

E-Invoice B2B roaming Pricing guideline 2005-12

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The content of this document is supported and recommended by a majority of leading providers.

On September 27th 2006, just after the European EXPP Summit in Berlin, the E-Invoicing provider community will discuss these principles for an update of this document.

Objectives

- Senders and receivers of electronic invoices shall have the convenience of a single point-of-contact for inbound and outbound invoices
- E-Invoicing consolidators/operators shall be interconnected to develop the markets faster and to fulfil customer demands
- Each consolidator/operator will negotiate the roaming price with each other; for reducing the heterogeneity, main principles of this guidelines shall be adopted.
- The final aim is to achieve an indication for the pricing structure and level among the consolidators; the high complexity of VAT compliant e-Invoicing shall be considered
- Consolidators/operators shall get a reasonable fee of their customers for this interconnection services

End-user pricing (1)

Size and structure

- Multi-links to several consolidators would cost the senders and receivers of e-Invoices much money
- Due to this benefits, they shall be charged for each roaming transaction, **e.g. EUR 0.25***
- The majority of consolidators recommends this average:
 - Roaming fee per sent invoice EUR 0.12¹⁾
 - Roaming fee per received invoice EUR 0.13²⁾

*) We are talking about a well advanced, VAT compliant e-Invoicing roaming, which is very different to the EDI routing! The average figure was mentioned of several leading consolidators in Central, Western and Northern Europe; The fee could be less within domestic markets or for some other reasons; a tendency for many just domestic cases is a fee of EUR 0.06 – 0.15

1) A range between EUR 0.05 and 0.40 was mentioned of the companies listed on the title page

2) A range between EUR 0.10 and 0.40 was mentioned of the companies listed on the title page

End-user pricing (2)

Provided service for the charged fee

- Included in the roaming fee is
 - Secure transport (invoice and control messages)
 - Match of user directories
 - Maintenance of the connection to the involved consolidator
 - ...?

- Not included in the roaming fee is
 - Data translation
 - Signing
 - Archiving
 - Resending
 - Catalogue alignments

Pricing among consolidators (1)

- Consolidators with high value assets shall benefit of their past performance. It is expensive for them to
 1. Increase the processed e-Invoice volume
 2. Acquire and implement a high number of senders or receivers
 3. Motivate them to play the role as a sender as well as a receiver (higher value compared to 1.)
 4. Build a connection to another consolidator

Pricing among consolidators (2)

- Some or all of these assets may be considered in the roaming pricing fees. An average indication is
 1. Number of processed transactions by consolidator 50%³⁾
 2. Number of pure, active* senders or receivers 25%⁴⁾
 3. Number of senders and receivers (both roles) 20%⁵⁾
 4. Complexity of the interconnection 30%⁶⁾

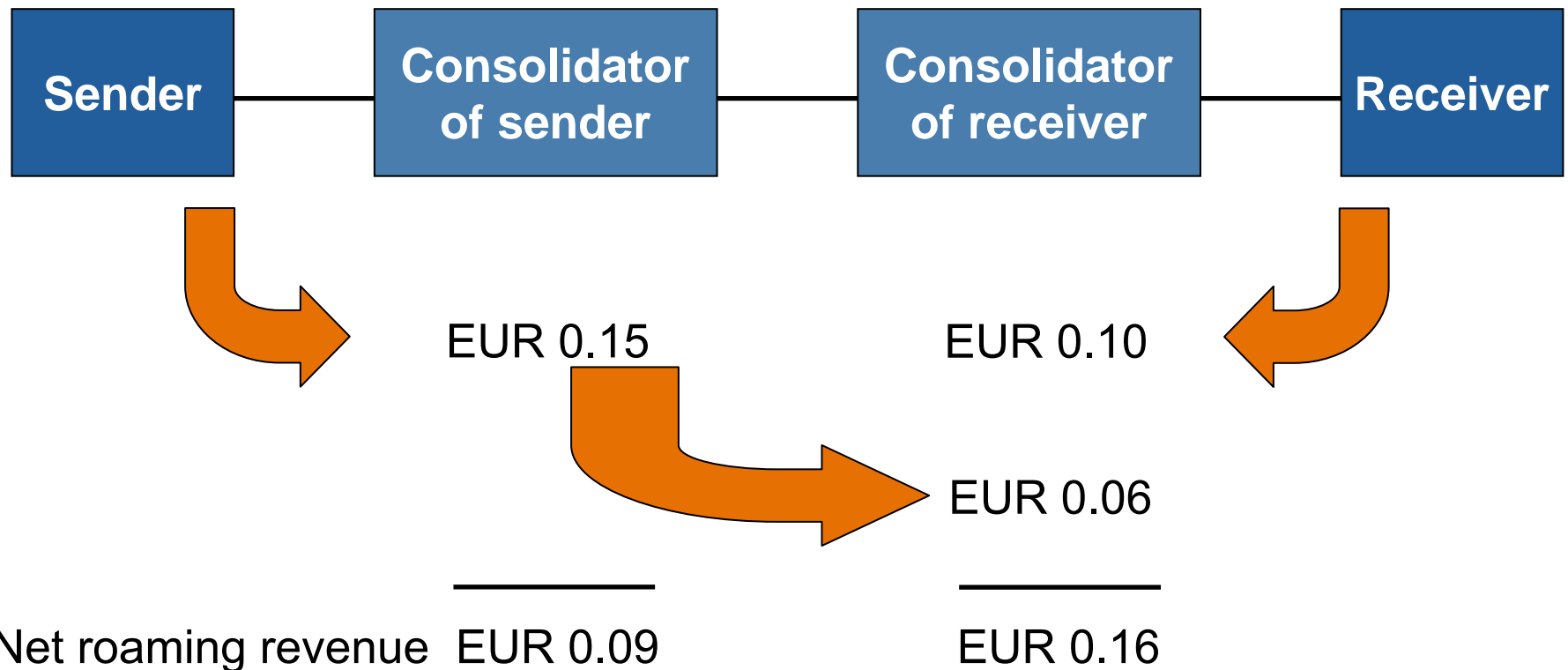
*) At least 5 transactions during the last 12 months

- 3) A range between 30 and 80% was mentioned of the companies listed on the title page
- 4) A range between 0 and 35% was mentioned of the companies listed on the title page
- 5) A range between 0 and 30% was mentioned of the companies listed on the title page
- 6) A range between 20 and 40% was mentioned of the companies listed on the title page

Pricing among consolidators (3)

Example 1: Consolidator of receiver with better assets as defined on slide 6

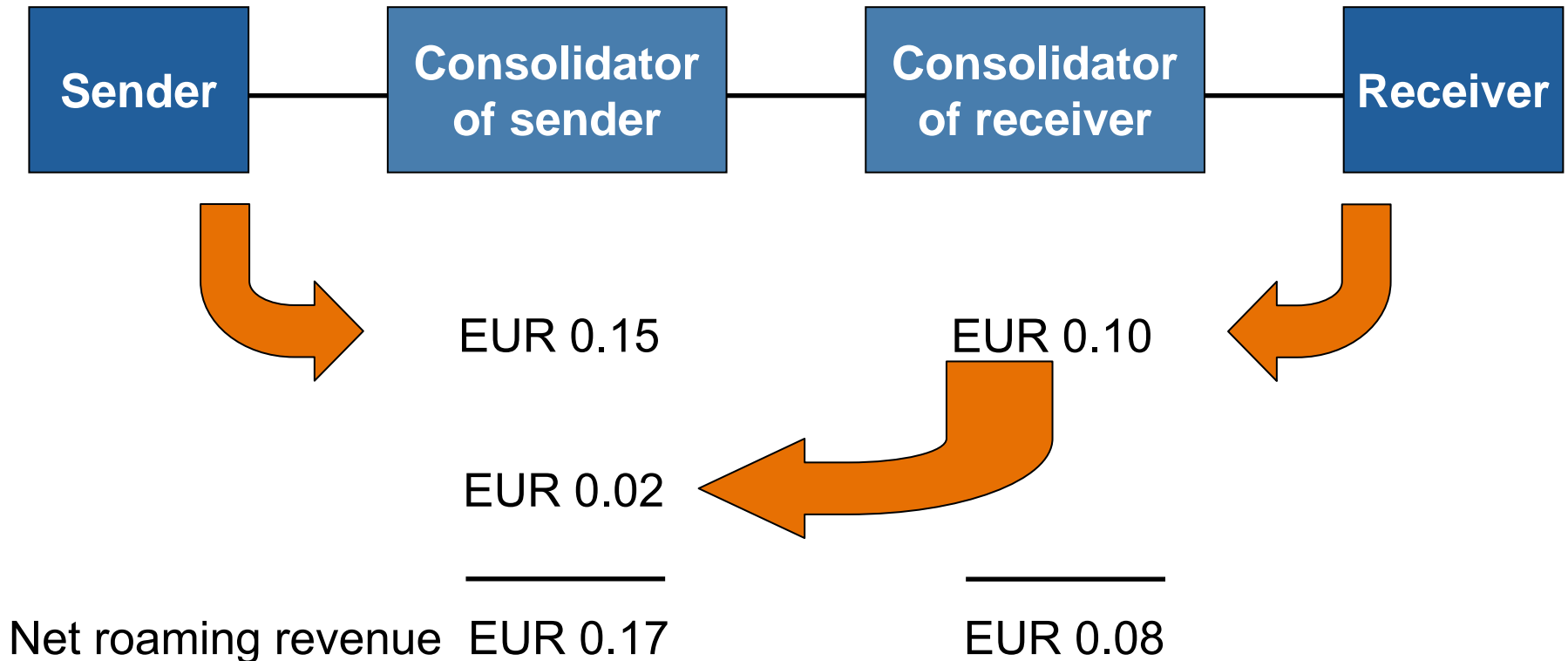
The charged roaming fee (e.g. EUR 0.25) is shared between the two consolidators dependent on their assets and result of negotiations, e.g.



Pricing among consolidators (4)

Example 2: Consolidator of sender with better assets as defined on slide 6

The charged minimal roaming fee (e.g. EUR 0.25) is shared between the two consolidators dependent on their assets and result of negotiations, e.g.



Appendices

European E-Invoicing Roaming Landscape

December 2005

- Belgium: Certipost ↔ Isabel
- France
 - ADP → Deskom
 - Deskom → b-process
- Scandinavia
 - Finland (10 linked consolidators)
 - Sweden
 - Norway: EDB → BBS
- Switzerland
 - PayNet → Postfinance
 - PayNet ↔ MediData
 - Postfinance ↔ Swisscom IT Services
- International as crossborder link (announced)
 - TietoEnator ↔ b-process
 - PayNet ↔ Deutsche Post
 - OB10 ↔ ...