

2009

# E-Invoicing / E-Billing in Europe

Taking the next step towards automated  
and optimised processes

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## Contents

<b>0. Executive Summary.....</b>	<b>6</b>
<b>1. Introduction .....</b>	<b>7</b>
1.1 The purpose of the Report .....	7
1.2 Methodology .....	7
<b>2. Improving the invoice management &amp; supply chain.....</b>	<b>8</b>
2.1 Your counterparts are anticipating the E-Invoice.....	8
2.2 Related processes and optimisation areas.....	8
<b>3. Business Case for Sender/Recipient.....</b>	<b>11</b>
3.1 Saving potential.....	11
3.2 Know your volume.....	12
3.3 Know your current and future costs .....	13
3.3.1 Current cost for outbound invoices .....	13
3.3.2 Current cost for inbound invoices .....	13
3.3.3 Future costs with automated processes .....	14
3.4 Business Case.....	14
3.4.1 Small businesses .....	14
3.4.2 Mid-sized and large businesses.....	14
<b>4. How to be successful with your project .....</b>	<b>16</b>
4.1 Success factors .....	16
4.2 Define the best Scope for your organisation .....	16
4.3 Know your environment.....	18
4.4 Scenario for internal implementation .....	19
4.5 Know the capabilities & constraints of your counterparties.....	20
4.6 Compliant rollout model for your counterparts.....	21
4.7 Solution scenarios.....	22
4.8 Roadmap.....	23
4.9 Project Checklist.....	23
<b>5. The market.....</b>	<b>25</b>
5.1 European document landscape .....	25
5.2 Invoice volume, streams, sectors.....	26
5.3 Relevance of cross-border traffic .....	28
5.4 Motives for replacing paper invoices .....	28
5.5 E-Invoicing in Europe .....	28
5.5.1 Large organisations as innovators.....	28
5.5.2 Market Maturity in the SME sector .....	29
5.5.3 Market Penetration.....	31
5.5.4 Current and estimated market growth.....	33
5.6 Evolving market models.....	34
5.6.1 Overview.....	34
5.6.2 Biller Direct Model .....	35
5.6.3 Buyer Direct Model .....	36
5.6.4 Direct Model as a Service .....	38
5.6.5 Consolidator Model .....	38
5.6.6 Hybrid Model.....	39
5.6.7 Total Invoice Management .....	40
5.7 E-Invoicing consolidator situation .....	40
5.7.1 Overview.....	40
5.7.2 Inter-operability among different consolidators.....	41
5.8 Market preference for various models.....	42

5.9	Market Trends .....	43
5.9.1	Fees for paper invoices .....	43
5.9.2	More innovative rollout models.....	43
5.9.3	Increasing cost pressure as an accelerator for E-Invoicing .....	43
5.9.4	Improve working Capital .....	43
5.9.5	Wide range of solutions offered for any size of organisation .....	44
5.9.6	Beyond E-Invoicing .....	44
5.10	Supporting initiatives .....	44
5.10.1	Standards.....	44
5.10.2	Electronic invoicing on the EU agenda.....	46
5.10.3	Other initiatives.....	47
5.11	The time is right for taking the next step now .....	48
<b>6.</b>	<b>Solutions &amp; Services .....</b>	<b>49</b>
<b>7.</b>	<b>Featured Sponsors .....</b>	<b>50</b>
7.1	Accounting Plaza.....	50
7.2	Accountis.....	54
7.3	Anachron .....	58
7.4	B2BE .....	61
7.5	Basware .....	63
7.6	crossgate .....	66
7.7	D-Trust .....	69
7.8	gotomaxx .....	73
7.9	Itella.....	75
7.10	Kofax.....	77
7.11	Microgen .....	80
7.12	PostFinance .....	82
7.13	SIX Paynet.....	85
7.14	Swisscom IT Services .....	88
7.15	Tieto.....	91
7.16	XYZMO .....	93
<b>8.</b>	<b>Appendix A: Law and regulations .....</b>	<b>96</b>
8.1	Legal acceptance of electronic invoices .....	96
8.2	Just an invoice file or a VAT compliant electronic original? .....	96
8.3	Minimum legal requirements .....	96
8.4	Cross border invoicing .....	97
8.5	Electronic invoice transport/processing by third parties .....	97
8.6	Procedure description .....	97
<b>9.</b>	<b>Appendix B: Glossary, Sources .....</b>	<b>99</b>
9.1	Glossary .....	99
9.2	Sources .....	100

## Table of Figures

Figure 1: Processes and optimisation areas for invoice issuers .....	8
Figure 2: Processes and optimisation areas for invoice recipients .....	9
Figure 3: Saving potential for invoice issuers (actual customer case) .....	11
Figure 4: Saving potential for invoice recipients (actual customer case).....	12
Figure 5: Key-metrics for number of invoices .....	12
Figure 6: Items to be considered in a business case .....	15
Figure 7: Optimisation scope for organisations .....	17
Figure 8: Priorities of invoice streams .....	17
Figure 9: Optimisation steps and benefits .....	19
Figure 10: Pattern for inbound invoices .....	20
Figure 11: Requirements of organisations .....	20
Figure 12: Different rollout models in use .....	21
Figure 13: Success rate for an organisation and the electronic proportion one year after launch.	21
Figure 14: Third-party services and applications .....	22
Figure 15: Indication for project and implementation time .....	23
Figure 16: European document landscape.....	25
Figure 17: Invoice volume breakdown by country .....	26
Figure 18: Invoice volume breakdown by industry (issuer view).....	26
Figure 19: Fragmented invoice streams .....	27
Figure 20: Invoice volume breakdown by industry (recipient view) .....	27
Figure 21: Market development following size of invoice streams .....	29
Figure 22: Result of a recent market analysis in Nordic countries and Germany.....	30
Figure 23: Results of a recent market analysis in Spain .....	30
Figure 24: Estimated market penetration 2009 per country .....	31
Figure 25: Reasons for different market development 2009 .....	32
Figure 26: Estimated market penetration 2013 per country .....	33
Figure 27: Reasons for different market development until 2013 .....	33
Figure 28: Overview about main market models .....	35
Figure 29: Biller Direct Model.....	35
Figure 30: Advantages and disadvantages of Biller Direct Model .....	36
Figure 31: Buyer Direct Model .....	37
Figure 32: Advantages and disadvantages of Buyer Direct Model.....	37
Figure 33: Advantages and disadvantages of Direct Model as a Service .....	38
Figure 34: Consolidator Model .....	39
Figure 35: Advantages and disadvantages of Consolidator Model.....	39
Figure 36: Total Invoice Management .....	40
Figure 37: Advantages and disadvantages of Total Invoice Management.....	40
Figure 38: Messages offered by European consolidators.....	41
Figure 39: Electronic invoice volume, B2B, B2C, direct and via Consolidator .....	42
Figure 40: Global and industry independent standards for invoices .....	45
Figure 41: Some EC initiatives, which affect E-Invoicing in some way .....	46
Figure 42: International initiatives affecting E-Invoicing in some way.....	47
Figure 43: Solution and Service overview of sponsors .....	49
Figure 44: Example of VAT compliant data set .....	97
Figure 45: Glossary .....	99
Figure 46: Sources used in this report.....	100
Figure 47: Other interesting Sources.....	100

## 0. Executive Summary

An organisation or business can save 1-2% of its turnover by replacing paper invoices and optimising the related processes. Due to the legal relevance and the many departments involved in an organisation, the invoice is a key item in the automation of the E-Procurement and Financial Supply Chain.

Electronic and automated invoice processes can result in savings of 60-80% compared to traditional paper based processing. Projects typically result in a payback period of 0.5-1.5 years. This report will give the reader useful information for achieving these results.

The European market has a volume of about 30 billion bills/invoices per annum. More than 12 million trees could be saved if electronic channels were to replace the vast majority of invoices, which are still paper-based.

In 2008, roughly 1 million European businesses and 23 million consumers exchanged one billion electronic invoices. It is expected that every day in 2009 1,200 businesses and 11,000 consumers will become new E-Invoicing users.

Nb. of Participants	2005	2006	2007	2008	2009 (E)
Consumers	10'301'000	14'796'100	19'570'000	23'318'833	28'343'250
Corporates & Organisations	161'482	353'339	637'736	955'539	1'394'302
<b>Total</b>	<b>10'462'482</b>	<b>15'149'439</b>	<b>20'207'736</b>	<b>24'274'373</b>	<b>29'737'552</b>

Remark: Only issuing companies and organisations are taken into account. The number of recipients (mostly PDF invoices) is much higher. It is likely that you may already find many of your customers and suppliers amongst these numbers.

E-Invoice volume	2005	2006	2007	2008	2009 (E)
<b>Total B2C &amp; B2B (millions)</b>	<b>340</b>	<b>510</b>	<b>730</b>	<b>1,010</b>	<b>1,360</b>

The overall market penetration still appears to be moderate. However, it must be appreciated that the electronic volume is generated by a fairly limited number of businesses in the market. An organisation supporting E-Invoicing quite often has a ratio of 70% electronic invoices with just 30% remaining as paper invoices.

Owing to the attractiveness of this market, about 350 service providers and another 150 software companies are offering their solutions.

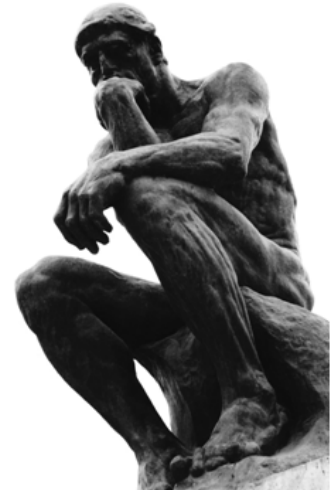
An increasing number of solution providers support not only invoice messages, but also many other structured messages and integrated processes along the E-Procurement and Financial Supply Chain.

Currently, a combination of factors should result in steady and strong market growth in Europe, stronger than in any other regions of the world:

- The economic weakness will increase the pressure on organisations to reduce costs, and optimise and automate processes; the potential concerning invoices is impressive
- Many European countries have already declared E-Invoicing as mandatory for all invoices sent from the private to the public sector; these projects are heavily supported by complementary marketing activities
- The European Union has the objective of becoming the leading region worldwide regarding the usage of ICT. As a result the European Commission has launched several projects supporting E-Invoicing
- In each European country there is a wealth of products enabling organisations of any size to use E-Invoicing at reasonable prices.

**5.11 The time is right for taking the next step now**

*Still wondering how E-Invoicing  
can help you save costs?*



## 6. Solutions & Services

The market models with corresponding solutions and its' advantages/disadvantages are described in chapter 5.6 Evolving market models.

Figure 43: Solution and Service overview of sponsors

Provider	Business to Consumer	Business to Business	Solutions (Hardware/Software)	Services	Billor or Buyer Direct Software	SaaS Software as a Service	Consolidator	Signature (standalone offering)	AR & AP components Invoice Management
Accounting Plaza	x	x		x		x	x		
Accountis		x	x	x	x		x	x	x
Anachron	x	x		x		x	x	x	
B2BE		x		x			x		
Basware		x	x	x		x	x		x
crossgate		x	x	x	x	x	x	x	
D-Trust		x	x	x		x		x	
gotomaxx		x		x			x		
Itella		x		x		x	x		
Kofax		x	x		x				x
Microgen	x	x	x	x		x			x
PostFinance	x	x		x			x		
SIX Paynet	x	x		x			x		
Swisscom IT Services		x		x		x	x	x	
Tieto	x	x		x		x	x	x	
XYZMO		x	x					x	

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