



PEPPOL – From European to Global E-Invoicing and E-Procurement Interoperability

André Hoddevik

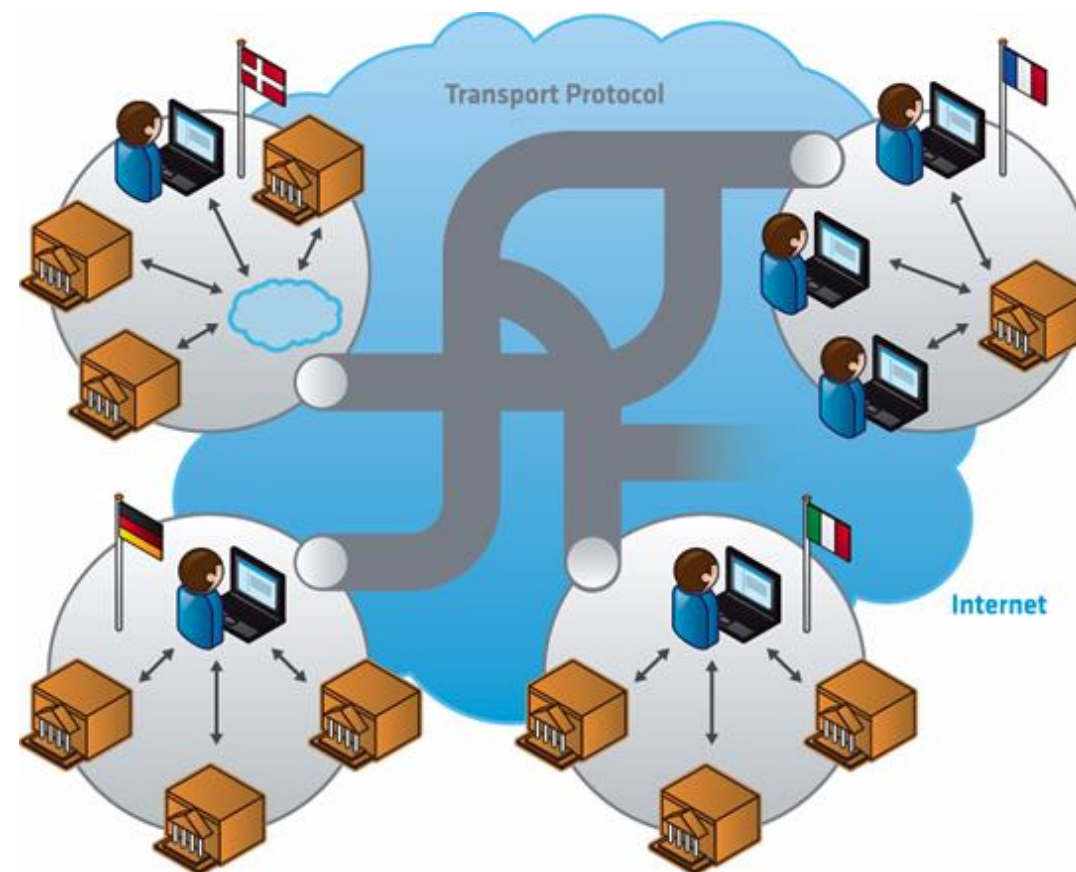
Secretary General OpenPEPPOL AISBL, Belgium

Head of eProcurement Unit, Public Procurement Department

Agency for public management and eGovernment (Difi), Norway

The PEPPOL Vision

To enable businesses to communicate electronically with any European public sector entities in the procurement process, increasing efficiencies and reducing costs



The PEPPOL Interoperability Framework

Based on the
European Interoperability Framework (EIF)

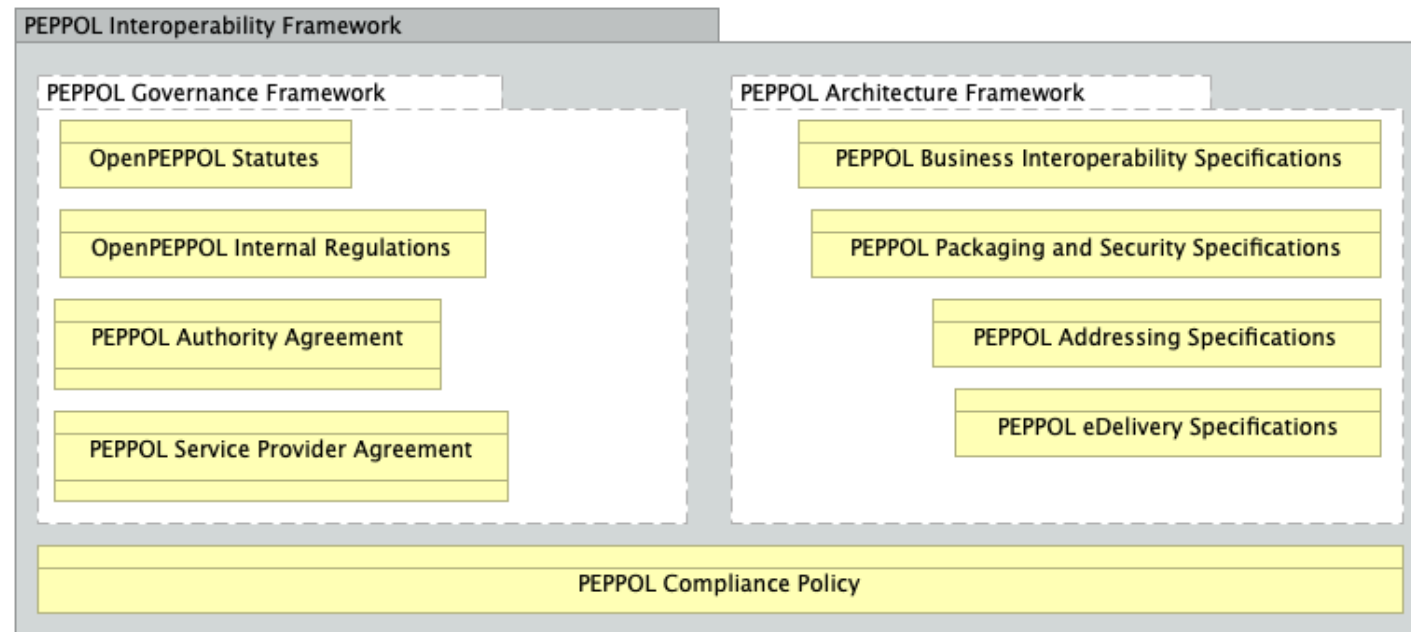


To adopt this Framework all a business needs to do is

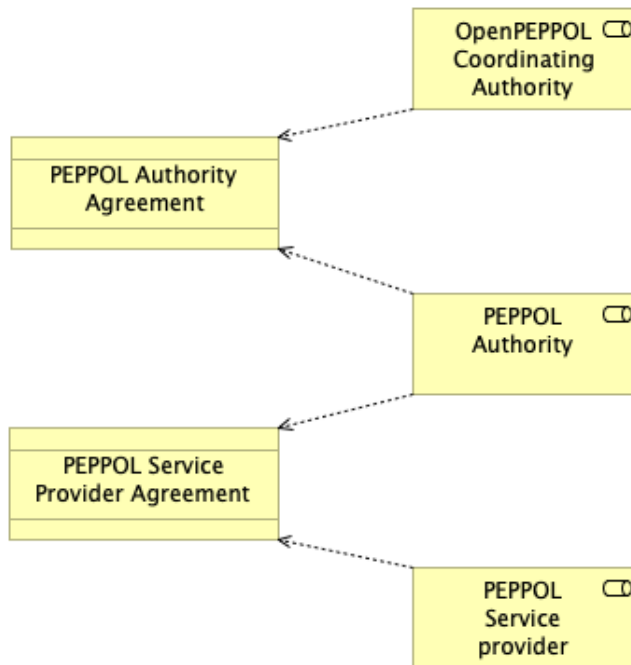
- ▶▶ know the identity of its trading partners
- ▶▶ agree that the Framework standards cover the required business process
- ▶▶ ensure its software or service provider supports the Framework standards and is connected to a certified Access Point

The PEPPOL Interoperability Framework

- ▶ A **Governance** Framework and an **Architecture** Framework, being brought together and supplemented by the **PEPPOL Compliance Policy**
- ▶ **PEPPOL Authorities** and **Service Providers** will be working together within the boundaries of the Governance Framework to provide services that comply with the Architecture Framework



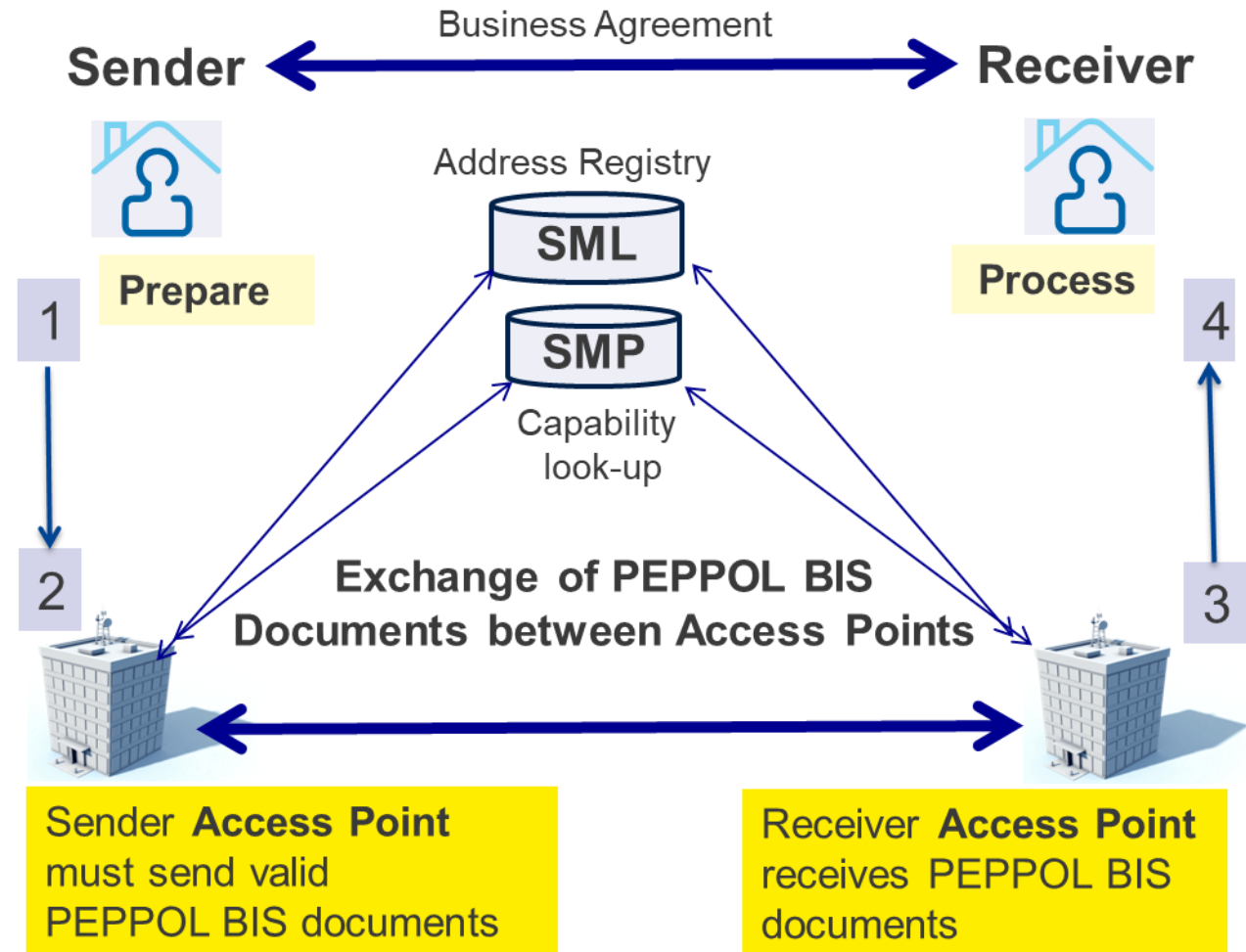
The PEPPOL Governance Framework



- ▶ **OpenPEPPOL AISBL** is responsible for the strategic governance, the governance of sustainability and development, as well as the operational governance, all according to the OpenPEPPOL Statutes and Internal Regulations
- ▶ **PEPPOL Authorities** have the delegated responsibility for the governance of the PEPPOL eDelivery Network and PEPPOL Business Interoperability Specifications (BIS) within a defined jurisdiction according to a PEPPOL Authority Agreement
- ▶ **Service Providers** are responsible for delivery of services to PEPPOL End Users based on the PEPPOL Architecture Framework and according to a PEPPOL Service Provider Agreement

The PEPPOL Architecture Framework

- ▶▶ Business Interoperability Specifications – PEPPOL BIS
 - ▶▶ Based on the Universal Business Language (UBL – ISO/IEC 19845)
- ▶▶ The PEPPOL eDelivery Network
 - ▶▶ Packaging and Security Specifications
 - ▶ SBDH, ASIC etc
 - ▶▶ Messaging Specifications
 - ▶ AS2/AS4 etc
 - ▶▶ Capability Lookup and Addressing Specifications
 - ▶ SML, SMP etc



The PEPPOL Compliance Policy

Main principles

- ▶▶ Connect once – serve all
- ▶▶ Mandatory support for the four-corner model
- ▶▶ Mandatory support for PEPPOL BIS
- ▶▶ Only valid documents are to be exchanged over the PEPPOL eDelivery Network
- ▶▶ PEPPOL technical standards and service specifications are baseline for interoperability
- ▶▶ Different domains may have different service level requirements
- ▶▶ Service provider freedom to choose a PEPPOL Authority
- ▶▶ Know your customer (KYC)
- ▶▶ No actor can sign an agreement with itself

Current use of PEPPOL

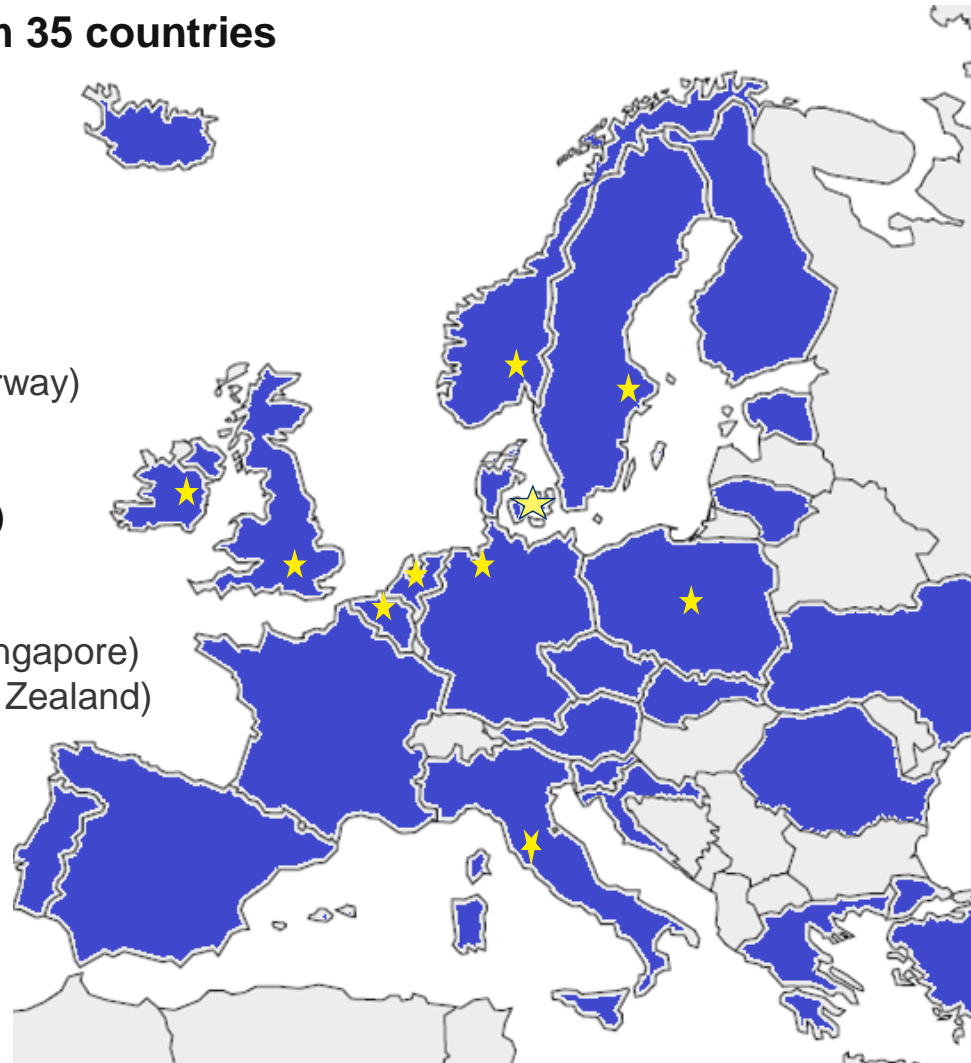
350 OpenPEPPOL members and observers from 35 countries

**232 Certified Access Points in 28 countries
in Europe, North America and Asia**

13 PEPPOL Authorities

- ▶ Agency for Digital Government (Sweden)
- ▶ Agency for Digital Italy (Italy)
- ▶ Agency for Public Management and eGovernment (Norway)
- ▶ Danish Business Authority (Denmark)
- ▶ Department of Health and Social Care (UK)
- ▶ Department of Public Expenditure and Reform (Ireland)
- ▶ Federal Public Service Policy and Support (Belgium)
- ▶ Free Hanseatic City of Bremen – KoSIT (Germany)
- ▶ Info-communications Media Development Authority (Singapore)
- ▶ Ministry of Business Innovation and Employment (New Zealand)
- ▶ Ministry of Economic Development (Poland)
- ▶ SimplerInvoicing (Netherlands)
- ▶ OpenPEPPOL AISBL

Member Countries where Access Points are not yet certified: Australia, Mexico, New Zealand, Romania, Slovak Republic, and Turkey



Canada



USA



Singapore



Australia
New Zealand

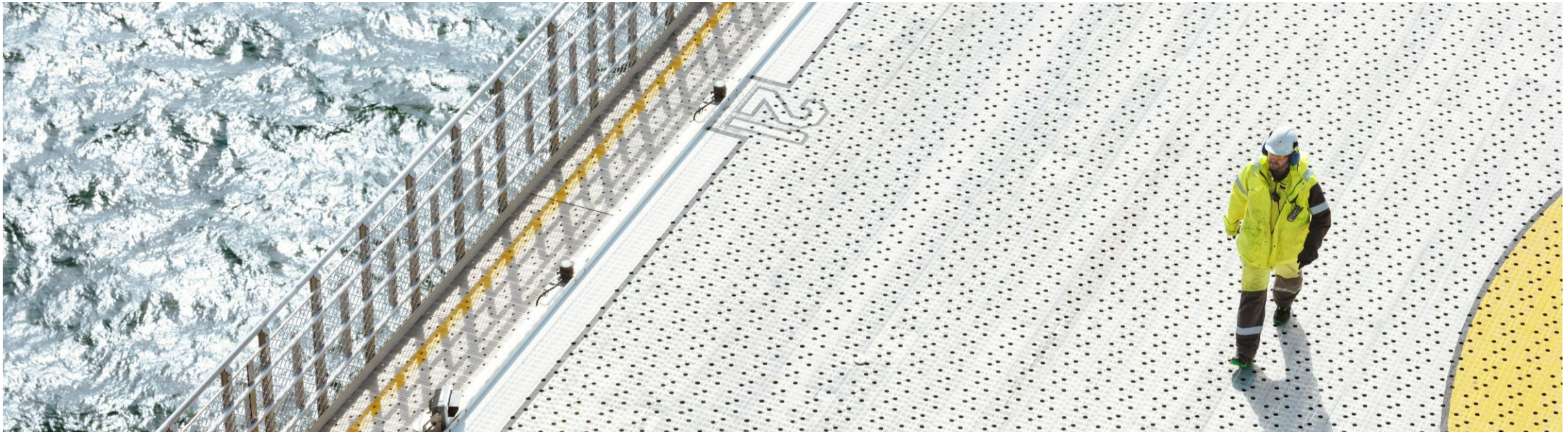


B2B Use Case

Equinor ASA and
Equinor Energy AS in Europe

This is our goal with a digital interface towards our suppliers

- Achieve a touchless digital interaction between Equinor and the suppliers with exchange of structured business transactions
- Remove outdated business requirements that relies on manual, paper based transaction flows



Equinor is standardising on EHF*/PEPPOL

Enable a broad foundation for automation and simplification of work processes and interfaces.

Equinor currently supports:

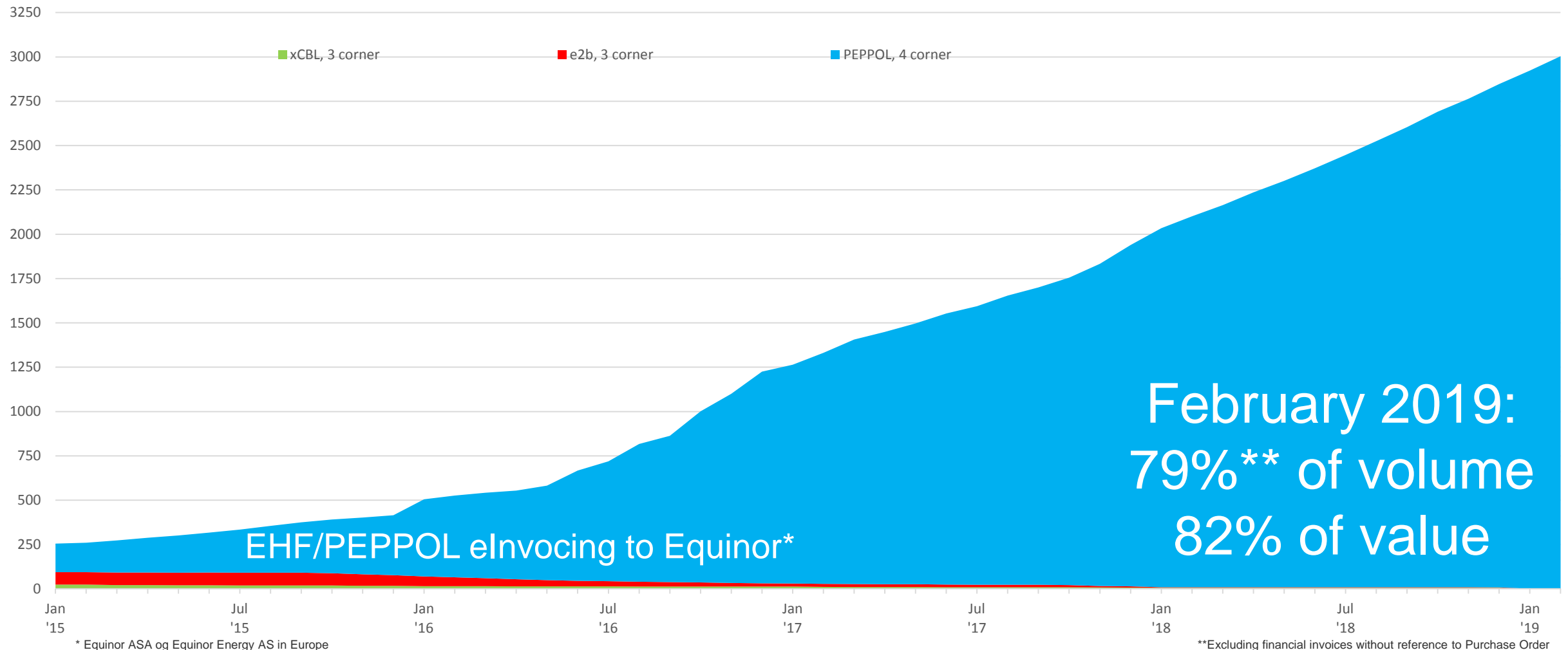
- Purchase order
- Purchase order response
- Invoice**/Credit memo
- Invoice certificate

Equinor is adding:

- Purchase order change (Apr 2019)
- Advanced purchase order response as Variation order requests etc. (Apr 2019)
- Despatch advice (Advance shipping notification) (Jun 2019)
- Catalogue/Pricebook (Oct 2019)
- Invoice response (approved/rejected) (Jun 2019)
- More to come...

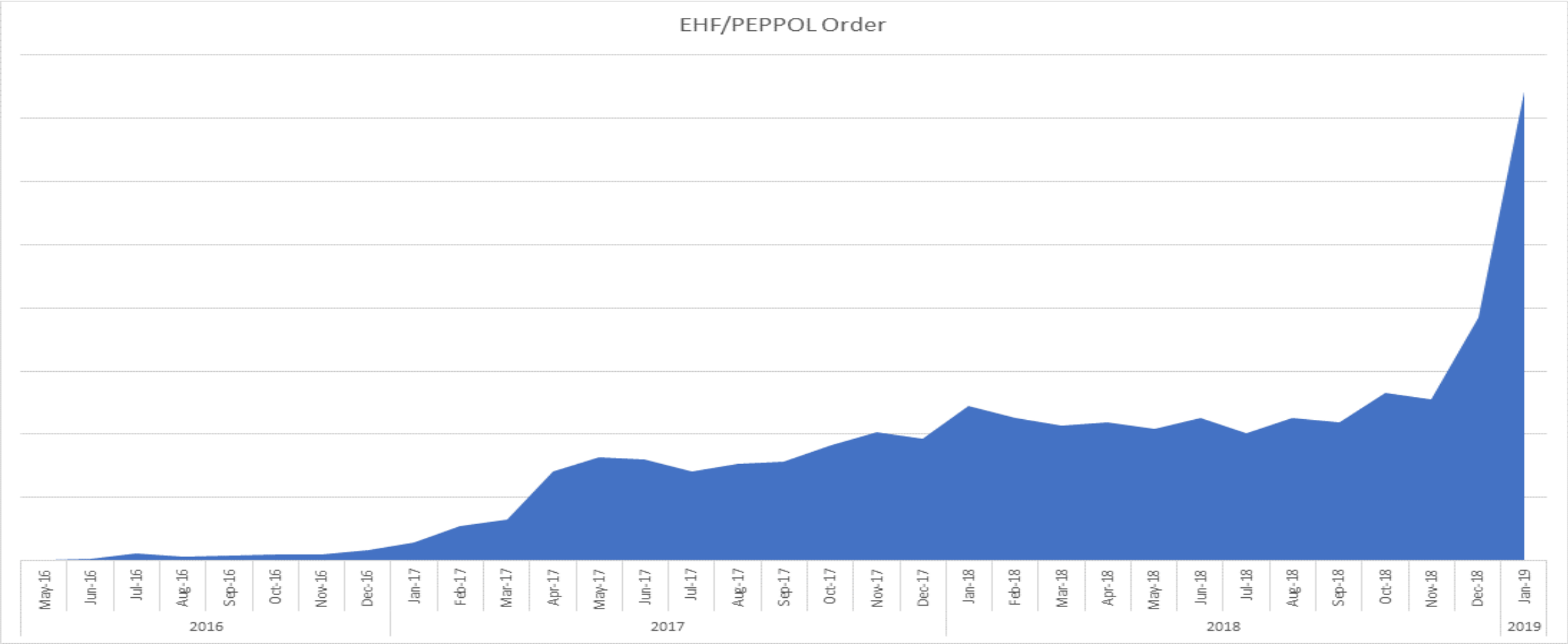
*EHF: Elektronisk handelsformat. **EHF eInvoice is expected to become mandatory to use between commercial entities in Norway

EHF/PEPPOL enabled unprecedented rapid adoption of digital exchange

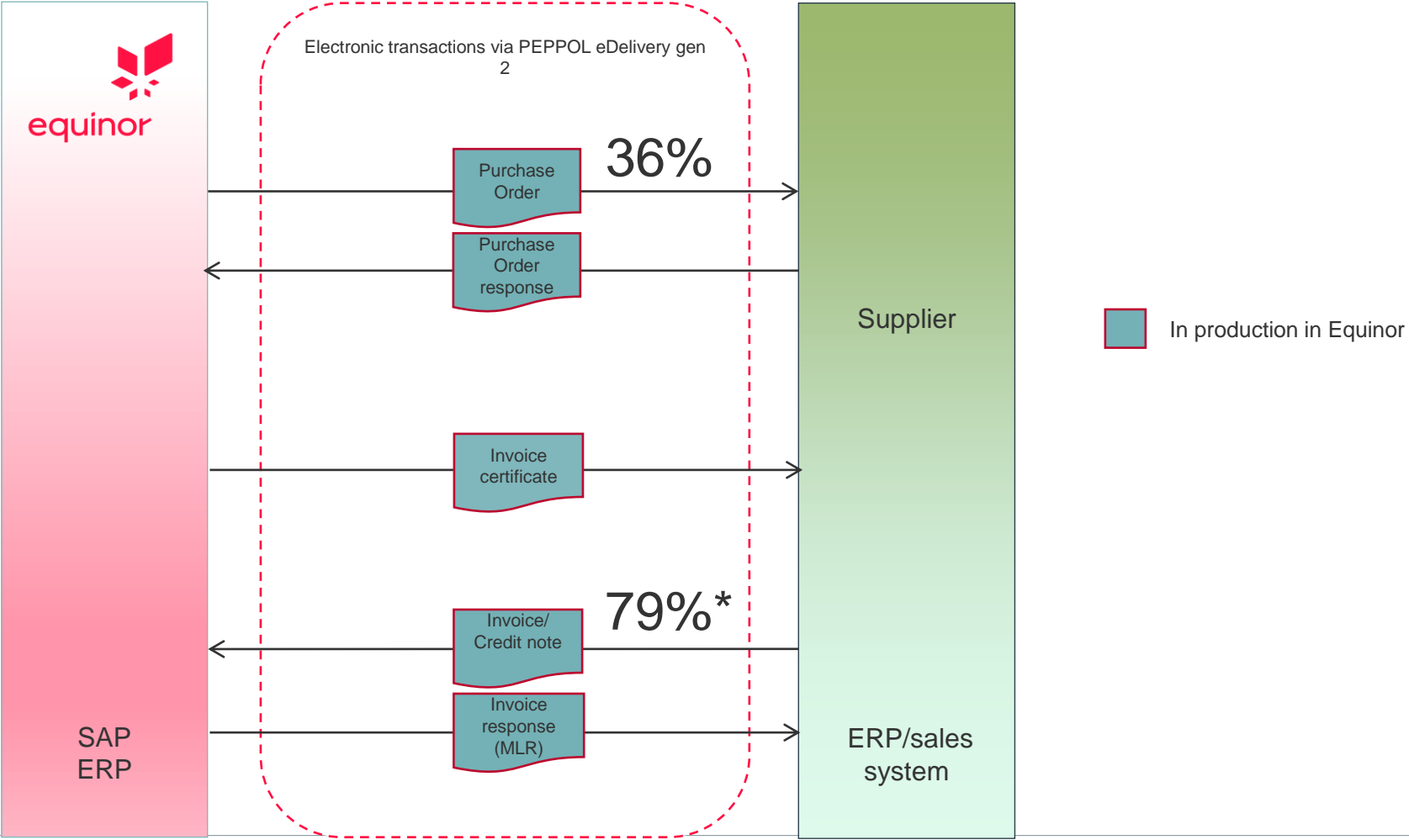


EHF/PEPPOL enabled unprecedented rapid adoption of digital exchange

EHF/PEPPOL Order

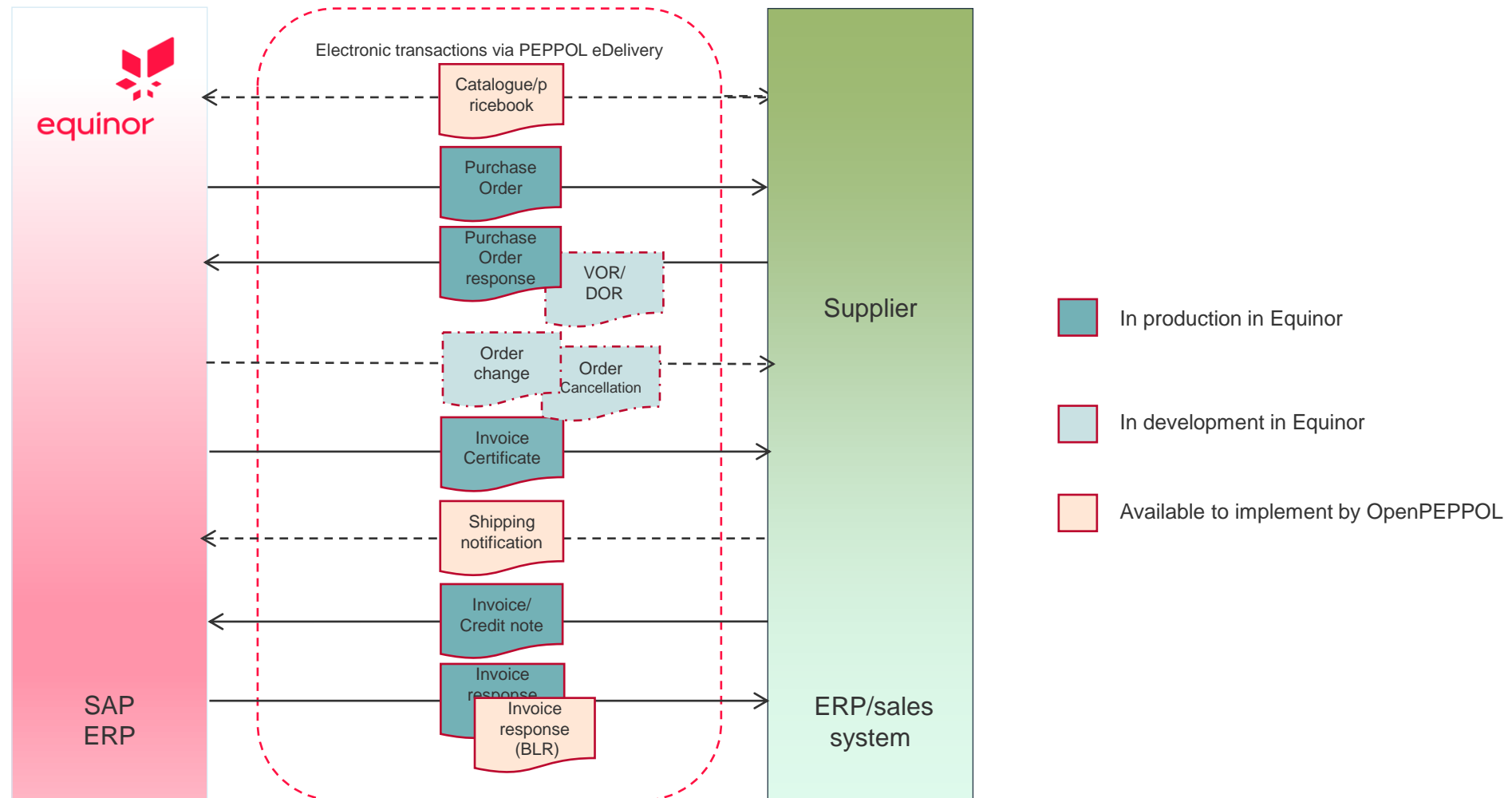


Digital interaction with our suppliers January 2019



*Excluding financial invoices without reference to Purchase Order

But we can digitize much more...



Strong focus on digital supplier interface using electronic commerce format

- Why we should put digital supplier interface on the digital agenda:

§
Compliance with
authorities

\$\$\$
High NPV and ROI

Evergreen format
via open source
specifications

Possibly the only
digital initiative
exposed to all
suppliers

No commercial
lock-in; can be used
with any future ERP
solution

Equinor won't
become fully digital
if we maintain
outdated manual
requirements

Foundation for
automation,
planning and data
mining



Digital interface with our suppliers

Arne Johan Larsen, team lead eCommerce team

ajla@equinor.com. For eCommerce team enquiries: gm_ecommintegration@equinor.com

© Equinor ASA

This presentation, including the contents and arrangement of the contents of each individual page or the collection of the pages, is owned by Equinor. Copyright to all material including, but not limited to, written material, photographs, drawings, images, tables and data remains the property of Equinor. All rights reserved. Any other use, reproduction, translation, adaption, arrangement, alteration, distribution or storage of this presentation, in whole or in part, without the prior written permission of Equinor is prohibited. The information contained in this presentation may not be accurate, up to date or applicable to the circumstances of any particular case, despite our efforts. Equinor cannot accept any liability for any inaccuracies or omissions.

PEPPOL going global

- ▶▶ South-East Asia
 - ▶▶ Singapore: First meeting February 2018, official launch January 2019
 - ▶ The first PEPPOL Authority outside Europe
 - ▶ Helping to engage other ASEAN countries
 - ▶▶ Malaysia may be the next country joining – hopefully by late 2019
- ▶▶ Trans-Tasman region
 - ▶▶ New Zealand already joined, Australia joining soon
 - ▶▶ The two countries coordinate and align their regional requirements in the use of the PEPPOL BIS and the PEPPOL eDelivery Network
 - ▶▶ Planning to go live late 2019
- ▶▶ How do we engage other regions?
 - ▶▶ Establish understanding of the PEPPOL approach
 - ▶▶ Assess and formulate value proposition for the region depending on focus (e.g. market-driven or government-driven?, tax collection or efficiency focus?)
 - ▶▶ Assess how the PEPPOL Interoperability Framework can meet regional requirements, always maintaining compliance with basic PEPPOL principles



- ▶▶ Support for international eInvoicing through work to generalise PEPPOL BIS Billing
 - ▶▶ A working group with representatives from 4 continents is established
 - ▶▶ Aim is to find the common core that works globally and modularize parts with regional variances (e.g. taxation rules)
- ▶▶ Evolution of the PEPPOL Agreement Framework to facilitate support for global use
 - ▶▶ Identify the parts with needs to differentiate between legal domains (e.g. privacy regulations)
 - ▶▶ Modularisation and generalisation
 - ▶▶ Support for multiple business domains
- ▶▶ New territories: Collaborate with the Business Payments Coalition and other North American and Latin American stakeholders
- ▶▶ Taking part in efforts and initiatives for establishing wider interoperability
 - ▶▶ Global Interoperability Framework

The benefits of the PEPPOL approach

- ▶▶ Origin – arose from EU need for cross-border electronic trading, now applicable globally
- ▶▶ Trusted – supported by public authorities in many countries
- ▶▶ Proven – adopted in many countries, being adopted across continents
- ▶▶ Safe – standards-based, secure transport mechanism
- ▶▶ Open – avoids lock-in to any service providers
- ▶▶ Easy – straightforward to trade electronically, using a single connection
- ▶▶ Resilient – distributed service providers operating independently
- ▶▶ Relevant – not just for B2G but also B2B and potential for G2C and B2C
- ▶▶ Governance – not-for-profit, democratically led by members, within legal framework



More information

E-mail: info@peppol.eu

Web address: www.peppol.eu