

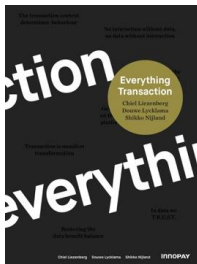


E-Invoicing As Door Opener To Become A Data Sharing Organisation

Three key messages you should remember from this presentation

1

All interactions are becoming a transaction



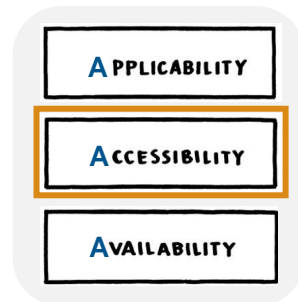
2

Invoice data has great value potential for organisations along value chains



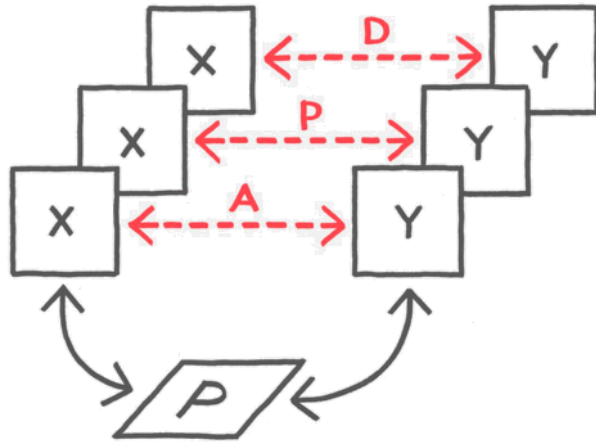
3

Invoice data sharing across value chains requires organising access through consent

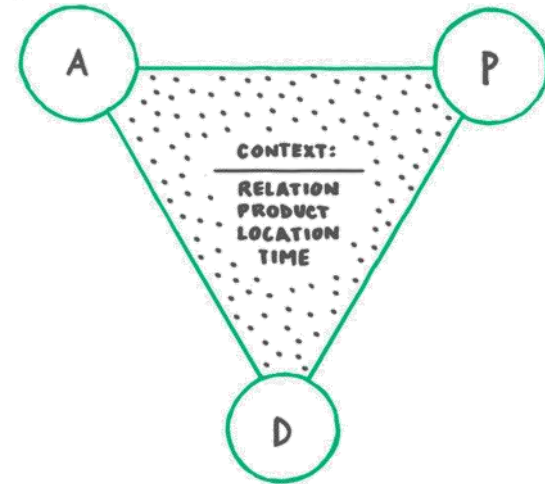


Every interaction is becoming a transaction as (personal) data form part of an economic value exchange

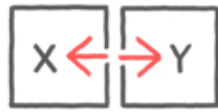
TRANSACTION IS A VALUE EXCHANGE



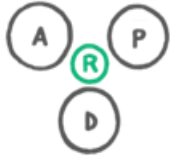
CONTEXT DETERMINES RISKS



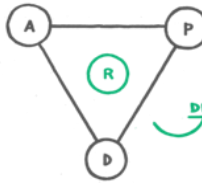
Transaction risk increases in an online environment



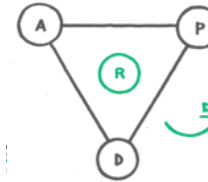
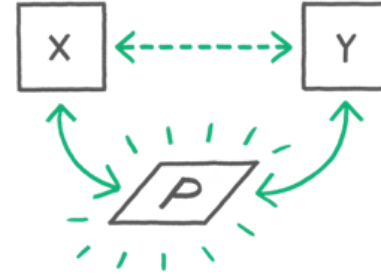
PHYSICAL



MEDIUM



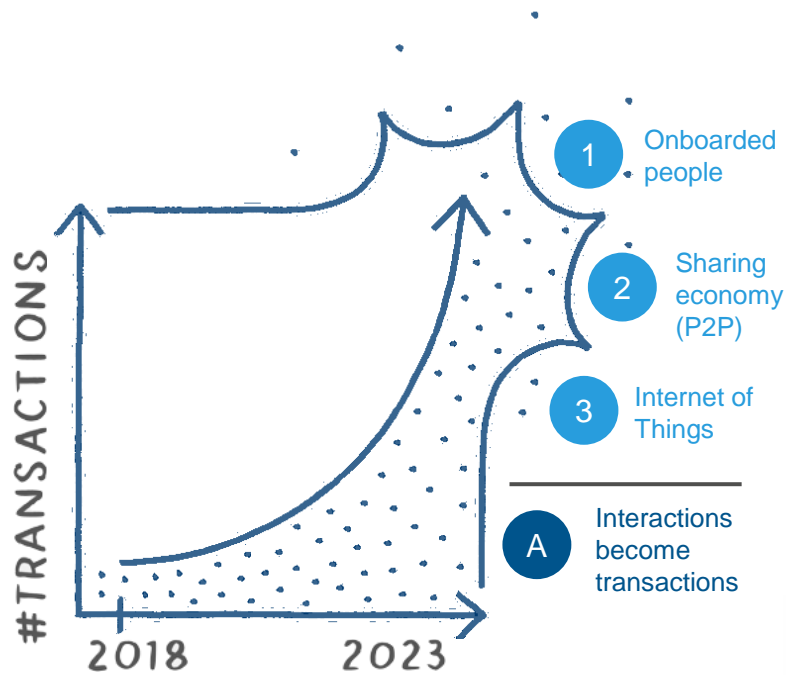
DIGITAL



DIGITAL

Platform connects buyer and seller and facilitates trust

Exploding growth of digital transactions will increase challenges and we are not ready for it.....



UBER Ride Drive Cities

Finding the way
Creating possibilities for riders,
drivers, and cities



Tencent sees focus of internet development shifting from consumers to business in next two decades

- Tencent holds its partners' day in Nanjing on the eve of its 20th anniversary
- Tencent sets out industrial internet ambitions as government clamps down on cash cow of online gaming

"Google's mission is to organize the world's information and make it universally accessible and useful"

– Google™



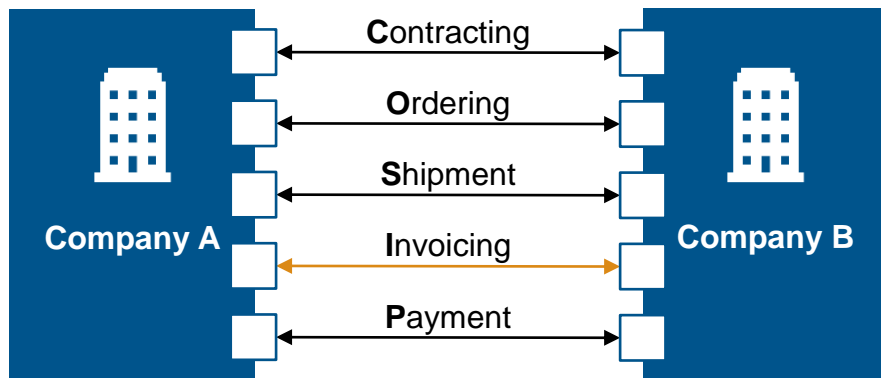
Our vision

Create economic opportunity
for every member of the
global workforce

LinkedIn

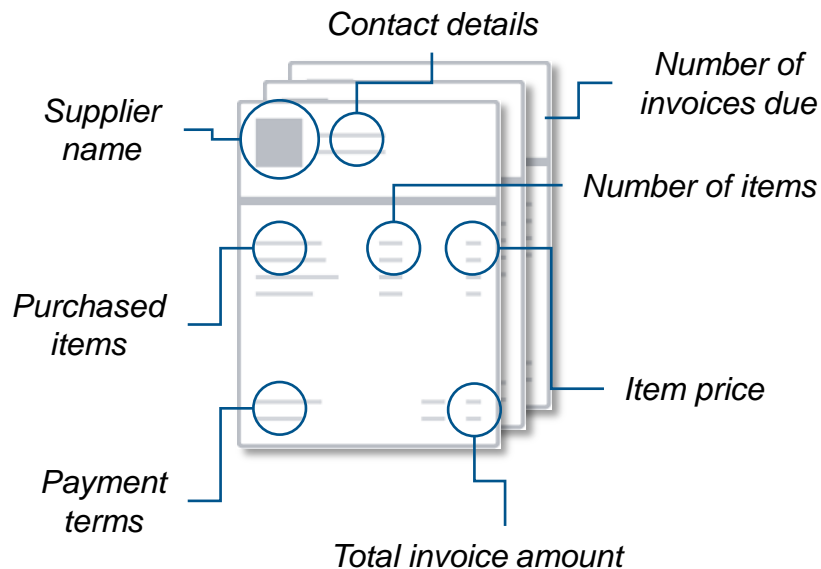
The end-to-end trade process between companies increasingly makes available transaction data, including invoice data

COSIP MODEL FOR END-TO-END TRADE



E-invoicing is about data sharing, not about exchanging invoice documents

INVOICE DATA EXAMPLES



Old

E-invoicing by creating and sending documents



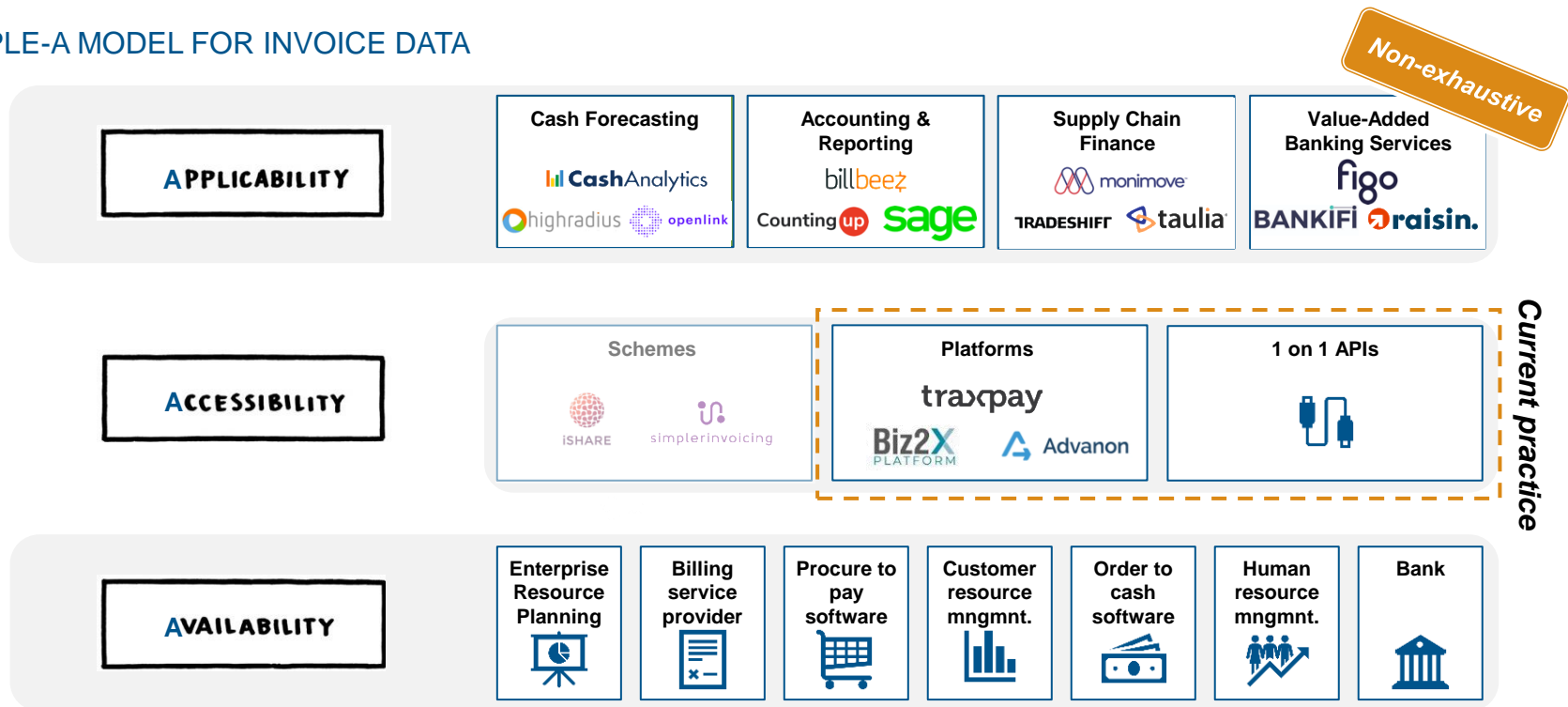
New

Exchanging invoice datasets directly between systems



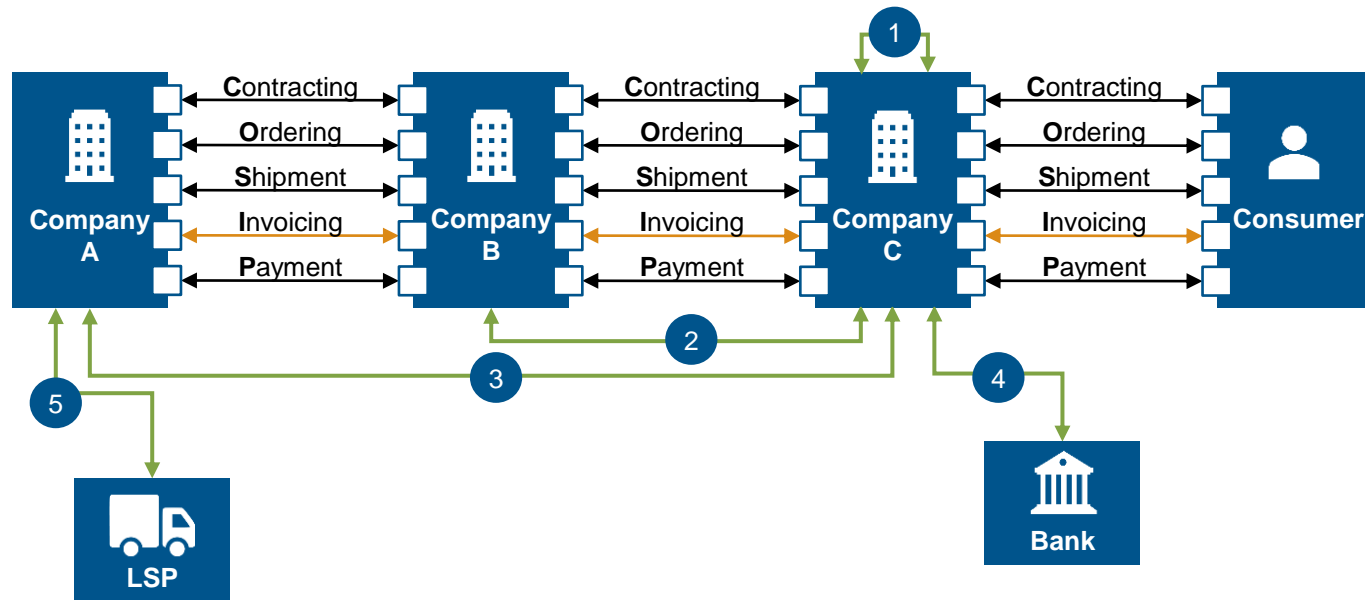
Invoice data is currently shared through platforms or using 1 on 1 APIs to enable various applications

TRIPLE-A MODEL FOR INVOICE DATA



Invoice data has great value potential within organisations, between trading partners and across company eco-systems

APPLICABILITY OF INVOICE DATA IN COMPANY ECO-SYSTEMS

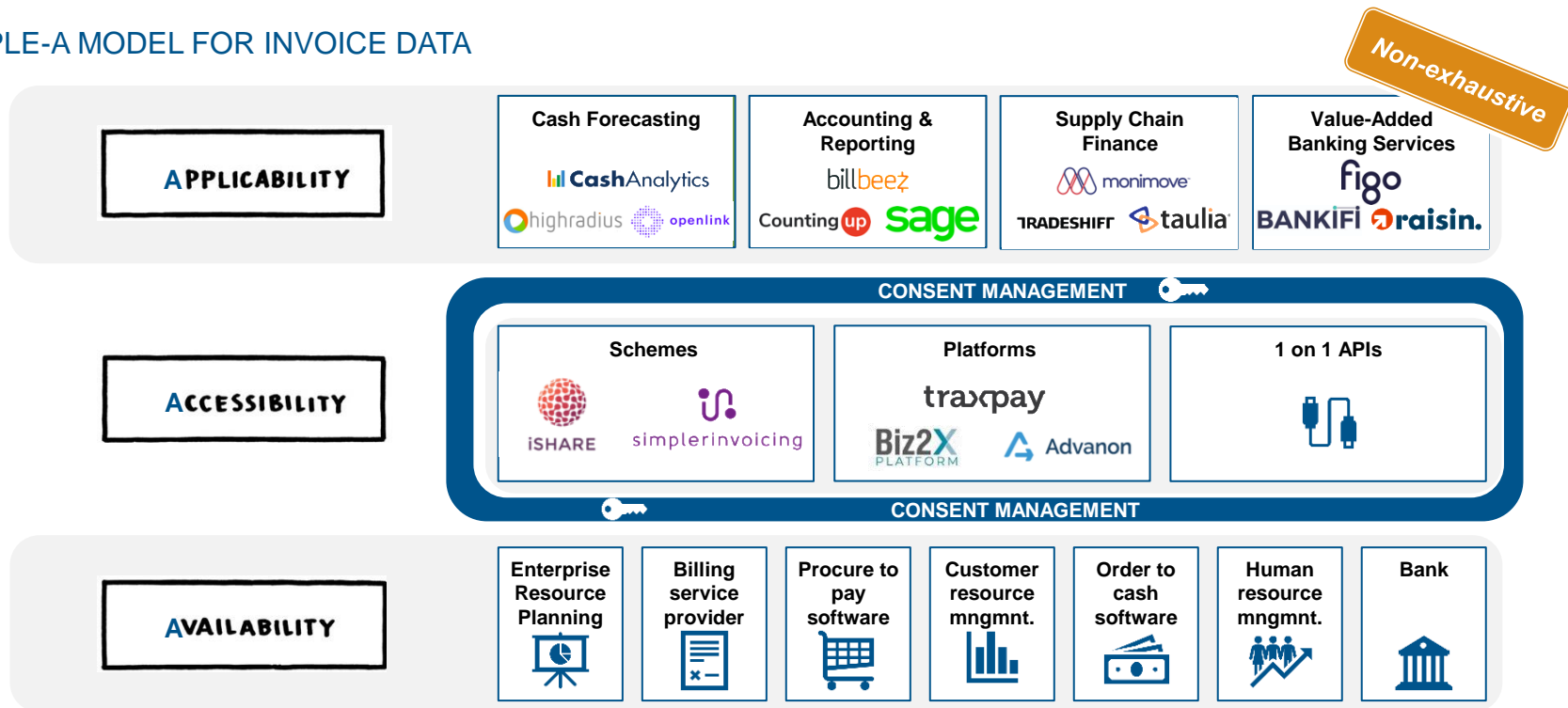


EXAMPLE USE CASES

- 1 Matching new purchase orders and payments to unpaid invoices
- 2 Improving cash management by sharing invoice status data
- 3 Create insight in buyer receivables to improve debt collection
- 4 Receiving better finance options based on unpaid invoices

Applying invoice data throughout value chains and eco-systems requires organising consent

TRIPLE-A MODEL FOR INVOICE DATA



Source: INNOPAY analysis

iSHARE is an example of organising consent for exchanging logistics data along supply chains

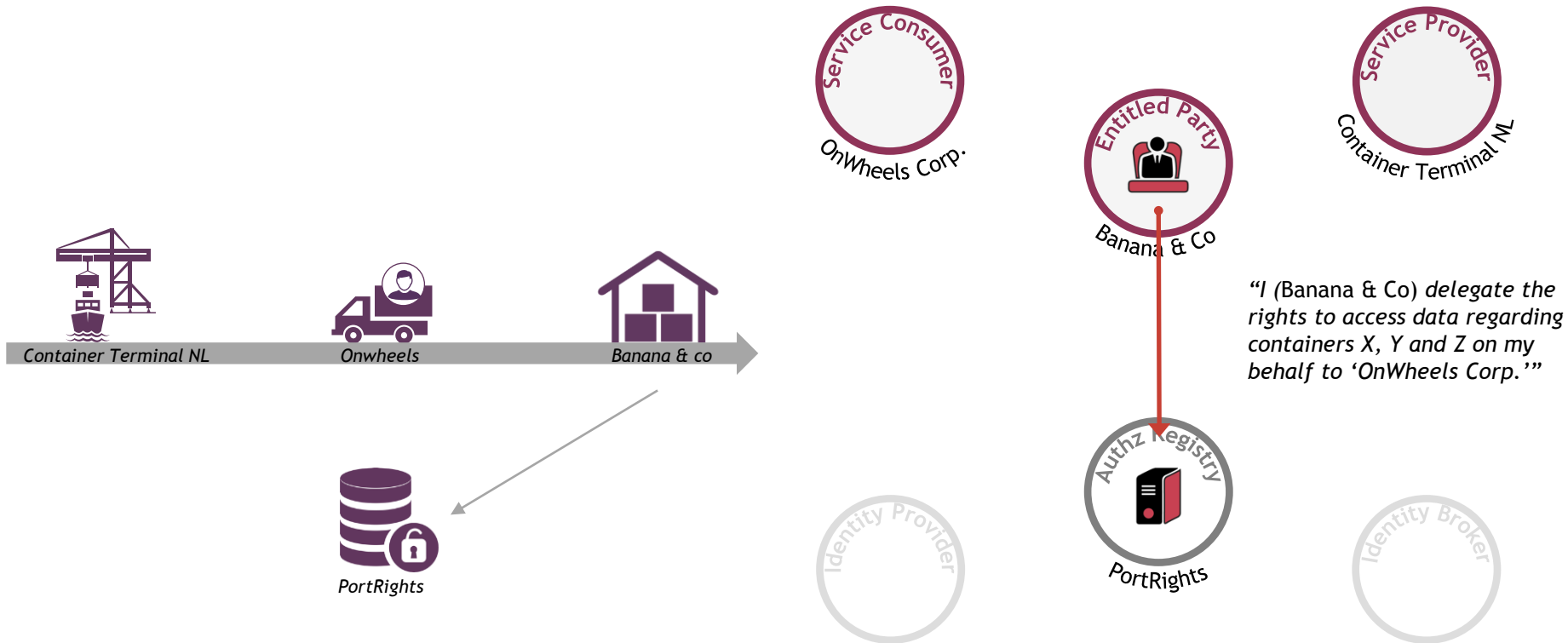


iSHARE

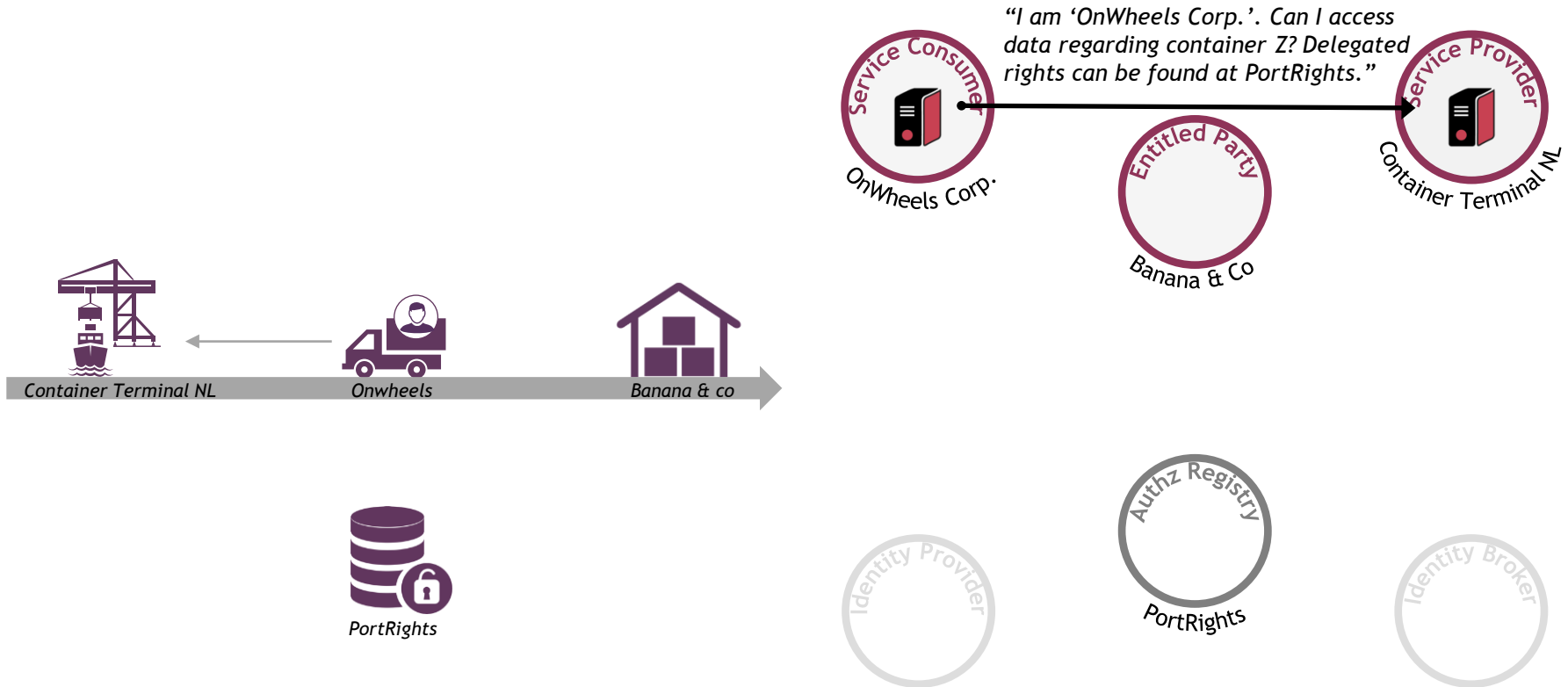
iSHARE IN A NUTSHELL

- iSHARE is a **uniform set of agreements** or **Scheme** that enables organisations to grant each other **access to data in a standardised way**
- All organisations adhering to iSHARE have implemented the same methods and criteria for **identification, authentication and authorisation**
- Because of this, they do not need to continuously make new, bilateral data access agreements for each data transaction

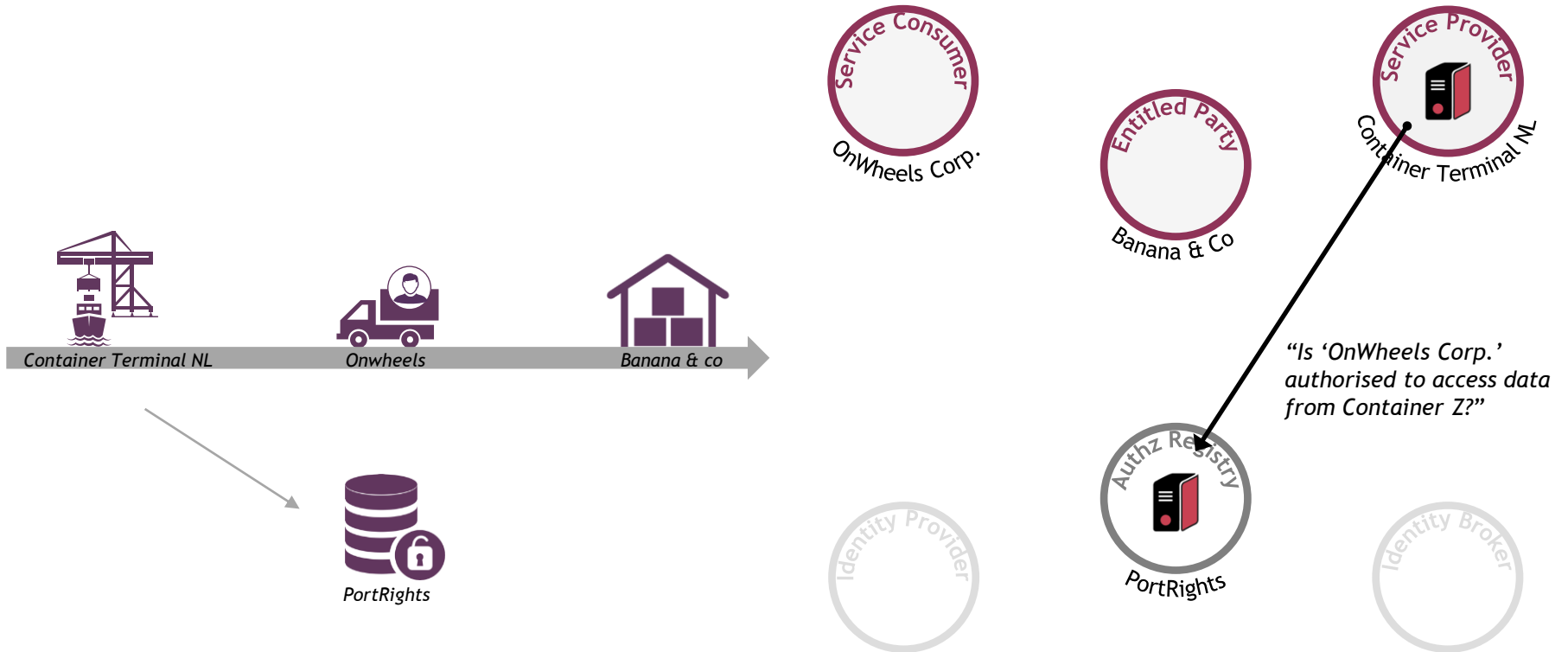
OnWheels Corp wants to access container data at the terminal on behalf of Banana & Co



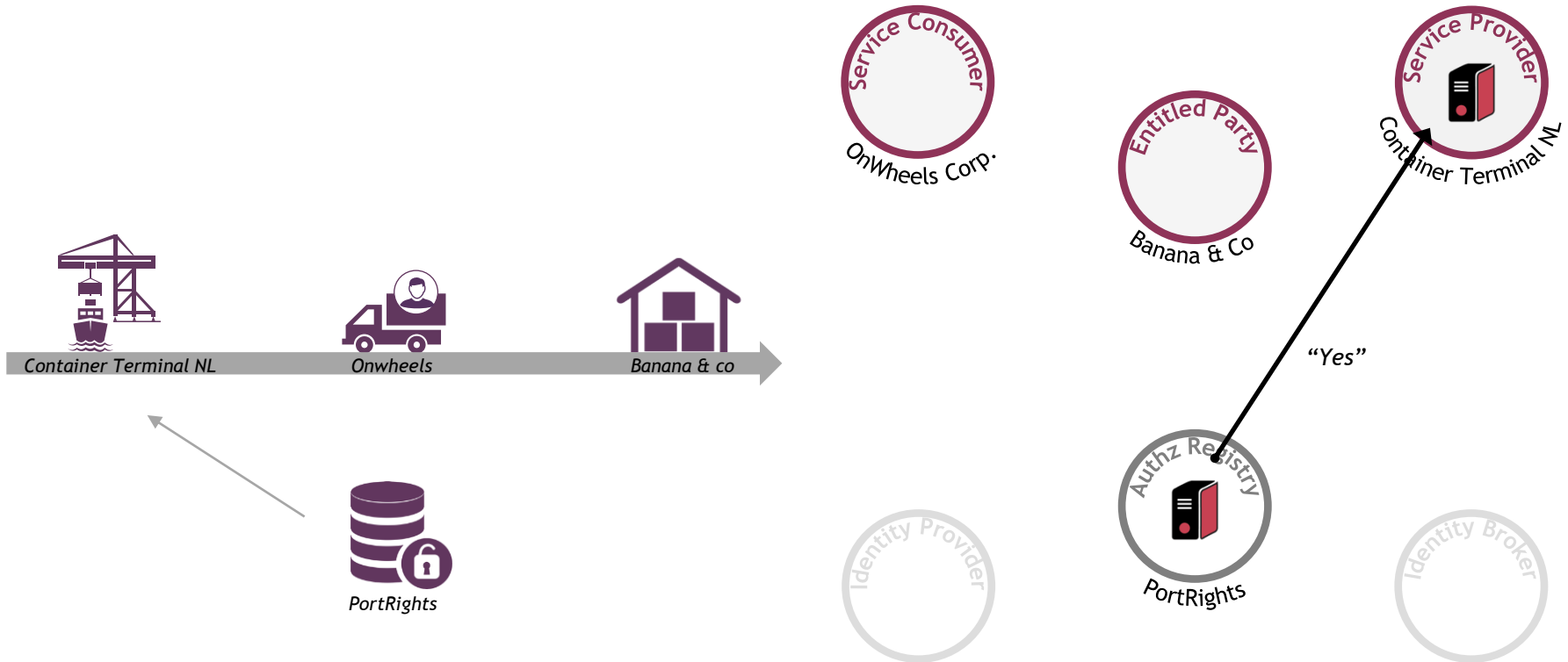
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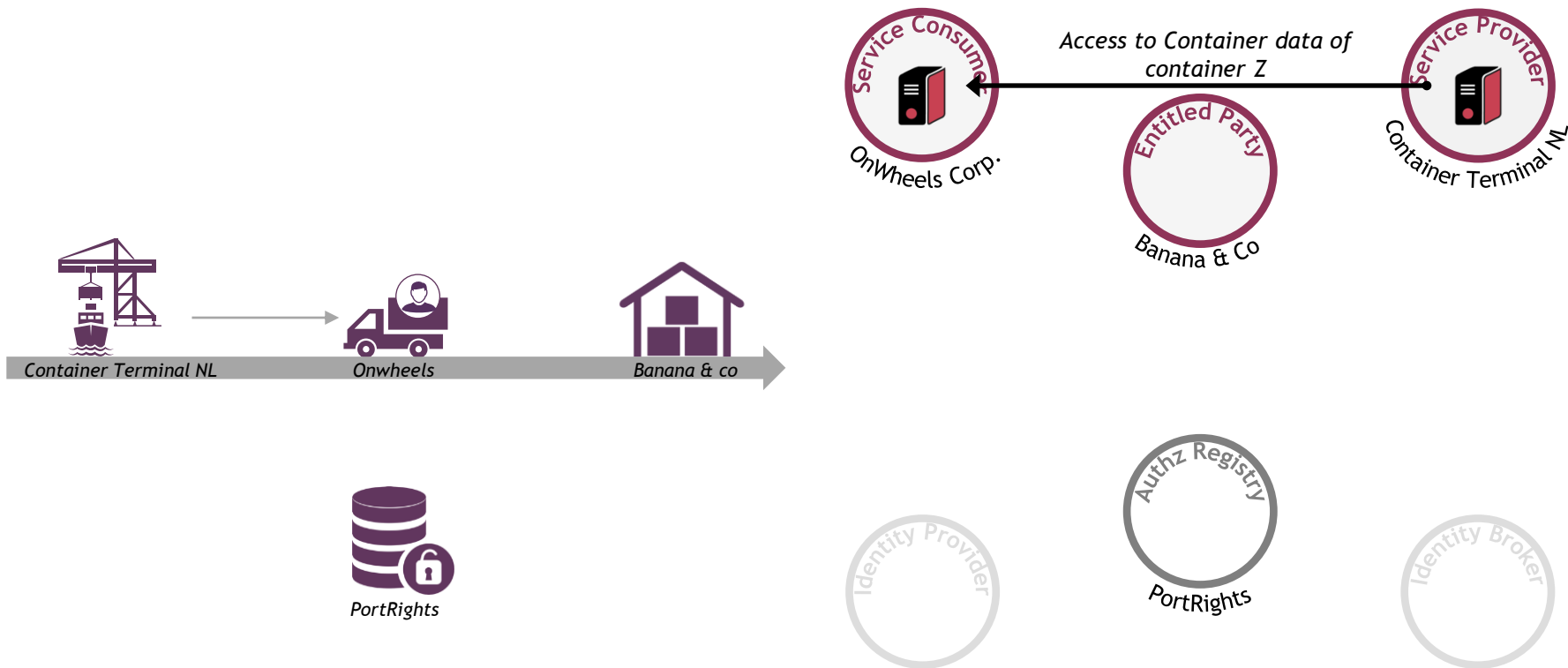
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OnWheels Corp wants to access container data at the terminal on behalf of Banana & Co



OnWheels Corp wants to access container data at the terminal on behalf of Banana & Co



Why should you step in this new world now?

COMPANIES ARE INCREASINGLY PART OF THE DATA ECONOMY

- **Opportunities:** Companies are increasingly aware of their data and are looking to exploit the value potential it holds
- **Capabilities:** Technical tools, services and capabilities to extract value from data are increasingly available
- **Risks:** Companies face risk losing out to competition by not innovating and not applying data to improve services and internal processes



Want to learn more about Data Sharing?



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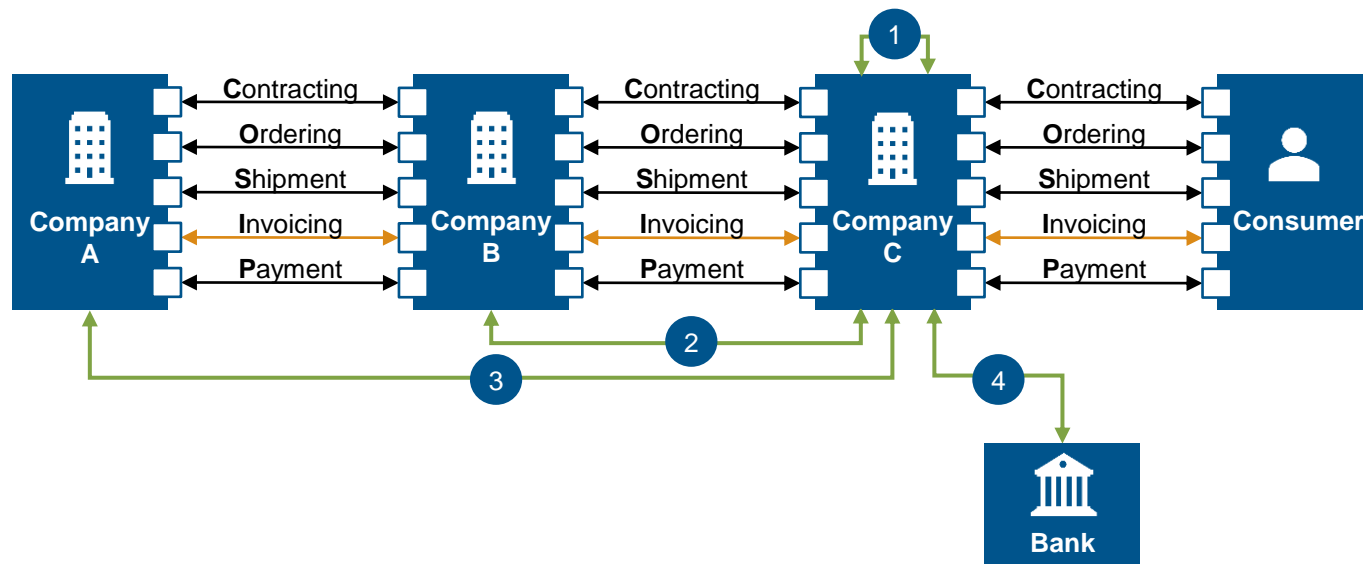
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