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Scaling Smart:
The Critical Shift to e-Invoicing for Multi-Location Businesses

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Executive Snapshot

Consumers today are becoming early adopters of new technologies at an unprecedented pace. They pay for their morning coffee through mobile apps, ask virtual assistants to complete their shopping, and leverage AI to write job applications. By 2025, an estimated 79 percent of all transactions will be processed via mobile devices.[1] Despite the rapid advancements in technological innovation across businesses, and despite the widespread embrace of new technology by consumers, one crucial process lags behind, and it is a process that every business and consumer relies on: invoicing.

Approximately 80 percent of invoices worldwide are still processed manually, leaving businesses vulnerable to cash flow disruptions, inefficiencies, tax fraud, and security threats.[2] What's more, changing to an electronic invoicing system isn't going to be an option for much longer. With evolving regulatory frameworks and a growing list of country-specific mandates, staying ahead of these changes is critical for ensuring compliance and avoiding penalties. When it comes to e-Invoicing, multi-location businesses must decide whether to wait until compliance is forced or pave the way for their teams to adopt early and effectively.

The global e-Invoicing market is projected to grow to $15.5 billion by 2026.[3] This underscores the shift not only toward more efficient financial practices, but to regulatory compliance that will transform business processes. As governments implement Continuous Transaction Controls (CTCs) to combat fraud and tax evasion, e-Invoicing becomes a critical compliance tool that is required at some level in nearly every country.

As many financial experts know, benefits of e-Invoicing extend beyond compliance. Leveraging advanced technologies – such as learning language models – enhances transactional accuracy, efficiency, and results in real time. For IT departments, e-Invoicing offers scalable, integrated solutions that ensure data accuracy and reduce errors.

As executives plan for the year ahead, the focus is naturally to grow revenue at scale. When it comes to handling invoices and payments, the question becomes whether to scale slowly with traditional methods or scale smart with cutting-edge solutions. Adopting e-Invoicing presents a strategic opportunity to accelerate growth in a new digital era, one where today's technological advancements rival the introduction of the internet.

In this report, we will outline the latest in e-Invoicing that every executive needs to know to scale smart. We will discuss recent regional trends pertaining to e-Invoicing compliance, review the latest advancements in technology that impact payments and invoicing, and outline strategic playbooks for financial and IT executives to drive e-Invoice adoption in their organizations.

1. Paystand. B2B Payment Trends. Accessed September 27, 2024. https://www.paystand.com/blog/b2b-payment-trends.
2. Laube, Marcus, and Bruno Koch. The Global e-Invoicing and Tax Compliance Report: Watch the Tornado! Billentis GmbH, April 2024.
3. Storecove. Global e-Invoicing Trends: Comparative Analysis. Accessed September 27, 2024. https://www.storecove.com/blog/en/global-e-Invoicing-trends-comparative-analysis/.

Purpose of the Report

Oftentimes, when organizational leaders are asked to consider the long-term trajectory of the business, they are asked to think about where the company is headed in the next 5 to 10 years. Because of the rapidly changing landscape of electronic invoicing, we are challenging the reader to consider not what will happen in the next five years, but what will happen in the next two years. Financial and IT executives alike will recognize from this report that changes to invoice processing must go under way quickly within their organization to grow competitively and effectively – but those changes can be implemented with the right tools and resources behind the team.

The main purpose of Scaling Smart is to ensure that executives of multi-location businesses understand and appreciate the forecasted growth of the e-Invoicing market and how this growth will impact their organizations. Those who read this report will quickly recognize the impact global mandates have on the future of e-Invoicing, and how the rapid increase in these mandates will likely force them into a change. As such an upheaval to an invoicing process within an organization may be incredibly overwhelming to consider, this report also provides guidelines to gain executive buy-in for early adoption, and how to implement an e-Invoicing system into an organization without significant business disruption.

Key Insights

- **The e-Invoicing market is expected to grow from $8.9 billion in 2024 to $23.7 billion by 2028,[4] driven by both government mandates and consumer payment behavior.**
- **Governments worldwide are moving quickly to mandate e-Invoicing as a way to combat tax fraud, reduce costs, and improve overall financial transparency.**
- **The future of e-Invoicing lies in the integration of advanced technologies, such as decentralized five-corner Continuous Transaction Control (CTC) models, which are expected to be widely adopted by 2030.**
- **AI is not only improving transactional accuracy and automating processes, but also being leveraged by governments to combat tax evasion.**
- **As mobile invoicing becomes more prevalent, businesses will need to implement stronger authentication procedures to ensure security.**

4. Laube, Marcus, and Bruno Koch. The Global e-Invoicing and Tax Compliance Report: Watch the Tornado! Billentis GmbH, April 2024.

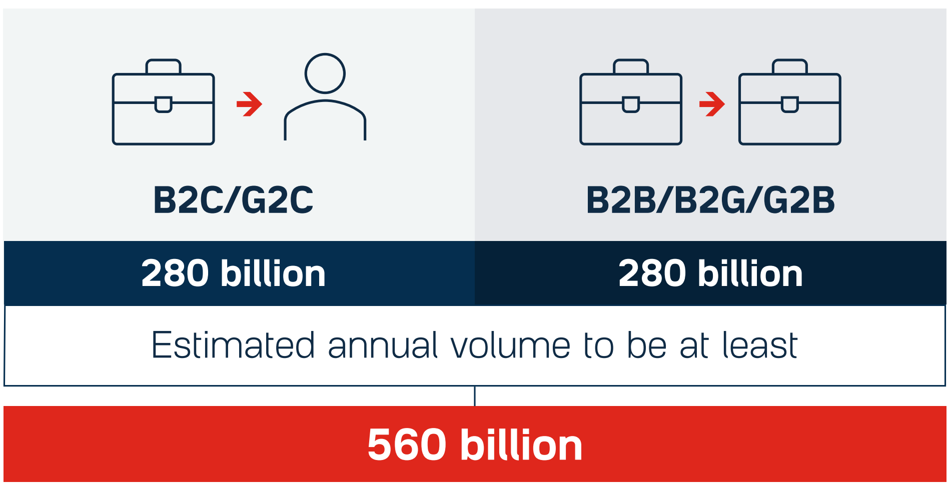
Scale or Stumble: Why the Shift to Electronic Invoicing Can't Wait

Today's e-Invoicing Market

As previously discussed, only 20 percent of invoices processed worldwide are currently electronically processed. Ready or not, global regulations will force that 20 percent statistic to skyrocket to nearly 100 percent. In the following section, we will explore the driving forces behind the surge in electronic invoice adoption and provide insights into what various regional markets can expect as they navigate new requirements.

The History and Future of e-Invoicing

Estimate for global bill/invoice volume 2024:



While paper invoicing has been on the decline for decades, the difficulty in establishing a full-scale e-Invoicing model has kept paper invoicing as a normal process for many organizations. This is rapidly changing due to growing consumer demand and global mandates. In 2024, the annual number of electronically processed invoices is expected to surge to 560 billion, from the current 125 billion. The e-Invoicing market, valued at $8.9 billion in 2024, is projected to reach $23.7 billion by 2028.[5]

Consumer demand for efficient, mobile-first payment methods is part of the reason behind the extraordinary growth in e-Invoicing. The rapid rise in smartphone users is expanding new markets at nearly every turn. As more consumers adopt mobile payment technology, more organizations are adopting ways to drive payment efficiency. In other words, consumers want to pay instantly, and companies have to follow suit.

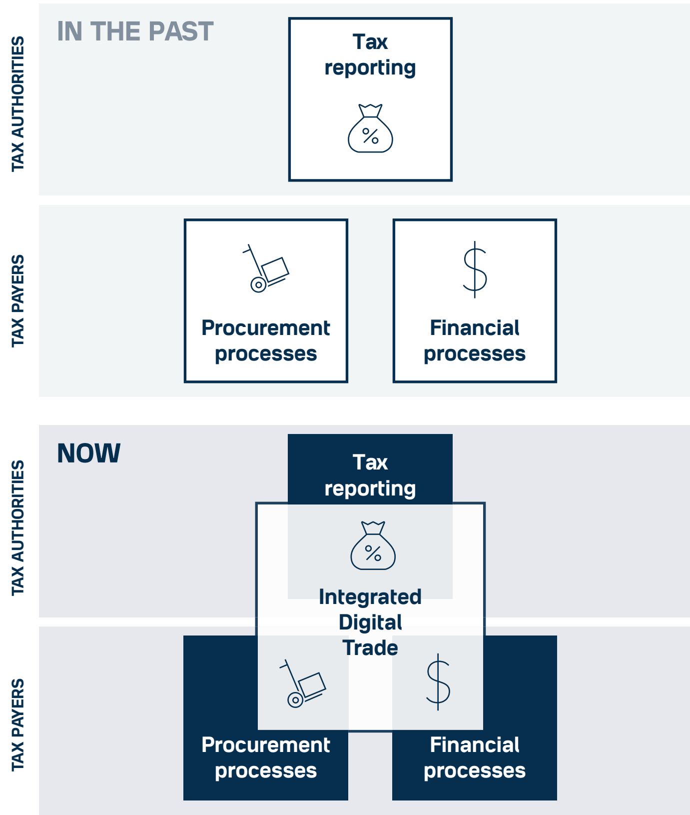
While consumers are demanding quicker payment options, governments are demanding an end to troubling tax fraud and evasion patterns. The 2024 Global Tax Evasion Report from the EU Tax Observatory reveals that an estimated 25 percent of offshore wealth

5. Laube, Marcus, and Bruno Koch. The Global e-Invoicing and Tax Compliance Report: Watch the Tornado! Billentis GmbH, April 2024.

evades taxation. This results in the loss of nearly 10 percent of global corporate tax revenues.[6] The emergence of AI is also heavy on the radar for many government entities; fraudsters are using AI to create more sophisticated schemes, while governments are leveraging AI to uncover them.

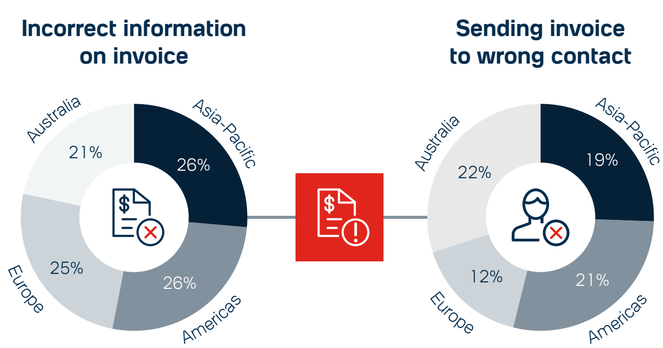
Looking ahead, many countries are expected to adopt a decentralized five-corner CTC model by 2030, offering benefits such as staged deployment, tax customization, and reduced risk overall. In the embedded finance market, B2B payments are projected to quadruple, growing from $1.9 billion in 2021 to $6.7 billion by 2026.[7]

As a result of the decentralized five-corner CTC model, businesses of all sizes are expected to adopt Integrated Digital Trade. In addition to regulatory compliance, an Integrated Digital Trade model automates transactions and financial operations to greatly reduce costs, combat security concerns, and limit overall human error.



The Latest Epidemic: Late Invoicing

One may wonder why e-Invoicing has gained such unprecedented momentum, and much like other financial shifts in recent years, it all ties back to COVID-19. 2020's pandemic led to a significant increase in late invoice payments across both B2B (Business-to-Business) and B2G (Business-to-Government) transactions. Approximately 43.9 percent of Italy's B2B invoices remain unpaid, with delays extending up to 30 days. Similarly, France experienced a 56 percent delay in on-time payments, while 91 percent of SMEs in South Africa reported late payments.



One major cause of late invoicing is the initial inaccuracies in paper documentation. In Australia, only 77 percent of invoices issued in 2015 had the correct legal name, highlighting the need for improved accuracy in invoice processing.[8]

This is one of the reasons why e-Invoicing has garnered paramount importance. The document inaccuracies that plagued late invoicing during the pandemic can be practically evaporated through electronic means, ensuring greater financial stability for organizations moving forward.

Would e-Invoicing be so heavily mandated nowadays if it weren't for the pandemic? Perhaps not. This serves as a reminder that even in difficult times, progress and innovation can pave the way for lasting positive change.

6. Stilgitz, Joseph, et al. Global Tax Evasion Report 2024. EUtax Observatory.
7. Laube, Marcus, and Bruno Koch. The Global e-Invoicing and Tax Compliance Report: Watch the Tornado! Billentis GmbH, April 2024.
8. Laube, Marcus, and Bruno Koch. The Global e-Invoicing and Tax Compliance Report: Watch the Tornado! Billentis GmbH, April 2024

Government Mandates & Complexities

One of the primary reasons why the adoption of electronic invoicing cannot wait is quite simple: because governments aren't waiting.

Most national governments have introduced regulations mandating the adoption of e-Invoicing to reduce costs, combat tax evasion, and address growing security concerns. As mobile transactions, particularly those using QR codes, continue to rise, stricter regulations are expected, requiring more robust customer authentication data. This shift signals an increasing demand for service providers who understand the complexities of e-Invoicing regulations and can help businesses navigate these evolving compliance landscapes.

Many countries are transitioning to a CTC model to provide greater accuracy and compliance of tax audits, and the success of this approach is evident; Brazil saw a $58 billion increase in tax revenue, while Chile, Mexico, and Colombia have significantly reduced tax evasion by up to 50 percent.[9] With this progress, uniform global implementation of CTC is likely.

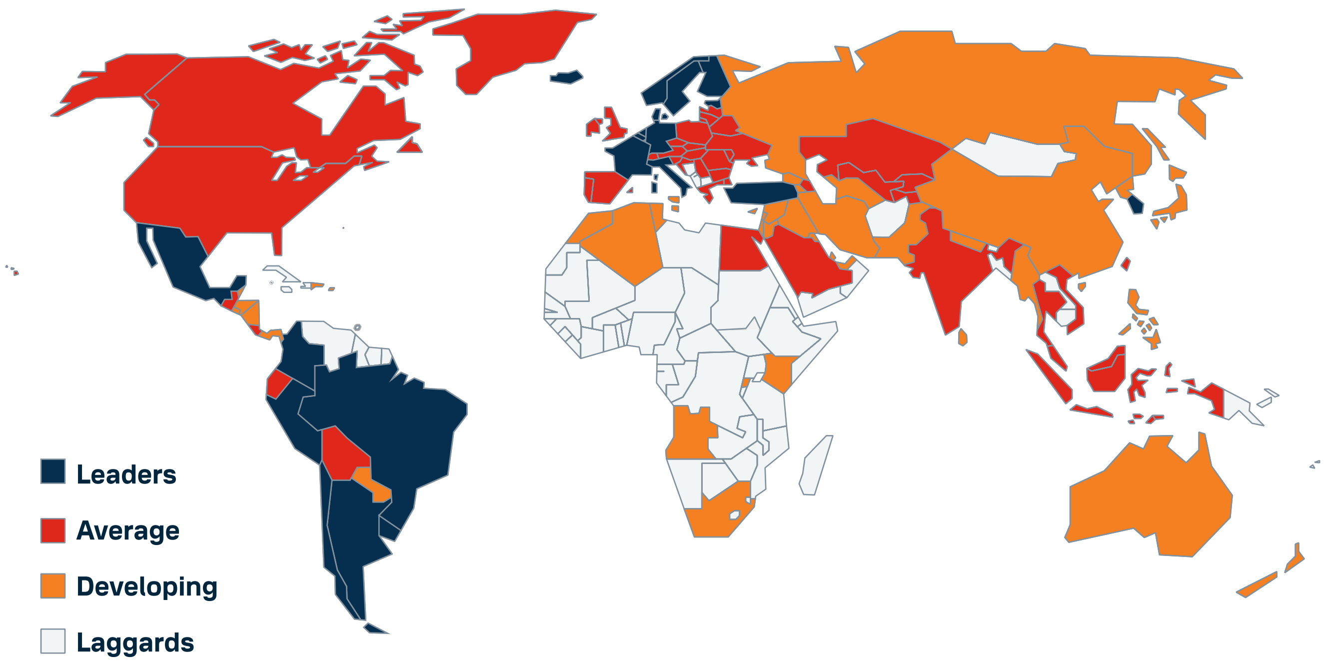
The evolution of Peppol specifications – a secure, international network launched in 2008 that allows businesses to exchange documents and data with anyone else registered as part of the network – has made it easier than ever for governments to adopt mandatory electronic invoicing by enabling smoother domestic and cross-border compliance. As the process is more streamlined than ever, one should expect government mandates to increase exponentially.

Digital Reporting Requirements (DRR)					
Periodic Transaction Controls		**continuous** Transaction Controls			
Aggregated	**Detailed**	**Real-time Reporting**	**Clearance**	**Centralized Exchange**	**DCTCE/ 5 Corner**
→ VAT Return → Sales listing	→ SAF-T → Transaction lisgting	→ Invoice data/ → Other data	→ Pre/Post → Simplex → Duplex		→ Simplex/ → Duplex

9. Laube, Marcus, and Bruno Koch. The Global e-Invoicing and Tax Compliance Report: Watch the Tornado! Billentis GmbH, April 2024.

Regional Outlook

To gain a comprehensive understanding of the various compliance initiatives related to e-Invoicing, we will now shift our focus to the regional outlook for 2025 and beyond. This section will explore the evolving regulatory landscape across different regions and the implications for multi-location businesses.



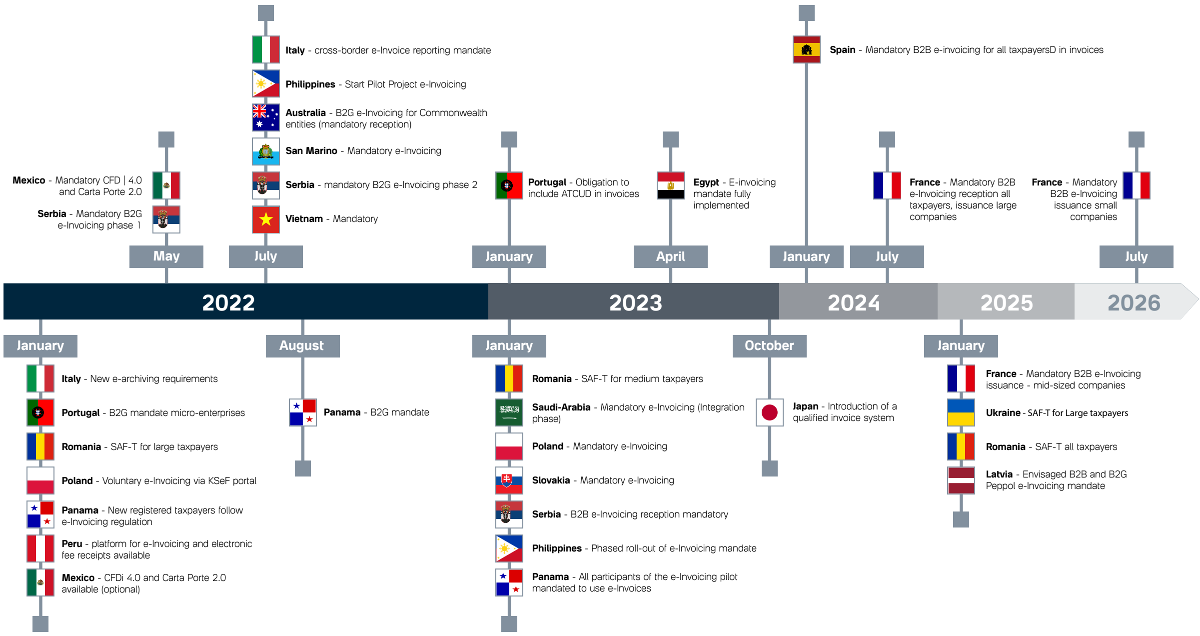
Expected global volume of e-invoices and personalized e-receipts in 2024: 125 billion
Strongly rounded figures

Recipient segment	Europe	LATAM	North America	APAC	Rest of World
Consumer	**8**(38%) of 21	**17**(48%) of 35	**7**(41%) of 17	**33**(17%) of 190	**1**(7%) of 14
Business & Government	**11**(52%) of 21	**18**(51%) of 35	**9**(53%) of 17	**20**(11%) of 190	**1**(7%) of 14

Estimated electronic volume in billion (proportion in %)
of total invoice volume in billion

Relative growth rates

e-Invoincing Compliance Timeline (Source: PWC)



Asia-Pacific

The Asia-Pacific region is leading the way in e-Invoicing mandates. As the Asian market, outside of South Korea, is new to tax digitization, accelerating e-Invoicing mandates has been crucial to VAT control.[10] Kazakhstan, Singapore, South Korea, Taiwan, and Turkey have achieved significant market adoption rates, and all Chinese provinces began introducing their e-Fapaio programs as of 2023, setting the stage for enterprises to eliminate paper invoices.[11]

Singapore's Digital Surge: e-Invoicing Mandates Redefine APAC in 2024

First social media, now invoicing. From TikTok to the IRAS, Singapore is revolutionizing the way consumers and businesses manage operations at a global scale. As of April 2024, the Inland Revenue Authority of Singapore (IRAS) announced a phased voluntary introduction of the e-Invoice mandate via the InvoiceNow network, which means that GST-registered businesses will be required to transmit invoice data to IRAS using InvoiceNow solutions through a phased implementation up through April 1, 2026.[12] Complying with e-Invoicing in Singapore will be challenging for many organizations, as the InvoiceNow platform utilizes a 5-corner Peppol CTC model that adds an extra step where Access Points also send documents to the tax platform.[13]

Organizations working with Singapore-based businesses will need to be compliant to the most modern electronic invoicing standards possible, and its specifications in document transference will be especially scrutinized. Financial executives must take note of these evolving requirements, as staying ahead of such mandates will be critical to maintaining smooth operations and avoiding potential penalties.

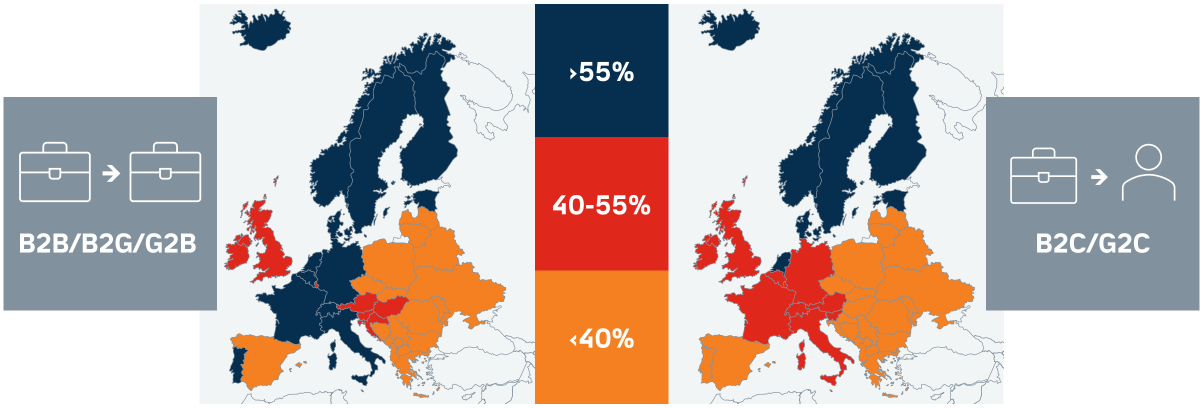
10. Hysi, Joanna. Asia Pacific e-Invoicing: Key Updates and Trends. Sovos, June 18, 2024. Accessed October 11, 2024. https://sovos.com/blog/vat/asia-pacific-e-invoicing/.

11. Laube, Marcus, and Bruno Koch. The Global e-Invoicing and Tax Compliance Report: Watch the Tornado! Billentis GmbH, April 2024.

12. Edicom. Singapore: InvoiceNow Project for Electronic Invoicing via Peppol. Accessed October 11, 2024. https://edicomgroup.com/blog/singapore-encourages-the-use-of-e-invoicing-with-peppol

13. Basware. e-Invoicing Compliance and Regulatory Updates - Singapore. Accessed October 11, 2024. https://www.basware.com/en/compliance-map/singapore

Adoption rate of e-invoicing in European countries for the year 2024: (Source: PWC)



European Union

The EU's Directive 2014/55/EU, effective since April 2019, mandates that all public administrations must accept and process B2G e-Invoices. Building on this, the VAT in the Digital Age (ViDA) initiative was introduced on December 8, 2022, requiring all businesses to exchange intra-community invoices electronically by 2028, alongside mandatory B2B digital reporting.[14] This directive aims to reduce VAT fraud, which caused €99 billion in losses in 2020. Traditional PDFs will not comply with the new standards, as VAT-compliant invoices must be archived in their original digital format. e-Invoicing is essential within VAT frameworks, covering core sales tax, trade invoicing, and B2G transactions.

The EU Shakeup: Germany's Growth Opportunities Act

The EU is certainly implementing some of the strictest mandates in electronic invoicing out of any region, and for 2025, all eyes are on Germany. Beginning January 1, 2025, all businesses in Germany will be required to receive and process e-Invoices in a structured format that complies with the European standard EN 16931.[15]

This mandate will have a significant impact on businesses operating in Germany, requiring them to reassess and upgrade their invoicing systems. By enforcing electronic invoicing, businesses will need to adopt technology that ensures real-time data access and automated processing. While the move toward e-Invoicing will enhance operational efficiency, companies must act promptly to implement the necessary systems to avoid penalties and stay compliant with these new regulations.

United Kingdom

In the UK, e-Invoicing is not currently mandated at either a B2G or B2B level except for public services such as the National Health Service (NHS). With that said, the British government is strongly encouraging the use of e-Invoicing, particularly for B2G transactions.[16] Despite having left the EU in 2020, the UK still follows VAT invoicing directives, allowing for electronic invoices to be treated equally with paper ones. Organizations that heavily work in both the UK and the EU should take advantage of the benefits of electronic invoicing initiatives by employing the same process across the board.

14. KPMG. EU: New Draft of EU VAT Reform (VAT in the Digital Age - ViDA). Accessed September 27, 2024. https://kpmg.com/us/en/taxnewsflash/news/2024/05/tnf-eu-new-draft-of-eu-vat-reform-vat-in-digital-age-vida.html.

15. Avalara. Germany: Mandatory e-Invoicing by 2025. Accessed October 1, 2024. https://www.avalara.com/blog/en/europe/2024/03/germany-mandatory-e-Invoicing-2025.html

16. Comarch. Mandatory Electronic Invoicing in the United Kingdom. Accessed October 11, 2024. https://www.comarch.com/trade-and-services/data-management/e-Invoicing/e-Invoicing-in-united-kingdom/

North America

Leaning on lessons learned from the implementation of other international models – particularly in the EU – the United States is moving toward a federal e-Invoicing mandate.[17] The focus is primarily on government procurement, as more and more federal agencies and their suppliers are being required to implement electronic invoicing systems. Future legislation is expected to push for nationwide adoption across various industries; e-Invoicing is also not currently required in Canada, but it is widely encouraged. The Canada Revenue Agency (CRA) established a task force in 2021 to review the possibility of a B2B e-Invoicing mandate, considering how such a mandate would improve tax compliance and the overall taxpayer experience.[18]

Australia

Australia is slowly employing B2B e-Invoicing mandates based on company size in three stages. It is expected that by July 2025, all companies of all sizes will be required to exchange electronic invoices in the Peppol format, with requirements having begun in July 2023 for large companies and July 2024 for medium-sized businesses.[19] These mandates are still under review by the Australian government and have not been officially mandated yet.

Latin America

Multiple countries in Latin America have begun the implementation of e-Invoicing mandates. Mexico and Brazil led the way, with Argentina, Chile, Colombia, Costa Rica, Ecuador, Guatemala, Honduras, and Peru also having implemented mandatory e-Invoicing regulations within the past two years.[20] These mandates were not limited to traditional invoicing but extended to other areas like transportation documents, payroll, and tax documentation to gain comprehensive oversight of tax compliance. The region's emphasis on real-time reporting models has significantly improved tax collection efficiency and reduced fraud, setting a high standard globally for e-Invoicing compliance.

Africa

To combat a troubling VAT compliance gap that hovers around 50 percent, one fourth of African countries have initiated electronic oversight for business transactions.[21] Egypt, in particular, has developed a central government platform for B2B e-Invoicing to combat tax fraud, and Zambia is set to introduce a nationwide electronic invoicing system to access and monitor commercial transactions in real time. Much of these mandates are echoed throughout Agenda 2063: The Africa We Want – a rigorous plan to re-establish digital transformative commitments across the continent.[22]

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17. Comarch. The Road to e-Invoicing Mandates in the United States – Part One. January 16, 2024. Accessed October 11, 2024. https://www.comarch.com/trade-and-services/data-management/news/the-road-to-e-Invoicing-mandate-in-the-united-states-part-one/
18. Basware. e-Invoicing Compliance and Regulatory Updates - Canada. Accessed October 11, 2024. https://www.basware.com/en/compliance-map/canada
19. Comarch. Mandatory Electronic Invoicing in Australia. Accessed October 11, 2024. https://www.comarch.com/trade-and-services/data-management/e-Invoicing/e-Invoicing-in-australia/
20. Bakker, Nikki. 2024 Global e-Invoicing Trends: Comparative Analysis by Region. Storecove, August 18, 2024. Accessed October 11, 2024. https://www.storecove.com/blog/en/global-e-Invoicing-trends-comparative-analysis/?unbounce_brid=1727921674_7050548_9b1a1b28bdccf9c2631a6513b6db452a
21. Bakker, Nikki. 2024 Global e-Invoicing Trends: Comparative Analysis by Region. Storecove, August 18, 2024. Accessed October 11, 2024. https://www.storecove.com/blog/en/global-e-Invoicing-trends-comparative-analysis/?unbounce_brid=1727921674_7050548_9b1a1b28bdccf9c2631a6513b6db452a
22. Seres Grupo Docaposte. Recent Advances in e-Invoicing Across Africa. Accessed October 9, 2024. https://blog.groupseres.com/en/e-Invoicing-africa.

Scaling Your Tech: Key Trends & Considerations for e-Invoicing

While global regulations are driving the widespread adoption of e-Invoicing, government mandates alone don't fully capture the significance of this shift. Emerging technological trends, largely shaped by consumer behavior, are rapidly transforming the invoicing landscape. To stay competitive, executives must keep pace with advancements and take note of times in which e-Invoicing complements consumer and economic advancements. This section highlights some of the most influential technological developments projected to revolutionize invoicing in 2025 and beyond, underscoring why scaling smart is crucial for maintaining a competitive edge.

Blockchain and Beyond

Blockchain technology has seen its series of setbacks, but despite its controversy, one thing remains clear: Blockchain isn't going away, and it has a tremendous impact on invoicing processes.

In January 2024, the U.S. Securities and Exchange Commission (SEC) approved several cryptocurrency exchange-traded funds (ETFs), significantly boosting investment interest in the blockchain sector. The combination of asset tokenization and decentralized finance (DeFi) is expected to drive forward the adoption of blockchain technology, reinforcing stability within the crypto ecosystem.[23]

For those monitoring cryptocurrency trends in the upcoming years, the biggest evolution will pertain to regulation. By 2025, it is expected that more nations will have established clear guidelines for using, trading, and taxing cryptocurrencies. Regulations will be necessary for cryptocurrency to become a mainstream form of money, as the lack of clarity and abruptly implemented restrictions have stunted growth in recent years.

Structured electronic invoicing will be a critical element to any blockchain wave, as it enables seamless, compliant, and accurate financial transactions on decentralized platforms. This integration will be vital for ensuring the legitimacy and scalability of blockchain-based financial systems.

23. Green.org. Future of Cryptocurrency: 2025 Trends, Predictions & Investment Insights. Accessed October 1, 2024. https://green.org/2024/08/13/future-of-cryptocurrency-2025-trends-predictions-investment-insights/.

AI-Powered Invoicing

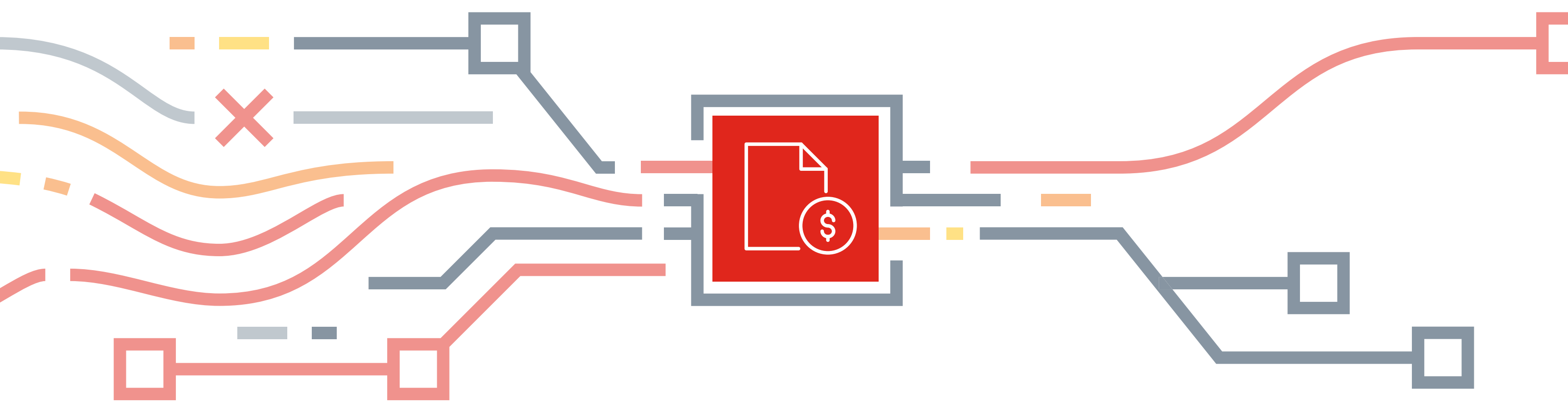
It's not a buzzword; it's a new age. Artificial intelligence (AI) is playing an incredibly important role in e-Invoicing systems, significantly improving transactional accuracy and streamlining processes. By leveraging AI, businesses can greatly enhance VAT and sales-tax reporting, detect abnormalities, and maintain a clear audit trail. Future applications of AI in e-Invoicing include the use of natural language processing (NLP) to understand and process invoices written in everyday language, reducing the need for manual data extraction. AI can also automate the entire invoicing and payment cycle, implement dynamic pricing models based on real-time factors, and autonomously resolve disputes without human intervention.[24] Furthermore, AI-driven predictive models will allow businesses to assess supplier and customer risk, helping to anticipate late payments and proactively manage revenue risk.

With global tax compliance becoming increasingly complex, AI will be crucial in ensuring e-Invoicing systems comply with regulatory frameworks across different regions.[25] Just like any industry, adopting AI technology is vital to continued business growth in 2025 and beyond. Those who do not utilize AI in their invoice processing will unfortunately be left behind.

What's the Risk, Really? AI's Impact on e-Invoicing Fraud

When AI hit the business mainstream in 2023, many organizations were rightfully concerned with the impact AI would have on security initiatives. As a result, many enterprise organizations banned the usage of AI on company devices. Now that AI is a must-have as opposed to a nice-to-have, however, many organizations are quickly realizing the positive security impact of AI in invoicing.[26] A few considerations include:

- **Identifying Irregular Payment Patterns:** AI can recognize irregular patterns at a significantly quicker rate than human review, reducing time spent detecting (or, in some cases, not detecting) fraud.
- **Detecting Fake Vendors:** AI can quickly flag newly created vendors with suspicious locations or irregular payment patterns, stopping fraud before it occurs.
- **Uncovering Social Engineering Scams:** Social engineering is the top culprit of cybersecurity attacks on organizations, leading to millions and sometimes billions lost per business. AI can quickly flag language commonly used in social engineering scams, providing a swift end before it costs the business substantially.



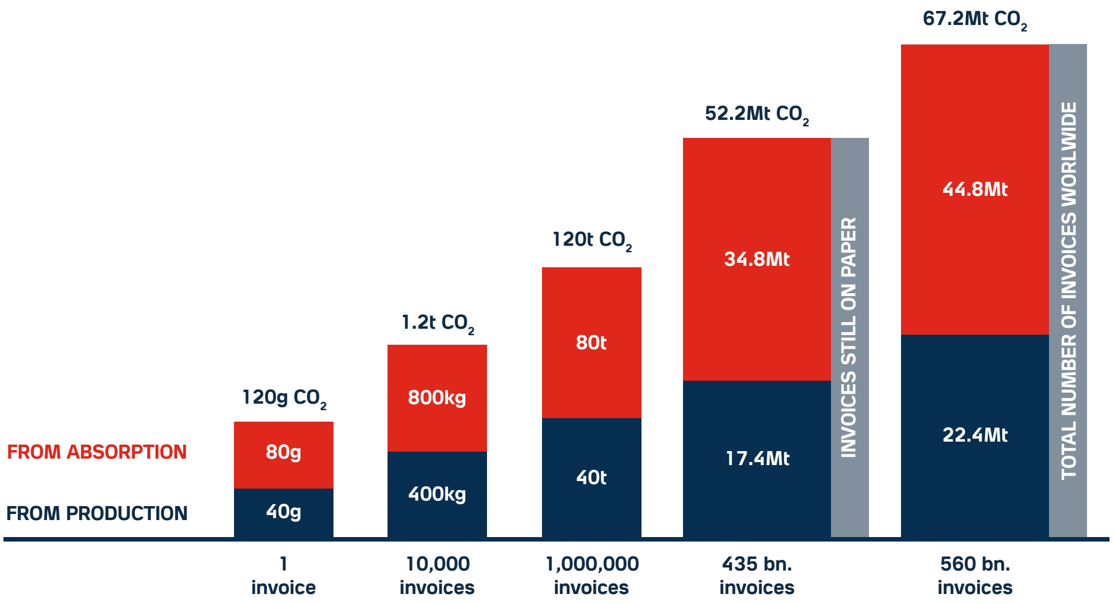
24. Shah, Chintal and Emily Wielk. AI Use in Tax Administration. Bipartisan Policy Center, July 10, 2024. Accessed October 11, 2024. https://bipartisanpolicy.org/blog/tax-administration-and-ai/.
25. CrowdStrike. 2024 Threat Hunting Report. CrowdStrike, 2024.
26. Kefron. AI in Invoice Processing: What AI Can and Can Not Do with Invoices. Accessed October 13, 2024. https://kefron.com/2024/09/ai-in-invoice-processing-capabilities-limitations/?switch=us

Mobile Invoicing

By 2025, it is anticipated that 79 percent of all transactions will be processed through mobile devices,[27] underscoring the growing importance of mobile invoicing in enhancing consumer convenience. This will necessitate more rigorous authentication procedures for even the smallest transactions to ensure security and prevent fraud. As the use of mobile invoicing becomes more widespread, the lines between traditional e-Invoices and personalized e-receipts will blur, leading to a unified digital ecosystem that will require businesses to adapt swiftly to these evolving technologies and processes.

Sustainability & Green Tech Initiatives

There is a growing emphasis on Environmental, Social, and Governance (ESG) criteria, with an increasing number of companies – up to 50,000 in the EU – being mandated to comply with ESG reporting standards. e-Invoicing plays a critical role in advancing ESG values by aligning with sustainability initiatives and promoting ethical corporate conduct. Printed invoices on average span 2.5 pages, and less than 30 percent of print cartridges are recycled. Because of this, it's a no-brainer that by transitioning from printed to electronic invoices, companies can significantly reduce CO2 emissions.[28]



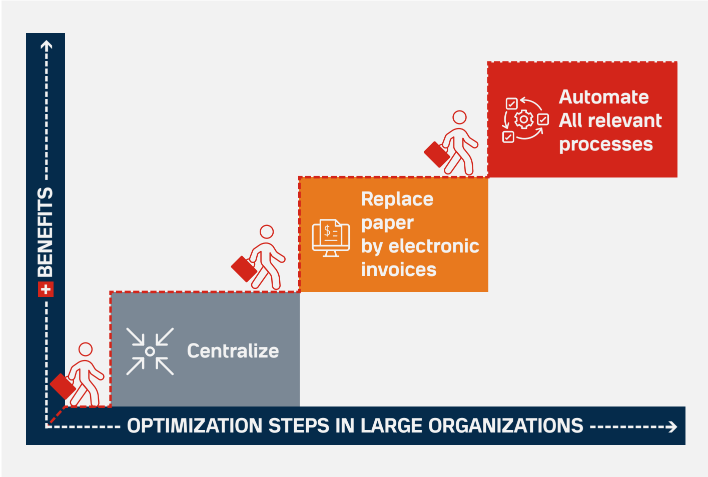
Beyond the environmental benefits, e-Invoicing also offers multiple social advantages to organizations, and social responsibility is a growing factor that impacts employee recruitment, retention, and overall brand reputation. e-Invoicing better adheres to accessibility needs for many individuals, including those with vision impairment, motor impairment, and cognitive disabilities.

27. Paystand. B2B Payment Trends. Accessed September 27, 2024. https://www.paystand.com/blog/b2b-payment-trends.

28. Laube, Marcus, and Bruno Koch. The Global e-Invoicing and Tax Compliance Report: Watch the Tornado! Billentis GmbH, April 2024.

Scaling Success: Getting Ahead in e-Invoicing

Now that we have outlined the necessity for e-Invoice adoption in terms of compliance and consumer demand, we turn our attention from the ‘why’ to the ‘how.’ In this next section, we will outline ways in which financial and IT executives can employ e-Invoicing standards across their organization over the next two years without wholly disrupting everyday business activities.

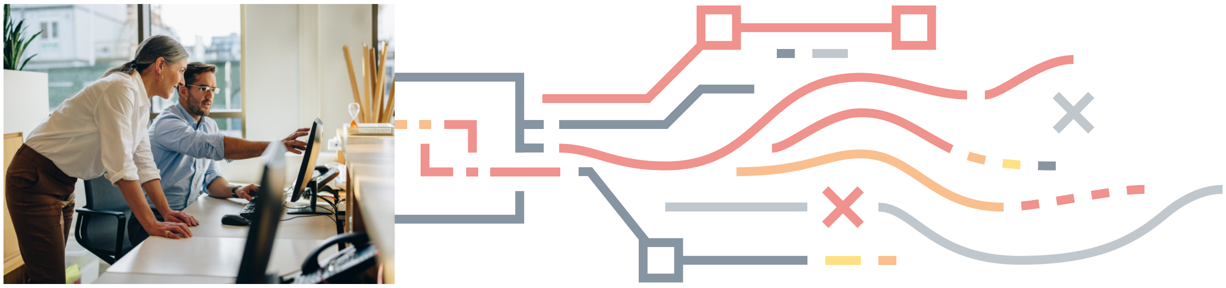


The CFO’s Playbook

For a financial executive, keeping up with constantly evolving mandates and integrating them swiftly into an organization’s workflows is a significant challenge. e-Invoicing should be viewed as a long-term initiative rather than a one-time project, and there are a few initiatives that the CFO can implement for a long-term and ever-evolving e-Invoicing strategy:

1. **Conduct a Thorough Audit of Current Processes:** Undertake a thorough evaluation of existing financial processes and workflows, focusing on how invoices are currently generated, processed, and archived. Be sure to work with other key financial employees to fully understand their trepidations in employing an e-Invoicing process so that these challenges are managed in the beginning stages of implementation, and so that employee buy-in is established.
2. **Engage Cross-Functional Teams:** Beyond collaborating with IT, include key stakeholders across finance, compliance, and procurement to facilitate smooth integration of e-Invoicing into existing systems and processes. This approach ensures that the solution not only meets technological requirements but aligns with broader business objectives, and that the key stakeholders are involved throughout the entire process.

3. **Align with International Compliance Proactively:** Given the dynamic landscape of e-Invoicing regulations, it is crucial to incorporate compliance considerations into the selection and implementation of e-Invoicing systems. These systems should support global standards and be flexible enough to adapt to future regulatory changes. Be sure to consult legal and compliance teams to stay fully updated on all government mandates and regulations, and stay proactive in pending mandates.
4. **Leverage Data for Strategic Insights and Executive Buy-In:** The implementation of e-Invoicing offers more than just operational improvements. Use the data generated from e-invoices for financial forecasting, cash flow management, and strategic planning. Automated processes allow for better data accuracy, reduced manual entry, and improved visibility into payment cycles, providing actionable insights to drive financial strategy. This data should be considered highly valuable to other C-suite executives, making the case for e-Invoicing easier to make.
5. **Embed Robust Security and Risk Mitigation Measures:** As financial data becomes increasingly digitized, implementing advanced cybersecurity protocols is essential. Ensuring that e-Invoicing systems are equipped with encryption, multi-factor authentication, and real-time monitoring to safeguard against fraud and cyber threats, particularly in a global context where cross-border transactions are frequent, will contribute to the security of your entire organization.



The CTO Playbook

It goes without saying that the IT department plays a critical role in the ongoing operational management of e-Invoicing systems. CTOs and their counterparts are responsible for ensuring new processes function seamlessly within the organization's broader technological infrastructure. When implementing Integrated Digital Trade, for instance, a comprehensive master data cleansing process is essential to avoid discrepancies and ensure accurate invoicing.[29] Additionally, designing and implementing agile processes is key to enabling the flexibility needed for continuous updates, regulatory compliance, and the scalability of e-Invoicing systems across multiple locations. Here are a few considerations for the CTO to implement, and get buy-in, on e-Invoicing:

1. **Evaluate System Architecture and Compatibility:** Conduct an in-depth review of the current IT infrastructure to ensure that the existing ERP, financial, and legacy systems are capable of integrating e-Invoicing functionality. Focus on system's scalability, data processing capabilities, and the adaptability of the architecture to accommodate e-Invoicing and other compliance-focused solutions.

2. **Focus on API Integration and Information Exchange:** Ensure that the selected e-Invoicing solution is fully functioning with existing business systems, including ERP, CRM, and procurement platforms. Prioritize APIs that can handle high volumes of transactions securely and facilitate seamless data exchanges across various departments and with external partners. The flexibility of the API architecture will be critical in adapting to both current and future e-Invoicing standards.

3. **Keep Data Privacy and Security Top of Mind:** Just like financial executives, IT executives must also ensure that the e-Invoicing system adheres to the highest security standards, such as end-to-end encryption, strong access controls, and real-time monitoring for potential vulnerabilities. Data privacy regulations such as GDPR must also be considered, ensuring that cross-border invoicing complies with regional privacy laws. Risk mitigation strategies must be embedded at both the system level and in operational workflows to safeguard against fraud and data breaches.

4. **Leverage Machine Learning:** Utilize automation and AI-driven technologies within the e-Invoicing platform to streamline processes, such as invoice validation, fraud detection, and anomaly detection. This not only increases efficiency but also enhances data accuracy and compliance reporting across global transactions. Knowing that AI will be available to improve accuracy and mitigate risk will also be a strong selling point to other C-suite executives.

29. Laube, Marcus, and Bruno Koch. The Global e-Invoicing and Tax Compliance Report: Watch the Tornado! Billentis GmbH, April 2024.

Scaling Smart: A Final Word

From global mandates to consumer demand, it is clear that e-Invoicing has moved from a strategic option to an operational necessity. Implementing e-Invoicing can streamline operations, improve compliance, and provide real-time visibility into financial data. However, navigating this transition can be complex, particularly for multi-location businesses managing diverse regulations across the globe.

APRO Software Solutions offers a clear path forward, leveraging our expertise in Oracle integration and global financial automation. With support for over 1,400 bank formats in 180 countries, we ensure that businesses can swiftly and seamlessly transition to e-Invoicing, while maintaining compliance and reducing manual processes. Scaling smart means scaling with executive buy-in, proper protocols in place, and little business disruption. All of that is best achieved with expert guidance.

For organizations looking to stay competitive and compliant in the rapidly evolving landscape of financial regulations, now is the time to act.

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APRO Software Solutions leads the charge in financial automation for Oracle, delivering cutting-edge banking gateways and e-Invoicing solutions directly integrated with Oracle Financials Cloud and Oracle E-Business Suite. Supporting over 1,400 bank formats across 180 countries, APRO's advanced technology revolutionizes e-Invoicing and banking processes for multi-location enterprises.

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Get in touch today to learn how our solutions can help your business implement e-Invoicing quickly and seamlessly.

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