

How Airbus moves from e-Invoicing to Fully Integrated Electronic P2P

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Robert McCartney
Deborah Carder
Marc Delbes

AIRBUS Finance, Head of Accounting Shared Services
AIRBUS Procurement, Head of Supply Chain Collaboration Digital Solutions
AIRBUS IT, Head of Supply Chain Plan & Procurement

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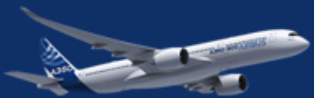
AIRBUS

We are a leader in designing, manufacturing, and delivering aerospace products, services and solutions to customers on a global scale.

Airbus is an **international pioneer** in the aerospace industry.

A commercial aircraft manufacturer with two other Divisions - Defence and Space and Helicopters - Airbus is the largest aeronautics and space company in Europe and a worldwide leader.

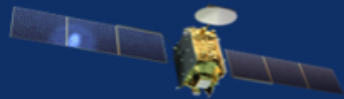
Commercial Aircraft



Helicopters



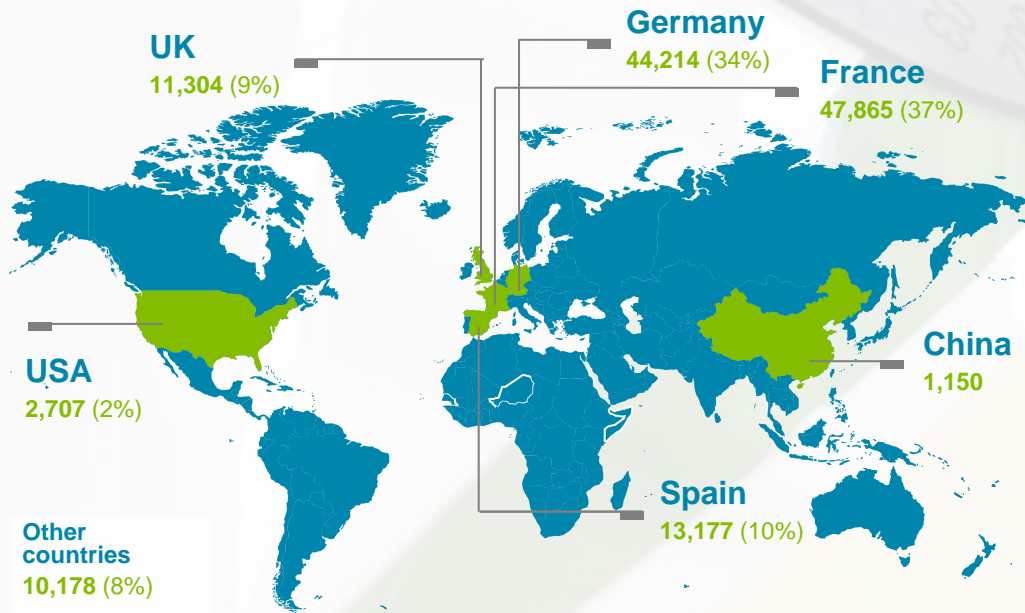
Space



Defence



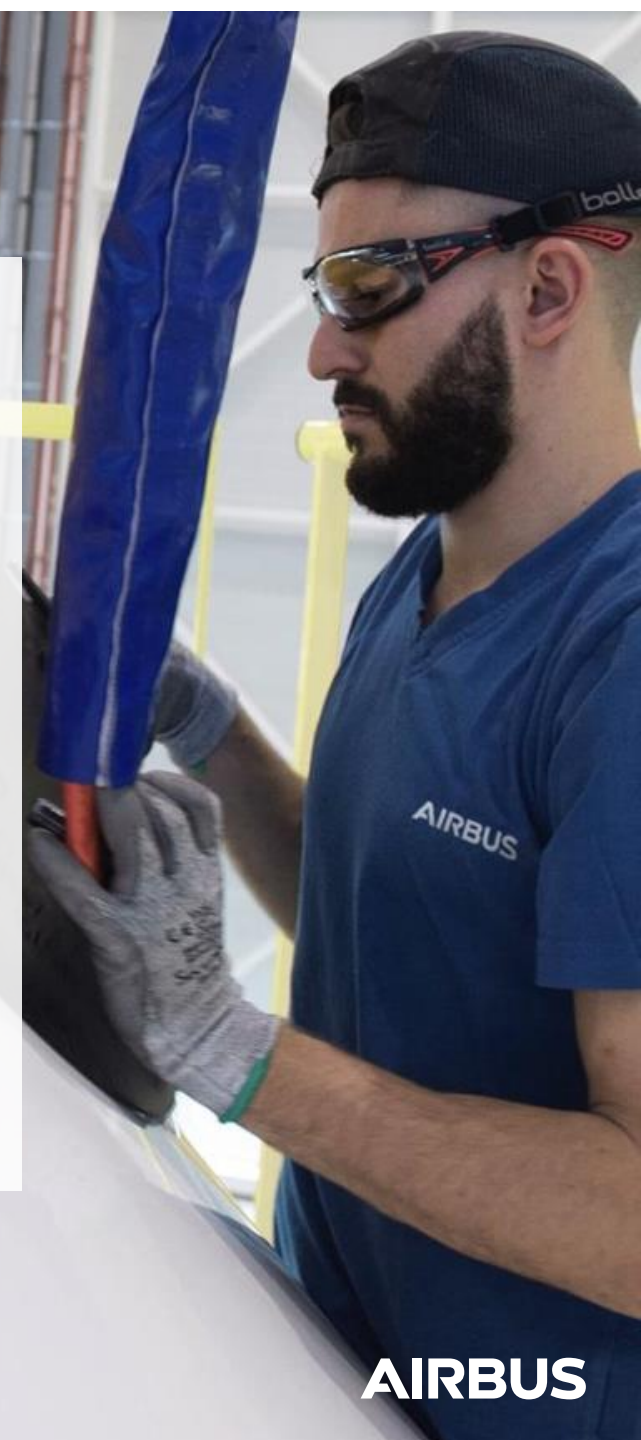
Global Company



133,700 employees
from **135** nationalities

Located across **35** countries
on more than **180** sites

International Sales
31% Europe
69% Non-Europe



2002

Paper
+ Scanshop



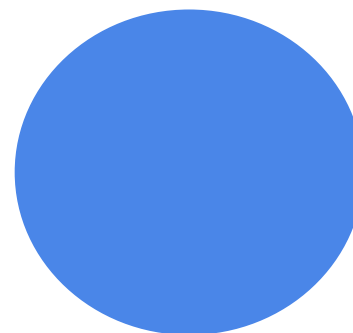
2004

Paper + Scanshop
+ EDI



2010

Paper + Scanshop
+ EDI
+ e-invoicing



**Paper Invoice
Volumes**



Where were we in 2015?

Invoice
dematerialisation
solutions in place
and volumes
increasing.....

5.1 Million invoices/year



Burj Khalifa, Dubai
829m



Toulouse to Cairo - 3,060 km

And in
2015..

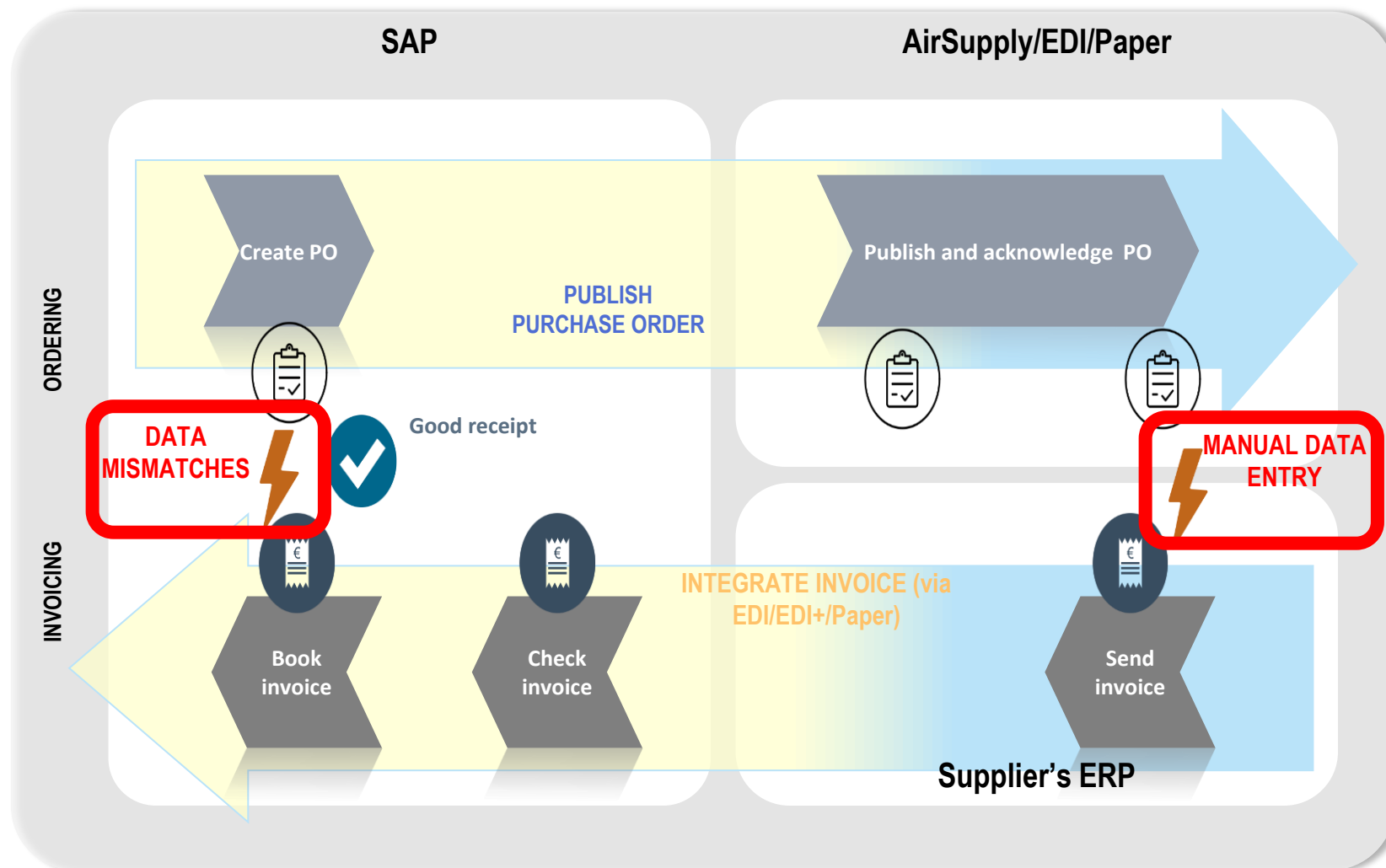
More than 5.1
million
invoices/year

Happily for the
environment 60%
were electronic

But that still left a
lot of paper.....

Automatic booking rates

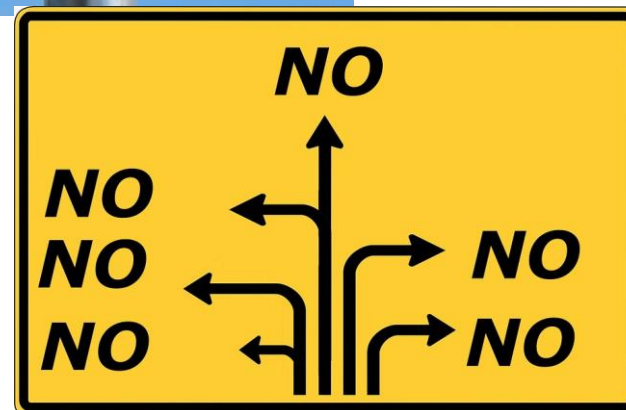
Still low due to PO/Invoice discrepancies





Paper invoice removal

Reluctance from
Medium & Low
Volume Suppliers
to move to
electronic invoicing

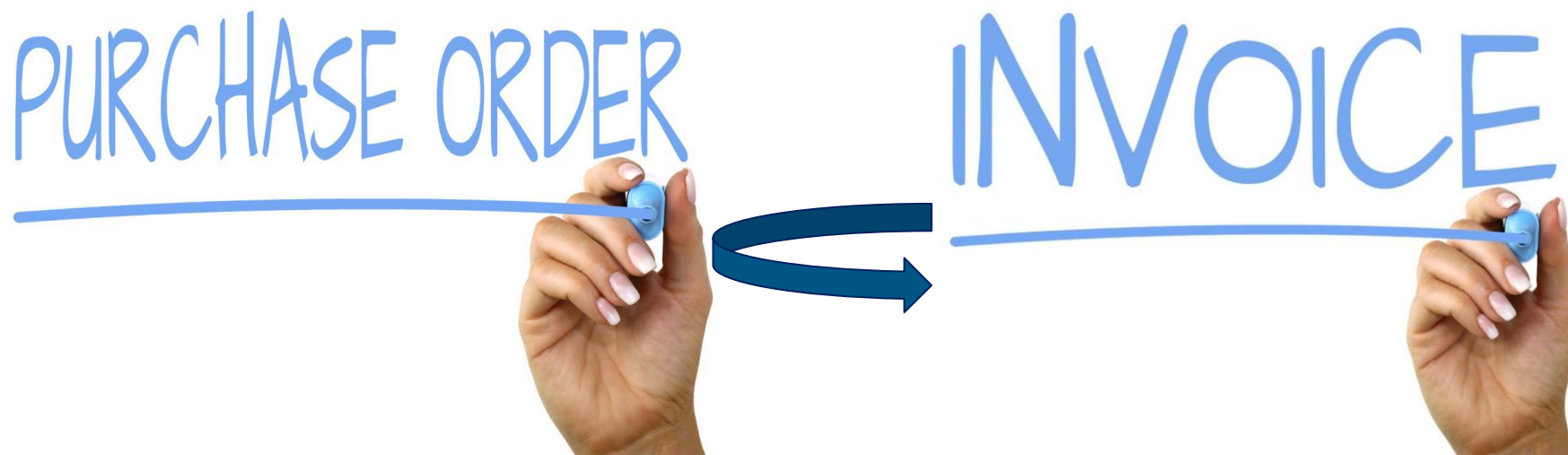




Step change needed

Increase Purchase
Order & Invoice
Integration

Improve End To
End Process



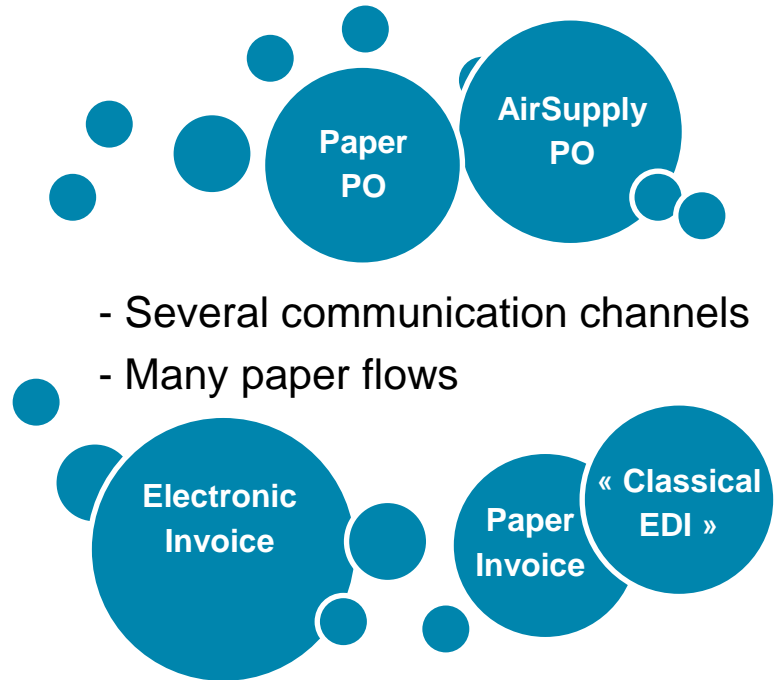


Step change needed

Increase Purchase
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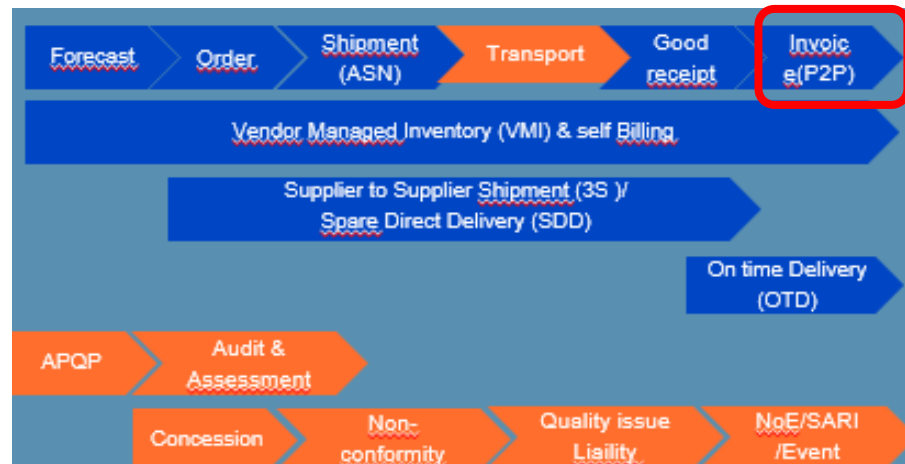
Improve End To
End Process

Before



After

Unique & integrated
electronic flow in AirSupply
for PO & Invoices



Leveraging AirSupply Digital Platform

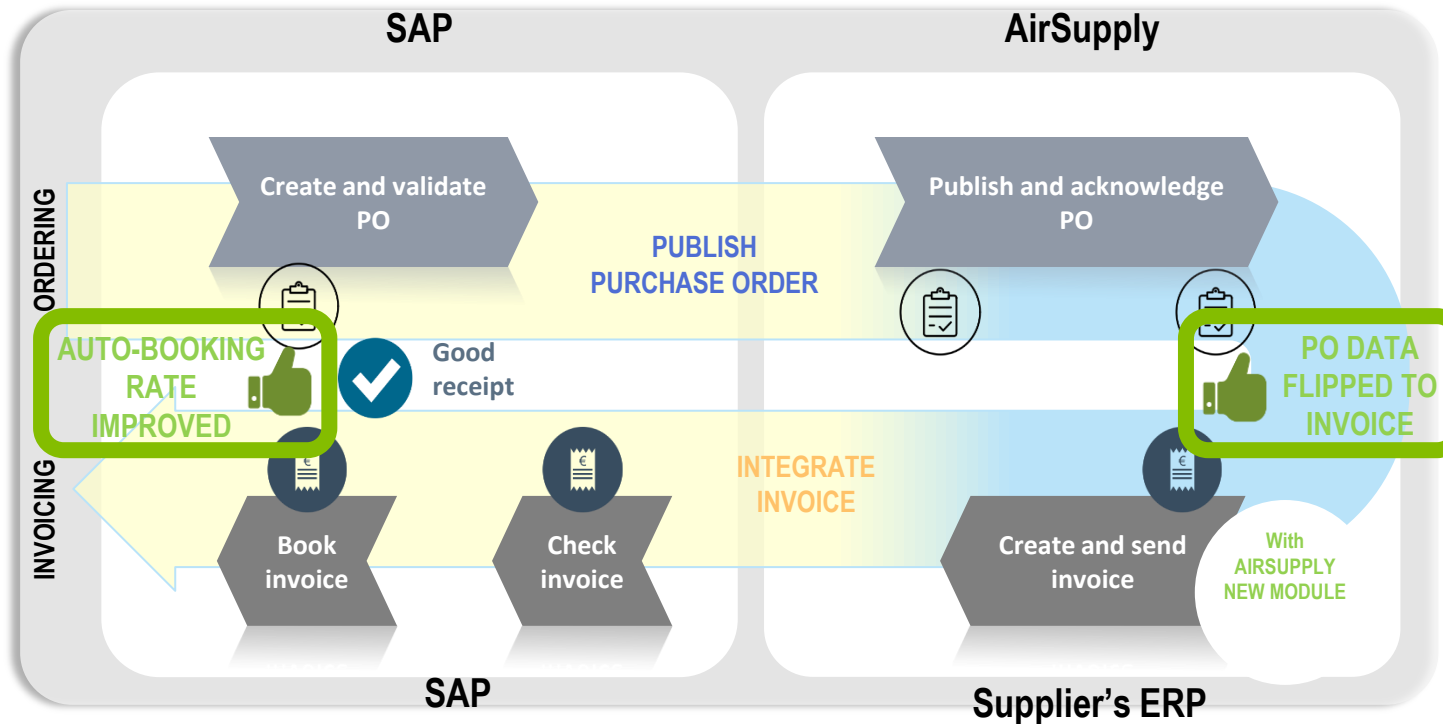
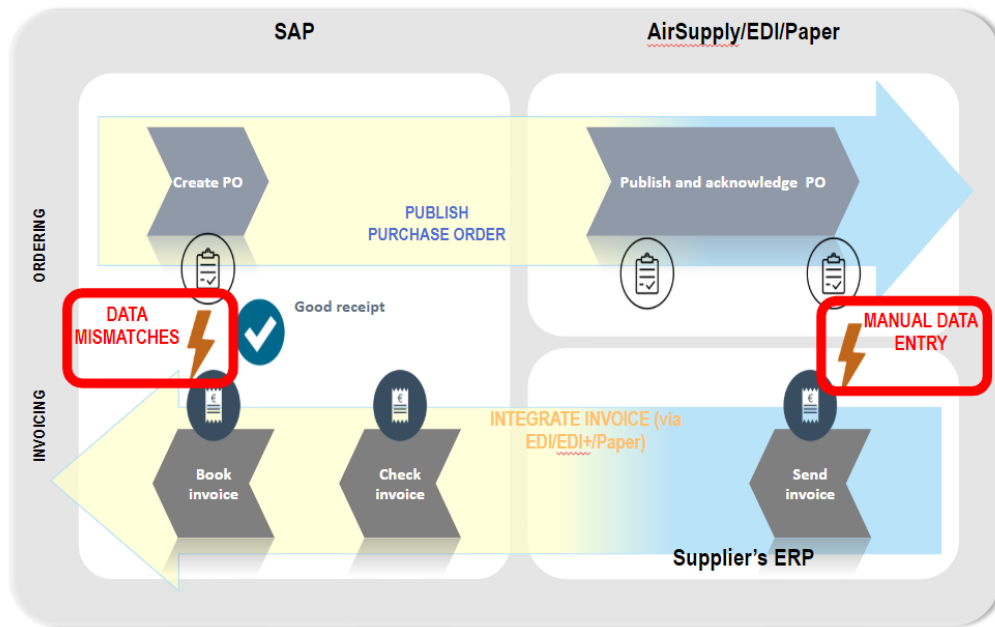
Moving from...

a multitude of non-integrated Supplier collaboration tools

...to

one integrated hub providing End-To-End visibility of harmonised Supply Chain processes

Ordering & Invoicing integration



Ordering & Invoicing integration

AirSupply Ordering

My SupplyOn > My Workspace > Purchase Orders > PO Details

Order Details for PO: AIR-100001

PO: AIR-100001 PO Type:
Cust. Group: PD_AIRBUS SAS PO Sub-Type:
Cust. Org.: ASP2 PO Document:
Supplier Site_City: PD_RUAG D_Dreis

Header Addresses Header Text Schedule Lines

SupplyOn Def. View Manage...

PO Line	PO SL	Cust. Mat. No.	Cust. Mat. Desc.	Supp. Mat. No.	Supplier Mater
<input type="checkbox"/> 00010	00001	59865439	PILOT SEAT	37082-TZ-RE	PILSEAT
<input type="checkbox"/> 00020	00001	59865440	PILOT SEAT	37082-TZ-RE	PILSEAT
<input type="checkbox"/> 00030	00001	59865441	PILOT SEAT	37082-TZ-RE	PILSEAT

Automatic invoice preparation

AirSupply e-Invoicing

My SupplyOn | My Workspace | Invoicing | Invoice 24213

Save Send Download Cancel Delete Print Status: Draft

Invoice detail
Supplier information
Buyer information
Line items
Footer
Payment information

Line items (3)

Line item number	Line item part number	Description	Quantity	Delivery/Ser... completion date	Net price w/o surcharges	Surcharges	Net amount	Tax rate
> 1	59865439	PILOT SEAT	20		1,279.00	0		0%
> 2	59865440	PILOT SEAT	15		1,279.00	0		0%
▼ 3	59865441	PILOT SEAT	20		1,279.00	0		0%

Ordering & Invoicing flows fully integrated

Scope

6
divisions

11 SAP
systems

2 Million
Invoices

7000
suppliers



Team

Procurement
, Accounts
Payable & IT

Co-Lead
3 project
Managers
(P,F,I)

Commercial,
Defence &
Space,
Helicopters,
Satair, PAG &
Stelia

Core team +
local divisional
teams



Digital Innovation

Digital
Transfor
mation

More
powerful
integration

Easy to
Use
solution

Real-time
transparency



Process Improvement

MFT
breaking
down silos

Ensuring
reliable PO
data

Celonis

Eradicatin
g process
issues

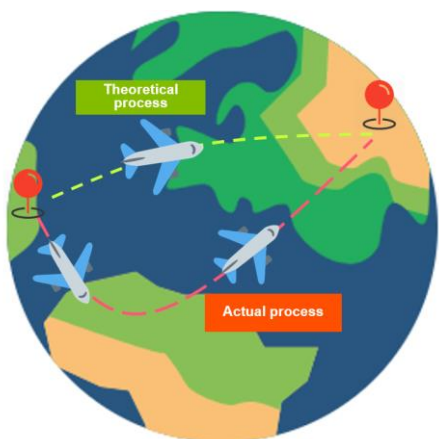


Project Set-up

Multi-functional
team is key

Multi-Functional Team Procurement, Finance and IT

Root cause analysis



Adapt the Process

Monitor



% Blocked invoices for PO data reasons - Airbus Commercial - Direct Material - P2P deployed suppliers



**Reduction of
blocked
invoices is
visible!**

Tooling : Process Mining = Celonis

**Process
Improve-
ment**

Multi-functional
team

Celonis process
mining tool



Invoices

Business units connected

Suppliers

Autobooking

Blocked invoices reduction

Positive feedback

Main achievements

Supplier Testimony



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The Challenges

Supplier
Deployment

Interoperability

P2P Process
improvement

..... and The Benefits



Thank you