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Market Solutions in Business Commerce Automation

EDT e-invoicing solutions

Product Marketing
July 2005
EDT SA

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Agenda

- Introduction
- Software solutions
- ASP solutions
- Trading partners roll-out tools
- Economical aspects
- Legal aspects

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Introduction

- The electronic invoice
 - Types of invoices
 - Self-billing
 - Simple or consolidated
 - Outsourcing
 - Responsibility
 - Mandatory data
 - Formats
 - Structured (ex EDI)
 - Non structured (ex Adobe pdf)



CE Directive

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Introduction (2)


- EC Directives (Jan 2004)
 - You must accept "e-invoice" for VAT purposes
 - Ensure "sécurité"
 - Transmission : Authenticity & integrity
 - Archiving : Integrity & readability
 - Authenticity et integrity
 - Digital Signature
 - EDI with security controls
 - "Other means" possible but no warranty
 - Risks of non-compliance
 - Loss of buyer's right to reclaim VAT



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Introduction (3)


- EC Adoption
 - 3 level of security
 - High
 - Spain, Italy, Swiss, East Europe
 - Medium
 - France, Belgium, Luxembourg
UK, Holland, Portugal, Ireland
 - Low
 - Scandinavian countries
 - Certifications
 - GS1 Spain, GS1 France,



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Introduction (3)

- France
 - Transmission Télématique des factures (Dec 1990) → 289bis
 - Autorisation préalable (Dec 1991)
 - EDT : Agrément N° 002 – Octobre 1996
 - Suppression Autorisation (Juillet 1998)
 - Décret 99-337 modalités de transmission (Mai 1999)
 - Instructions 3-E-1-99 : Dématérialisation des factures
 - Révision article 289bis de 1991
 - Autofacturation et facturation compte tiers (Juillet 2003)



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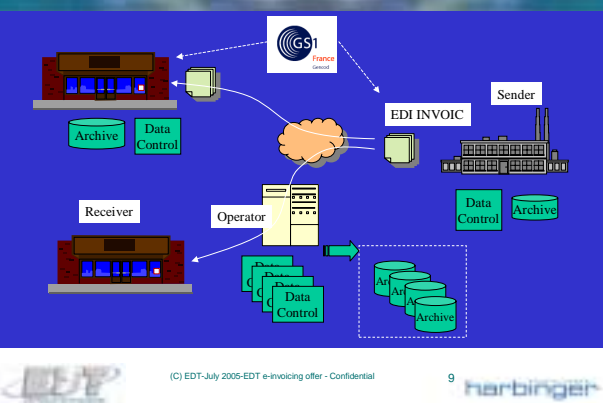
Introduction (4)

- Archiving
 - Integrity & authenticity
 - Readability (Web) and remote
 - Sender & Receiver
 - Invoice, History of transactions, TP lists
 - Signature with certificats
 - Each party's local bookkeeping needs
 - Separate physical space when hosted in an ASP operator
 - in Europe
 - Data restore upon a request within a few days

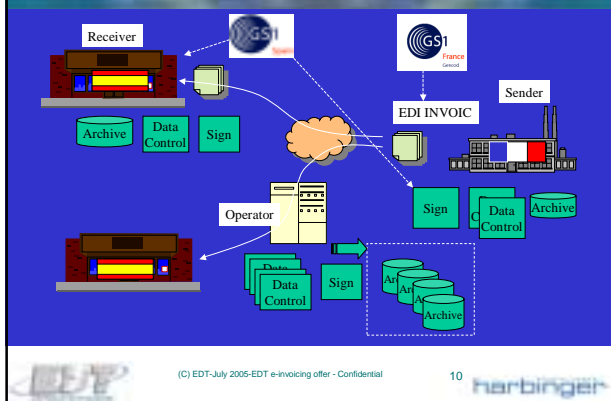
Introduction (5)

- Market trends
 - Legal aspects
 - French fundations exists since 1994
 - European fundations in 2004
 - Technological aspects
 - Scanned documents recognition has made great progresses
 - More than 70% of supply chain exchanges use EDI standards
 - Organisational aspects
 - What were the projects 5 years ago ?
 - Migration to Y2000
 - ERP & Globalization implementation
 - Supply Chain : ORDERS, ORDRSP, DESADV.....INVOIC
 - Where is the energy focused now ?
 - E-invoice, Internet, SME's roll out & data synchronisation
 - Economical aspects
 - Reduce admin costs and disputes

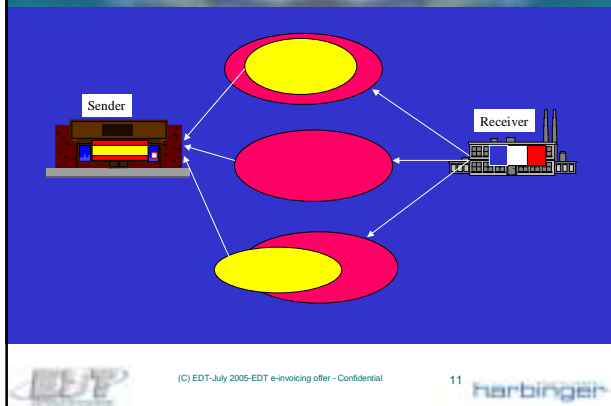
Example 1- EDI French TP



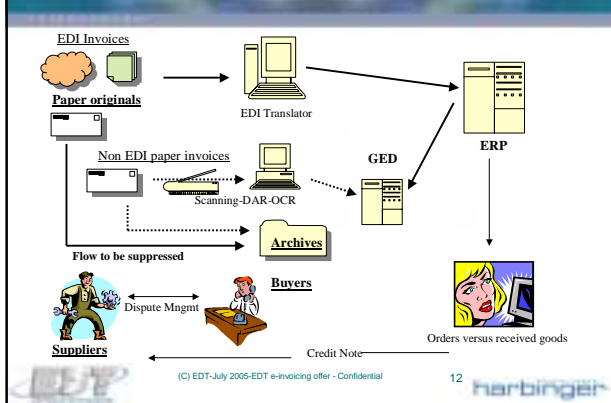
Example 2 – EDI Spanish TP

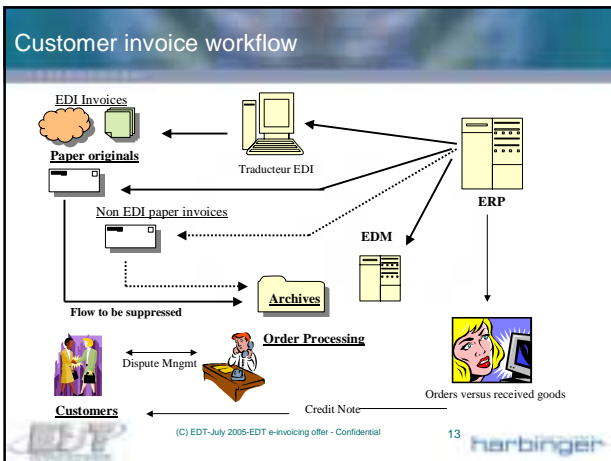


Intra-EC data controls



Supplier invoice workflow







- ### A strategic project
- DANONE group : 15 Milliards Euro
 - 3 products types : Milk - Water - Biscuit
 - 22 CBU - 14 EDI central - 320 TP
 - SAP/R3
 - EDI : Harbinger Tle
 - VAN : IBM
 - Digital Invoicing
 - Cost reduction
 - Customer pressure
 - 200 000 invoices /year - EANCOM, ANSI X.12, Tradacom
 - France - Spain - Tchekie - Germany - Polland
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DANONE RFP

- July– September 2004
- 7 Europeans vendors
- Selection criteria
 - CBU functional coverage
 - Integration to EDI translator & editor support
 - Flexibility & scalability
 - Price
 - Quality of the answer
 - Experience with e-invoicing



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19



2005 achievements

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



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Other aspects

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



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Market Solution in Business Commerce Administration

EDT offer Internal solution
External solution
TP roll-out tools

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Modular software for Hubs

EIMA
Data Control
Transaction History
Archiving

Option CFEC
e-locker
Real-time long term
archiving

Option Signature
including AUTACK

Option pdf Signature
For non EDI partners

Independant from EDI platform

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EIMA Architecture

ERP

Translator & Communications

Outbound Inbound

Very little coupling to EDI platform

Mappings Configuration Logs

RDB

Mapping references

EIMA

Signature

Database

On-line archiving

Off-line archiving

Export XML Print

Platforms
Unix-Linux-Windows

Consultation
Print clear
Administration
HTML browser

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EIMA ergonomy



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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

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26

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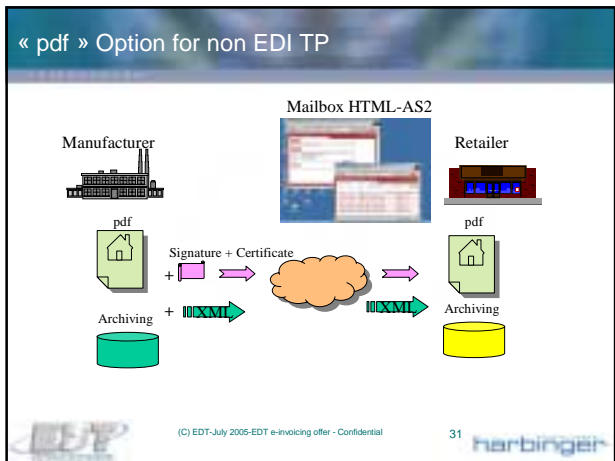
Certifications

- Spain
 - EDI Signature & AUTACK (04-2005)
- France
 - GS1 : EANCOM D96A (08-2005)
 - Auto-évaluation EDIFRANCE (06-2005)
- Tczech Republic : Q1-2006

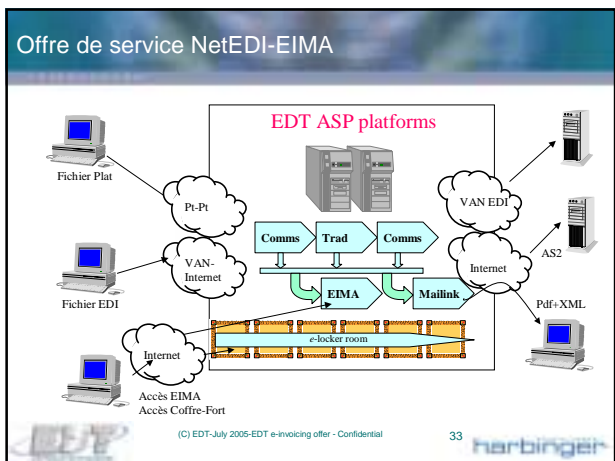
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Service NetEDI-EIMA

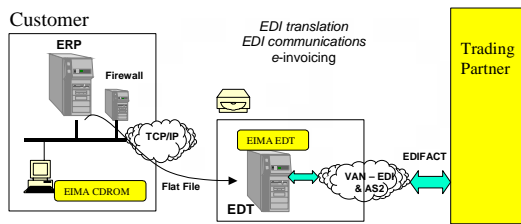
- EDI Standards translations
 - EDIFACT, GALIA, ANSI X.12, RosettaNet, ebXML
- EC Directive
 - Mandatory Data control
 - Digital Signature
 - Archiving in France (CD-ROM or e-locker)
- Certification by countries
- Administration and consultation via Internet browser
- 10 years archiving
 - Protected and safe area of confidence
 - Remote Web access
- Assistance and services
 - Interchange agreements & mappings

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CD-ROM archiving

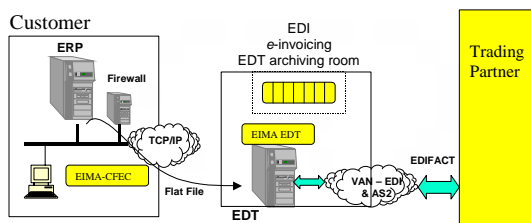


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35

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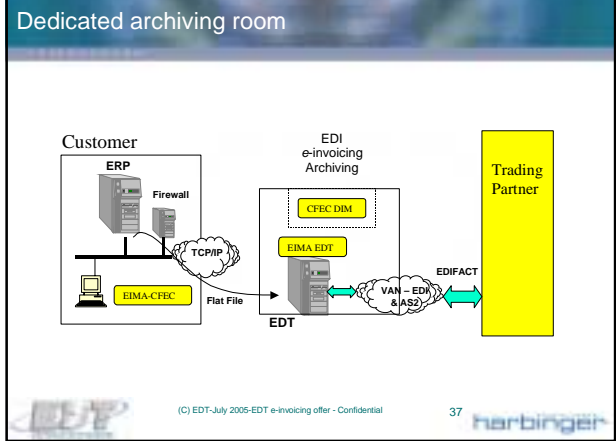
ASP archiving room



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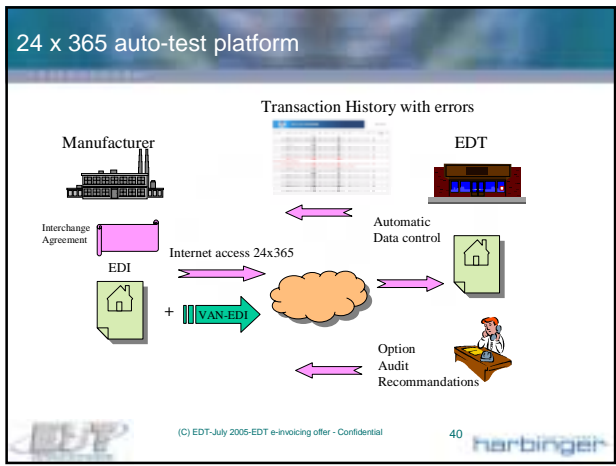
36

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- ### Roll-out problems
- Very strict controls for the e-invoices
 - One more step in the rigour scale
 - Hubs are not « test platforms » that can be used for candidates TP
 - Standards Associations are not integrating Hubs specificity and are not adapted to provide services
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- ### Principle & Services
- EDT platform
 - Data control
 - Standards
 - Hub specificity
 - Access test
 - VAN X.400 or AS-2
 - 24 x 365
 - Automatic answer
 - Transaction history and logs
 - Internet IE
 - Errors
 - Report via e-mail
 - Archiving : 1 month
 - Internet Service
 - 100 test messages fee
 - Window test period
 - Option : error analysis
 - Analysis
 - Recommendations
 - Fee per hour
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Economical aspects

- Internal Solution
 - Licence
 - EIMA per Entity & TP
 - Options :
 - Signatures ; CFEC ; Mappings
 - Services
 - Installation & configuration 1st TP
 - Training
 - Maintenance
 - Certificates
- External Solution
 - Set-up
 - EIMA per Entity & TP
 - Options :
 - Signatures ; CFEC ; Mappings
 - Récurring fee
 - EIMA per invoice
 - Archiving
 - CD-ROM
 - EDT e-locker room
 - Dedicated e-locker
 - Signature

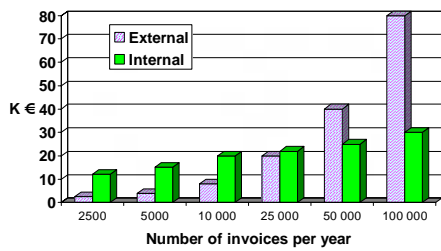


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43



Annual costs

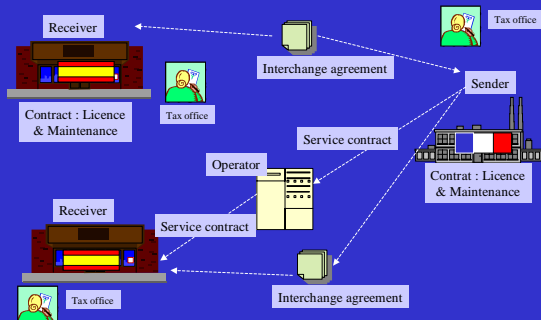


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44



Legal aspects



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45



Legal Aspects

- Interchange agreement
 - Add test mode – production - paper flow
 - Management of errors : Credit note – Certified copy
- Licence & maintenance contracts
 - Certifications
- Service contract
 - Availability
 - Archiving
 - Back-up solution
 - Confidentiality
 - Data access



Appendix : Legal references

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French legal « map »

Category	File type	Signature	Proof	Legislation
Structured Documents	EDIFACT ANSI enXML	Spain, Swiss, East Europe	No Yes if signature	Transaction History TP list Psm... 289bis
Non structured documents	Pdf, Word,with XML option	Mandatory	Mandatory	289 V-I
Non structured Documents	XML with pdf option	Mandatory	Mandatory	289 V-I

Loi de finance 2002 – Article 289bis CGI 27-12-91


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