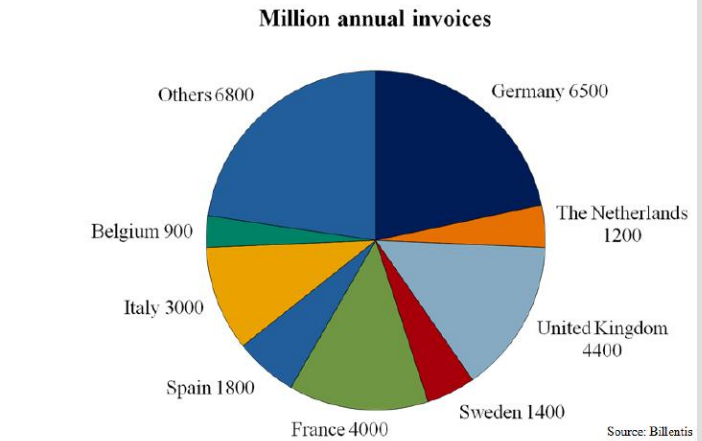
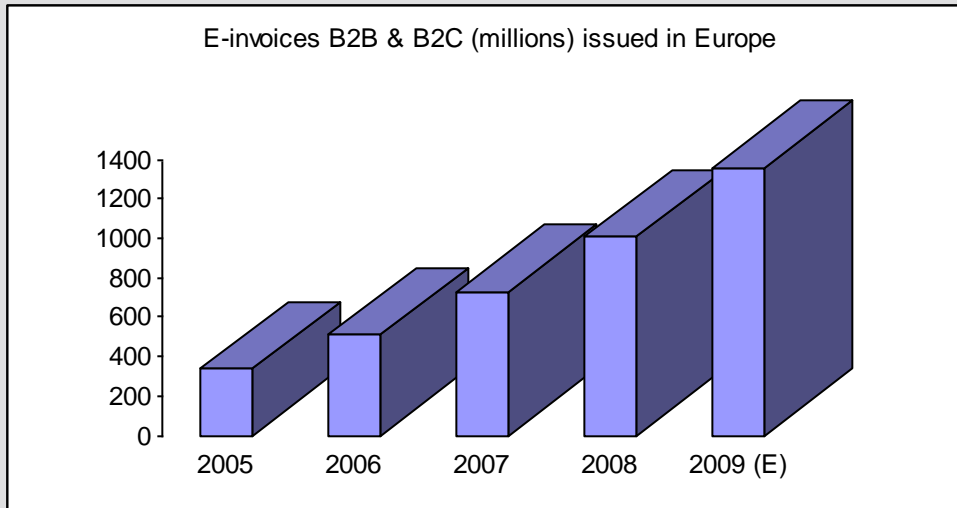


Advanced Applications And Services

Jānis Kronbergs

Business Development Manager

Reality of EDI...

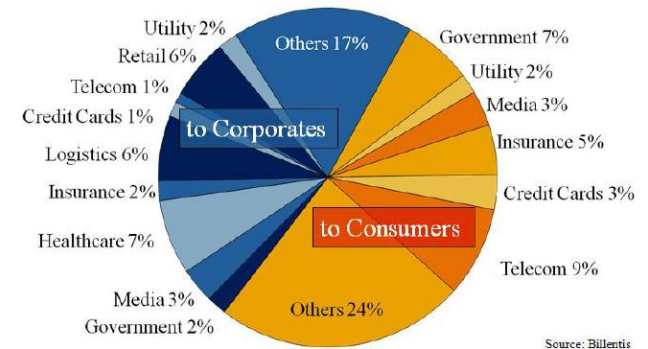


Approximately, half of them are sending to the B2C sector, the other half to the B2B sector (including government).

Currently, a combination of factors should result in steady and strong E-invoice growth in Europe, stronger than in any other regions of the world:

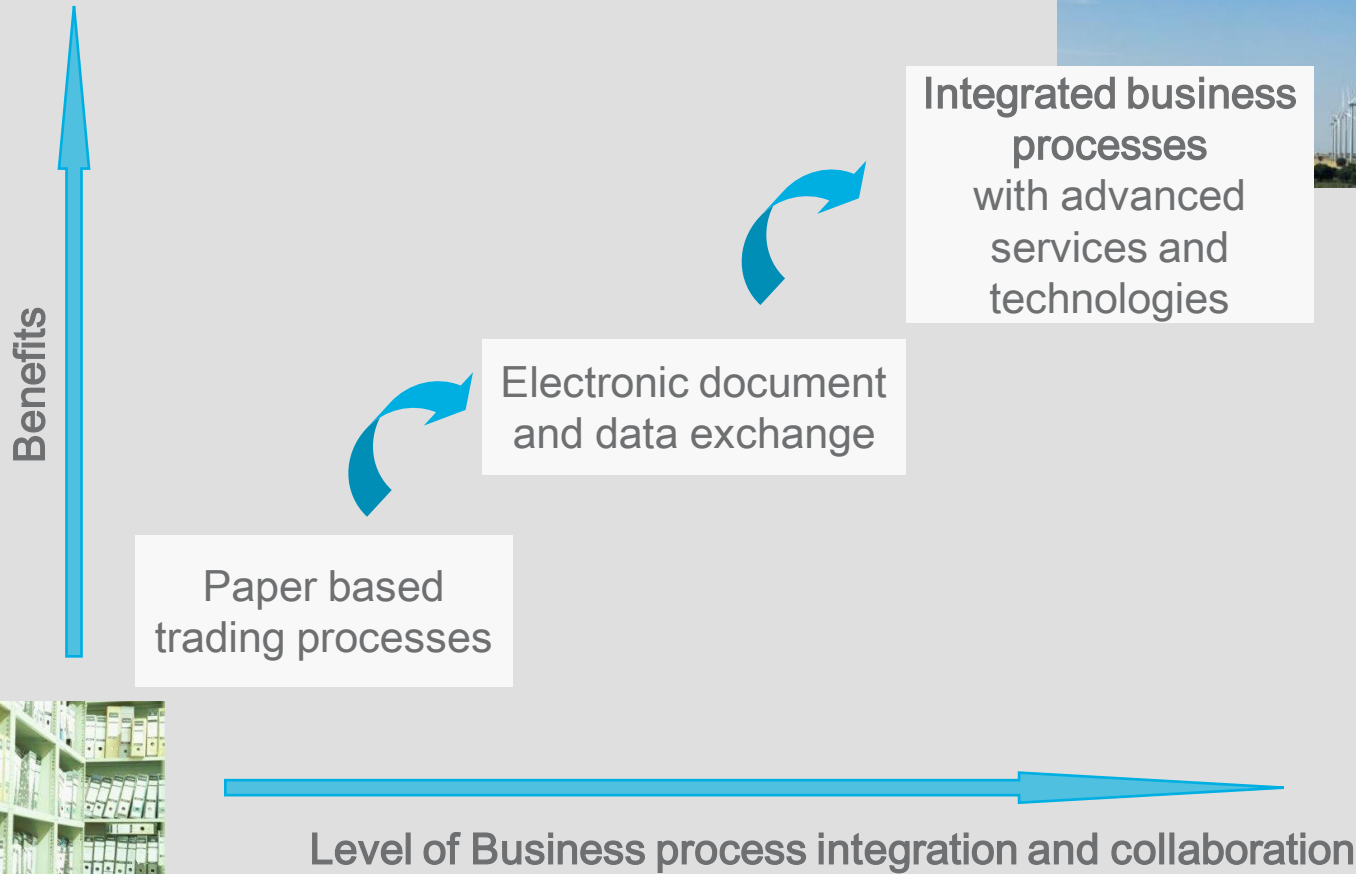
- **Pressure on cost reduction** due to economic weakness
- Growing number of **Mandatory requirements of EU countries** to send only E-invoices from private to the public sector
- **EU objective** to become a leading region worldwide using ICT, resulting also in several E-invoicing projects
- **Affordability of E-invoicing** products and services to organisations of any size

Issued invoices per industry and addressed segments



Source – Billentis e-invoice survey

Roadmap To Become Digital And Advanced



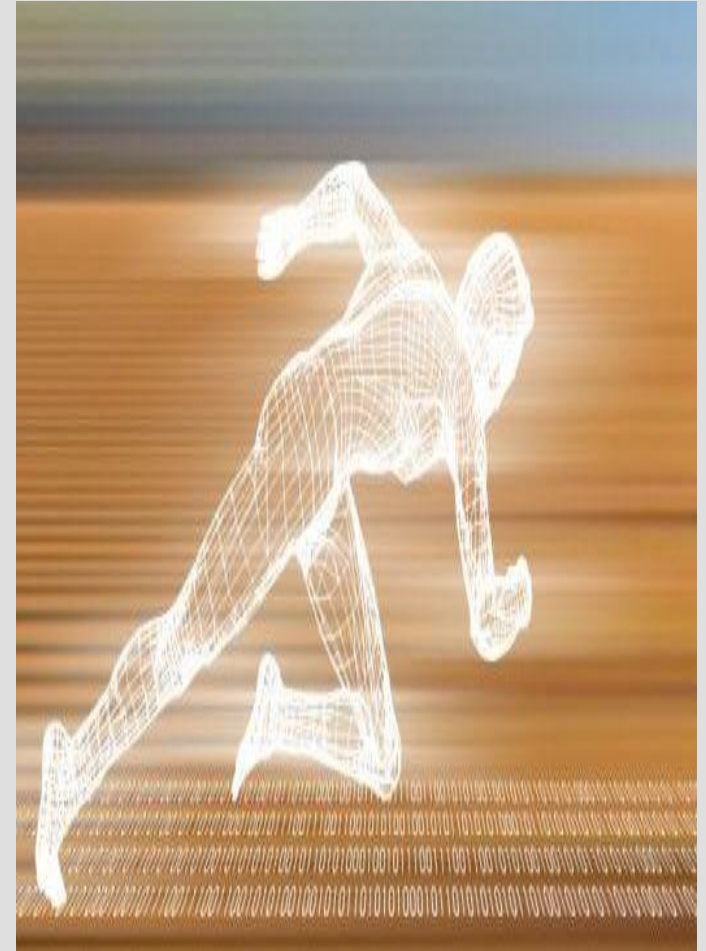
Beyond E-invoicing

After establishing E-invoicing, the next automation steps soon follow:

- Replacement of traditional procedures of procurement supply chain with electronic and automated process
- Replace traditional procedures of financial supply chain with electronic automated process

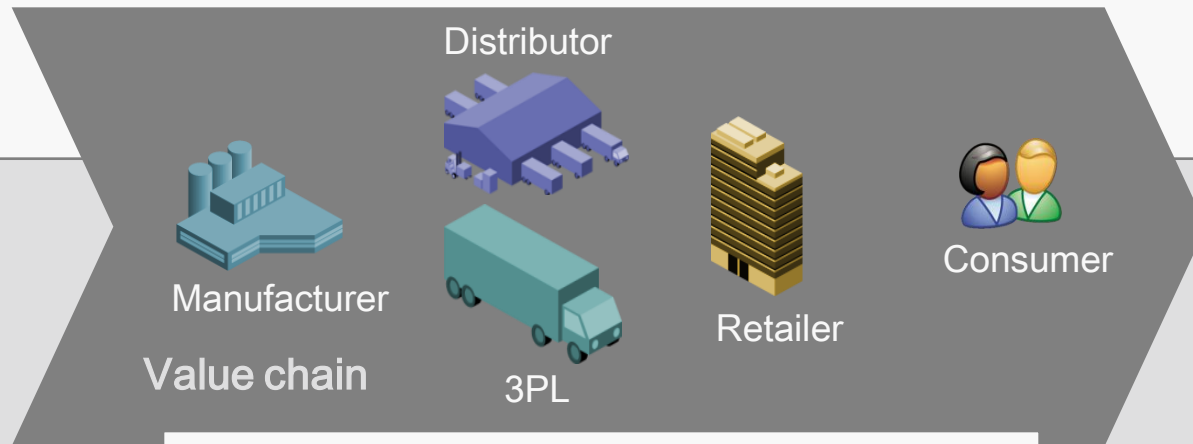
Real - Time Economy (RTE) :

- The first phase of the RTE program is Full SEPA
- The next step on RTE is Full Value Chain (FVC)
- The latest steps are published on the site www.realtimeeconomy.net



Needs For Advanced Services And Applications

Demand management among trading partners



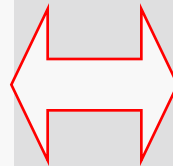
Resource management on demand

- Support functions
 - Procurement, distribution processes
 - Administration and support processes
- Finance resources
 - Factoring

Third Part Software and Services

Software

- E-billing, E-invoicing
- E-factoring
- Electronic procurement
- Electronic purchase to pay process workflow
- Message brokers and application integration
- Electronic archiving
- Signature
- Paperless accounting

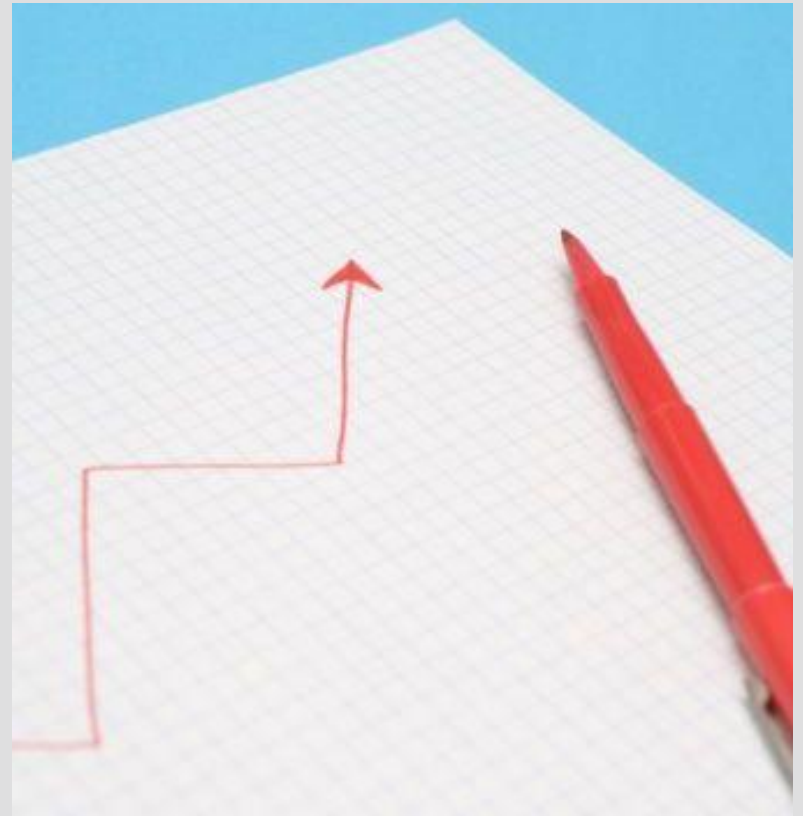


Services

- E-procurement and E-marketplace
- B2B and B2C messaging
- Product data synchronisation
- Archiving
- Signature
- Accounting services

To Be Considered Before Moving Forward

- Your Business and Core competence strategy
- Current IT and processing environment
- Volume of trading transactions
- Your counterparts requirements and capabilities
- Business case



Case study **airBaltic**

Solution



Airline Suppliers

Payments, Claims

airBaltic

laⁱⁱⁱelecom

Invoice capture
and storage
services

EDI
Data

Image

**Accounting
System**

**Cost Control
System**

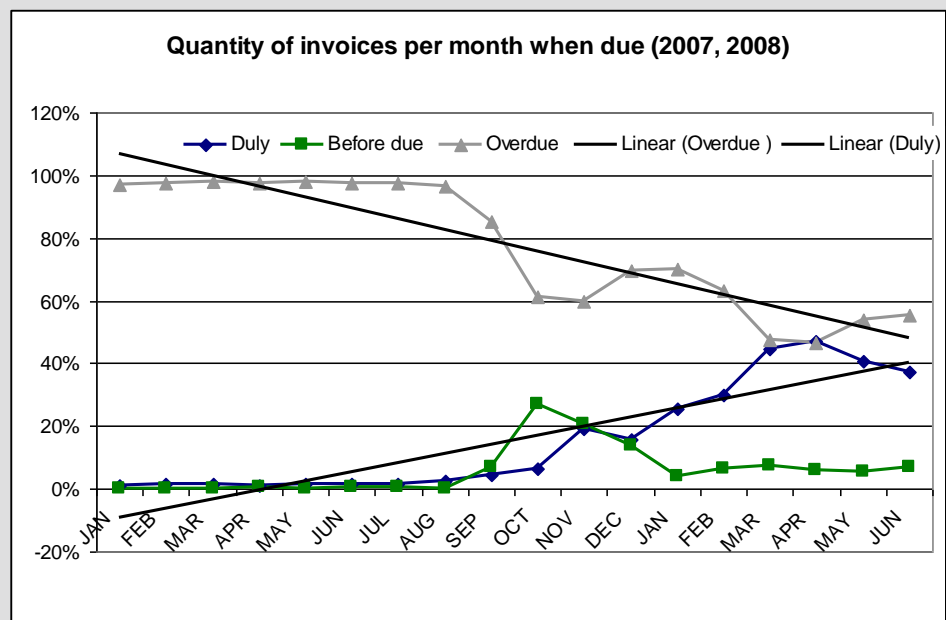
Mail,
E-mail,
Fax,
xml

Results

- Reduced invoice checking and approval process,
- More invoices paid on time

- Discipline of invoice approval process,
- On-line information on invoice status,
- Invoice image and accounting information on the same screen,
- Electronic data tables (invoice attachments) available,
- Possibility to follow-up (KPI)
- Integration with other systems (Airpas)

	Before	After
Accountant	N/A	1.4
Controller	N/A	3.6
Manager	N/A	2.3
Total	20 days	7.3 days



Efficient Use of Competences

laⁱⁱelecom

- Document and data capture incl. scanning
- Data mapping and integration with ERP
- Secure & efficient document storage & provision
- Automated check of invoice data and clearance of correct charges

airBaltic

- Exception handling for charges not explainable for the system
- Advanced analysis

Have You Decided on EDI Roadmap?



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