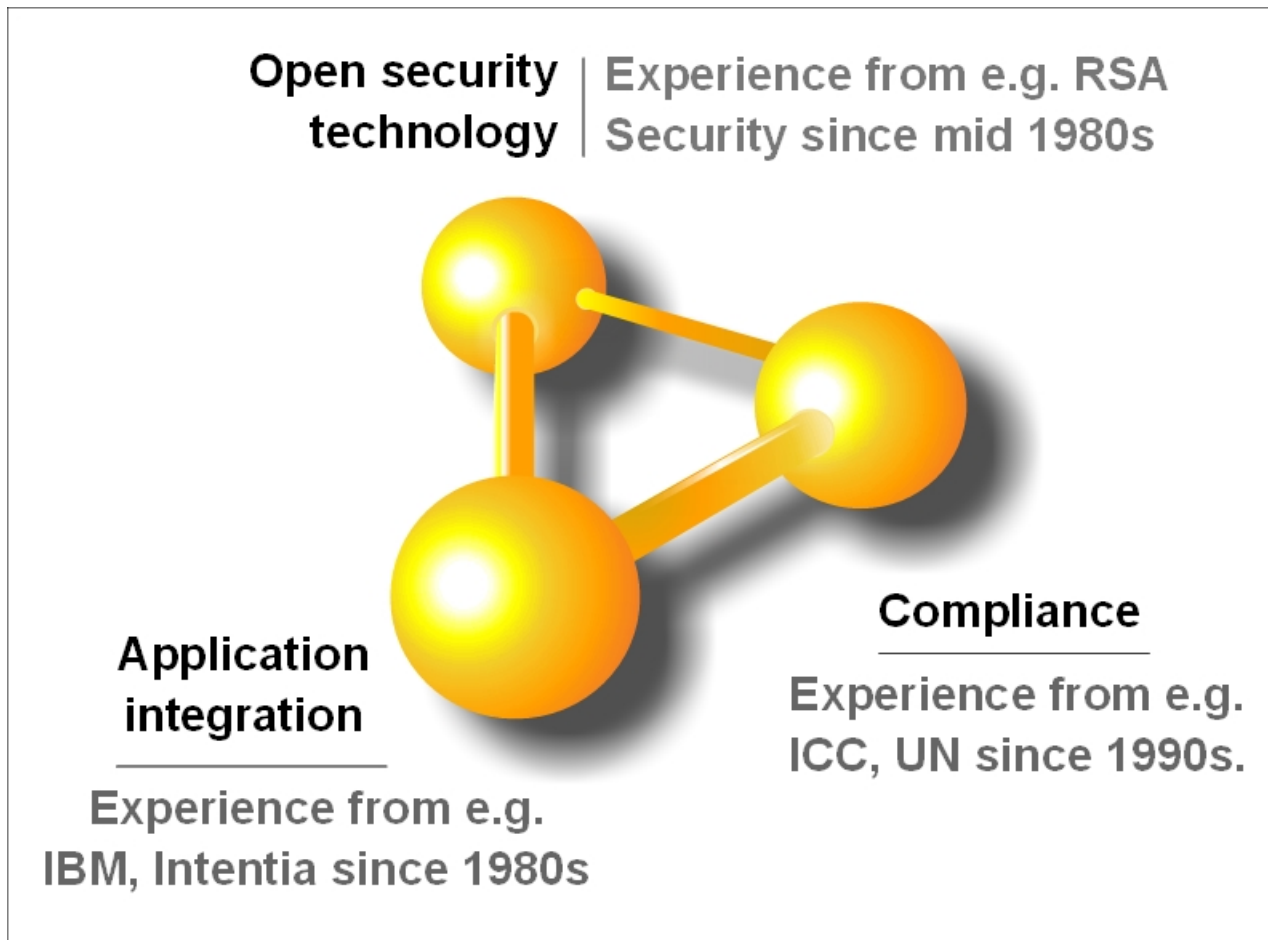


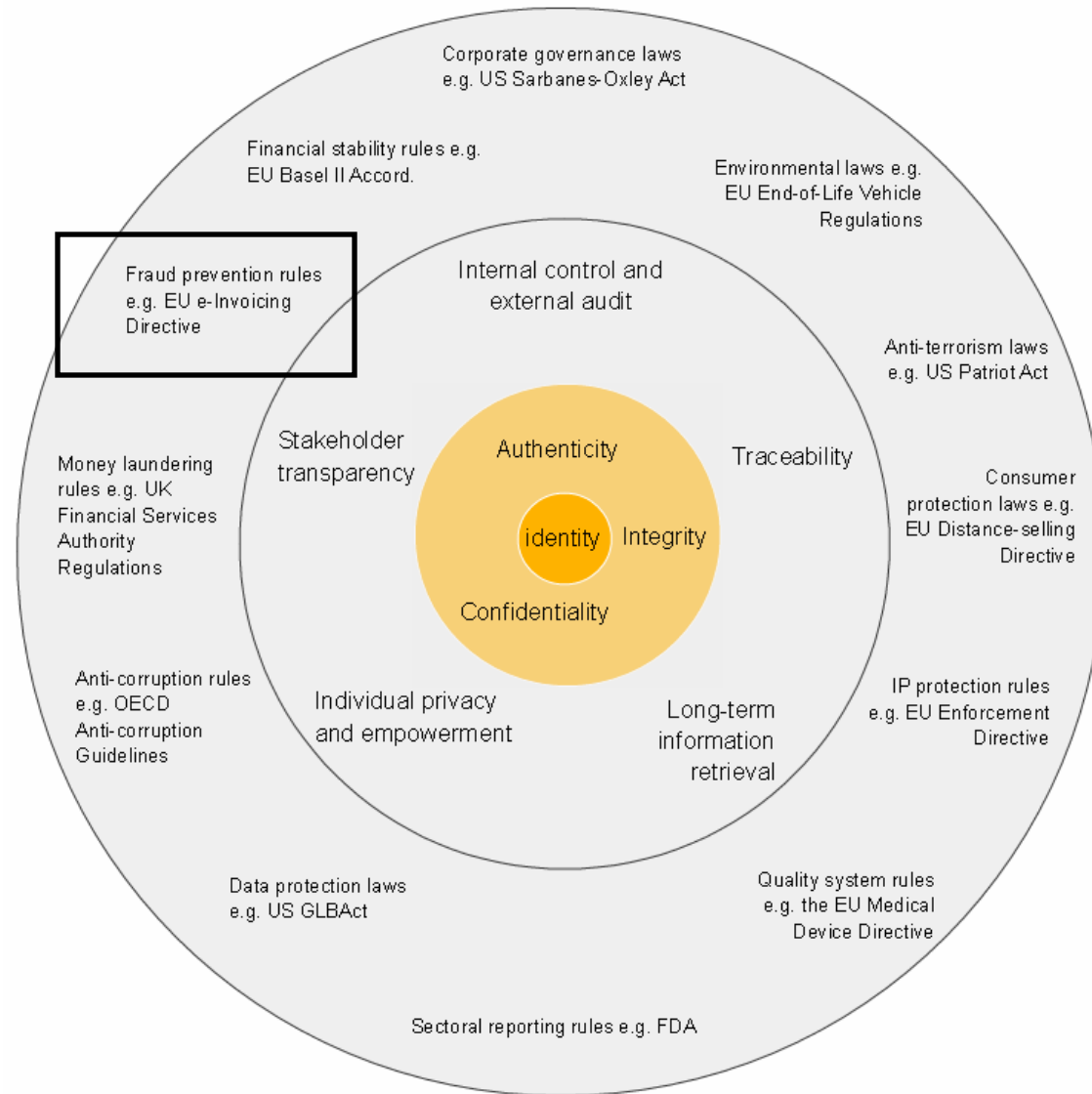
# TrustWeaver e-invoicing introduction



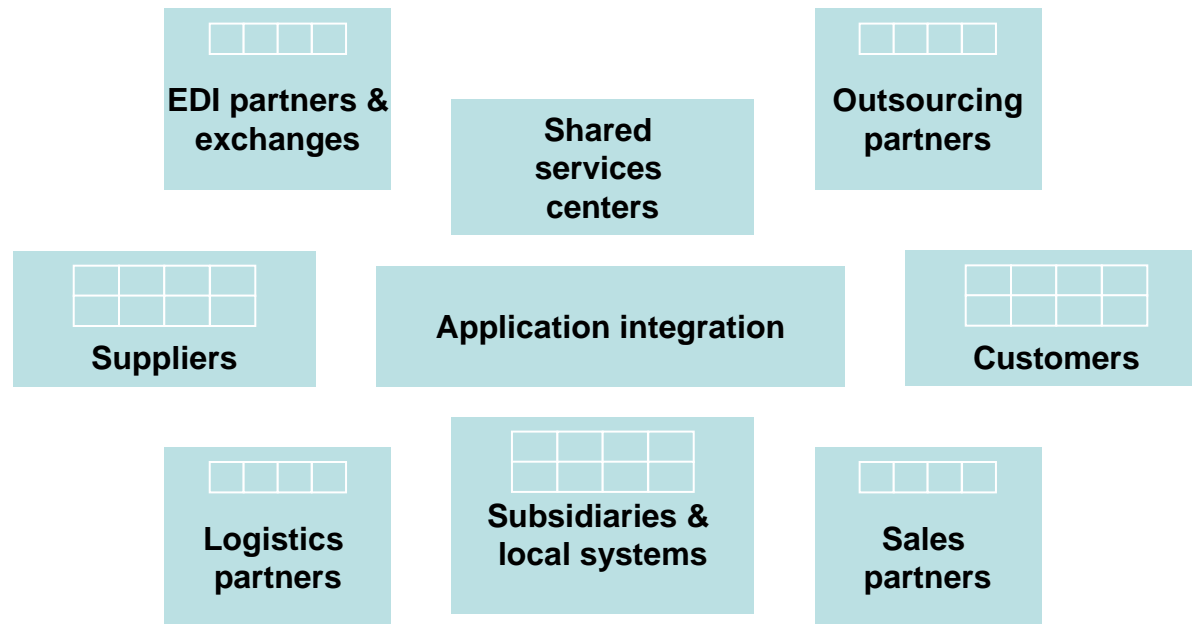
- Three pillar value proposition and skill-set



# Re regulation



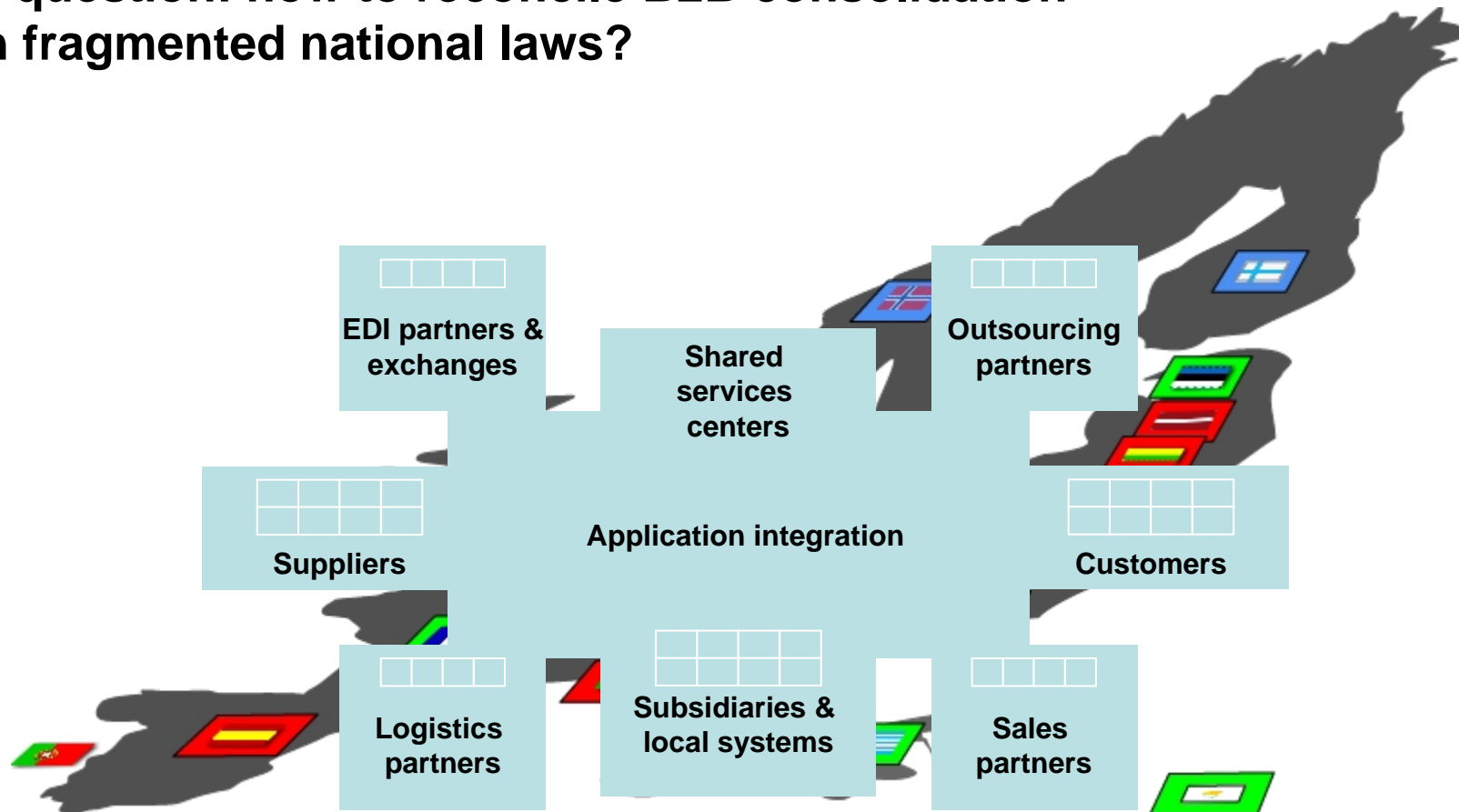
## ■ The digital corporate ecosystem



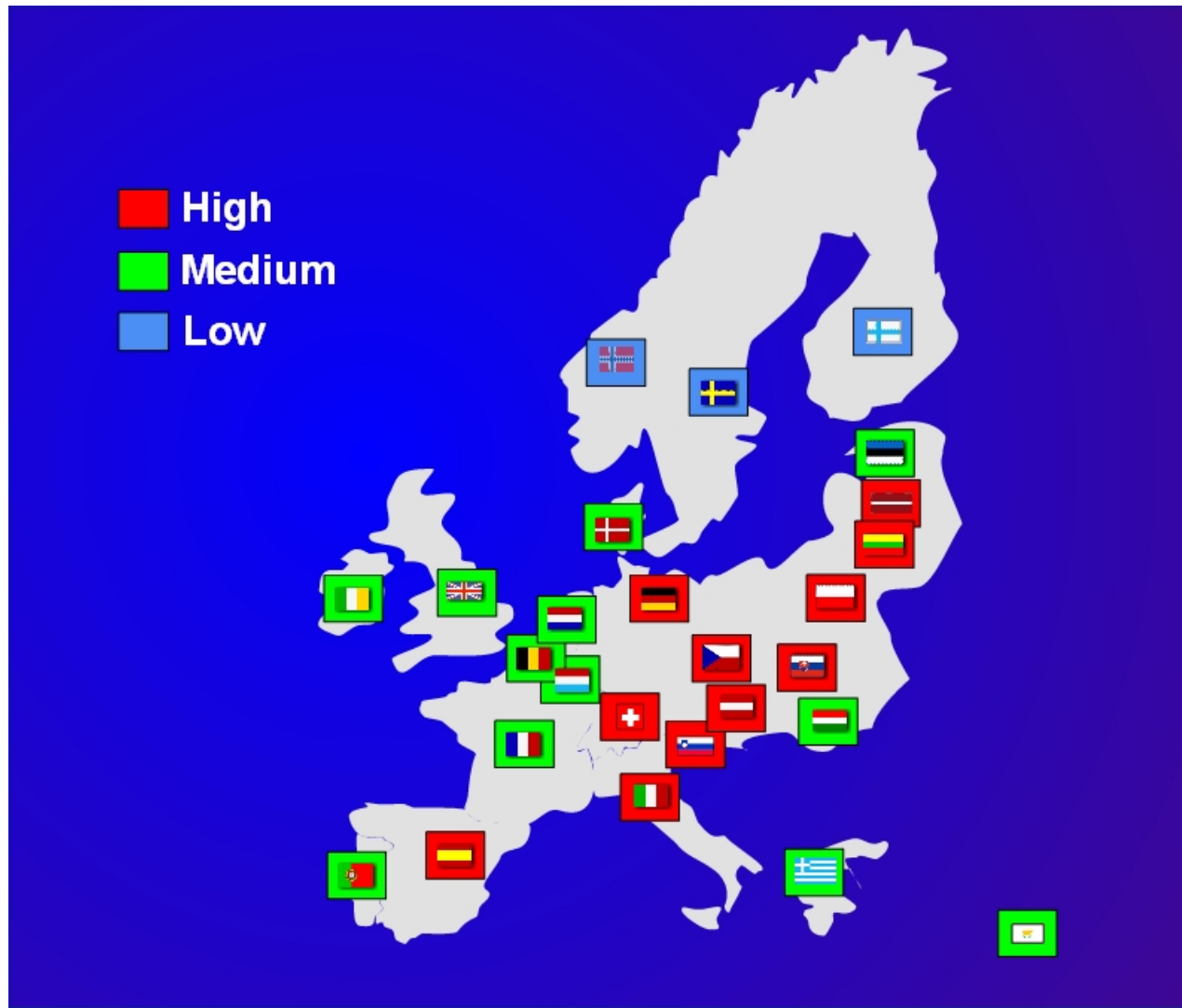
## ■ The changing corporate ecosystem



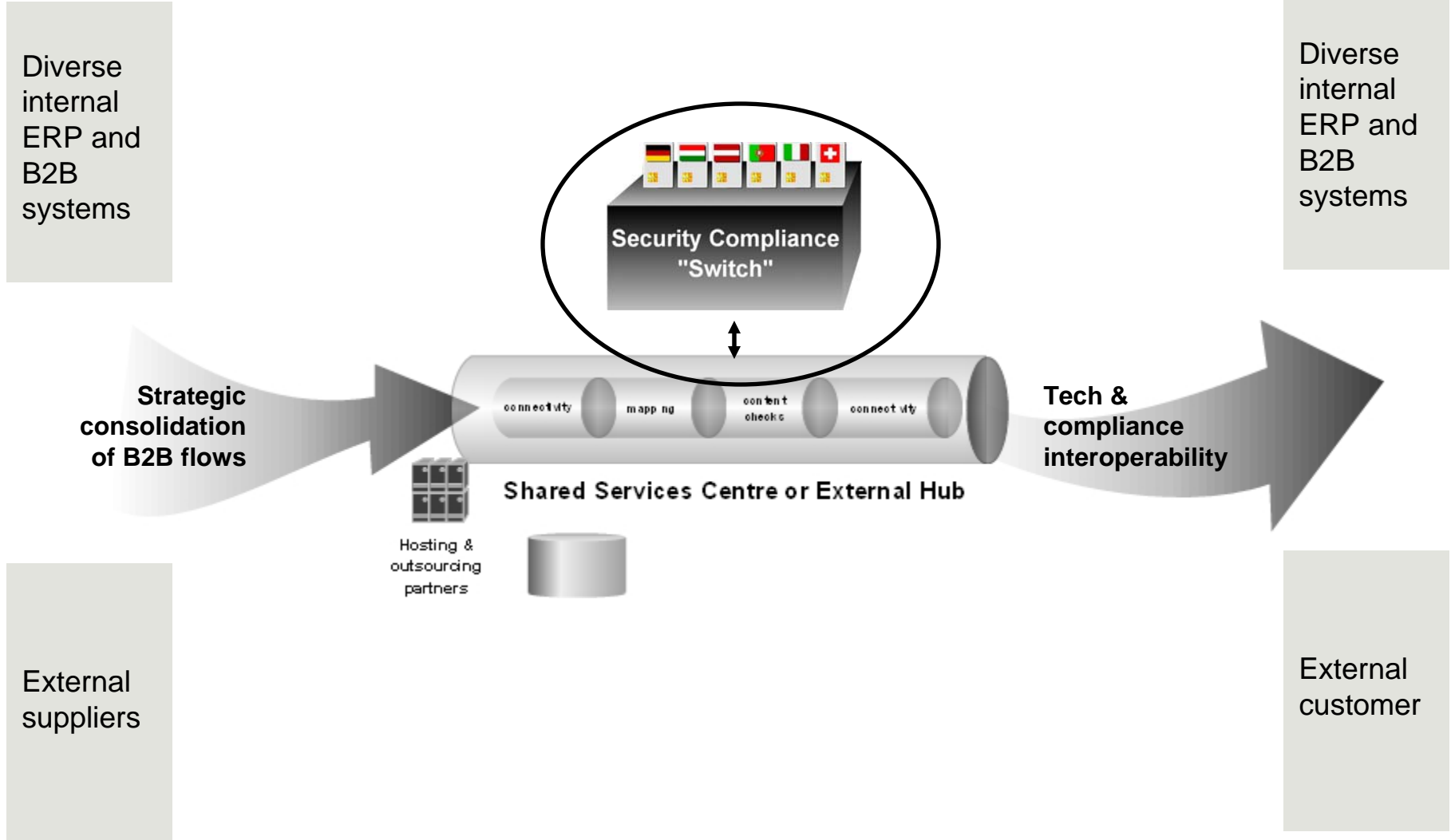
**Key question: how to reconcile B2B consolidation with fragmented national laws?**



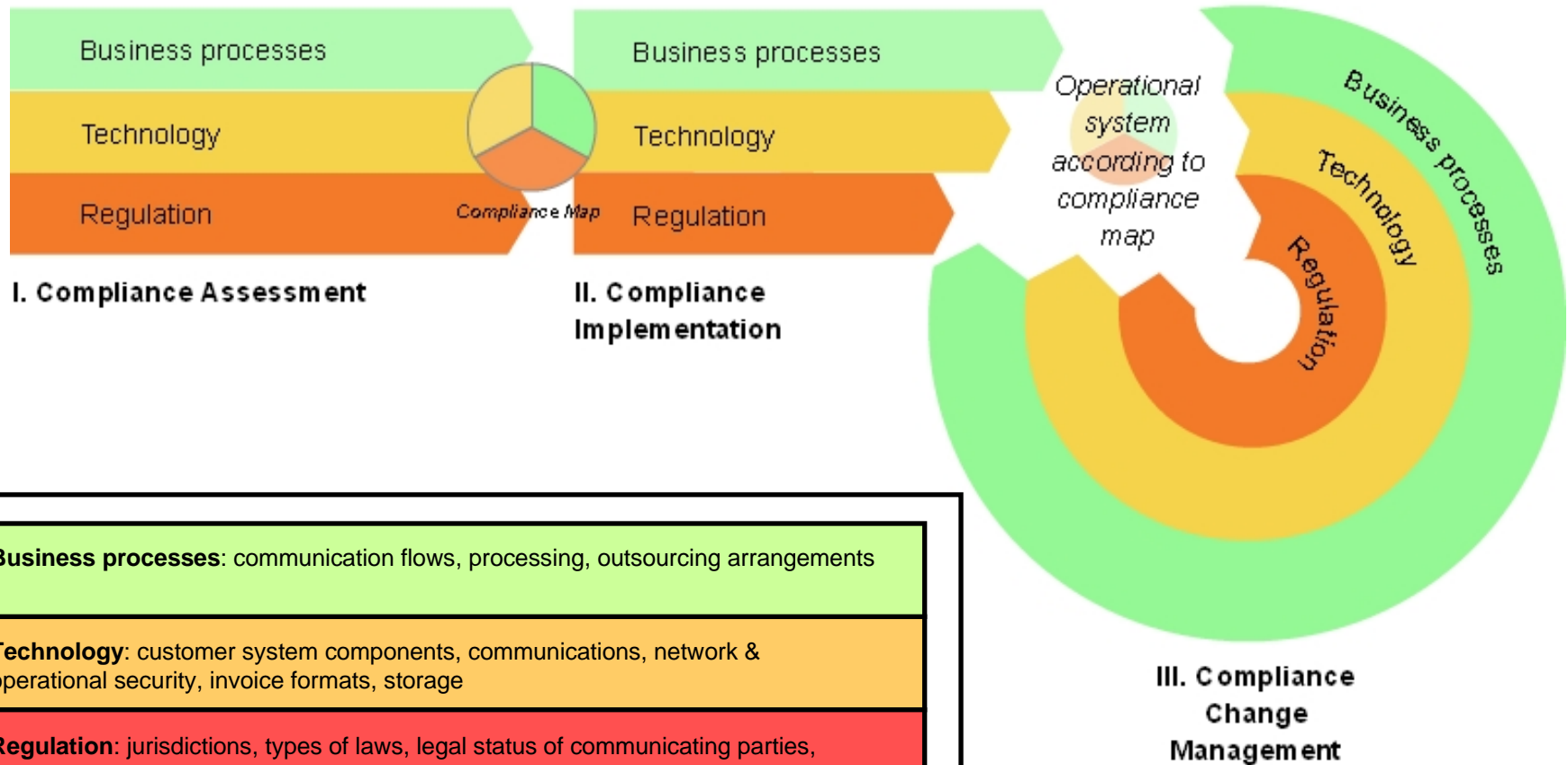
- Transposition of the e-signature option in the EU directive



# ■ The TrustWeaver switch



## Implementation methodology

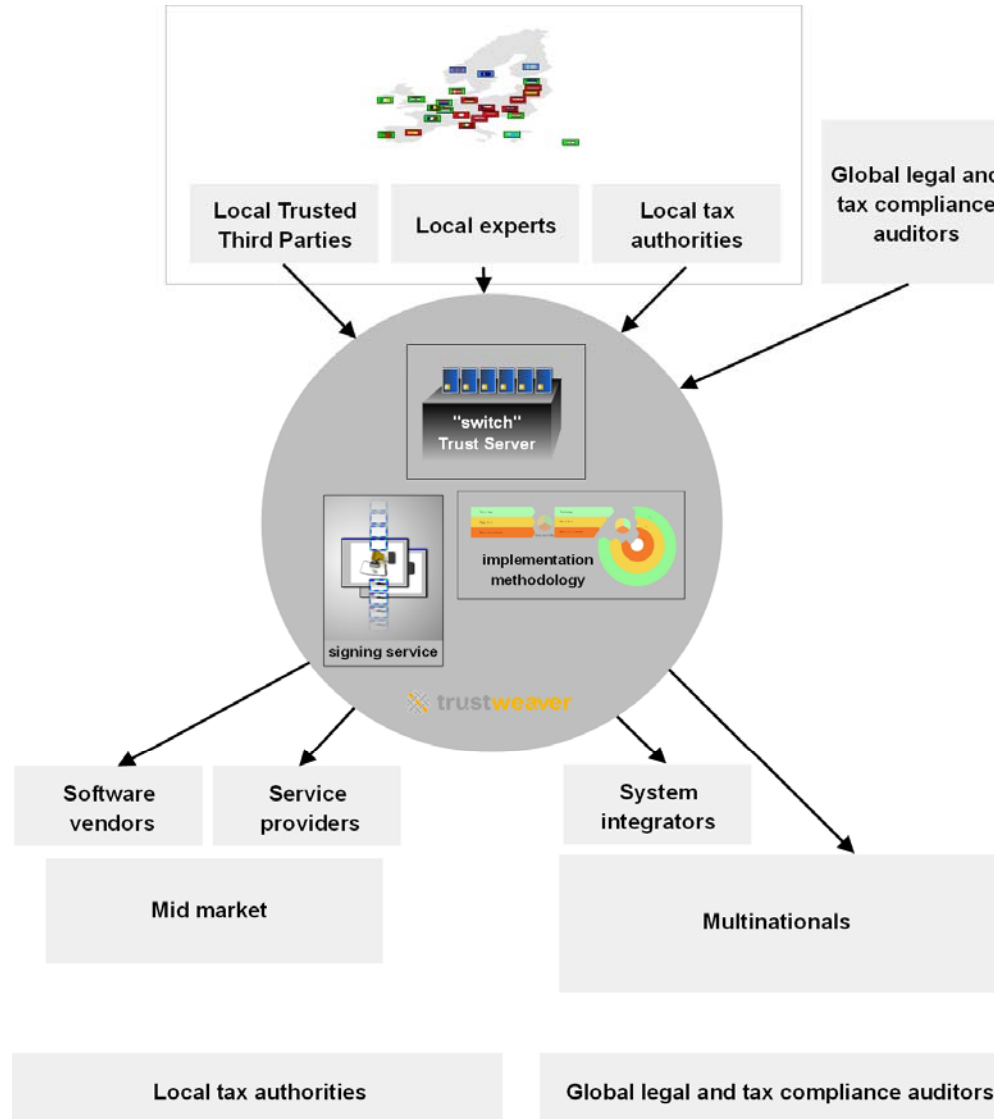


**Business processes:** communication flows, processing, outsourcing arrangements

**Technology:** customer system components, communications, network & operational security, invoice formats, storage

**Regulation:** jurisdictions, types of laws, legal status of communicating parties, contractual frameworks

# Our ecosystem



- One of the largest engineering groups in the world
- Decentralized and heterogeneous environment 40 ERP systems
- Outsourcing to IBM and HP
- Invoicing flow of 3 million yearly, 40% internal
  
- Wants to get rid of paper invoices as part of a larger efficiency project
- Project team from IT, Legal and B2B assigned sponsored by CFO
  
- 6 months evaluation of all major IT companies
- Trustweaver chosen because of unique value proposition
  
- Compliance map
- Solution implemented
- Country role out package established

- Country role out package
  - Technical and business process review
  - Education
  - Local compliance map
  - Supplier and customer information kit
  
- Benefits
  - Legal – Tax lawyers no longer hostage but in control
  - IT – Great service to provide to subsidiaries
  - B2B – Productivity through central process development, time to market
  - Subsidiaries - Easy solution to a complex problem with a known ROI

## Trustweaver



### Customers



### OEM Partners



### Technology Partners



- **What can we do for Edifice**  
**What do we expect from Edifice**



### What we could do for Edifice

- Share our compliance knowledge in Edifice work groups
- Push Edifice issues within the workgroups where we participate

### What we expect from Edifice

- Get insight to the development of B2B processes