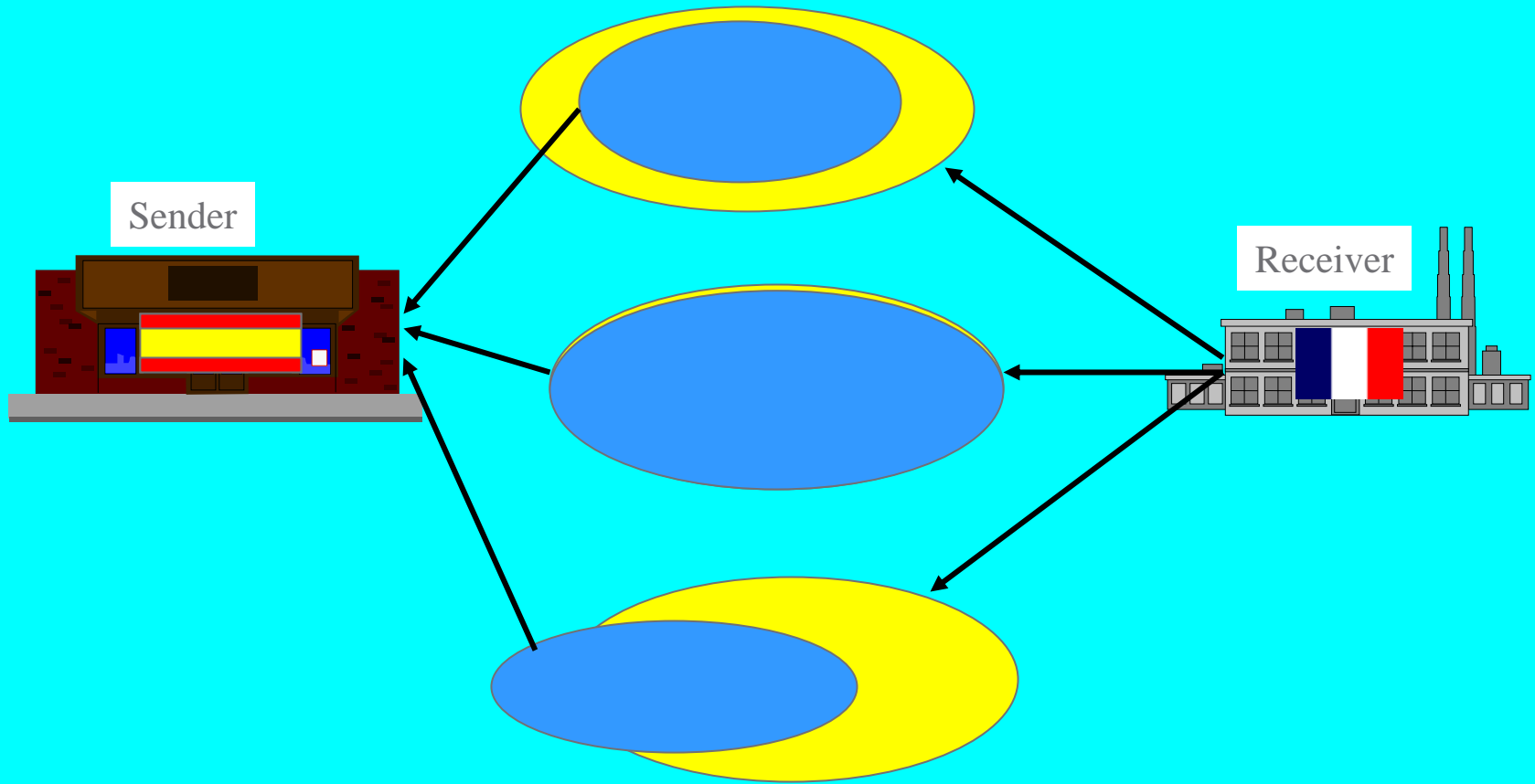
Example 1– EDI e-invoice France to France



Example 2 – EDI e-invoice France to Spain



Intra-EC data controls



Agenda

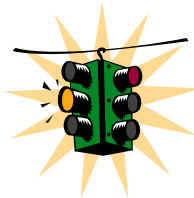
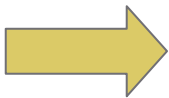
Project
implementation



Demonstration



Inter-operability



Spain, France,...

Compliance test

GS1 France

- Pressure of manufacturers and retailers
- Compliant acceptance test
 - List of partners
 - Test messages with and without errors
- Capacity to
 - Send & receive EANCOM 97
 - Partner list
 - Transaction history
 - Archive without modifications
 - View invoices
- 17 candidates – 9 compliant

GS1 Spain

- Tax, retailers, Manufacturers and vendors
- Compliant acceptance test
 - Digital signature
 - Inbound & Outbound
 - Autack acknowledge
- 3 to 9 month
- 10 vendors compliant

Local rules for Transaction History

Transaction history

- Not in current EC directive
- Not requested in all countries
- France
 - Directly produced by transmission systems with mandatory data
- Netherland
 - Paper
- Germany & Austria
 - Paper or fax or signed e-mail
 - Indication of mandatory data
 - Once a month

Transaction history

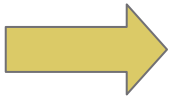
- England
 - Not mandatory
 - Can be included in the interchange via the “TAXCON” message with VAT amount by amount level
 - Receiver should control the interchange total amount

European harmonization

- GS1 European work group
- Austria, Denmark, France, Germany, Netherlands, Spain, Sweden, Switzerland and UK
- Mandatory data : common profile
- CD-ROM
 - INVOICE EANCOM 2002
 - Added legal local directives
 - Table of mandatory data
- Procedures ---- > 2008
- Change request to GSMP with XML version

Agenda

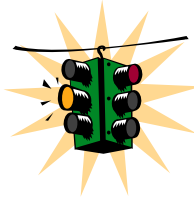
Project
implementation



Demonstration



Inter-operability

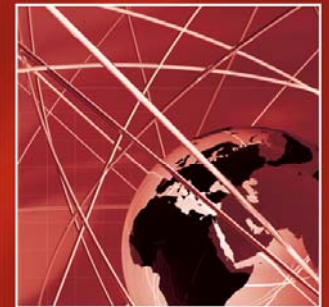


Spain, France,...



inovis™

Groupe
Danone



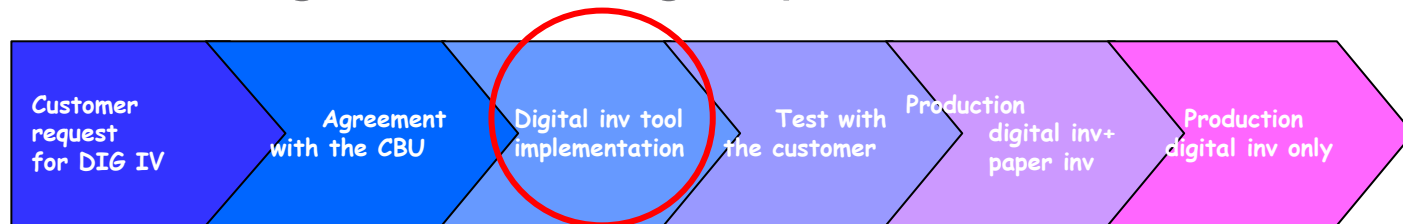
A strategic project

- DANONE group : €15 Billion
 - 3 product types : Milk - Water – Biscuit
 - 22 CBU – 14 EDI central – 320 TP
 - SAP R/3
 - EDI : Harbinger TLE
 - VAN : IBM
- Digital Invoicing
 - Cost reduction
 - Customer pressure
 - 200 000 invoices /year – EANCOM, ANSI X.12, TRADACOMS
 - France – Spain – Czech – Germany - Poland



Project phases

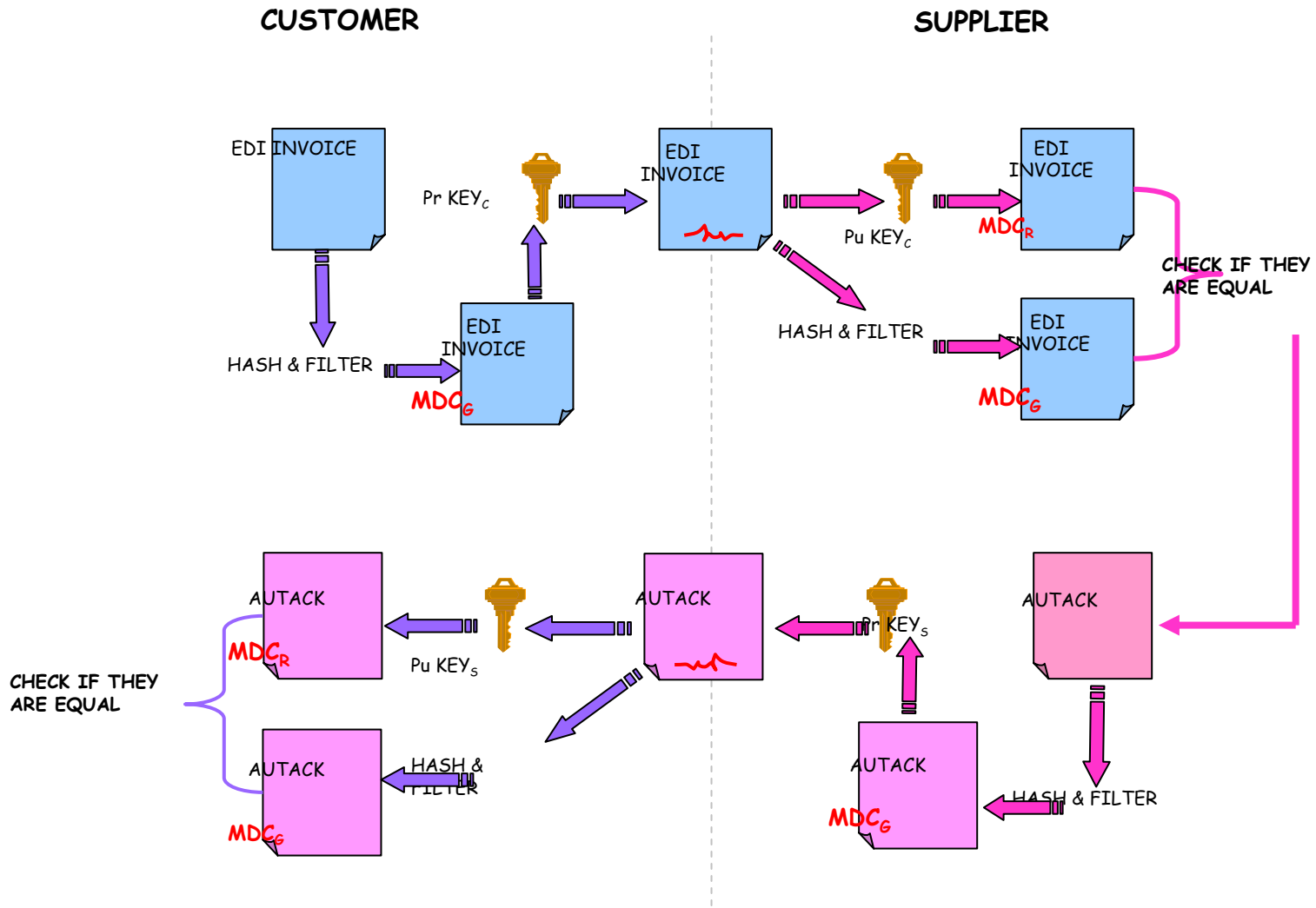
- Specifications
 - 1. Data control
 - 2. History of transactions
 - 3. TP list
 - 4. Invoice archiving
 - 5. Restoring archives
 - 6. Signatures management (Spain & Czech)
 - 7. Integration of all group level EDI



Mandatory data

Mandatory information	France	Spain	Czech Republic
Emission date	•	•	•
Invoice number	•	•	•
VAT code of the supplier	•	•	•
VAT code of the customer	Only for intra-community trades	Only for taxable firms	•
Name and address of the supplier	•	•	•
Name and address of the customer	•	•	•
Quantity of the invoices goods	•	•	•
Nature of the goods (EAN code)	•	•	•
Delivery date	If different from the invoice date	If different from the invoice date	If different from the invoice date
Payment date	If different from the invoice date	If different from the invoice date	If different from the invoice date
Tax amount per rate	•	•	•
Unit net price (without discount or rebate)	•	•	•
Tax rate	•	•	•
Payable Tax	•	•	•
Payable Tax in Euro or in the local currency	Only Euro	Only Euro	Local currency
Reference to the directive for the down payment	Ref to the french law or to the directive 77CE		

Pilot in Spain



2005 achievements

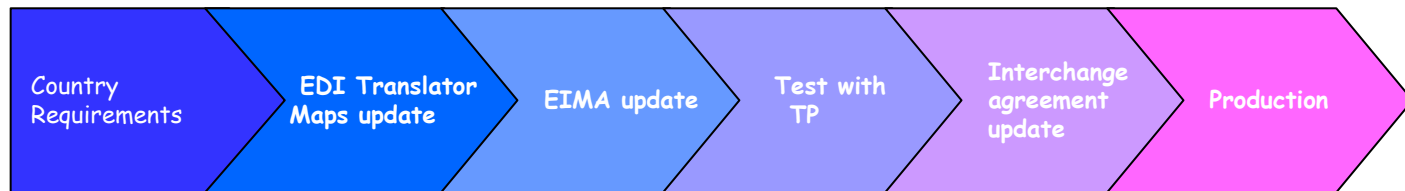
- GS1 Spain certification (April)
- GA version 1 (May)
- LU Spain in production with 2 TP (July)
- LU Spain 10 TP (September)
- LU Canary (October)
- DANONE France (November)
- Czech, Poland & Germany (2006)

Other aspects

- EDI team
 - BU workgroup
 - Vendor bid
 - Interchange agreement update
 - GS1 France workgroup
 - Project management
- Legal aspects
 - Software and support contracts
 - Certifications & Evolutions

Project management

- 1. Country requirements
 - EDI Invoice standards, TP agreements & optional certificates
- 2. EDI Translator mapping update
- 3. EIMA parameter definition
- 4. Test with TP
- 5. Interchange agreement update
- 6. Go to production



Thank you for your attention

Web sites for e-invoice

Directive EC 2001-115-EC of 20 December 2001
www.accountis.com/accountis/eudirective.pdf

GS1 France : www.facture-dematerialisee.org
goto "la reglementation"

Spain : www.aecoc.es
goto "Comercio electronico"then e-factura

Do not hesitate to call us if necessary

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