



| **Beyond E-Invoicing**

Digitizing the Procurement Process

27 September 2019 Nihad Hodzic

Who we are



We are approx. 700 employees



We have divisions in

- København
- Silkeborg
- Nykøbing Falster



Main task of The Danish Business Authority



Business service and registration of companies



Business regulation and supervision planning
and rural business



Business development and digital growth



EU and international affairs

What we do:

Making it easier to do business in Denmark



WORLD BANK GROUP

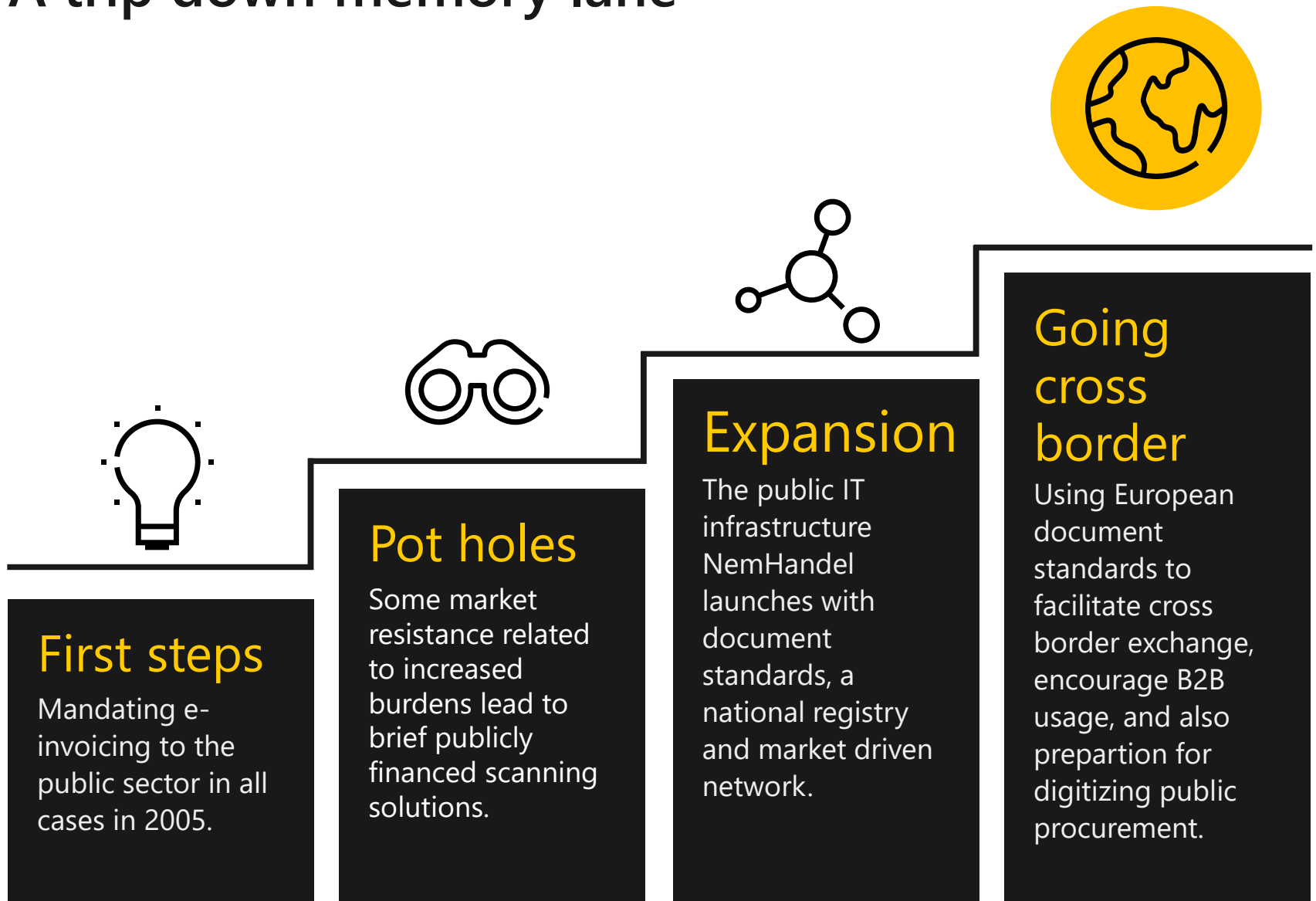
Ease of doing business 2018
Top 10 countries

- | | |
|---------------|------------------|
| 1 New Zealand | 6 United States |
| 2 Singapore | 7 United Kingdom |
| 3 Denmark | 8 Norway |
| 4 South Korea | 9 Georgia |
| 5 Hong Kong | 10 Sweden |

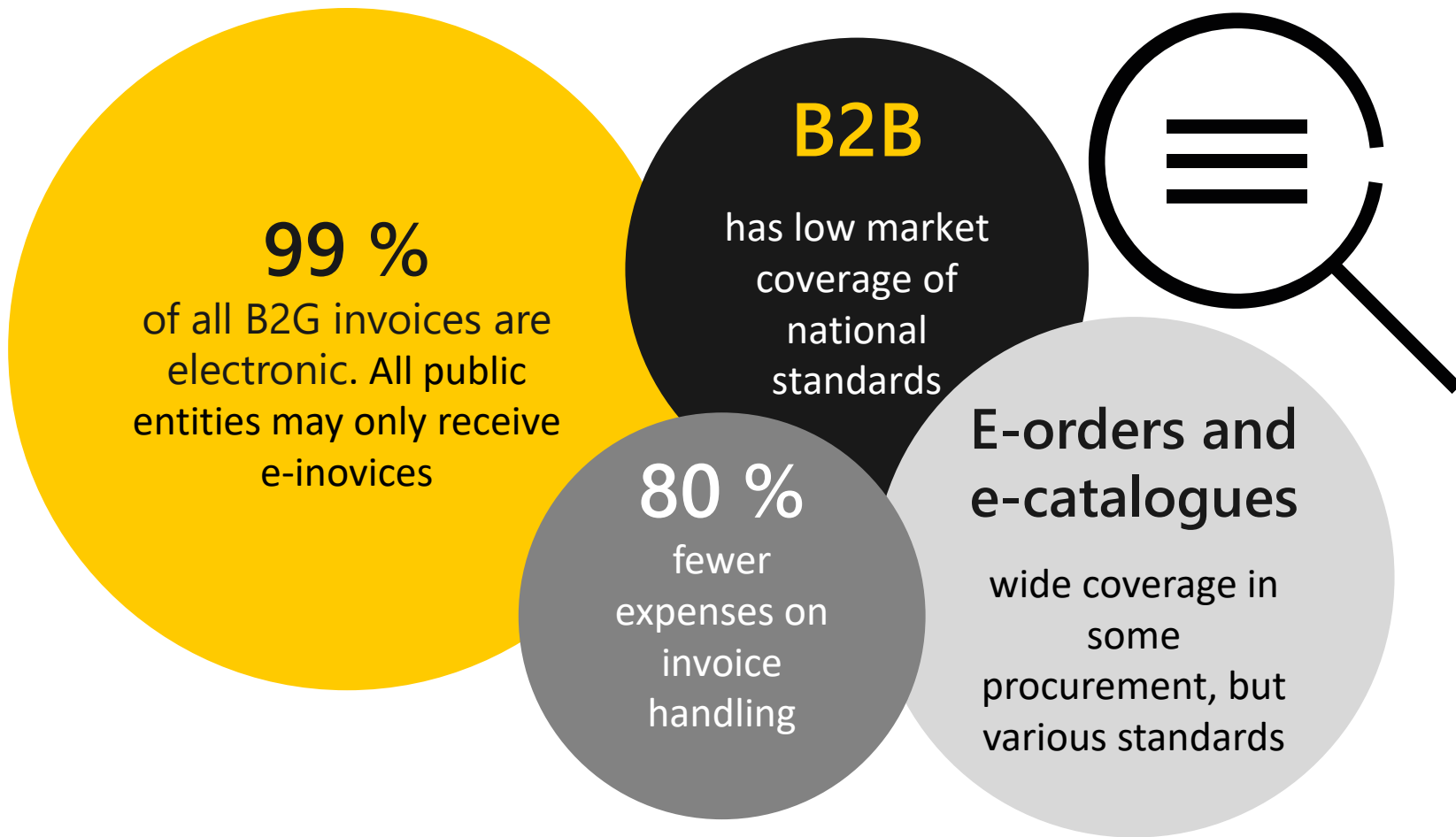


| Where we are at

A trip down memory lane

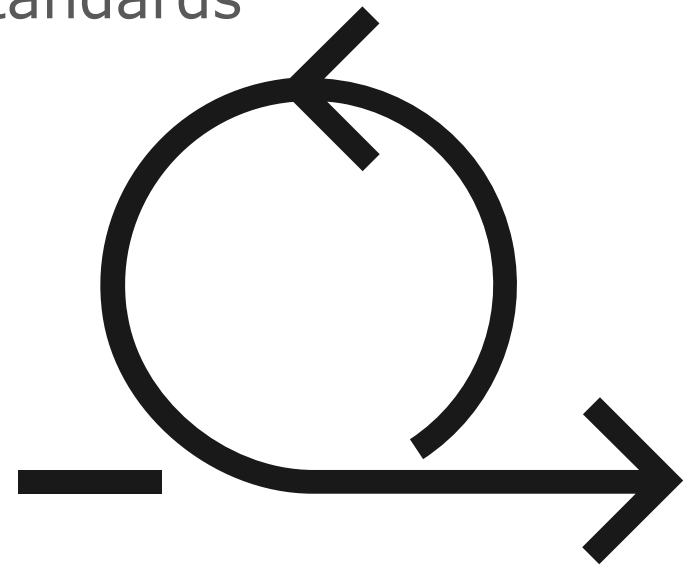


State of eInvoicing and eProcurement



The legacy burden

- No mandate e-orders and e-catalogues
- Lack of promotion of B2B usage
- Technical limitations of infrastructure
- Diminishing interest for national standards





Beyond E-Invoicing

| A close look at the Danish case of mandating the use of
E-Orders and E-Catalogues in Public Procurement

Connecting the dots

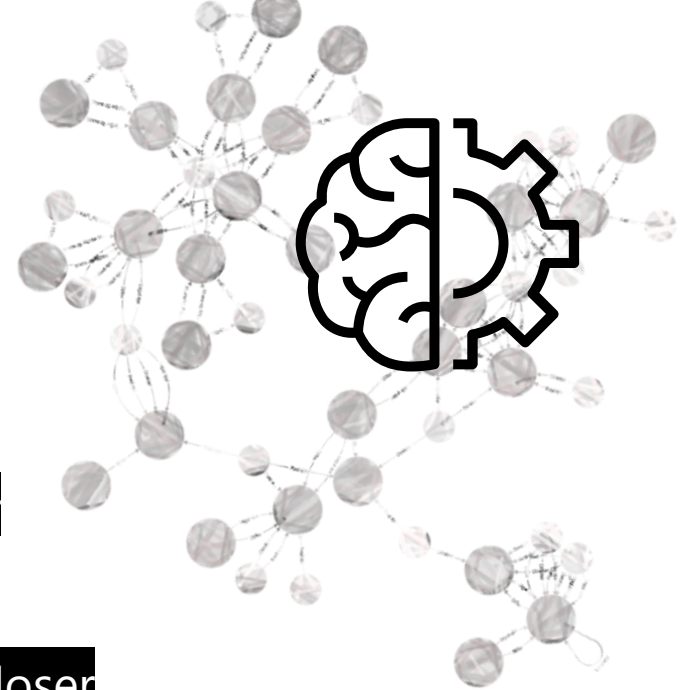
Chapter 1 The Early Bird and the First Mover

Chapter 2 Lagging behind in the race

Chapter 3 Legacy syndrome and being first loser

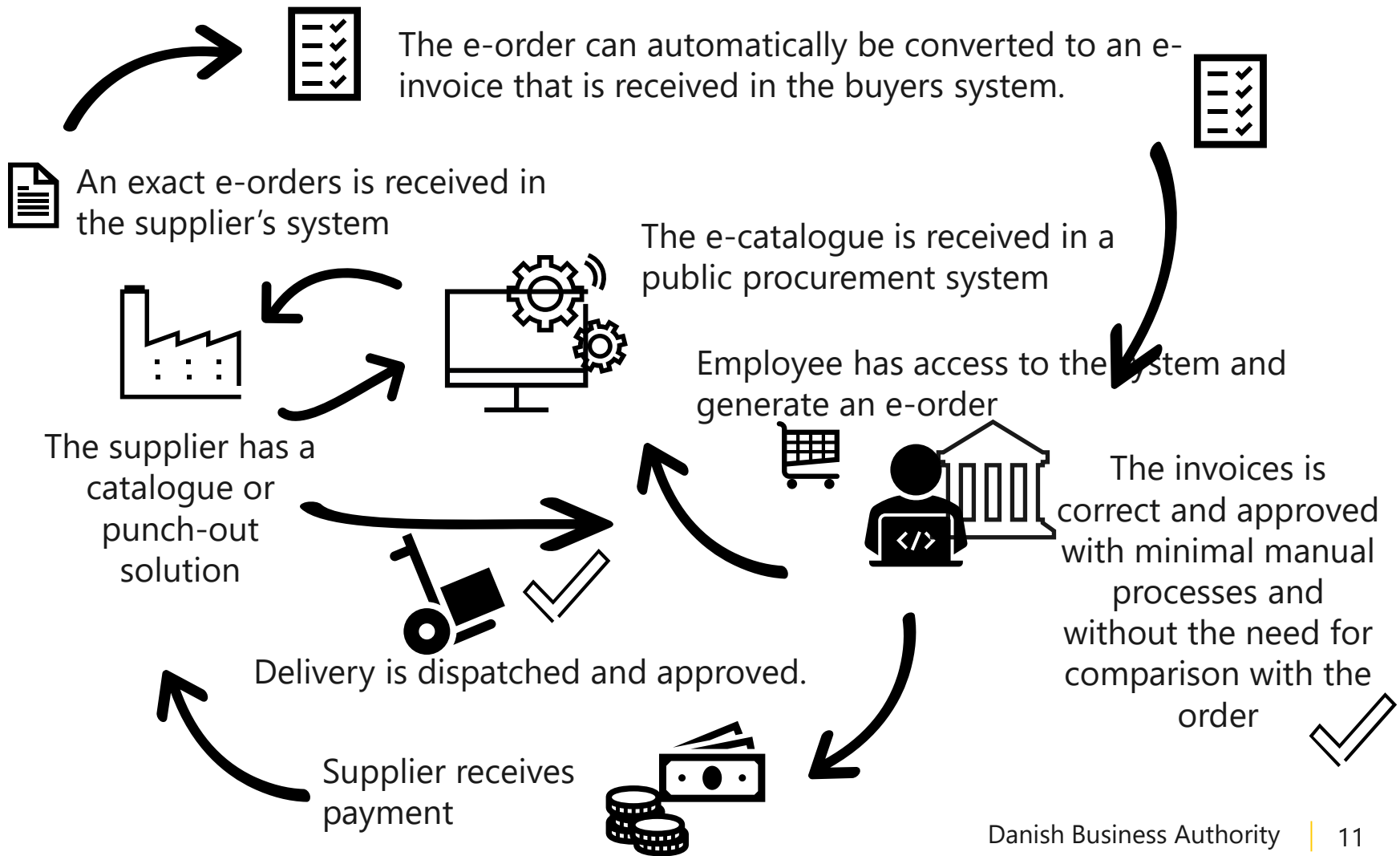
Chapter 4 House cleaning and the next step

Chapter 5 A seamless digital procurement process



Digitizing public procurement

A seamless digital proces based on European standards



Involvement and goals

Involvement

Public entities

Government agencies on state level, and by Local Government Denmark and by Danish Regions

Private sector

Represented by trade organizations, large suppliers and small suppliers.

Goals

Mandating e-procurement by law

Best practice for usage of e-catalogues and e-orders

List of categories of goods and services that are mandatory to procure electronically

Technical syntax guidelines

Key take aways



User centric approach



Governance and involvement

- Public entities
- Suppliers



Improving good processes and diminishing burdens



Value for both the public and private sector



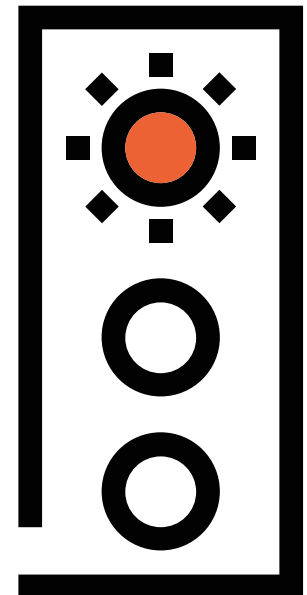
Ambitious but no one left behind



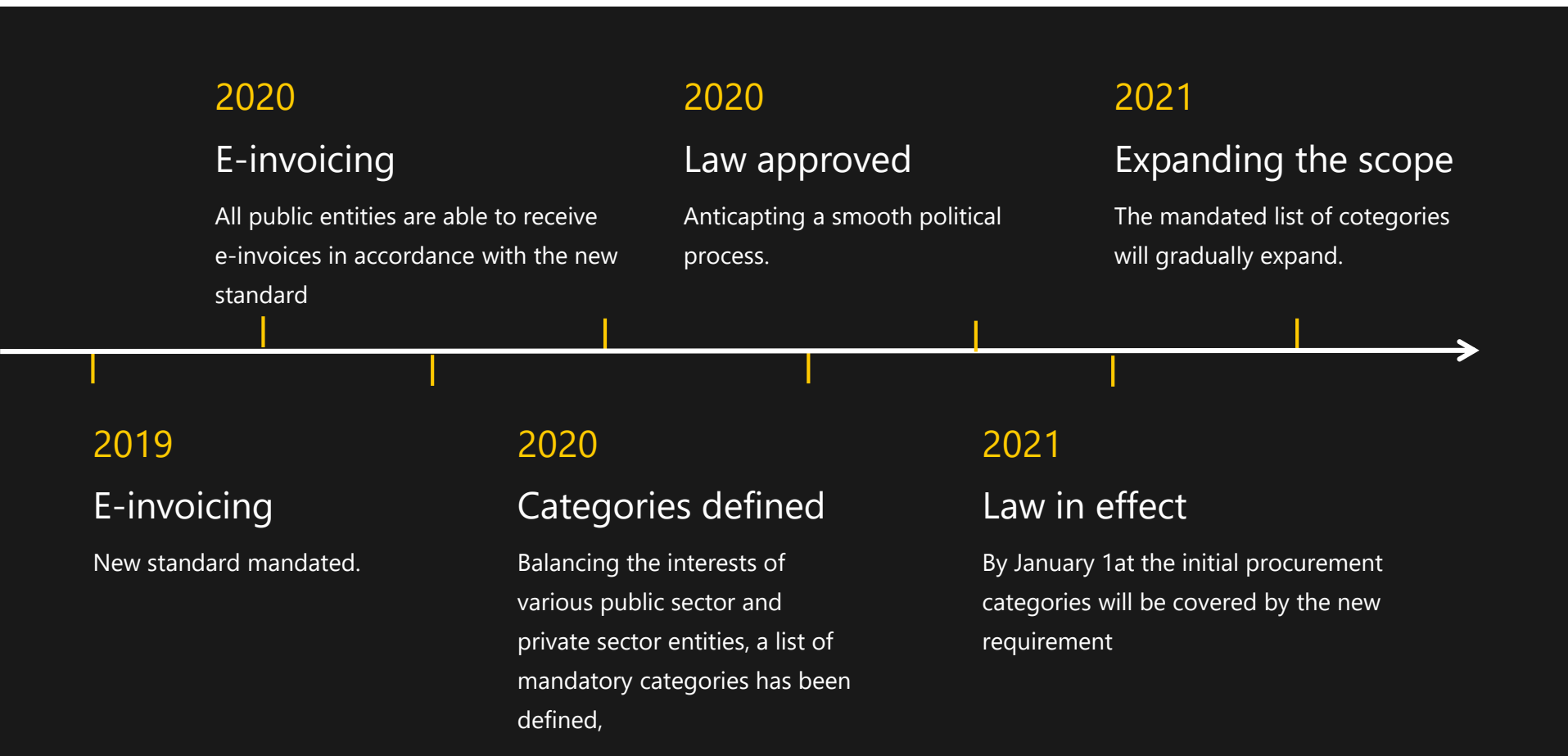
Build trusting relationships

What is complicated?

- Organizational independence
- Different cultures and different levels of digital maturity
- Small and rural suppliers
- Surgical precision on mandated categories
- Everyone wants it (differently)
- No centralized support for implementation



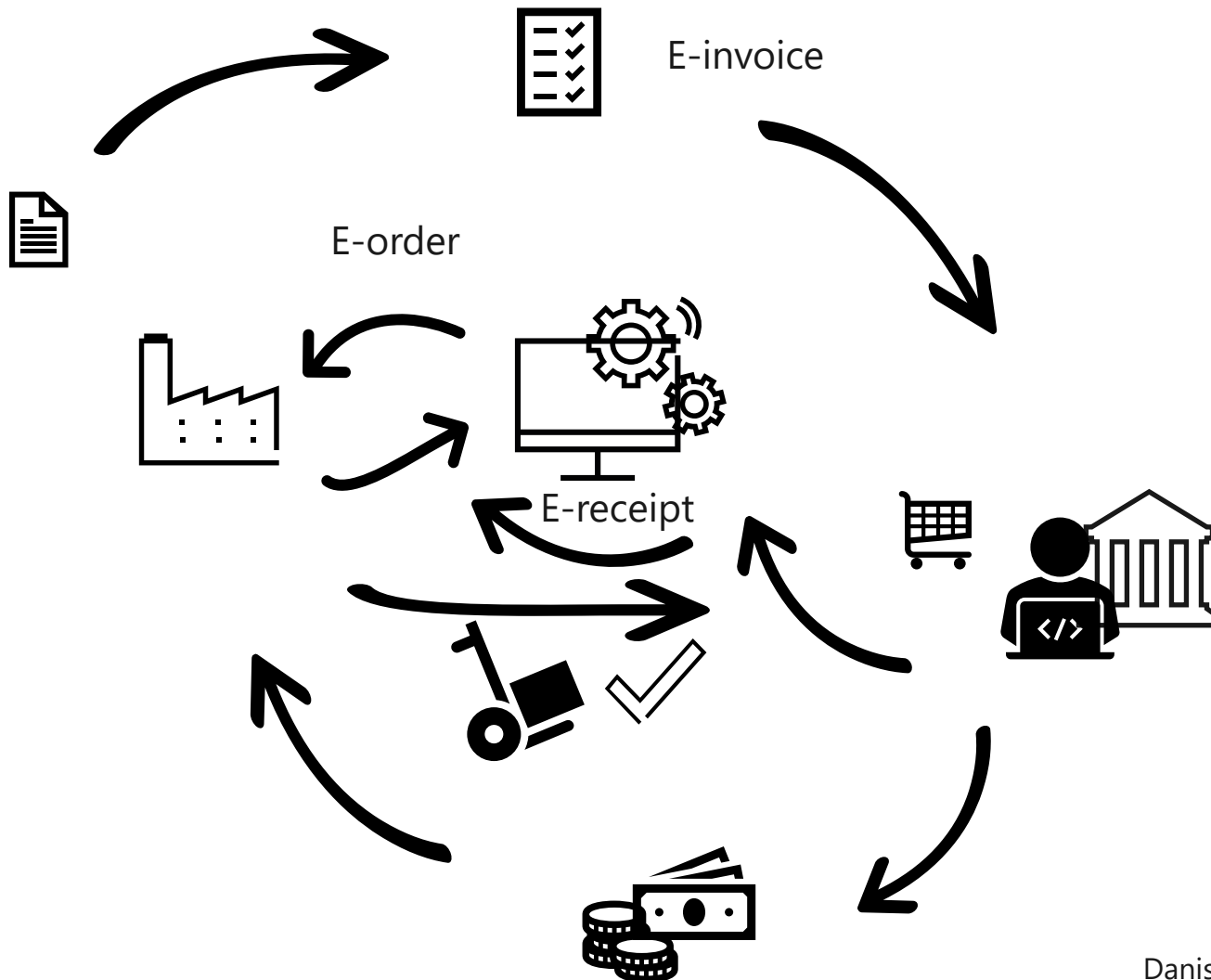
The windy road ahead



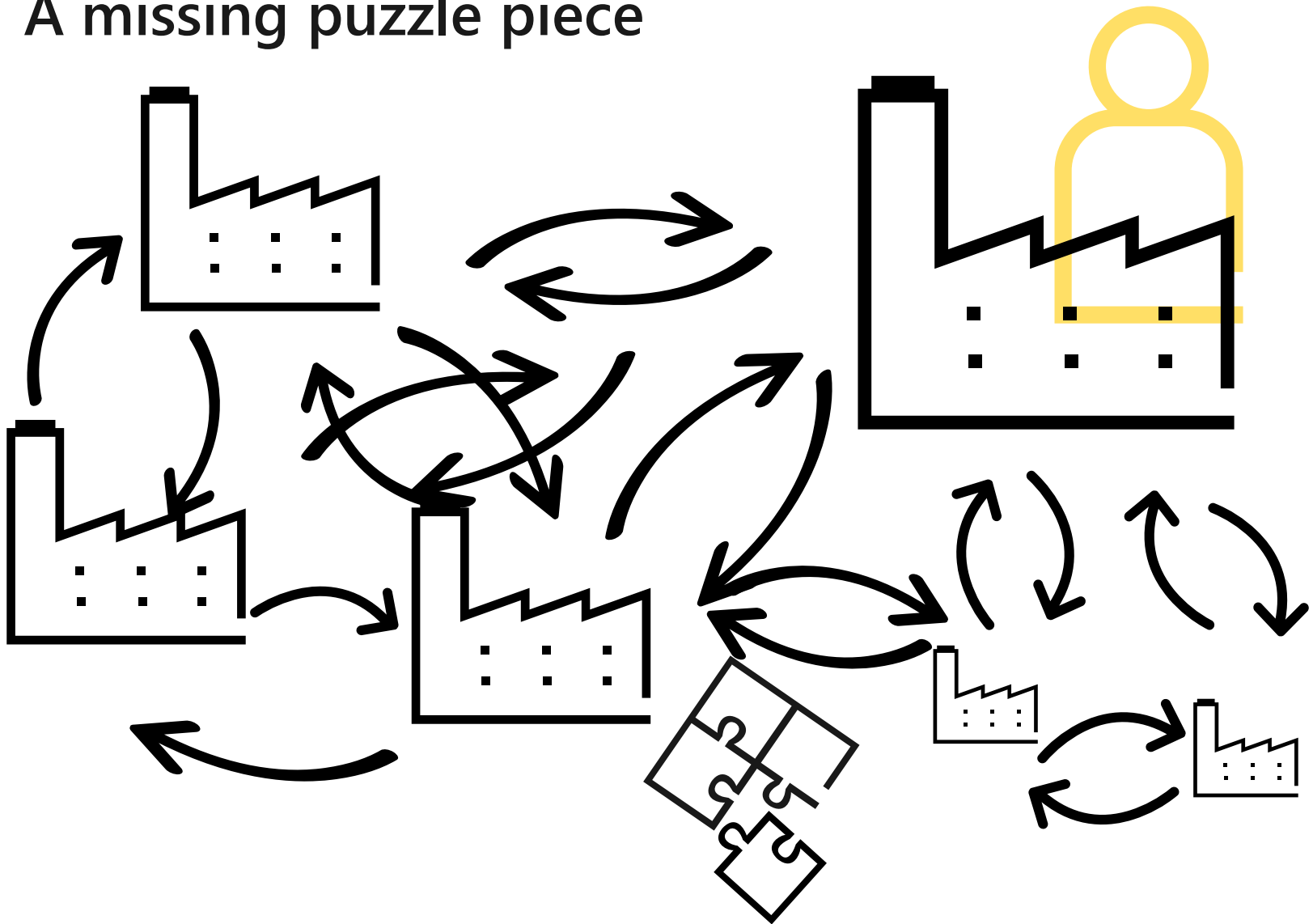


| Potential

Out of scope for now but



A missing puzzle piece





Nihad Hodzic
nihhod@erst.dk