

Generalizing e-Invoicing in Belgium

Insights

Permanent Representation of the Kingdom of
the Netherlands to the EU, 04-06-2019

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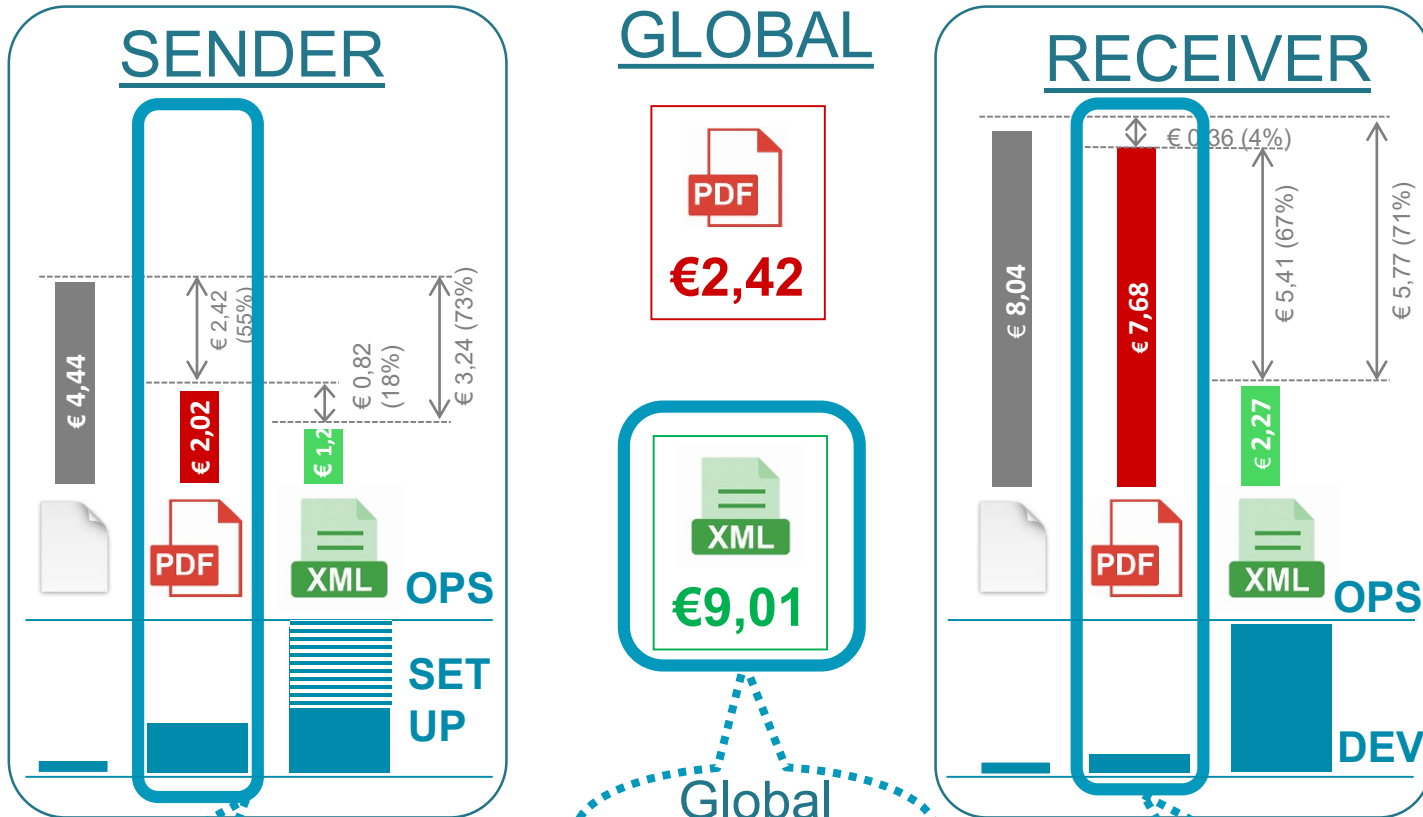
Content

I. Insights

- Cost of processing invoices
- Market Analysis
- eINV roadmap
- Evolution of benefits
- Conditions for a successful phase III

II. In Practice – the right mix

Costs of processing invoices per actor / per model



OK for sender:
Most benefits,
Zero-footprint

Global optimum

NOK for receiver:
no benefits

→ PDF: an unavoidable trap?

Market Analysis

Segment	# of entities	% received	<u>Exchange proportions:</u>	
			sectoral	cross-sector
Corporate	500	10%	80%	20%
Government	5.000	15%	20%	80%
SMB	1.000.000	25%	20%	80%
Households	5.000.000	50%	0%	100%

Nb: these are orders of magnitude, no exact figures

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On the other hand, **structured** eInvoicing:

- is sector-sensitive (like most IT applications)
- has been developed by Corporate segment (straight-through-processing)

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→ *Corporate model: another unavoidable trap?*

Market development phases

Phase /timing	Driver	Key-line
I. Discovery (1980 – 2010)	Corporate	No specific legislation; Focus = automation → prio= sectorial exchanges → Fragmented infrastructure and models
II. Pioneering (2010-2018)	GOV	VAT Directive (2010); Focus = reach → prio = low threshold → PDF take up
III. Structuring (2019 – 2024)	GOV	eINV Directive (2014); Focus= automation & reach; prio= shift to cross-sector → Unified infrastructure and models
IV. Mature	IT Sector	Commoditization, large-scale optimization, extension to eProcurement










NB: each phase builds upon achievements of previous phases

Market development phases

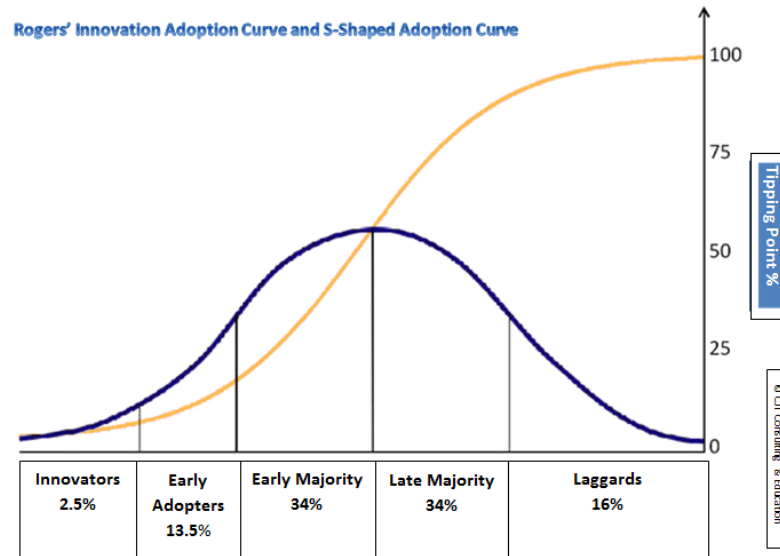
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III. Structuring (2019 – 2024)	GOV	eINV Directive (18/4/2019); Focus= automation & reach; prio= shift to cross-sector → Unified infrastructure and models
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Market development phases

Phase	End year	B&G2B&G mode&volumes	B&G2C mode&volumes	Yearly benefits
I. Discovery	2010	100 	0 	0,901
II. Pioneering	2018	100  + 200 	100 	1,627
III. Structuring	2024	400 	200 	4,088
IV. Mature		500 	500 	5,715

NB: volumes are in millions; benefits are in billions



Conditions for a Successful phase III:

Smoothen transitions:

PDF → XML

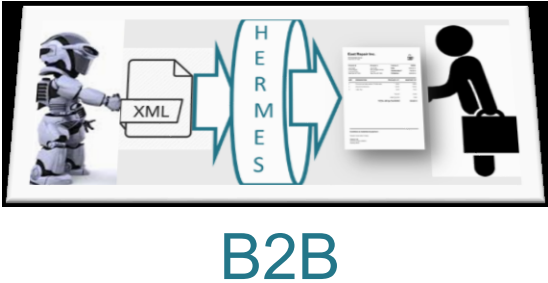
Sectoral → cross-sectors

Conditions for a Successful phase III: Smoothen transitions

- 1. Properly combine PDF and XML-based exchange to overcome PDF trap



eBOX

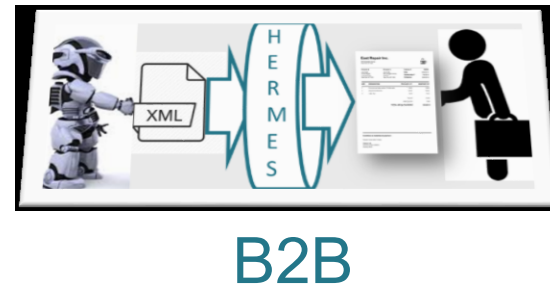


Conditions for a Successful phase III: Smoothen transitions

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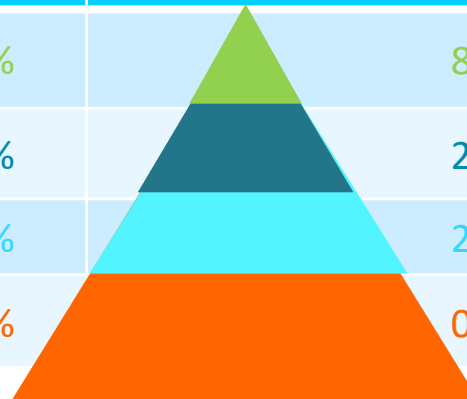


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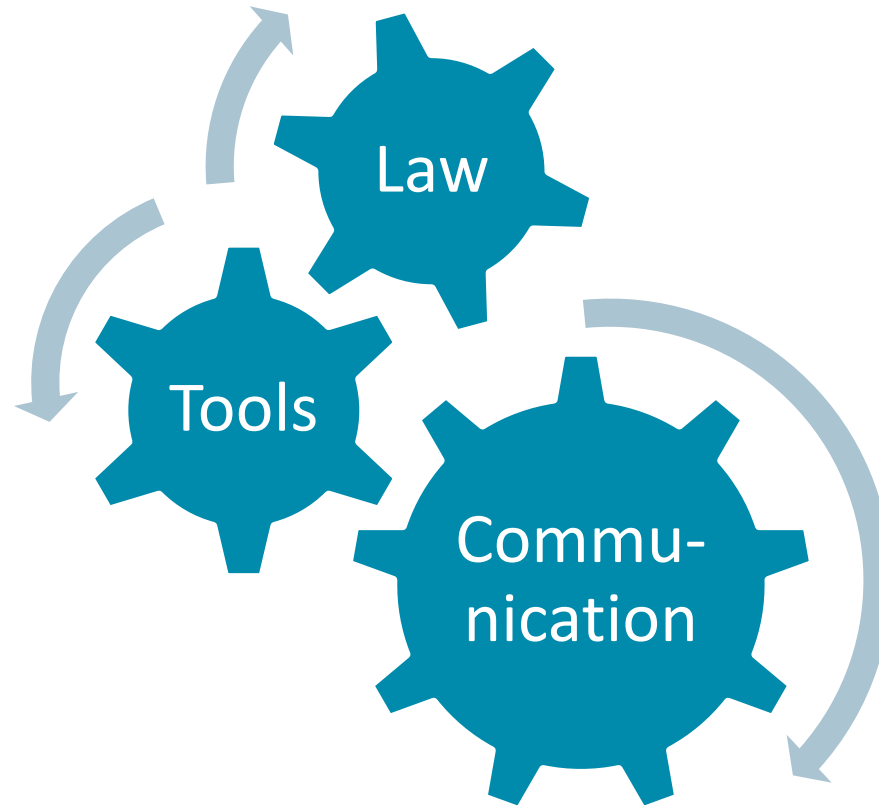


2. Rebalance sectoral and cross-sector exchanges to overcome sectoral trap

segment	# of entities	% invoices	Proportion sectoral / cross-sector, per segment	Proportion sectoral / cross-sector, evolution
Corporate	500	10%	80/20	80/20
Government	5.000	15%	20/80	TIPPING POINT > 44/56
SMB	1.000.000	25%	20/80	32/68
Households	5.000.000	50%	0/100	16/84



The Right Mix

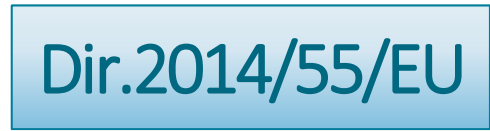
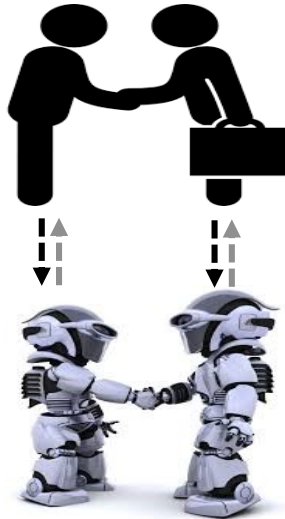


The Right Mix



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Thank you