

# Basware expands global E-Invoicing network

5th E-Invoicing Operators' Forum  
Wednesday, October 13, 2010

*Vesa Peltola*

*Vice President and Head of Production, EPP Automation Services*

*Basware*

# Basware in Brief

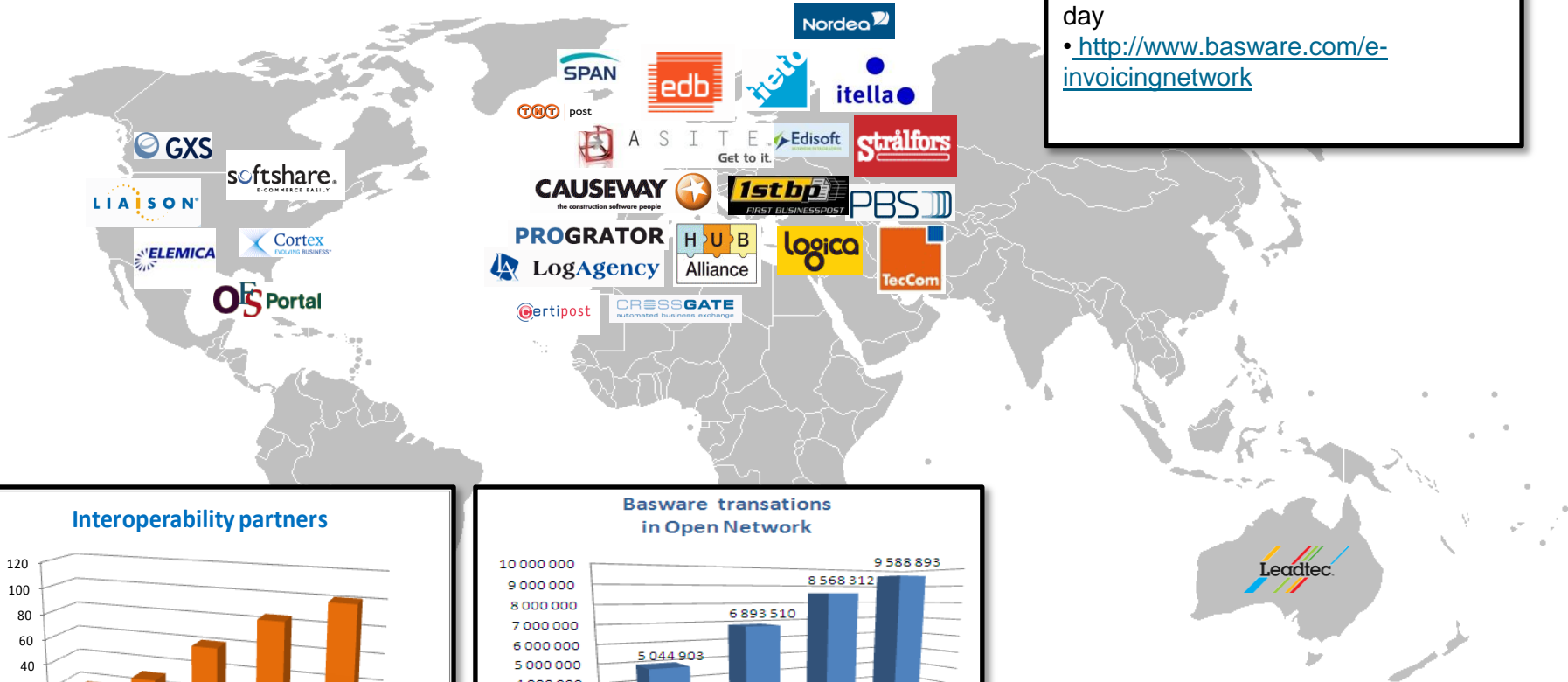
- The global leader in purchase-to-pay automation
- Develops software for procurement and financial process automation
- More than 1,000,000 software users in over 1,500 large organizations
- Services through a network of more than ten own offices in Europe, Asia and the US
- Business partners in over 30 countries
  
- Founded in 1985, publicly listed
- Net sales EUR 93 million in 2009
- 833 employees at end of Q2 2010



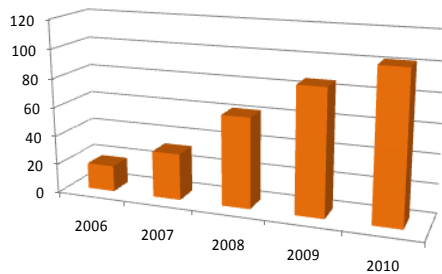
# Basware's Open Network

## Basware Open Network Facts

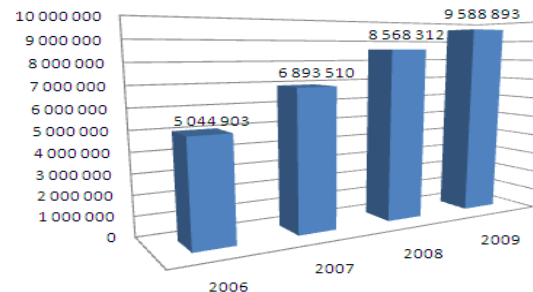
- Over 100 inter-operator agreements connecting over 160,000 organizations world wide
- Over 1 million e-invoice transactions per month, 75.000 transactions per day
- <http://www.basware.com/e-invoicingnetwork>



Interoperability partners



Basware transactions in Open Network



The Green Apple Award 2010



# The Green Apple Award 2010



- Basware is commended for helping businesses to improve their environmental best practice with its Global e-invoicing Open Network
- The UK-based award, which attracted more than 500 nominations, will be presented at a ceremony at the House of Commons in London later this year.



- The Basware Global e-invoicing Open Network promotes connectivity between buyers and suppliers helping companies to switch to e-invoicing, so they can bypass the vast amounts of paper invoicing that they produce each year to help them achieve Corporate Social Responsibility (CSR) or Green targets.
- The Open Network reduces the need to print, post, process, manually key-in, store and dispose of paper invoices

# Basware's vision to build Open Network

- Connect once – Connect with all
  - Customer connects once to Basware network. Immediately after that customer is capable of sending e-invoices to all recipients or receive e-invoices from all senders connected to network.
  - no separate project needed when sending to new receivers or receive from new sender.
  - No recurring projects → save time and money.
  - Transaction based fees.
- Global reach – Global and local partners
  - No national or regional limitations.
- Build a global e-invoicing address book
- Increase transaction volumes with Supplier Activation Campaigns
  - Basware will contact all suppliers on behalf of the buyer and ask them to send e-invoices instead of paper invoices.
  - Better results when buyer is ready to enforce the suppliers!
- Extend e-transactions from invoices to other business documents
- Follow and participate different cooperation forums and groups to follow and develop e-invoicing technology and business.

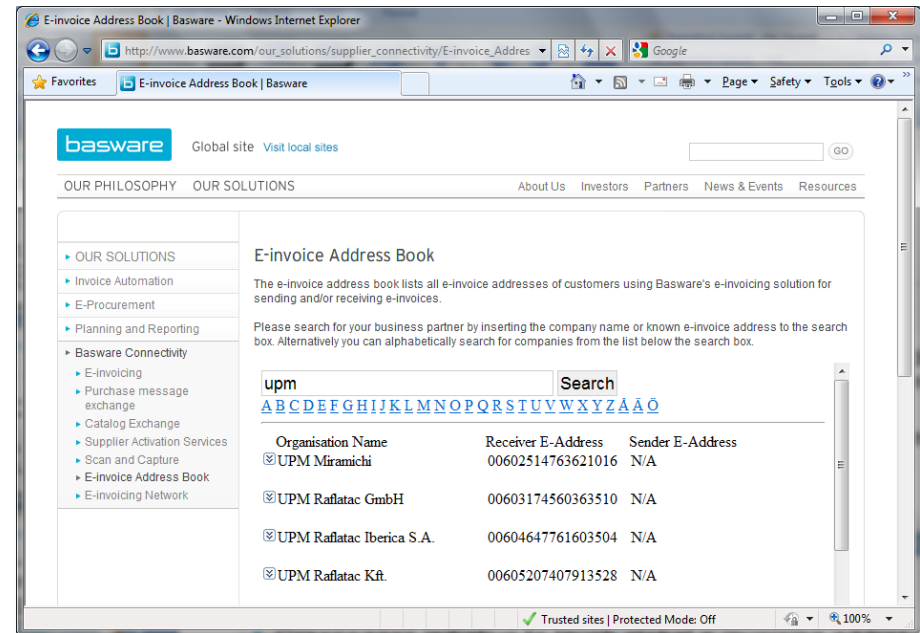
# The kind of interconnect partner we are looking for

- Reliable, willing to invest, shares the same ideology
- Willing to publish customer address book together with Basware
- Win-win situation, goal is to increase transactions for both companies
- Not supplier or buyer driven, geographical reach is more important
- Not only e-invoicing, but e-catalogs and purchase message delivery as well
- We believe that partnering with Basware will bring true business benefits to the partnering operator.
  - But we also understand that not all operators have the same philosophy or business model. That is also understandable and for those cases we have a wide range of solutions to offer directly to the end customers.



# E-invoice address directories

- It is essential to share supplier/receiver info between operators.
  - Why? E-invoicing address is like a telephone number: Sender need to know that in order to send the e-invoice to the correct receiver.
  - The more the end customers are aware of e-invoicing addresses, the more they can activate traffic independently generating benefits to themselves and more business to their oerator.
- Basware has listed all own customers at web site:  
[http://www.basware.com/our\\_solutions/supplier\\_connectivity/E-invoice\\_Addressbook/Pages/default.aspx](http://www.basware.com/our_solutions/supplier_connectivity/E-invoice_Addressbook/Pages/default.aspx)
- We participate in developing national and regional address books.



The screenshot shows the Basware E-invoice Address Book website. The search bar contains 'upm' and the search button is clicked. The results table is as follows:

Organisation Name	Receiver E-Address	Sender E-Address
UPM Miramichi	00602514763621016	N/A
UPM Raflatac GmbH	00603174560363510	N/A
UPM Raflatac Iberica S.A.	00604647761603504	N/A
UPM Raflatac Kft.	00605207407913528	N/A

Questions & comments?

Thank you!

[vesa.peltola@basware.com](mailto:vesa.peltola@basware.com)

[www.basware.com](http://www.basware.com)