

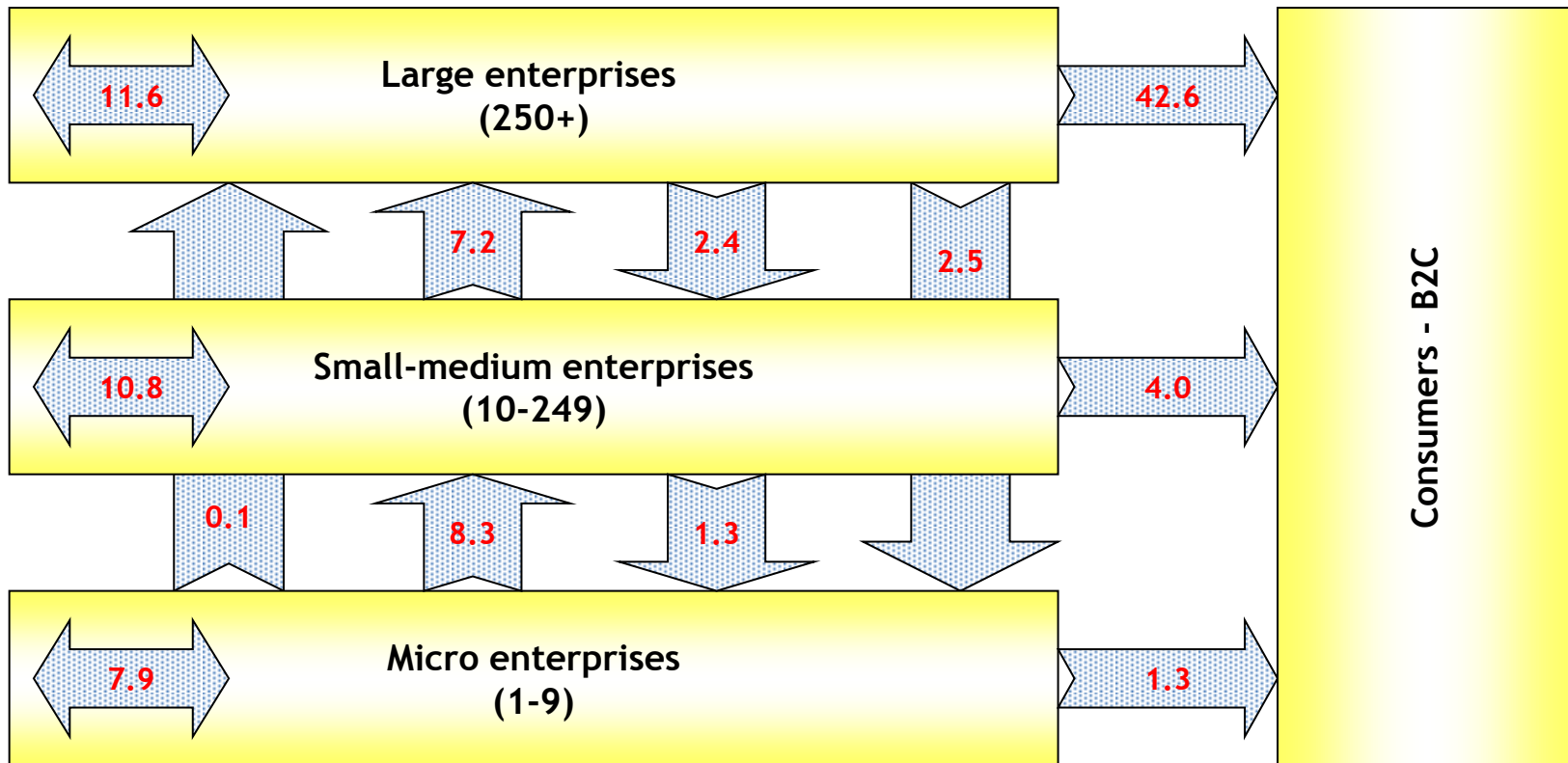
# Electronic invoicing system: a full pay-per-use model

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Easy eServices to Shape  
and Empower SME Networks  
in Central Europe

# Yearly invoices in Italy

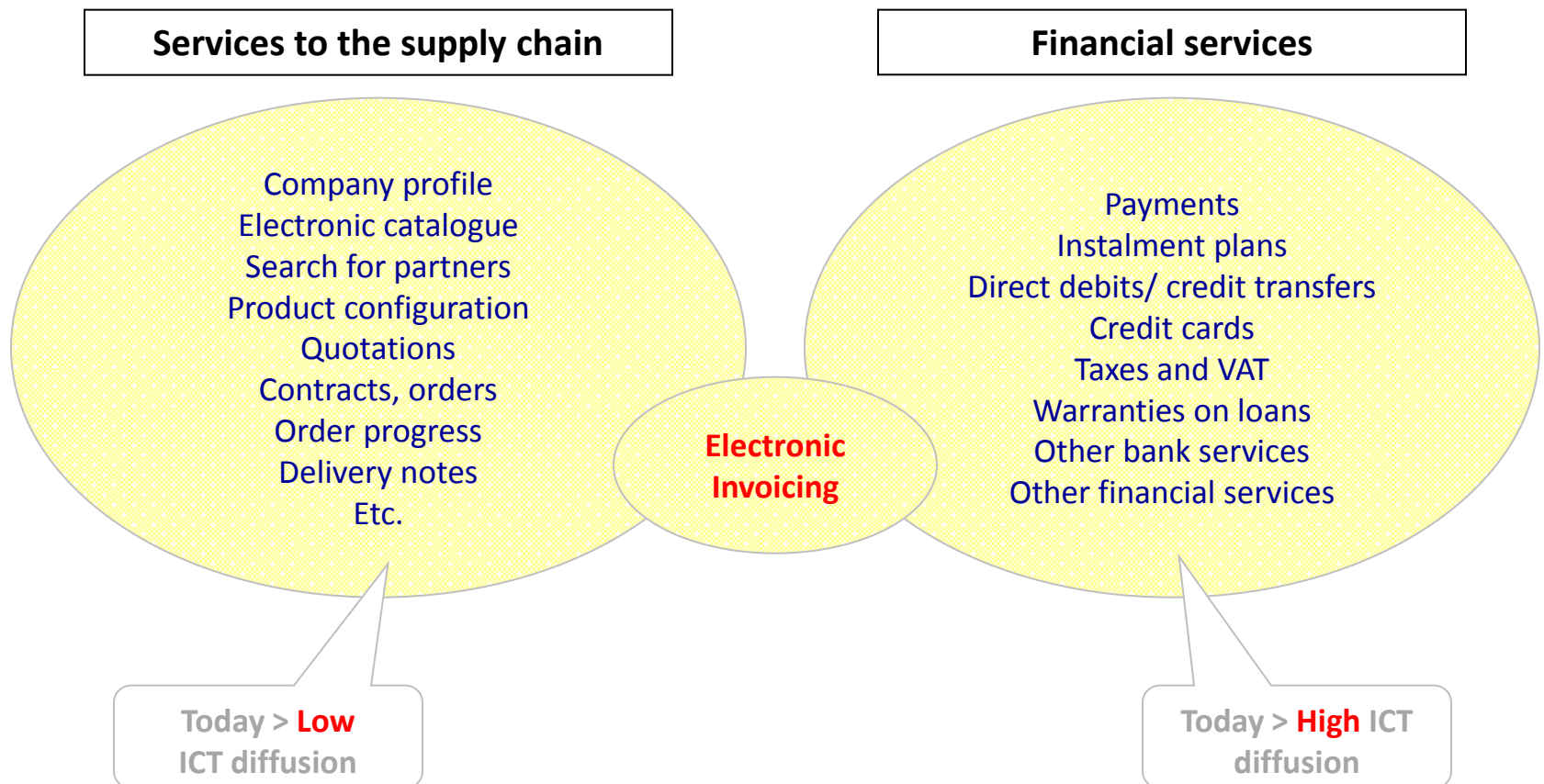
- About 2.5 billion invoices per year
  - About 1.3 billions are from B2B transactions
  - 2/3 on B2B invoices are issued / received by medium-small-micro enterprises



# Electronic invoice > objective

- **A powerful joining link**

- To accelerate the spreading of ICT solutions to **the entire order cycle**



# Electronic invoice for PA

## ■ The normative context

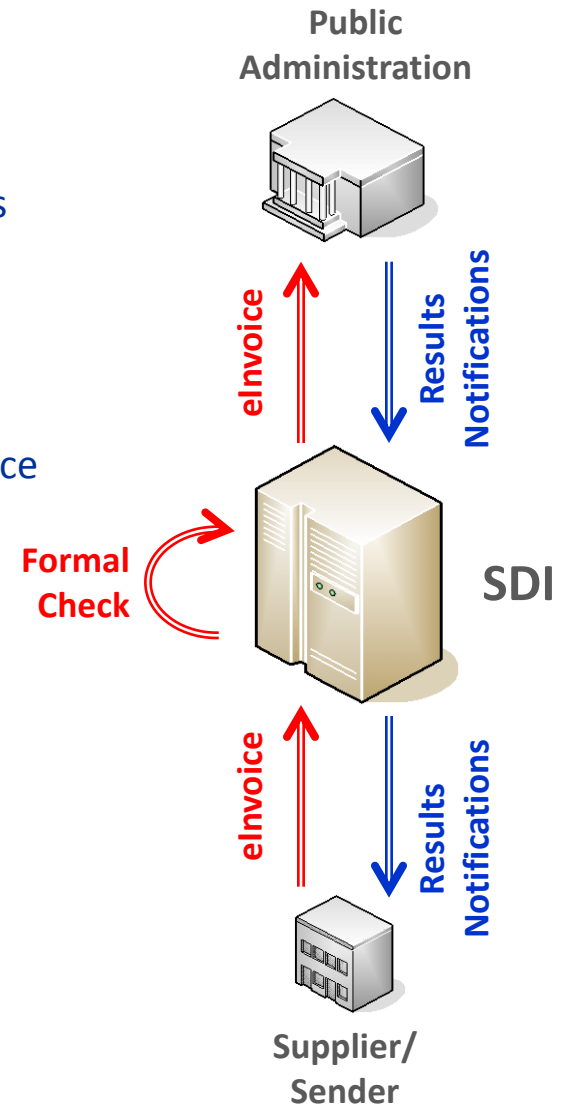
- Law **244/07**, art. 1 (209 -214)
- Decree 118/13 to regulate the introduction
- *“... starting from the established date every Public Administration cannot accept nor pay invoices received in a form different from the XML-PA standard format ...”*

## ■ Pathway to adoption

- **June 2014** > all central Public Administrations and their local branches (e.g. ministries, tax and social security agencies, schools, courts, etc.)
- **March 2015** > all other local Public Administrations (e.g. municipalities, provinces, regions, health care organisations, universities, etc.)

# The interchange system (SDI)

- **Designed in 2008**
  - Unique **point of invoice acquisition** and routing
  - eInvoices MUST be in XML-PA standard format
  - A specific workflow triggers verifications and notifications
  - SATA has been **testing the system** since 2012, first wave
- **Supplier > SDI > Public Administration**
  - The sender (supplier) issues invoices in XML-PA format
  - The SDI performs **formal compliance check** on each invoice
  - In case of error a rejection message is returned
  - If successful the SDI **forwards the invoice** to the PA
- **Public Administration > SDI > Supplier**
  - The recipient issues result notification (accept/reject)
  - The SDI forwards back that notification to the supplier
  - Notifications are due in strict time periods



# The intermediary role

## ■ Provision by law

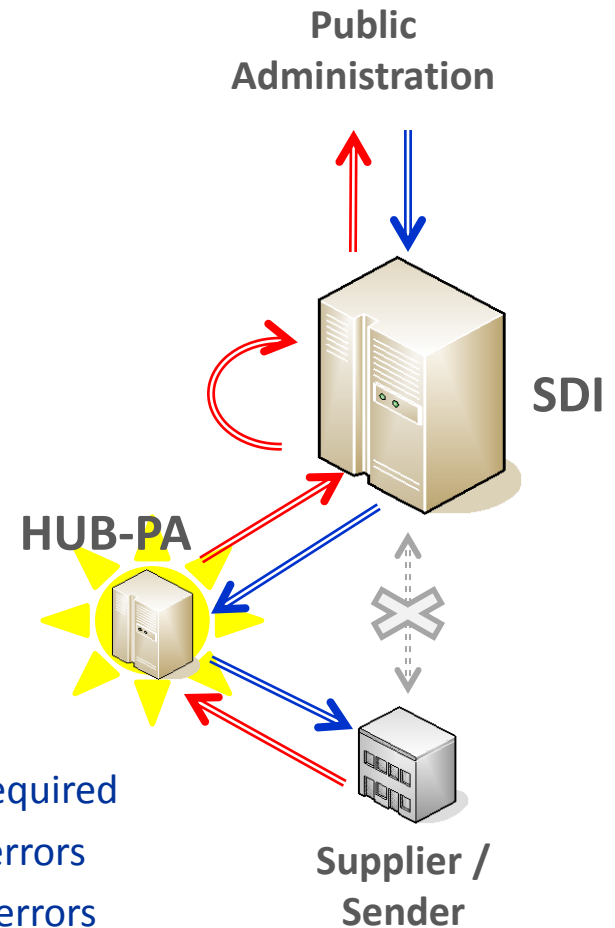
- To interleave **between Supplier and SDI**
- So as to accelerate the invoicing introductions
- Also foreseen between SDI and Public Administration

## ■ Which intermediation

- HUB-PA gets invoices in **any formats from any channels** (scanned images, pdf, spool, xml, csv, etc.)
- Applies the required formal checks on data
- Generates the correct XML-PA format
- Sends it to the SDI
- And manages the returned notifications

## ■ The HUB-PA technology by SATA

- Image invoices from scanner > 20% manual validation required
- Pdf/ spool invoices > 0,1% manual validation on actual errors
- Structured invoices > 0,001 manual validation of actual errors



# The organisational model

- **Two profiles**

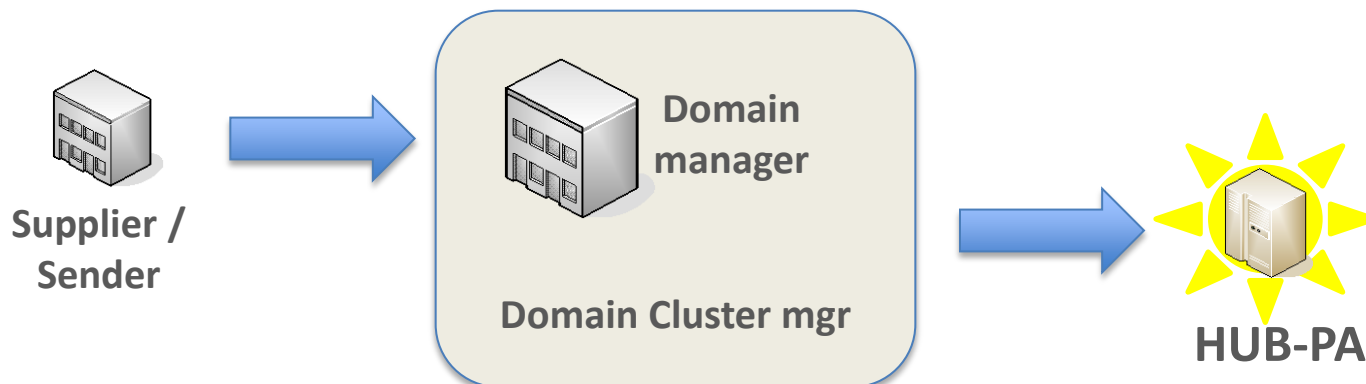
- The **Domain** manager
- The **Domain Cluster** manager
- Typically accounting consultants, software houses, enterprise associations

- **Domain manager**

- An organisation involving suppliers (often its current customers)
- Then designing the HUB-PA **offer and its pricing**
- And playing the role of first-level help desk

- **Domain Cluster manager**

- (if any)
- Promoting the intermediary role at candidate Domain managers



# The business model

## ■ The price chain

- HUB-PA (SATA) earns **X Euro per processed invoice**
- The Domain manager earns N times X (depending on the volume)
- Where X depends also on the original document format

## ■ Mass model

- **Minimal set-up cost**
- Price per single transaction
- **Price per volume thresholds**
- **Pre-paid batches**
- Periodical fee monthly, yearly)
- Combination of the above models

## ■ Enterprise model

- **Dedicated set-up project**
- High integration with the legacy system
- Periodical fee monthly, yearly
- **Price per single transaction**