



INNOVATION HUB

agenda

DT WHO ARE WE?

01 REGULATIONS

02 OUR APPROACH

03 OUR APPROACH IN ITALY

04 BEST PRACTICE: EXPONENTIAL E-INVOICING

05 Q&A





WHO ARE WE?

we aim at creating digital ecosystems to achieve exponential results

4

offices in Italy

2

international offices

Madrid, Shangai

70+

employees

120+

clients

in Italy and abroad

20%

average annual growth





WHO ARE WE?

we operate to translate Digital Transformation into measurable results for our partners

DIGITAL TRANSFORMATION



BUSINESS
PROCESSES'
INNOVATION



TIME TO MARKET



REVENUES'
INCREASE



STAKEHOLDER
COLLABORATION



COST REDUCTION &
EFFICIENCY



DIGITAL DIVIDE
REVOLUTION



OUR OFFER

un ecosistema di competenze e soluzioni per rispondere al meglio alla rivoluzione digitale

ENTERPRISE INFORMATION MANAGEMENT

01. DDS
02. e-invoicing
b2b,b2c&b2g
03. EDI, PEPPOL, UBL
04. digital supply chain
05. digital HR
06. digital source to pay
07. workflow collaboration
08. scheduler
09. order mgmt system
10. digital signature
11. SAP



digital consulting

Set of skills and experiences that support the customer in defining goals, opportunities and initiatives to maximize benefits



digital technology

Set of platforms and technologies necessary for the implementation of a digital strategy



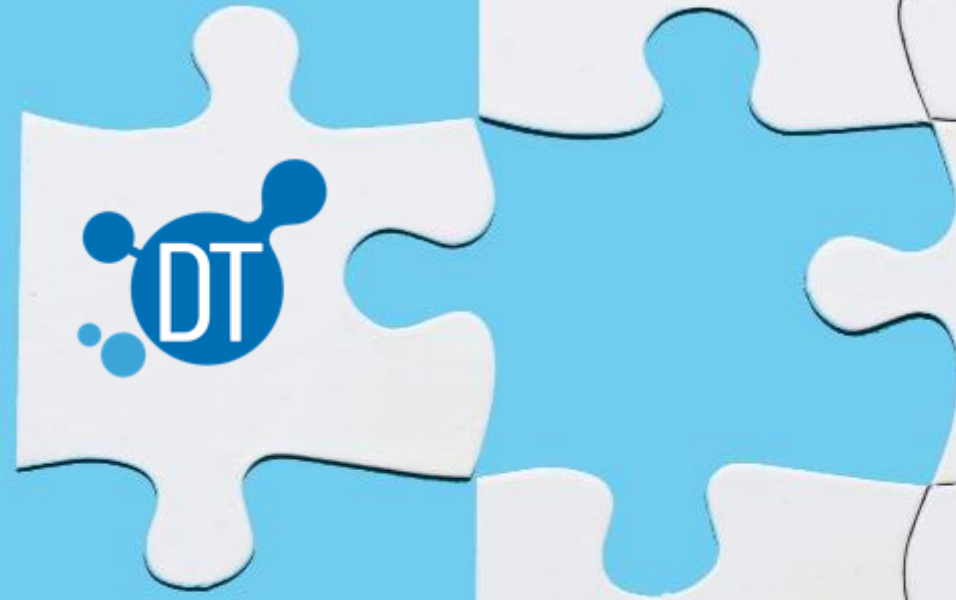
digital service

Set of services and skills that support technologies and processes, to accelerate automation and to outsource non-core activities



EXPONENTIAL SOLUTION

01. internet of things
track&trace
02. blockchain
foodchain&luxochain
03. RPA – Robotic Process Automation
Finance & logistic
04. artificial intelligence
rulex&predictive maintenance
05. augmented reality
livemote



**AUTOMOTIVE
&
MANUFACTURING**

RETAIL

**LUXURY
&
FASHION**

FOOD&BEVERAGE

**OIL
&
ENERGY**

**FINANCE
&
INSURANCE**

HEALTHCARE



REGULATIONS



2014

Dir. 2014/55/UE

The European Committee for Standardization (CEN) starts the process to create a European e-invoicing standard (Core Invoice).

2016

VAT ACTION PLAN

The European Union begins to define a single VAT taxation model, for the common fight against tax evasion.

2017

CEN/TR 16931:2017

In May, CEN approves the first European e-invoice standard. The standard is officially adopted in October and the adoption timeline is defined for all member counties (B2G only).

2017

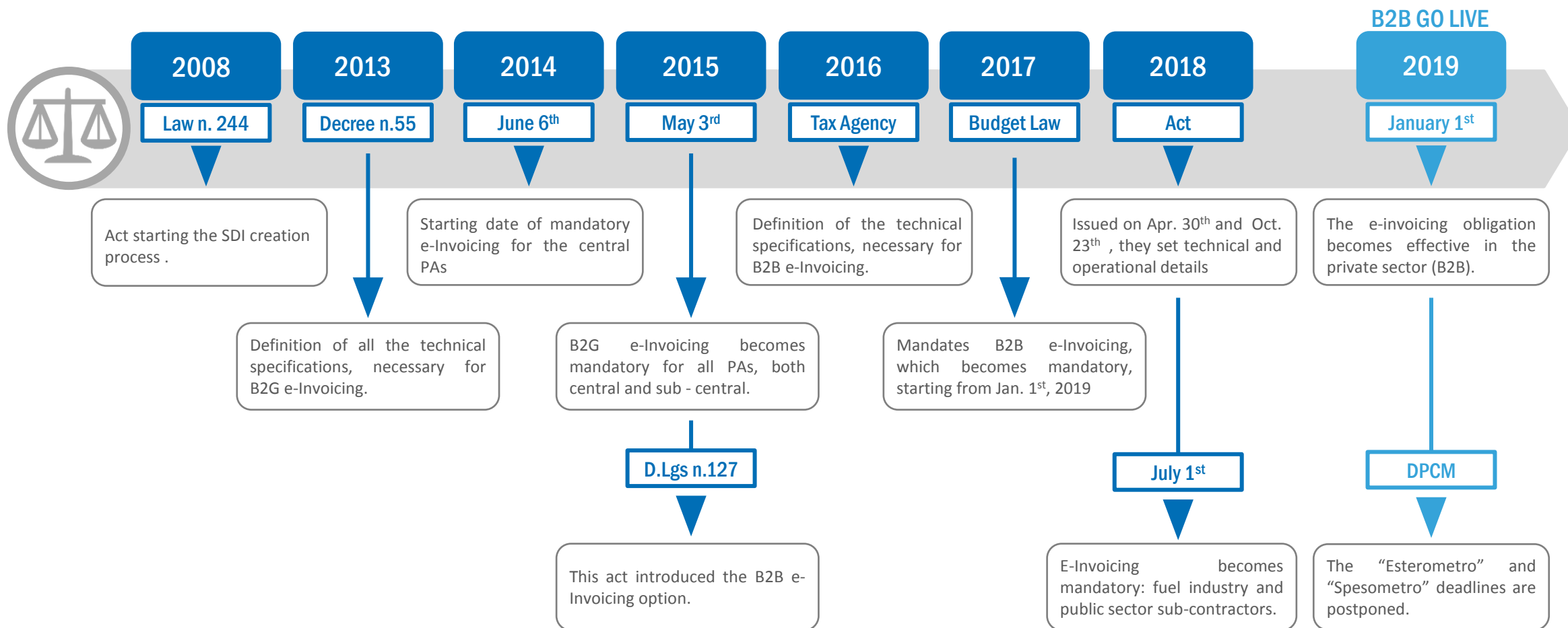
PROJECT eIGOR

Project funded by the European Commission to increase the interoperability of local electronic billing systems, through their adaptation to the PEPPOL standard.

2019

18th April 2019

Deadline for all the member states' Central Government Authorities for adoption the B2G e-invoice standard adoption.





OUR APPROACH

Australia and New Zealand announce transition to PEPPOL for eInvoicing, by end of year, 2019

Feb 22, 2019 | News

On Friday February 22nd, 2019 the Australian and New Zealand Prime Ministers Jacinda Ardern announced Australia and...

[Read more](#)



Home | Chi siamo | Peppol | Contatti | FAQ | Assistenza |

FATTURA PA

Fatturazione Elettronica verso la Pubblica Amministrazione

Sistema di Interscambio

La FatturaPA

Il Sistema di Interscambio

- Dove è il SdI
- Filo, fatture e messaggi
- Controlli ed errori

Come fare

Strumenti

Simulazioni

Norme e regole

Il Sistema di Interscambio

La Finanziaria 2005 ha stabilito che la trasmissione delle fatture elettroniche destinate all'amministrazione dello stato debba avvenire attraverso il Sistema di Interscambio (SdI).

Il Decreto Ministeriale del 7 marzo 2008 ha individuato l'Agenzia delle Entrate quale gestore del Sistema di Interscambio e la Sogefi quale struttura dedicata al servizio telematico alla contabilità tecnica.

Il Decreto Ministeriale 3 aprile 2013, numero 15, stabilisce le regole in materia di emissione, trasmissione e ricevimento delle fatture elettroniche e definisce le modalità di funzionamento del Sistema di Interscambio.

Invoice exchange methods 2017 (Focus Germany)

Issue

Method	Large businesses	Mid-sized businesses	Small businesses
Paper	90%	76%	78%
E-Mail	67%	65%	62%
Via Website	12%	6%	4%
EDI	16%	3%	49%
DE-Mail/E-Postbrief	0%	3%	2%
Fax	16%	9%	7%
Others	8%	5%	3%

Receive

Method	Large businesses	Mid-sized businesses	Small businesses
Paper	93%	92%	95%
E-Mail	83%	81%	86%
Website Download	25%	78%	33%
EDI	1%	3%	35%
DE-Mail/E-Postbrief	8%	9%	7%
Fax	30%	28%	21%
Others	4%	3%	1%



BIENVENUE SUR LE PORTAL CHORUS PRO

Si vous êtes une entreprise fournisseur de biens ou de services d'une entité publique française, un prestataire de justice ou un exploitant agricole demandez vos demandes de paiement, à l'aide du portail Chorus Pro, sous forme électronique plutôt que papier.

Le portail Chorus Pro vous offre les fonctionnalités suivantes :

- Adresser vos demandes de paiement dématérialisées à vos clients publics (par saisie manuelle ou dépôt de PDF/xml) ;
- Suivre l'avancement des paiements ;

Le portail vous permet :

- Réduire les coûts ;
- Sécuriser les paiements ;
- Œuvrer pour l'environnement ;

Ce service est entièrement gratuit.

facturae

Normativa Facturas

Implantación de la facturae

Soluciones Facturas

Solución SII

Contacto

La Factura Electrónica con la Administración Pública española es obligatoria.

¿Necesita emitir facturas a la administración pública?

Automatice la emisión de las facturas electrónicas. Conecte con todas las administraciones.

[Empiece hoy](#)

Dashboard | eInvoicing User Community | CONTRIBUTE

Community-driven Registry of CIUS (Core Invoice Usage Specifications) and Extensions

Created by the CIUS, a group of leading European vendors (page 12, 2019)

Topic	Registry of CIUS (Core Invoice Usage Specifications) and Extensions
Excerpt	This page aims to give the eInvoicing community the opportunity to share the ongoing and planned initiatives across Member States and sectors to create CIUS and Extensions on the European standard on eInvoicing.
Status	OPEN
Deadline	Ongoing

$$\text{NO}_2 + 3\text{H}_2\text{O}$$

$$\bar{M}_v = [\sum w_i M_i^a]^{1/a}$$

$$\pi N(a + \frac{\mu^2}{3KT})$$

$$x + 3\frac{z}{4} + ?$$

$$-\text{CH}_2-\text{CH}_2)_n$$

$$)(T\Delta S, -\Delta H) M^{1/2}$$

$$-(\sin x/x)^2$$

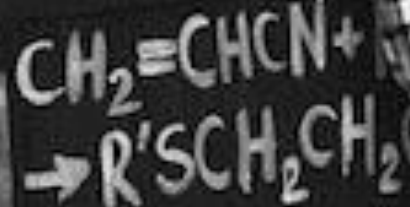
$$\text{C}-\text{CH}-\text{CH}_3$$

$$\text{C}-\text{CH}-\text{CH}_2\text{Br}$$

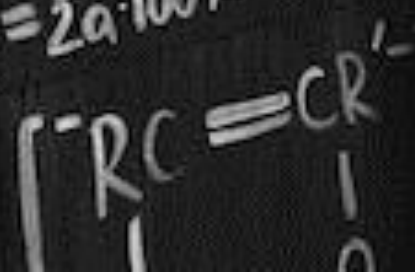
$$X = \frac{MVP \cdot 1.604 \cdot 10^{-5}}{E(273.2+t)}$$

$$v_0 = \frac{vF}{1.2505} \text{ MA } \vec{B} =$$

$$j = \frac{1.269(x-y)}{S}$$



$$E = \frac{vM}{2a \cdot 100\%}$$



$$D = \frac{1A + 2 \cdot 1C + 10F}{(2F + 10F)} =$$

$$\frac{14}{(10 + 1B) + (SF + XF)} = \frac{7+x}{7+x}$$

$$= \frac{1M + 15 + xSF}{7+x}$$

$$|BPI|/|PCI| = 1:2$$

$$|API| = \frac{5}{2} |A, PI|$$



USA MEX

**ONE SIZE
DOES NOT
FIT ALL**

triangle icon, square with X icon, circle with dot icon, circle with P icon

the bulge/iron inside

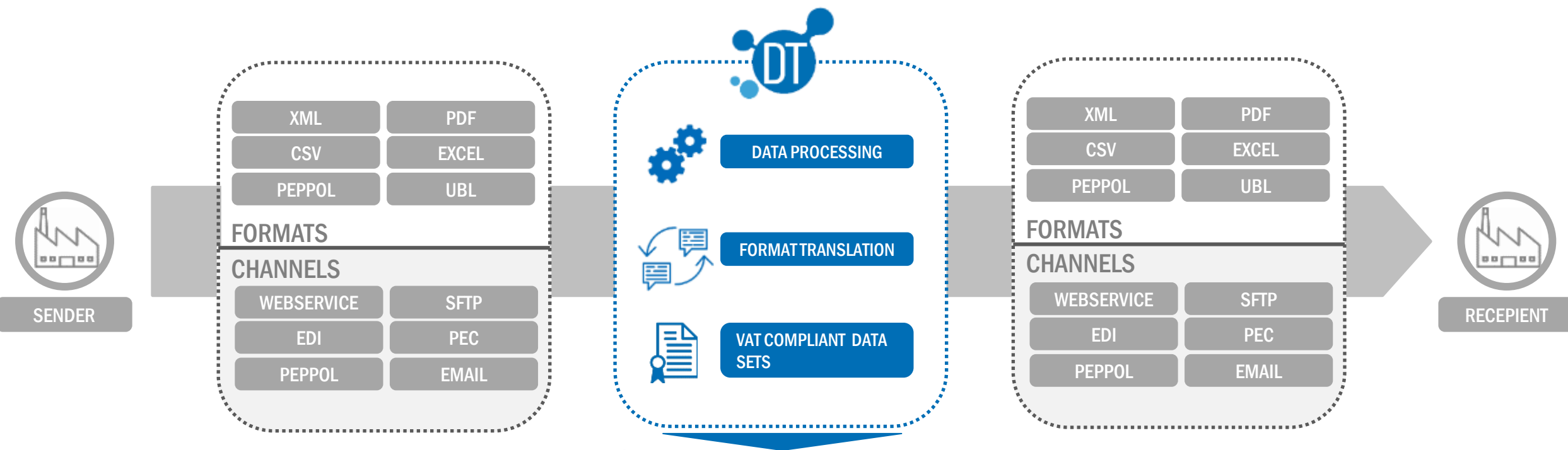
sur l'envers

ONE APPROACH, FLEXIBLE SOLUTION

02

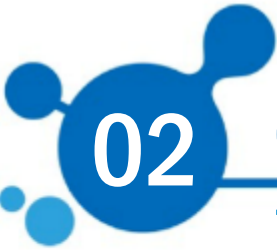
OUR APPROACH

data management & processing and transmission of documents



LEGAL DIGITAL ARCHIVING

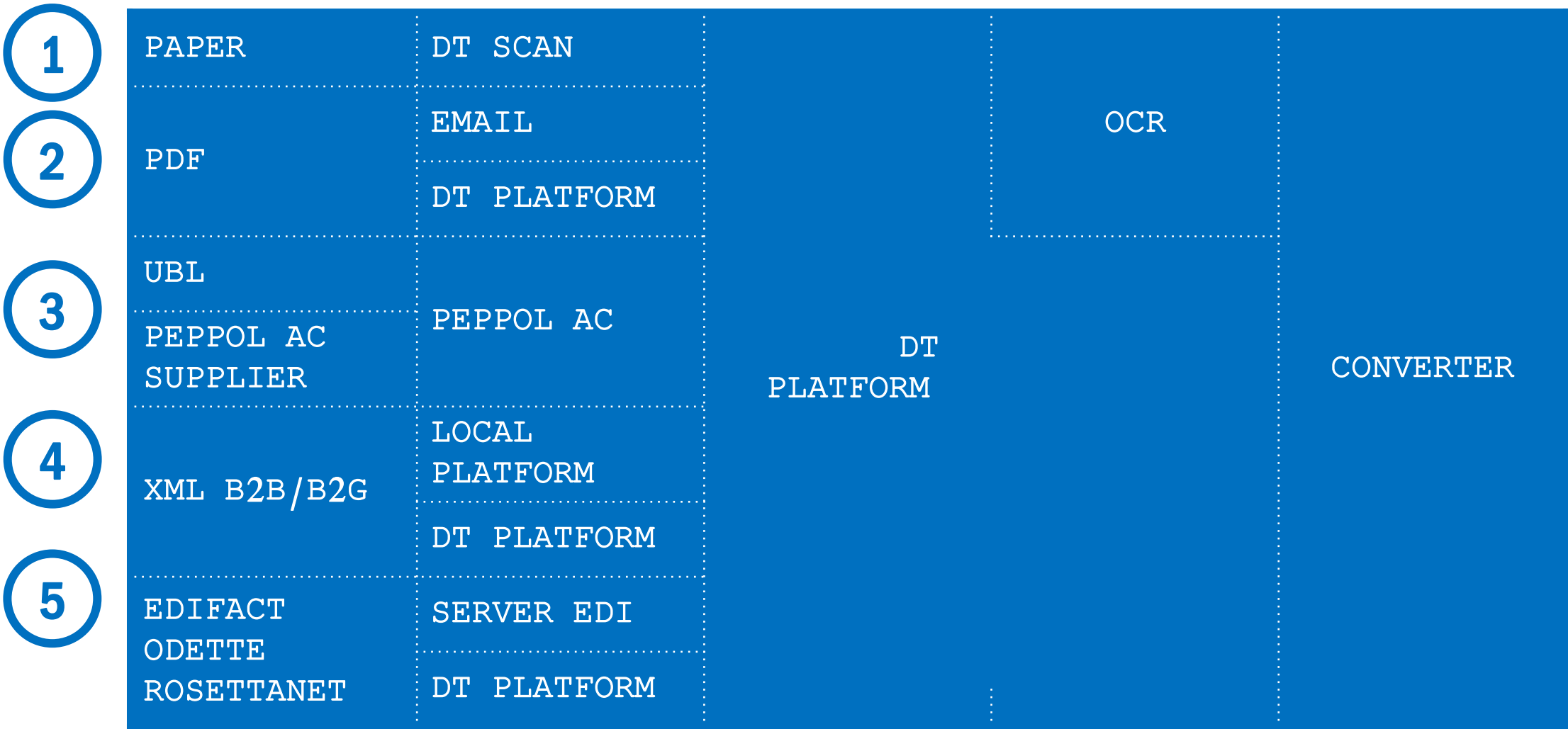




02

OUR APPROACH

from complexity to simplicity: drivers



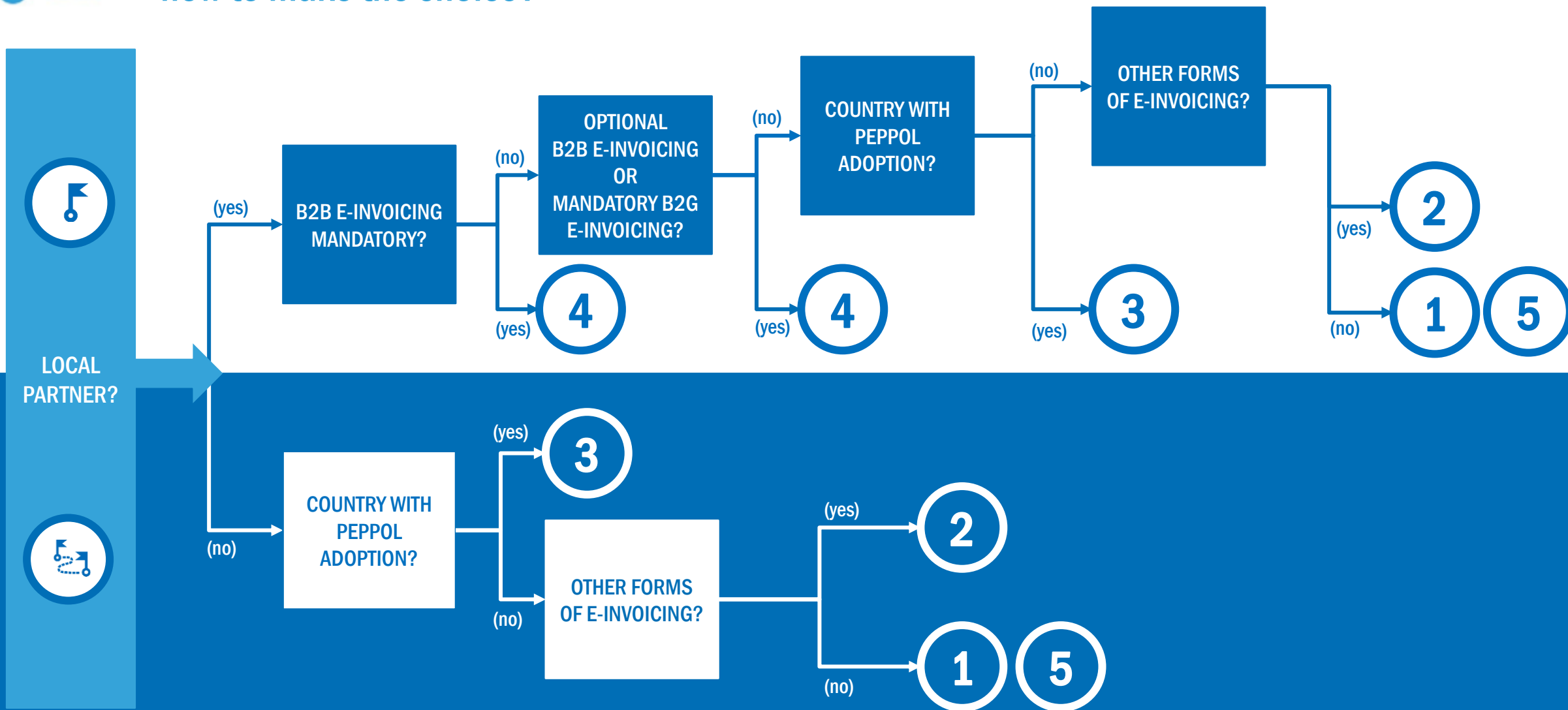
from complexity to simplicity: which model to choose in terms of cost and effort?



02

OUR APPROACH

how to make the choice?





DIGITAL
TECHNOLOGIES

**OUR APPROACH
IN ITALY**

03 SDI



how does it work?

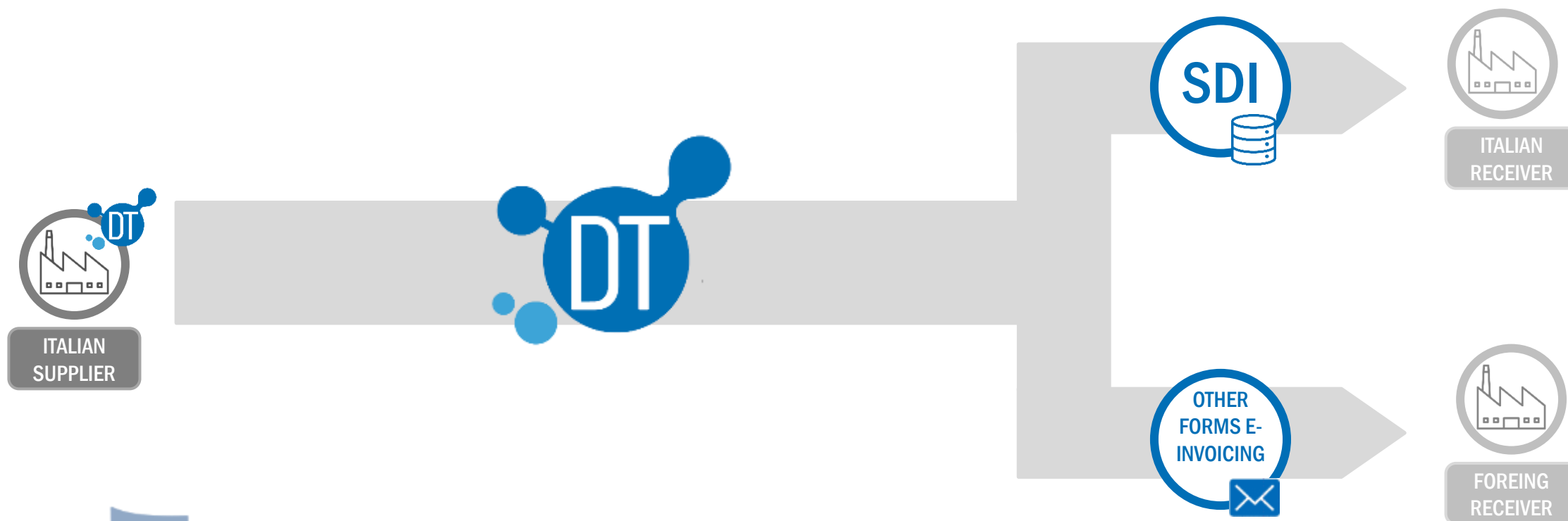
The **Sistema di Interscambio (SDI)** is a digital platform, operated by the Italian Tax Agency, with the main objective of managing the electronic invoicing procedure.



03

OUR APPROACH IN ITALY

account receivable





account receivable: the process

INVOICE
CREATIONQUALITY
CHECKSELECTRONIC
SIGNATURE
APPOINTMENTTRANSMISSION TO
SDIDOCUMENTS'
UPLOAD ON
PLATFORM

SUPPLIER

UPLOAD FROM ERP
SYSTEM

MANUAL CREATION

ANY FILE FORMAT

FORMAL CHECKS, REPLICATING
THE ONES PERFORMED BY THE
SDI, TO MINIMIZE THE DISCARD
RISK



SDI



THE SDI FOREWARDS THE
INVOICE TO THE RECEPIENT



INVOICES AND RECEIPTS
UPLOAD ON SENDER'S E-
INVOICING PLATFORM



RECEPIENT



LEGAL DIGITAL ARCHIVING

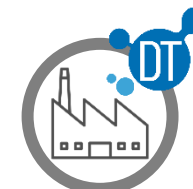
03

OUR APPROACH IN ITALY

account payable



ITALIAN
SUPPLIER



ITALIAN
RECEPIENT



FOREIGN
SUPPLIER



03

OUR APPROACH IN ITALY

account payable: the process



SUPPLIER

RECEPTION
FROM SDI

SDI



THE SDI FORWARDS THE
INVOICE

DOCUMENTS'
UPLOAD ON
PLATFORM



INVOICES UPLOAD ON RECIPIENT'S
E-INVOICING PLATFORM



RECEIPT



LEGAL DIGITAL ARCHIVING

+



DATA EXPORT TO CLIENT'S
ERP SYSTEMS





TURNING OBLIGATIONS INTO OPPORTUNITIES

exponential e-Invoicing





DIGITAL
TECHNOLOGIES

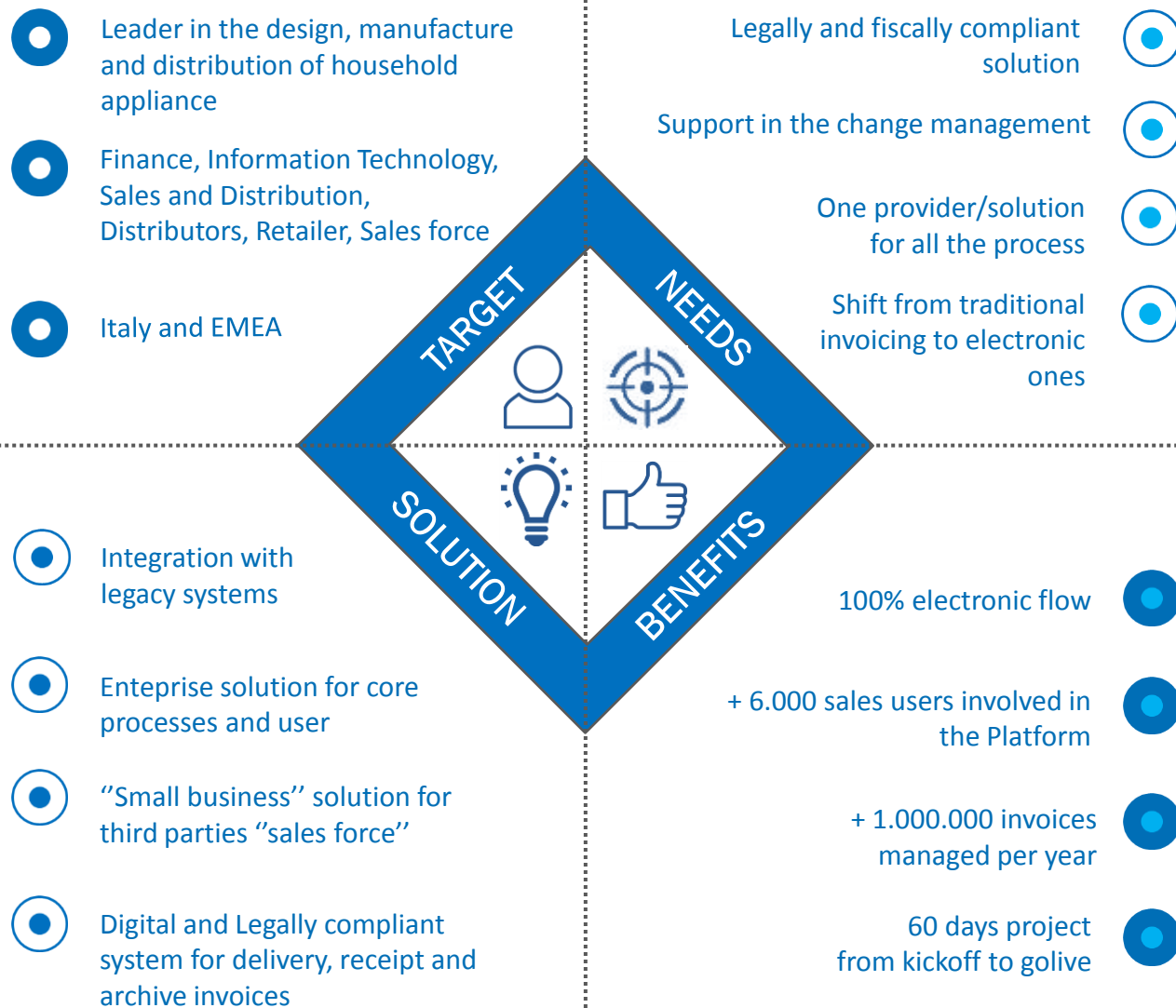
**BEST PRACTICE
EXPONENTIAL E-INVOICING**



**DIGITAL³⁶⁰
AWARDS**

04 BEST PRACTICE: «DOOR TO DOOR» RETAIL INDUSTRY

e-Invoicing management



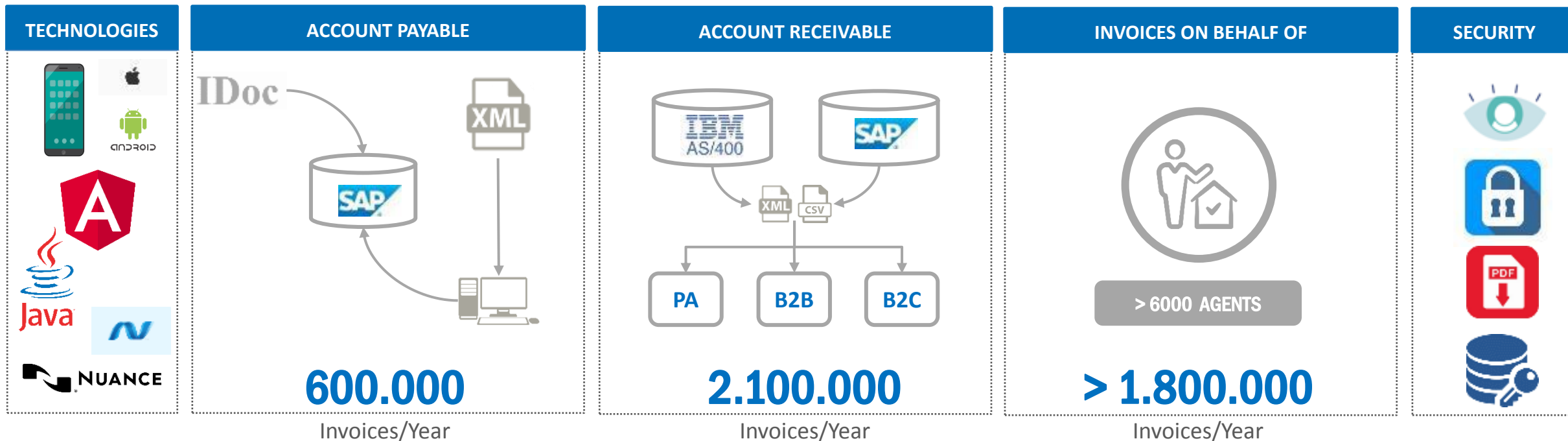
More than 623,000

people are working for around the world, more than 610.000 of whom are independent sales partners and some 13.000 employees.



04 BEST PRACTICE: «DOOR TO DOOR» RETAIL INDUSTRY

solution & key facts



key facts

3 MONTHS
IMPLEMENTATION



CLIENT'S
BUSINESS UNITS

IT
Sales
Procurement
Finance
Customer Care
HR



TAILORED DIGITAL
TRAINING



INTERNATIONAL
CUSTOMER CARE SERVICE



start-up and running
24/7

integrated ecosystem to manage the e-invoicing process in the direct sales sector

HEADQUARTER



ENTERPRISE PLATFORM

- Account payable
- Account receivable
- Fully integrated with ERP
- Integrated workflow

AGENTS



SME PLATFORM

- Account payable
- Account receivable
- Mobile Application
- Manual activity
- Inside/outside the network
- Connected with the accountant

SUPPLIER



VENDOR PORTAL

- Invoice delivery
- Invoice status
- Invoice payment
- Master data

DEALERS



B2C PLATFORM

- Account receivable
- Receipt
- Account payable
- Inside/outside the network

benefits



creation of a digital network, through a single Platform, connecting the Client with its agents and dealers operating on national territory



the solution allows to manage the whole administrative process: the main Company can convey, to agents and dealers, other relevant documents



full integration with legacy systems and accounting systems



compliance with UE and national Regulations



digital training provided to all subject involved in the project



cost savings (up to 70%) compared to the other solutions present on the national market



take away



Normative limitations as an opportunity: a single Platform, connecting different subjects of the same network and creating exponential value for the Client.

future steps.

- 
- A person with a backpack is walking away from the viewer on a dirt path that leads towards a bright sunset. The sun is low on the horizon, creating a strong lens flare and reflecting on the calm water of a lake. The path is flanked by green hills and vegetation. The overall mood is one of journey and future prospects.
- 01 “e –Procurement” module
 - 02 “digital signature” module: suppliers’ smart contracting
 - 03 “order management system” & “source to pay” modules
 - 04 solution adoption at an international level
 - 05 and more...



THANKS FOR YOUR ATTENTION

Q&A



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