

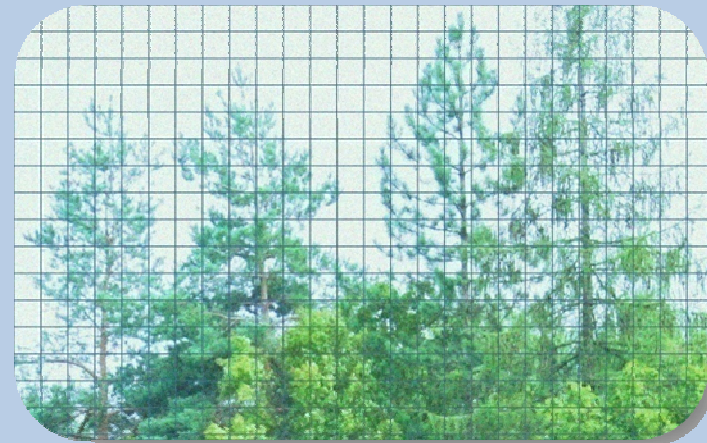


VeR - coopetition to make E-Invoicing happen

Munic, October 2010

Agenda

- Reason why/goals
- Technical results (e.g. roaming standard)
- Contractual agreements (e.g. pricing)
- Adaptation of EC Expert Group recommendations
- Link to organisations like CEN, Hub Alliance and the German national E-Invoicing forum



Initial position & goals

Current situation

Limited coverage

Missing standards

Non existing or limited interoperability
between service providers

Multitude of providers with different
backgrounds (in Germany only > 100)

Customer lack of information

Uncertainty of market participants, especially
considering legal issues

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Association targets

Increase acceptance

Standardisation and simplification

Defining quality standards

National and international
representation of interests

Up to date and consistent information

Active exchange of ideas and views

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**„Political“ target:
40 % of all invoices in Germany will be sent electronically by 2015!**

Members (09/2010)



- Ariba Deutschland GmbH
- B&L Management Consulting GmbH
- B4value GmbH
- Basware GmbH
- billinx- Lufthansa AirPlus
- Bonpago GmbH
- Bundesdruckerei / D-Trust
- CONXPERT GmbH & Co. KG
- Crossgate AG
- Crossinx GmbH
- Datev eG
- Deutsche Bank AG
- ebills & more GmbH
- elform GmbH
- eurodata GmbH
- EURO-LOG AG
- First Businesspost GmbH
- gotomaxx Software GmbH
- IDEAL SYSTEMS SA
- Itella Information GmbH
- Lobster GmbH
- LocaNet oHG
- nexMart GmbH & Co. KG
- OpenLimit GmbH
- Pagero AB
- Peters, Schönberger & Partner GbR
- Pitney Bowes Management Services
- Retarus GmbH
- Secrypt GmbH
- sgh AG
- TecCom GmbH
- Tieto Deutschland GmbH
- Trustpact GmbH

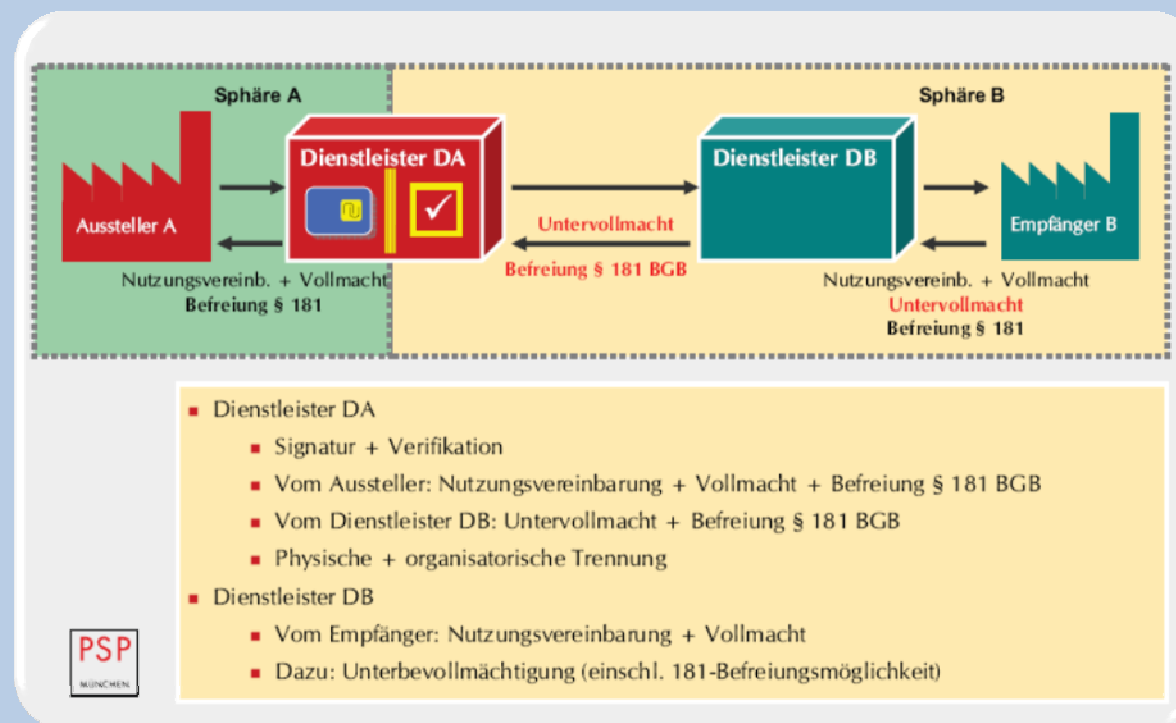
Organisation structure



Results: Roaming

Roaming always takes place if:

- The recipient has decided for one provider exclusively
- The recipient doesn't allow a direct connection (public interface)
- The supplier has decided for one provider exclusively



Results: Roaming



Roaming using the VeR-Standard:

- The first service provider creates the legal invoice
- A PDF container is build, including the following:
 - Human readable invoice
 - Standard-Roaming-Data set (Edifact)
 - Signature of the PDF
 - Signature verification protocol
- Only 1 file (PDF container) will be transmitted
- The second provider
 - Extracts the data set
 - Converts the data set according to the requirements of the recipient
 - Provides the data set to the different systems of the recipient
- Legal checklist

Perspective



Projects & Goals

- Crossborder interoperability
- CEN e-Invoice Workshop III
- VeR data base „Registered e-Invoice Provider“

Intrinsic value of the „VeR-network“

- Qualitative „VeR members sign Code of Ethics“
- Quantitative „100 members until 2011“

Improved cooperation with associations and organisations

- e.g. VDA, VMA, Vol, CEN
- National forum eInvoicing Germany

Thank you for your attention.



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