



# TrueCommerce™

INSPIRATIONS DAG 2024

Torsdag den 10. oktober

# AGENDA

- 09.00 - 09.30** Registrering - kaffe, morgenbrød og frugt
- 09.30 - 09.45** Velkomst og seneste nyt fra TrueCommerce  
*v/Jakob Vestergaard, Managing Director, EMEA*
- 09.45 - 10.30** EDI og fremtidsperspektiver  
*v/Anders Knudsen, VP Marketing & Product, EMEA & Allan Kay, Pre-Sales Engineer*
- 10.30 - 10.50** Pause
- 10.50 - 11.20** En case fra den virkelige verden  
*Interview med Geia Food A/S*
- 11.20 - 11.40** Hvor er ERP markedet på vej hen?  
*v/Torben Storgaard, Founder & Partner, Konsulent, HNCO*
- 11.40 - 12.00** E-fakturering, sådan kommer du i mål  
*v/Flemming Christensen, Product Manager*
- 12.00 - 12.15** Afrunding og tak for i dag  
*v/Jakob Vestergaard, Managing Director, EMEA*
- 12:15 -** Frokost og netværk

# VELKOMST OG SENESTE NYT FRA TRUECOMMERCE

*v/Jakob Vestergaard, Managing Director, EMEA*

# EDI OG FREMTIDSPERSPEKTIVER

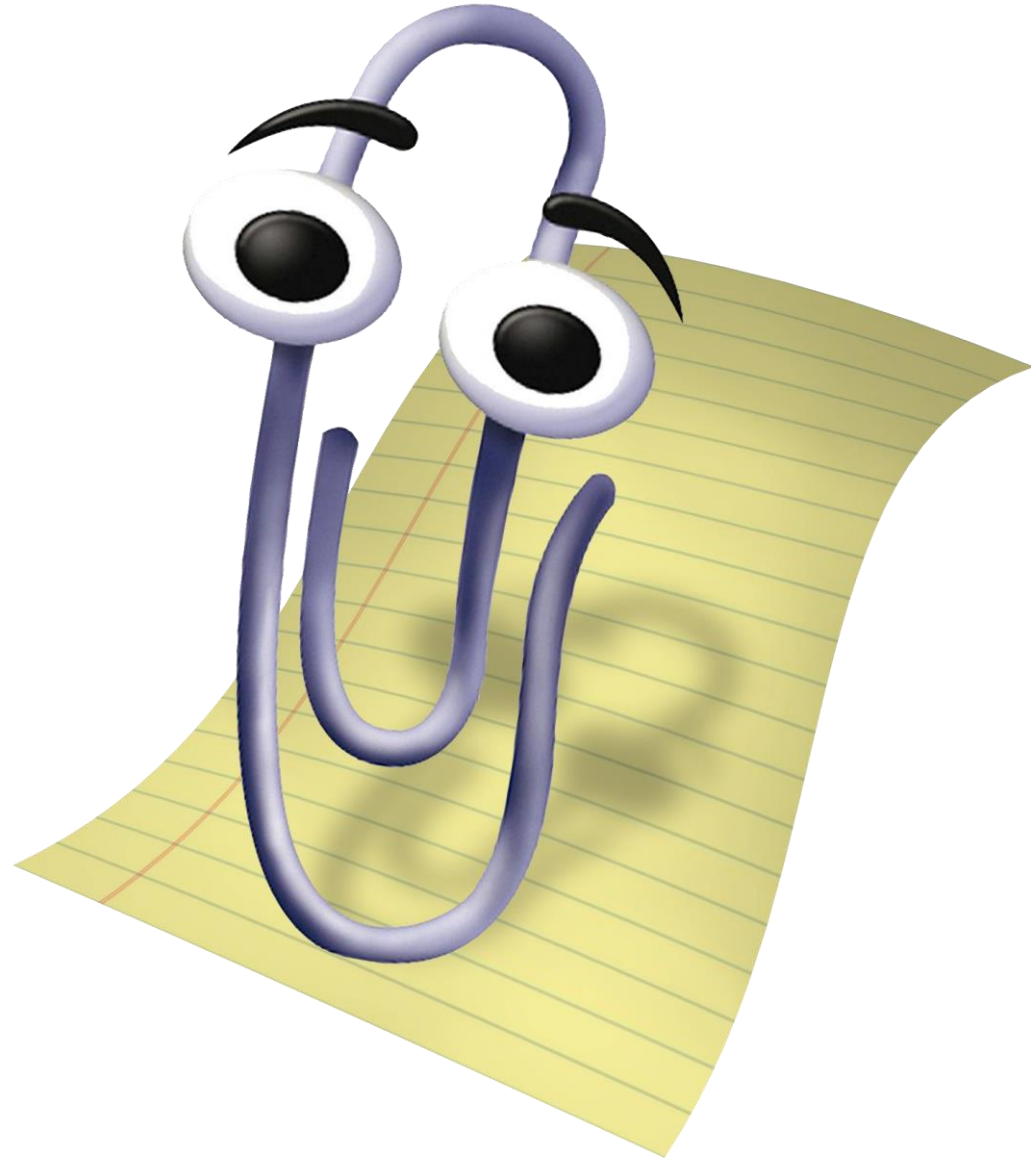
*v/Anders Knudsen, VP Marketing & Product, EMEA & Allan Kay, Pre-Sales Engineer*

# Anders Knudsen – Product & Strategy EMEA

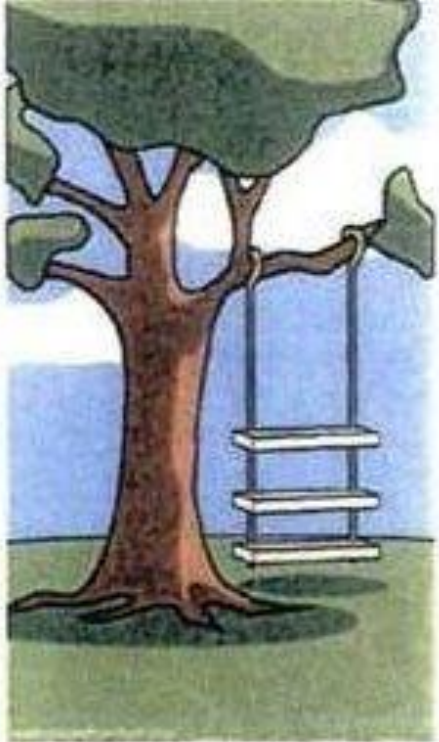


- Startede hos TrueCommerce i Januar 2024
- Ansvarlig for product & strategi EMEA
- 15 års erfaring med produktudvikling, strategi og innovation
- 100+ år erfaring med EDI & Supply Chain

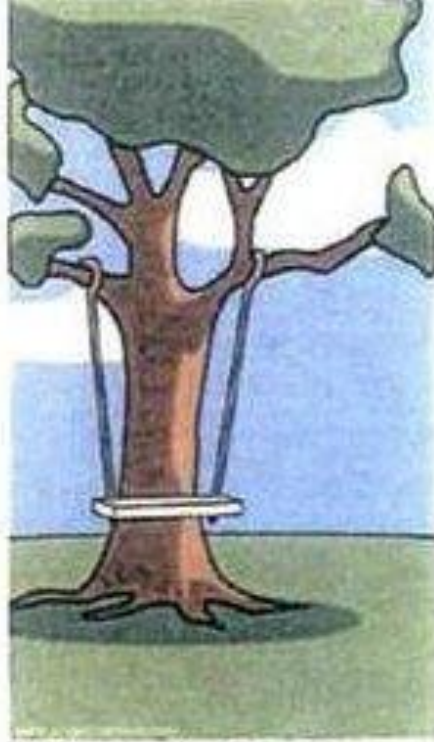








What the Customer Described.



What the Engineer Designed.



What the customer actually wanted.



**Executives have an idea**



**Product Manager defines requirements**



**Product Designer delivers solutions**



**Engineering implements the design**



**Discovery**  
“Build the right thing.”

**Delivery**  
“Build the thing right.”

PRODUCT TEAM LESSONS FROM  
THE WORLD'S TOP TECH COMPANIES

MARTY CAGAN  
Silicon Valley Product Group

# INSPIRED

HOW TO  
CREATE  
TECH  
PRODUCTS  
CUSTOMERS  
LOVE

SECOND EDITION

WILEY

PRODUCT LEADERSHIP LESSONS FROM  
THE WORLD'S TOP TECH COMPANIES

MARTY CAGAN WITH CHRIS JONES  
Silicon Valley Product Group

# EMPOWERED

ORDINARY  
PEOPLE,  
EXTRAORDINARY  
PRODUCTS

WILEY

**We need  
YOU!**

A cartoon illustration of a hand pointing directly at the viewer. The hand is rendered in a light tan color with black outlines and shading to indicate depth. The index finger is extended forward, pointing towards the center of the image. The other fingers are curled into a fist. The hand appears to be emerging from the right side of the frame.

# ET UDPLUG AF DET VI ARBEJDER PÅ



**E-invoicing**

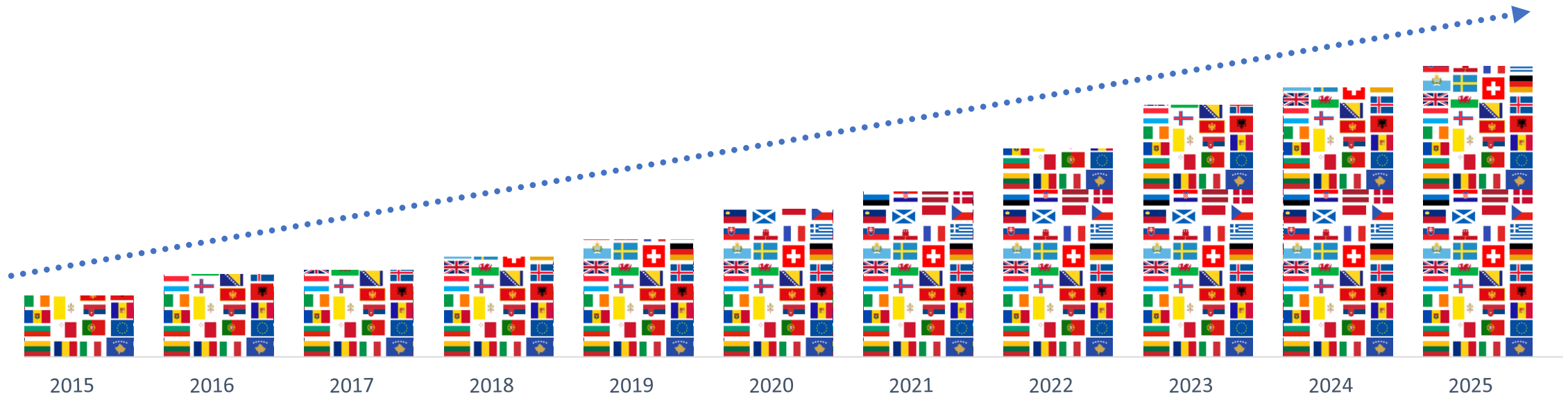


**EDI-konsolidering**



**Foundry**

# E-INVOICING: STIGENDE REGULATIVER OG GLOBAL IMPLEMENTERING



Udvikling fra traditionelle fakturaer til fuld digital rapportering med clearing

**50+**

Nye regulativer på vej

**70+**

Lande påvirket af regulativer

**60%**

Af det globale BNP påvirket



# FORDELE VED EDI KONSOLIDERING

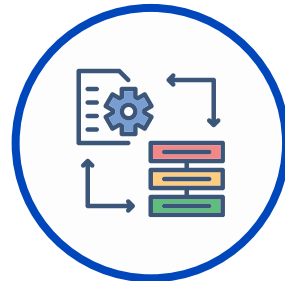
Mere synlighed og kontrol på tværs af din forsyningskæde



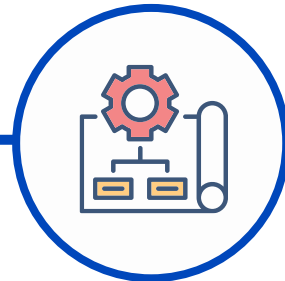
Standardiseringer på tværs af Europa



One Point of Contact  
- én samlet support



Hurtigere onboarding af nye samhandelspartnere



Reducerede omkostninger med en konsolideret løsning



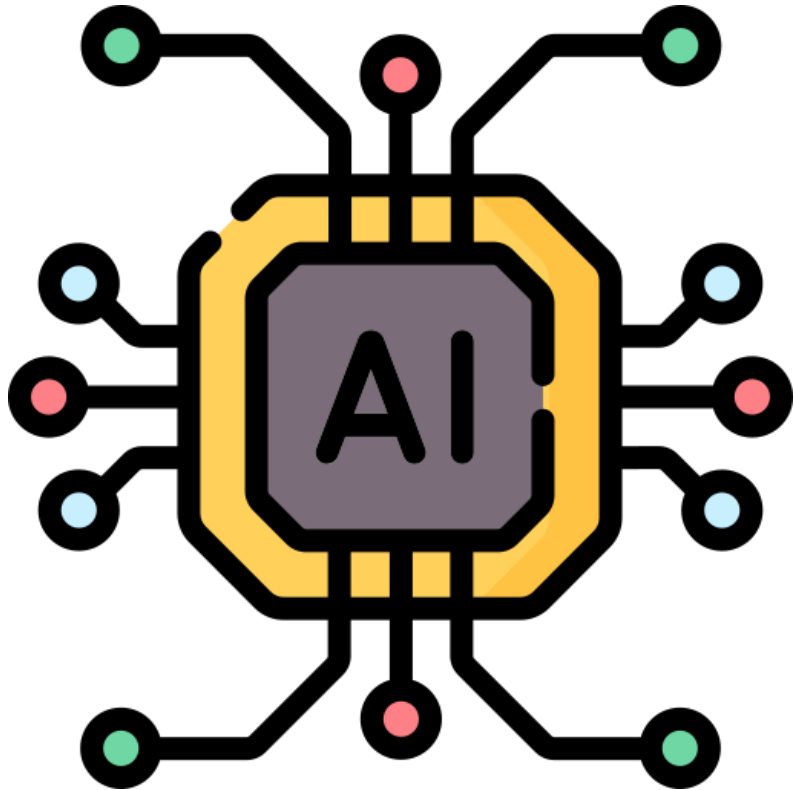
Hurtigere vækst af din virksomhed











- Fejlhåndtering og løsninger
- Intelligent data mapping
- Prædiktiv analyse af afvigelser

# Allan Kay, *Pre-Sales Engineer*



- *8 år hos TrueCommerce*
- *16 års erfaring med Microsoft ERP*





**TrueCommerce™**  
FOUNDRY



# Account Management

Control your account



# Guided Onboarding

Adding new trading partners

# Mapping manager

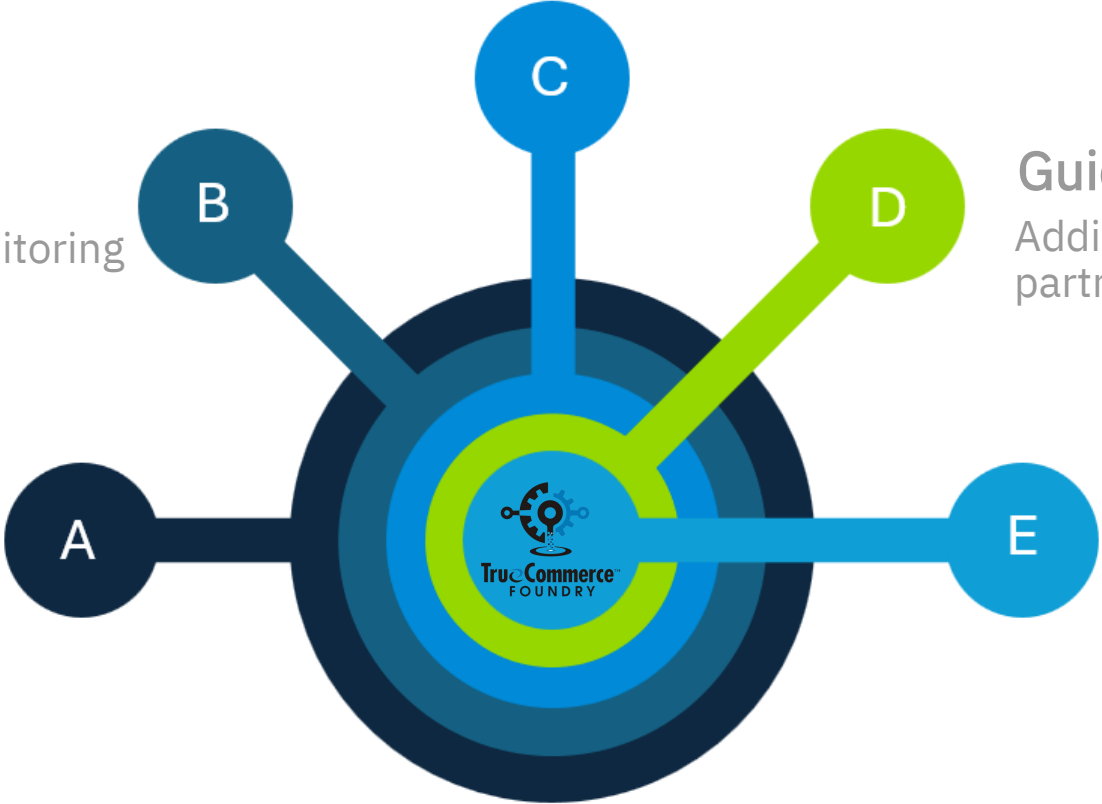
Manage your own maps

# Pulse

Flow monitoring

# Transaction manager

Transaction overview



# Foundry

TC SAAS Platform

TrueCommerce  
FOUNDRY PLATFORM

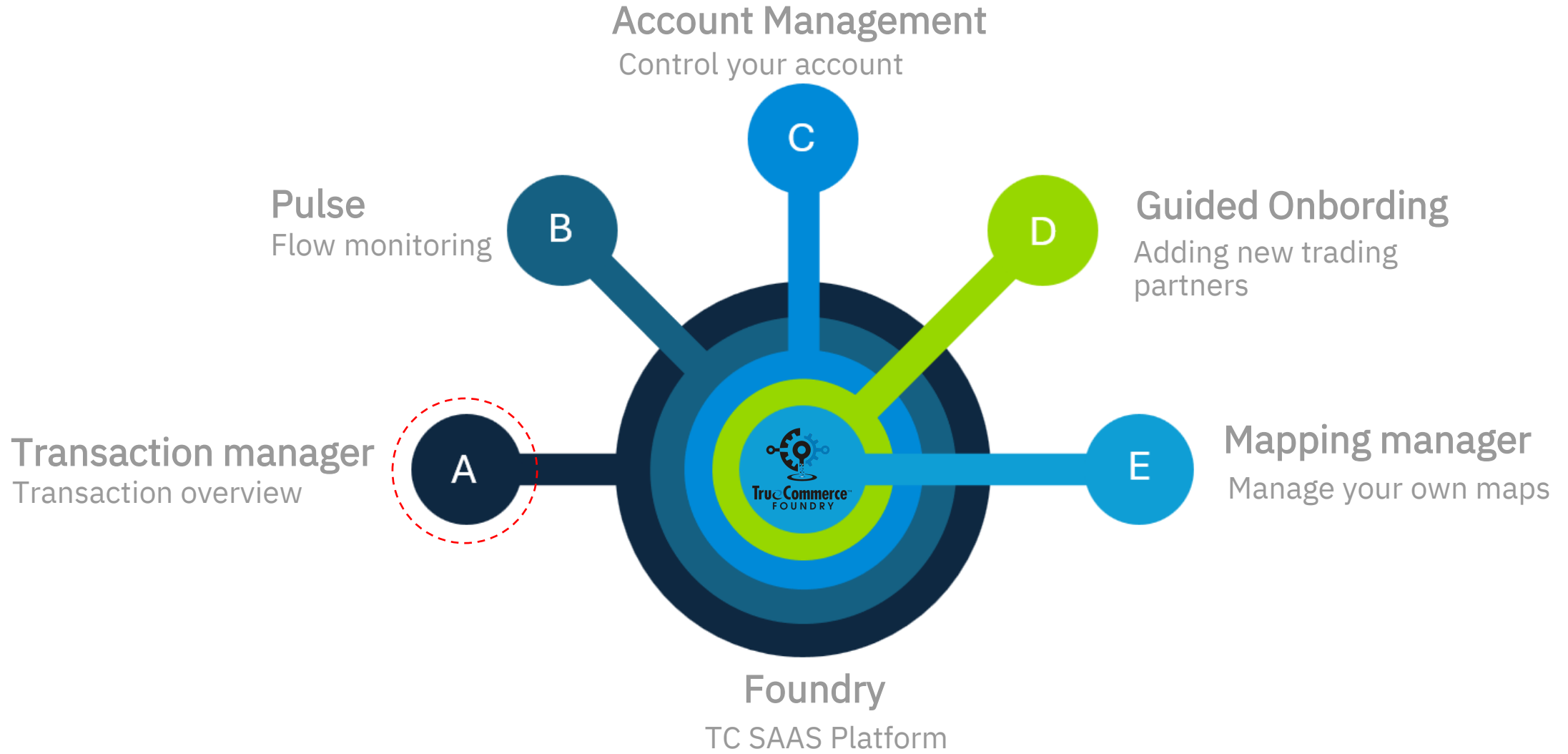
Quick Links

Quick Links

Icon	Name	Type	Visible	Home Page
	Menu System Link	System	<input checked="" type="checkbox"/>	<input type="checkbox"/>
	Spaces System Link	System	<input checked="" type="checkbox"/>	<input type="checkbox"/>
	Favorites System Link	System	<input checked="" type="checkbox"/>	<input type="checkbox"/>
	Transactions Administrator Link	Page	<input checked="" type="checkbox"/>	<input type="checkbox"/>
	Integration log Administrator Link	Page	<input checked="" type="checkbox"/>	<input type="checkbox"/>
	Account Overview Administrator Link	Page	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Save Admin Settings

- My Profile
- Security
- Setup
- Advanced
- Alert Subscriptions
- Logs
- Quick Links



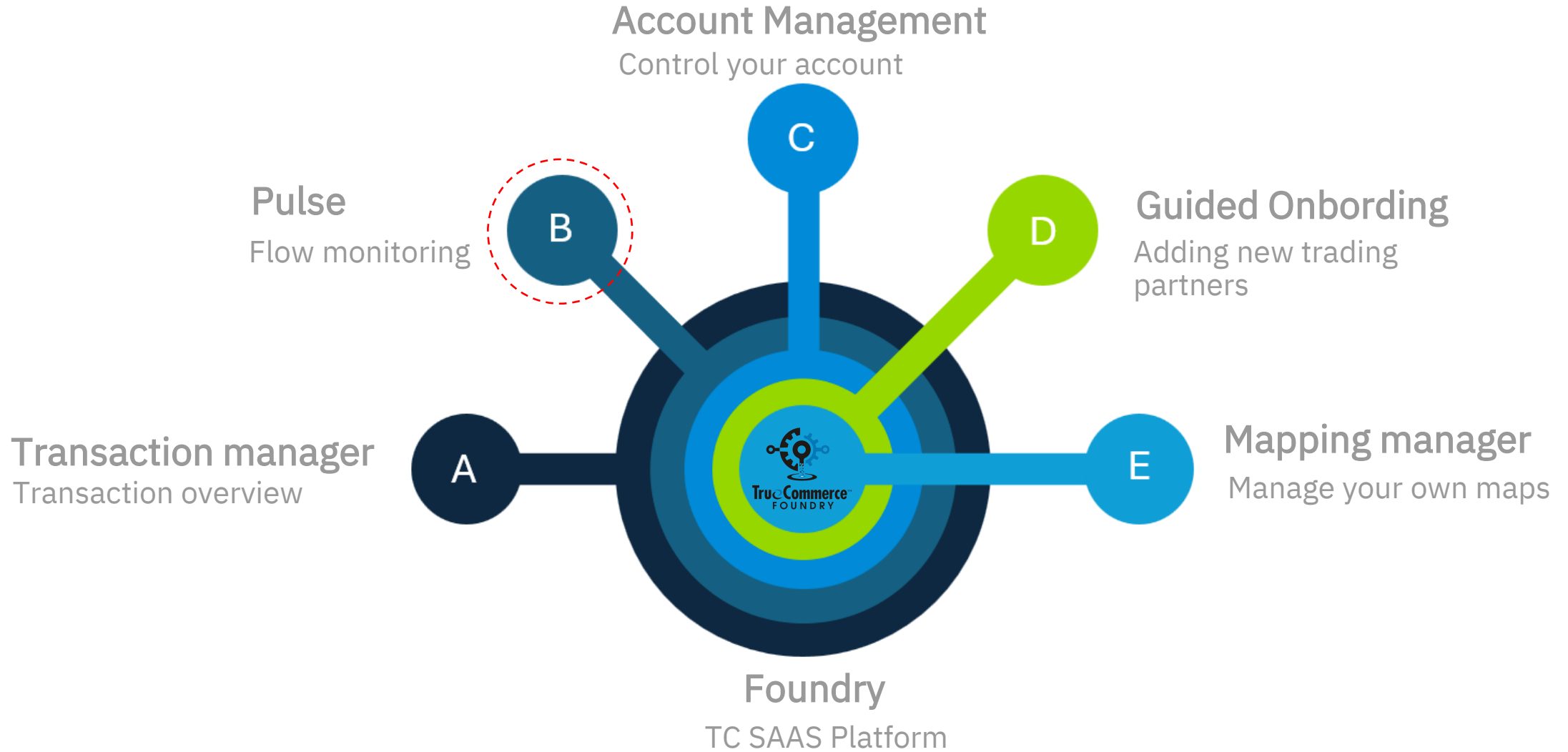
# Transaction manager

The screenshot displays the TrueCommerce Transaction Manager interface. At the top, the browser address bar shows the URL `https://foundry.truecommerce.com/core/Default.html`. The page header includes the TrueCommerce logo, the title "Transactions", and a user profile for "Allan Kay". A secondary navigation bar contains options like "Clear Selected", "Select All", "Actions", "Print", "View", "Options", "Export", and "Turnaround".

The main interface is divided into three sections:

- Left Sidebar:** A dark sidebar with a search bar and a menu. The "Transaction Manager" section is highlighted, containing links for "Transactions", "Trading Partners", "Business System", "Reports", "System Activity", "Administration", and "Integration Settings".
- Navigation:** A central navigation pane with "Inbox" selected, and sub-items for "Received", "Outbox", "Sent", "Deleted Items", and "Search".
- Main Content Area:** A large empty space for displaying transaction data. Above this area is a "Quicksearch..." input field and a header row with filterable columns: "Company", "Edi Alias", "Trading Partner", "Document Type", "Document Num", "Alt Document", "Store Num", and "Am".

At the bottom of the main content area, there is a pagination control showing "100 items per page". A status bar at the very bottom of the page displays a green message: "STATUS The transaction list has been retrieved for folder Inbox." A search icon is visible in the bottom right corner.



Foundry | Purchase Order - 106175 - Enviro | New tab | https://foundry.truecommerce.com/core/Default.html

Transaction Manager Summary Dashboard - Pulse

Start Marquee | Print | Mark as Favorite | Mode: View | Filters | Close

### Transaction Manager Summary Dashboard

Today's Purchase Orders

0

Monthly Purchase Order Total

0

Monthly Transaction Total

137

Unacknowledged Transactions This Week

0

Purchase Orders by Trading Partner this Month

Transactions by Trading Partner this Month

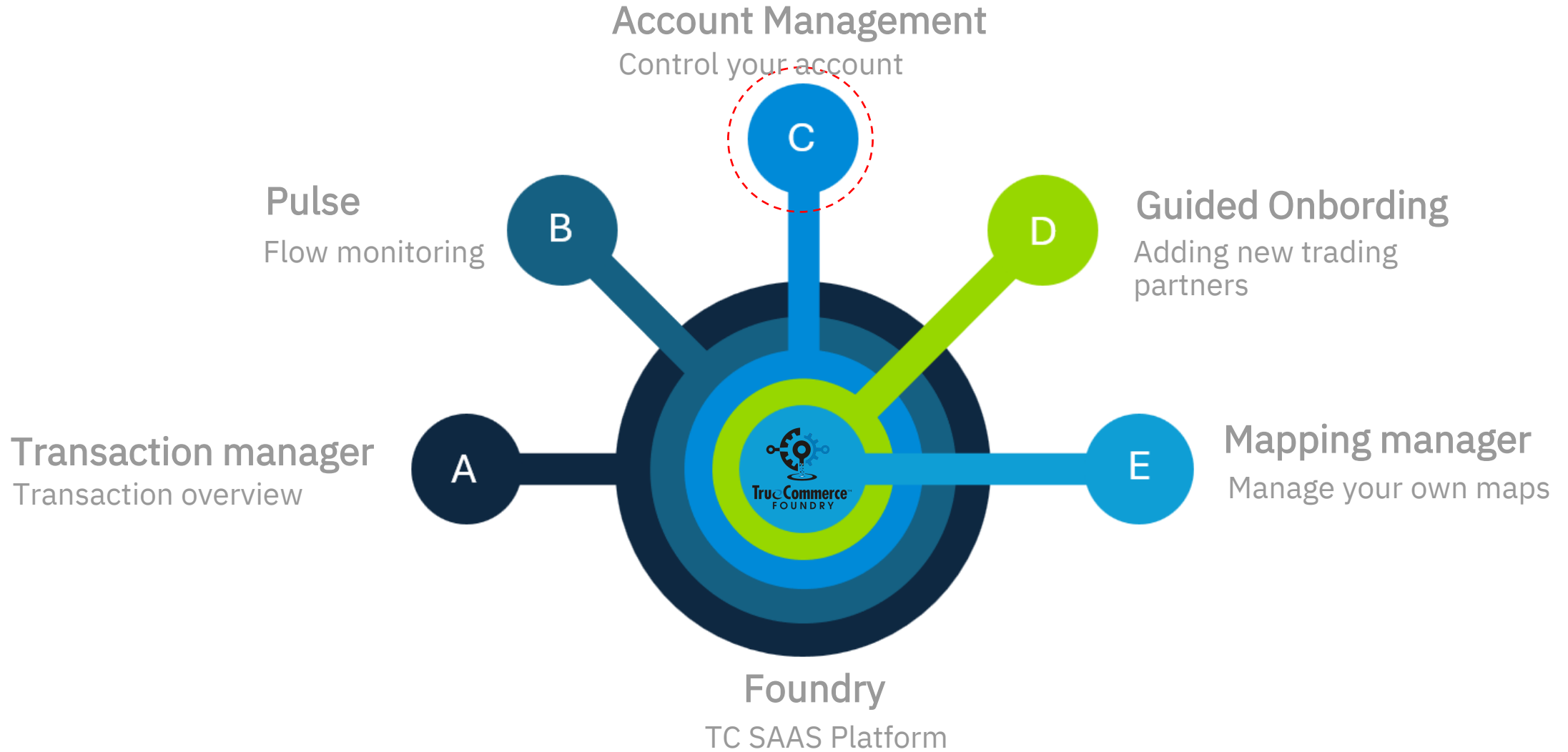
Partner Name	Transaction Count
DK365 B2Bi Template-Customer	45
DK365 Sales Demo-Customer	35
DK365 Sales Demo-Supplier	20
DK365 Template P2P	12
DK365 Sales Demo-3PL	8
DK365Template	6
DK365 B2Bi Template-Supplier	5
DK365 B2Bi Template-3PL	3
EUPublicFormat	2
DK365Template-supplier	1

Monthly Total By Transaction Type

Document Type	Transaction Count
ORDERS Purchase order	3
DESADV Despatch advice	1

STATUS 1 transaction(s) successfully exported and moved to the received folder.





← ↻ 🏠 <https://foundry.truecommerce.com/core/Default.html>

**TrueCommerce**  
FOUNDRY PLATFORM

Account Overview

Search 🔍

Menu

- Account Management
- Account Overview ↗
- Downloads ↗
- Projects ↗
- Buy Add-Ons ↗
- Notifications ↗
- Billing >
- My Support Dashboard >
- Transactions >
- Agreements >

⏪ ⏩ ⏴

0

View Cases

0

View Projects



Transaction History

Search Transactions Acknowledgement Is False Save Cancel

Use Advanced (Lucene) Query

Transactions processed on or before **Apr 8th, 2024** may not be available to search. For access to older transactions, please contact support.

Date	Sender	Sender ID	Receiver	Receiver ID	Type	Transaction Count	Control #	Acknowledged
Oct 8, 2024 3:22 PM	CPH BC DEMO	14 / CPHSALESDEMO		14 / SALESDEMOSUPPL	ORDERS	1	106175	
Sep 10, 2024 8:22 AM	DK365 B2Bi Template-3PL	14 / B2BI3PL	CPH BC DEMO	14 / 4521778559D	WHSADV	1	IS005862SE	
Sep 10, 2024 8:16 AM	DK365 B2Bi Template-3PL	14 / B2BI3PL	CPH BC DEMO	14 / 4521778559D	WHSADV	1	IS005862SE	
Sep 10, 2024 8:13 AM	DK365 B2Bi Template-3PL	14 / B2BI3PL	CPH BC DEMO	14 / 4521778559D	WHSADV	1	65896	
Sep 10, 2024 8:11 AM	DK365 B2Bi Template-3PL	14 / B2BI3PL	CPH BC DEMO	14 / 4521778559D	WHSADV	1	00000000	
Sep 10, 2024 8:06 AM	DK365 B2Bi Template-3PL	14 / B2BI3PL	CPH BC DEMO	14 / 4521778559D	WHSADV	1	65896	
Sep 10, 2024 8:02 AM	DK365 B2Bi Template-3PL	14 / B2BI3PL	CPH BC DEMO	14 / 4521778559D	WHSADV	1	65896	
Sep 10, 2024 7:59 AM	DK365 B2Bi Template-3PL	14 / B2BI3PL	CPH BC DEMO	14 / 4521778559D	WHSADV	1	65896	
Sep 10, 2024 7:51 AM	DK365 B2Bi Template-3PL	14 / B2BI3PL	CPH BC DEMO	14 / 4521778559D	WHSADV	1	00000000	
Sep 10, 2024 7:47 AM	DK365 B2Bi Template-3PL	14 / B2BI3PL	CPH BC DEMO	14 / 4521778559D	WHSADV	1	65896	
Sep 10, 2024 7:36 AM	DK365 B2Bi Template-3PL	14 / B2BI3PL	CPH BC DEMO	14 / 4521778559D	WHSADV	1	65896	
Sep 10, 2024 7:32 AM	DK365 B2Bi Template-3PL	14 / B2BI3PL	CPH BC DEMO	14 / 4521778559D	WHSADV	1	65896	
Sep 9, 2024 2:40 PM	DK365 B2Bi Template-3PL	14 / B2BI3PL	CPH BC DEMO	14 / 4521778559D	WHSADV	1	65896	
Sep 9, 2024 2:37 PM	DK365 B2Bi Template-3PL	14 / B2BI3PL	CPH BC DEMO	14 / 4521778559D	WHSADV	1	IS005862SE	
Sep 9, 2024 2:37 PM	DK365 B2Bi Template-3PL	14 / B2BI3PL	CPH BC DEMO	14 / 4521778559D	WHSADV	1	65896	
Sep 9, 2024 2:35 PM	DK365 B2Bi Template-3PL	14 / B2BI3PL	CPH BC DEMO	14 / 4521778559D	WHSADV	1	65896	
Sep 9, 2024 2:34 PM	DK365 B2Bi Template-3PL	14 / B2BI3PL	CPH BC DEMO	14 / 4521778559D	WHSADV	1	65896	
Sep 9, 2024 2:32 PM	DK365 B2Bi Template-3PL	14 / B2BI3PL	CPH BC DEMO	14 / 4521778559D	WHSADV	1	IS005862SE	
Sep 9, 2024 2:22 PM	DK365 B2Bi Template-3PL	14 / B2BI3PL	CPH BC DEMO	14 / 4521778559D	WHSADV	1	IS005862SE	



### General Notifications

- Invoices
- Customer Panel
- Product Updates

### TC.NET Notifications

- New Transactions
- Trading P
- Network

Unackno  
How long should

The notification

[Save Changes](#)

Case Insights

Case Insights are visualisations that allow you to explore when, how, and why your organization submits support requests to TrueCommerce. The information provided here is based on requests submitted on or after Apr 1st, 2024.

#### Support Request Rate

Month	Support Request Rate
Apr	0.0
May	1.0
Jun	0.0
Jul	0.0
Aug	1.0
Sep	0.0
Oct	0.0

#### Request Methods

Method	Percentage
Internal	100%

#### Case Types

Case Type	Percentage
Labeling	50%
Mapping	50%

# Account Management

Control your account



# Pulse

Flow monitoring



# Guided Onboarding

Adding new trading partners



# Transaction manager

Transaction overview



# Mapping manager

Manage your own maps



Foundry  
TC SAAS Platform

Search

Menu

Guided Onboarding

Project Summary

Integration Connectivity

Trading Partner Setup

Integration Testing

Selection Translations Settings

# TrueCommerce™ Guided Onboarding

## Trading Partner Setup

These steps will guide you through the trading partner configuration process.

- There will be information that is used for both integrated and non-integrated partners.
- You will be setting the transactions that you will be exchanging and establishing translations for integration purposes.
- Ensure you have all the information you need about how partners, ship to code, and items are set up in your business system, especially before you can begin integration testing for a partner.

Do not show again

[Intro](#) [Checklist](#) [Get Started!](#)

### 1. Selection

Select Company

Select Trading Partner

Transaction Settings

Select Transaction

### 2. Translations

Partner

Items

Addresses

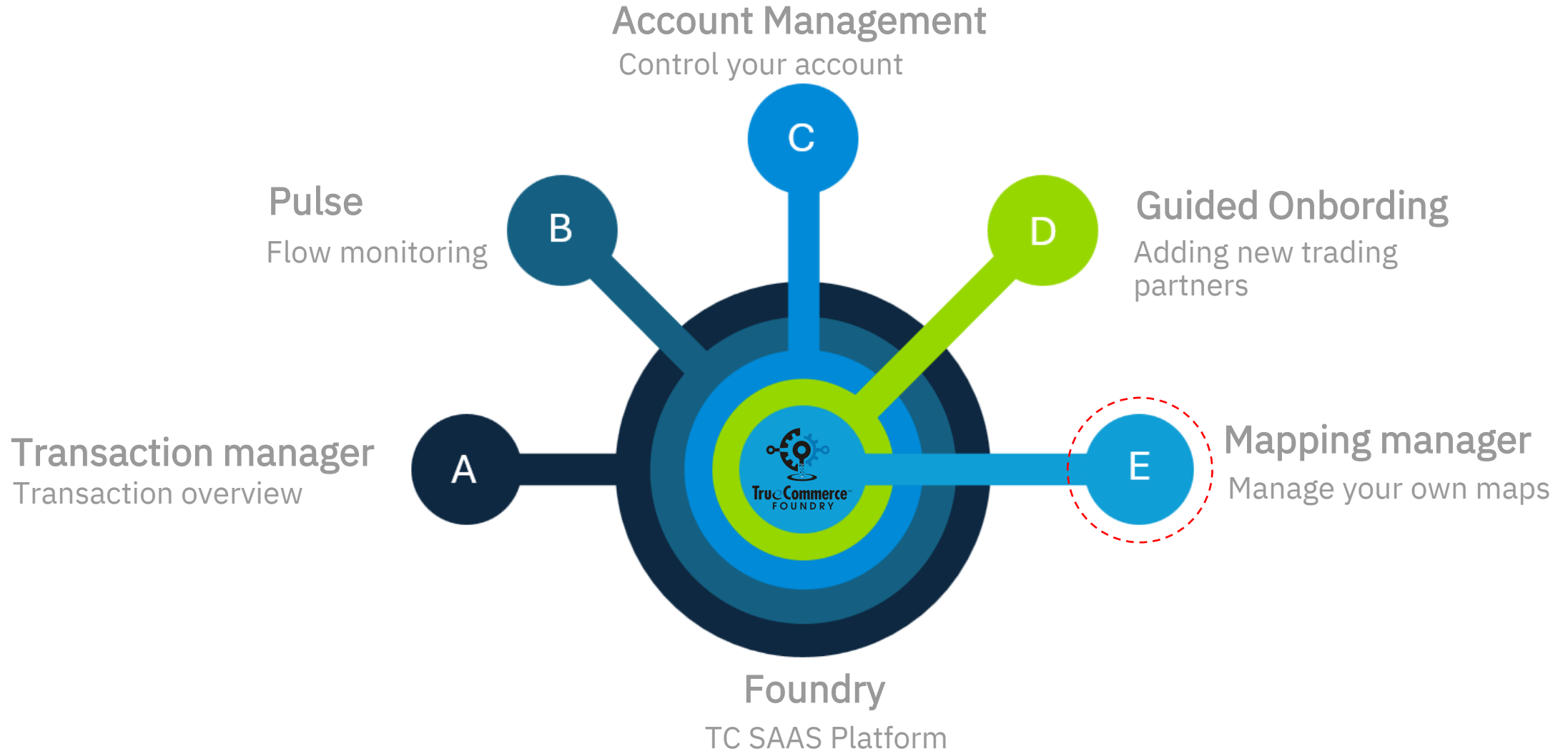
Partner Default Lookups

Partner Lookups

### 3. Settings

Partner Integration Settings

Back



# PAUSE

10.30 - 10.50

Pause

10.50 - 11.20

En case fra den virkelige verden  
*Interview med Geia Food A/S*

11.20 - 11.40

Hvor er ERP markedet på vej hen?  
*v/Torben Storgaard, Founder & Partner, Konsulent, HNCO*

11.40 - 12.00

E-fakturering, sådan kommer du i mål  
*v/Flemming Christensen, Product Manager*

12.00 - 12.15

Afslutning og tak for i dag  
*v/Jakob Vestergaard, Managing Director, EMEA*

12:15 -

Frokost og netværk





En case fra den virkelige verden

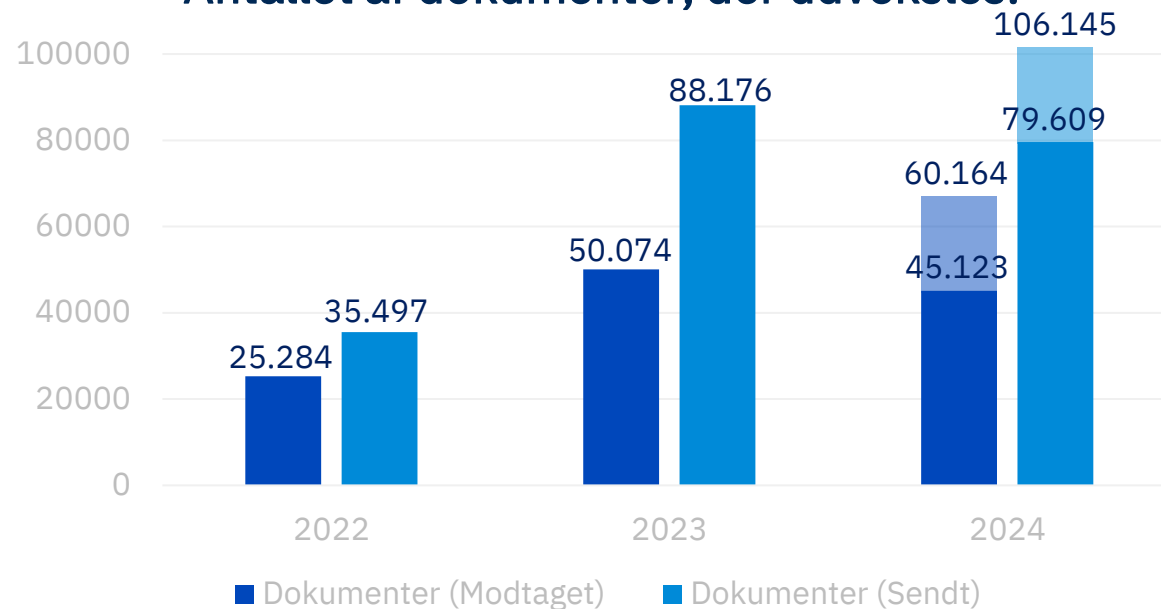


## Antallet af dokumenttyper, der udveksles:

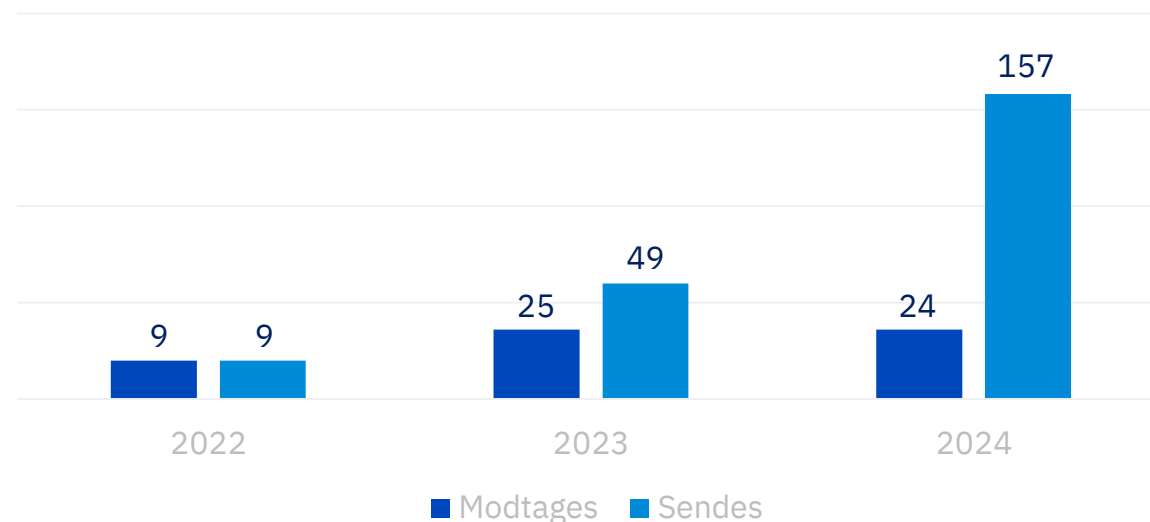
10 forskellige dokumenttyper

- Acknowledgement
- Credit Note
- Despatch Advice
- Invoice
- Order
- Order Response
- Receipt
- Transport Instruction
- Inventory Report
- Receiving Advice

## Antallet af dokumenter, der udveksles:



## Samhandelspartnere på EDI:



# HVOR ER ERP MARKEDET PÅ VEJ HEN?

*Torben Storgaard, Founder & Partner, Konsulent, HNCO*

HVOR ER ERP MARKEDET PÅ VEJ HEN?

TRUECOMMERCE INSPIRATIONSDAG

10. oktober 2024

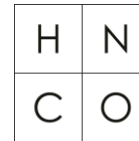
# Baggrund

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**Torben Storgaard**

**Konsulent & Partner**

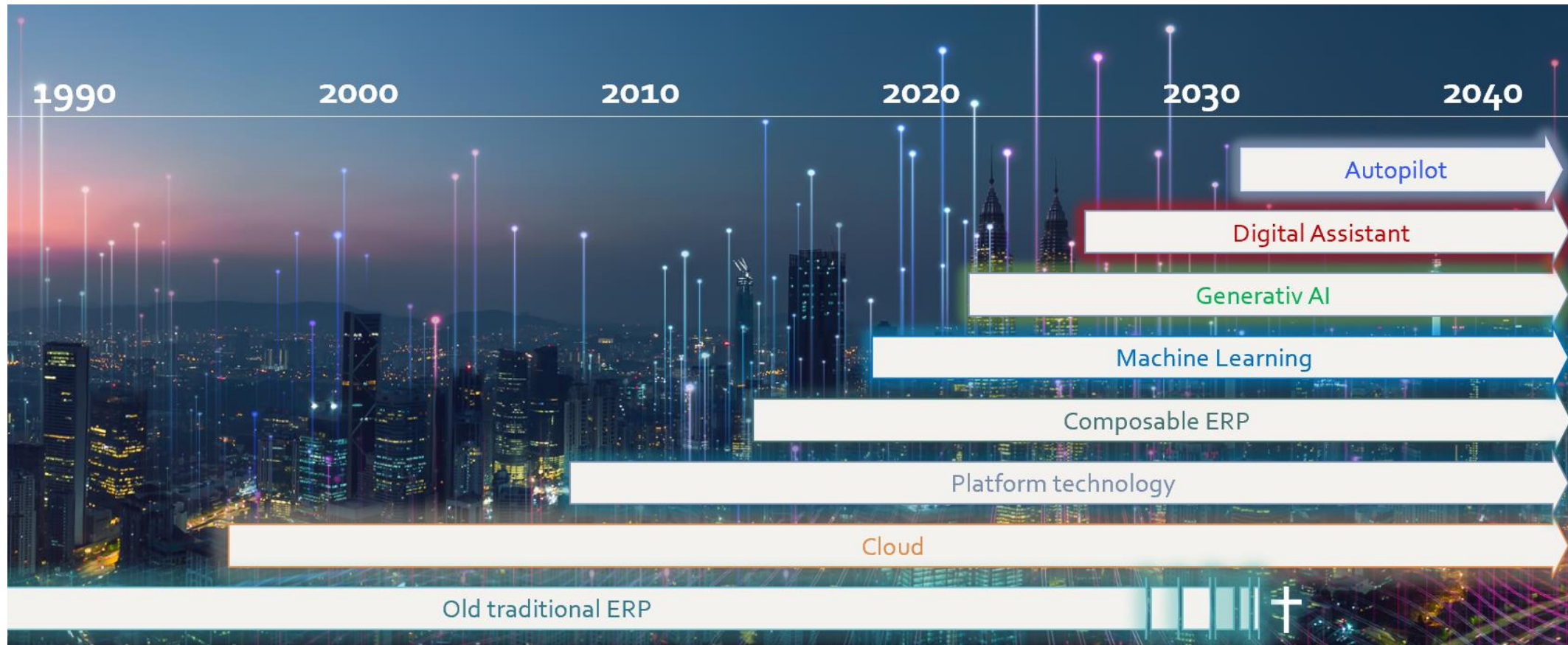


Uvildig ERP rådgivning



Rådgivning Digital Strategi, Commerce & AI

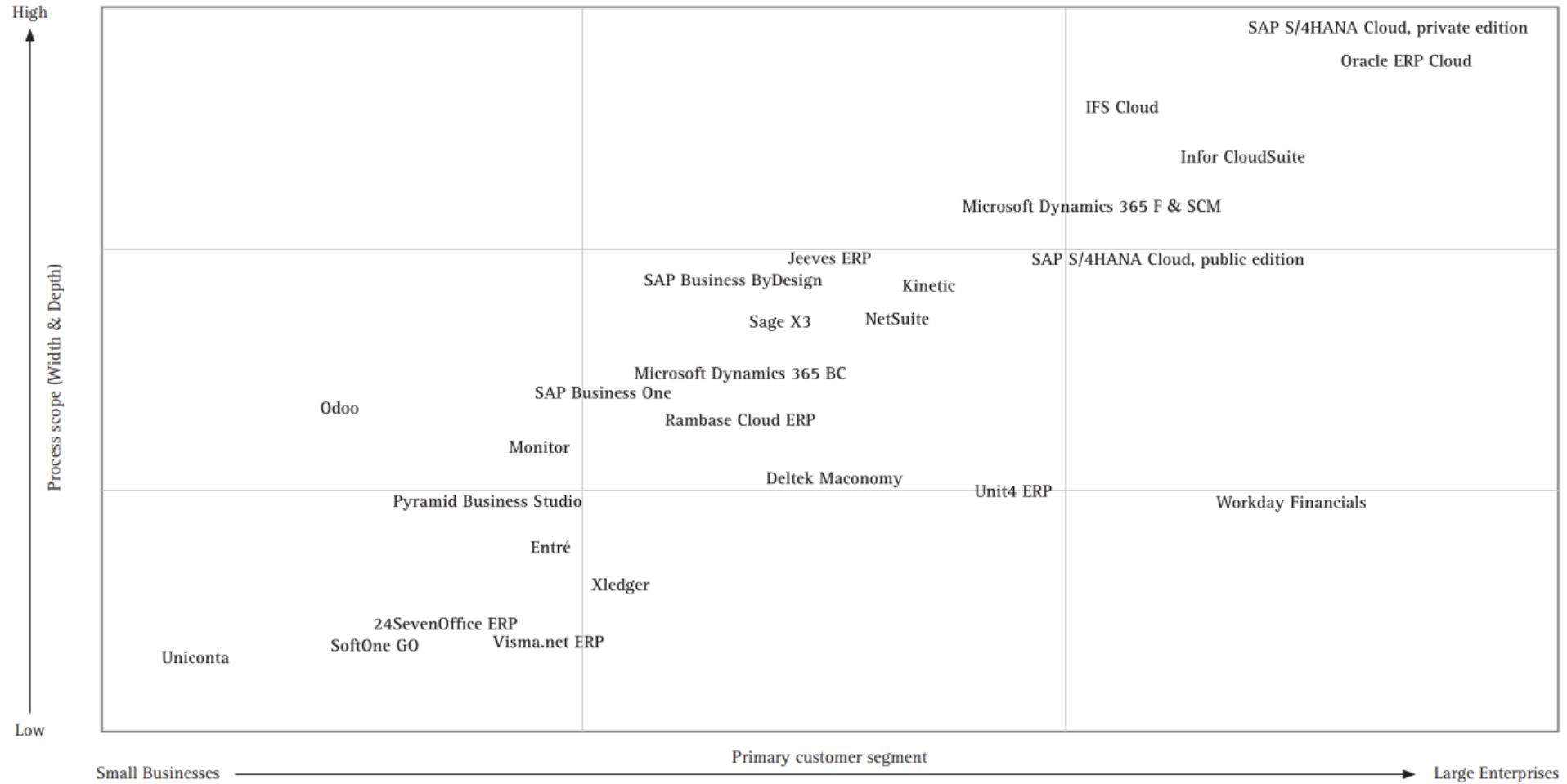
# TRANSITION MOD COMPOSABLE ERP SYSTEM SERVICES



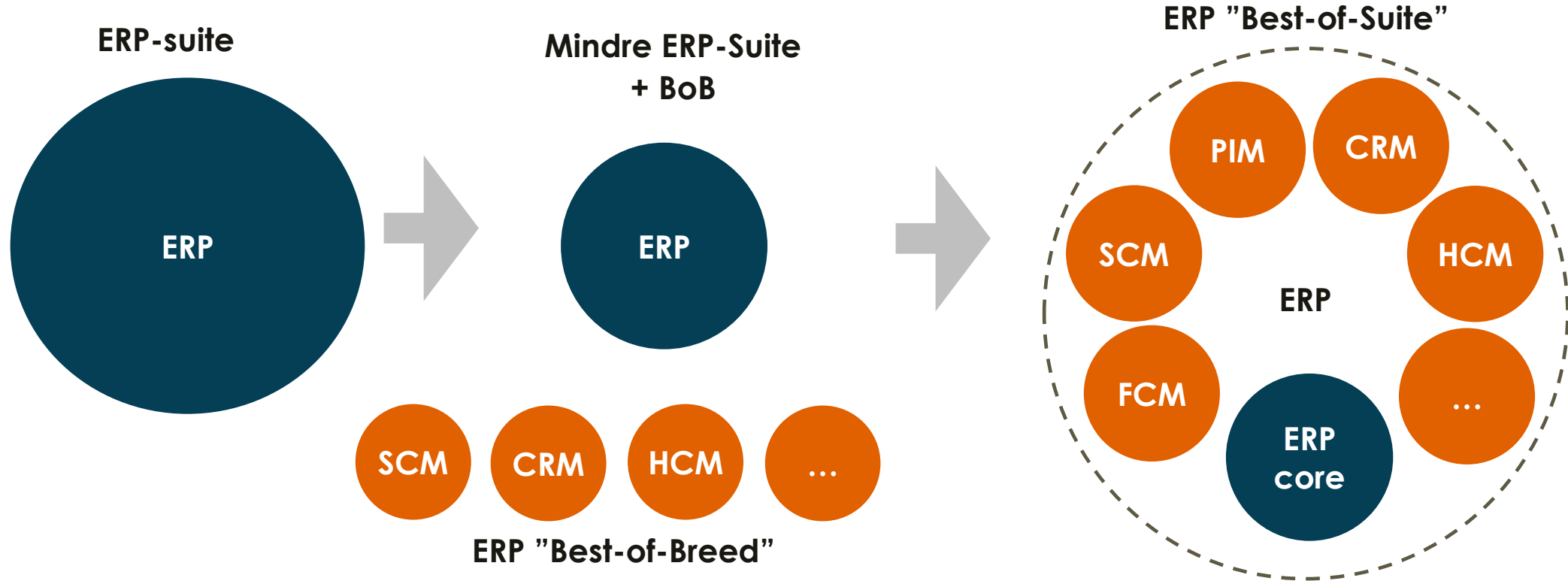


# ERP SYSTEMER

## ■ ERP system landscape matrix

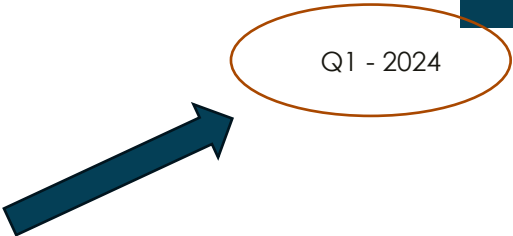


# EN AF DE VÆSENTLIGE OVERVEJELSER - SKAL DET VÆRE SUITE ELLER BOB ?



# Danske virksomheder tror på revolution med den nye bølge af kunstig intelligens – men de færreste er i gang for alvor

Det er kun én af 20 danske virksomheder, der har taget de nye muligheder med kunstig intelligens i brug i praksis, selvom næsten alle tror, det bliver helt afgørende. Det viser den første store undersøgelse af dansk erhvervslivs brug af AI.

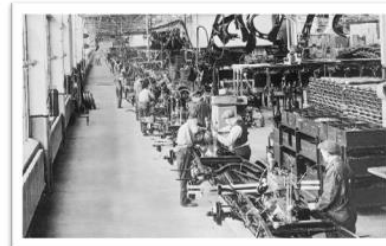


Q1 - 2024

# UDVIKLING OG AUTOMATISERING OVER TID

ALLE INDUSTRIER OG  
VIRKSOMHEDSFUNKTIONER PÅVIRKES

Produktion



Handel

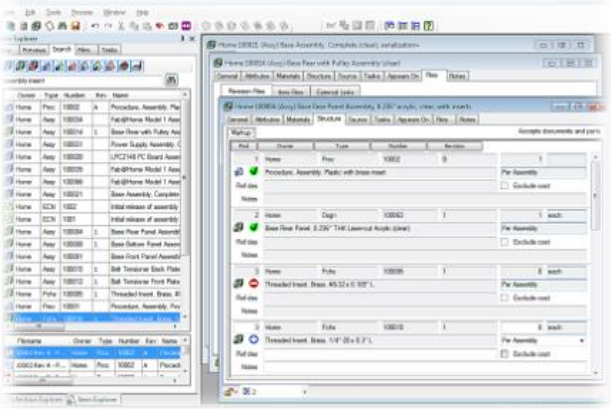


Administration



# ERP WORKPLACE ER UNDER FORANDRING

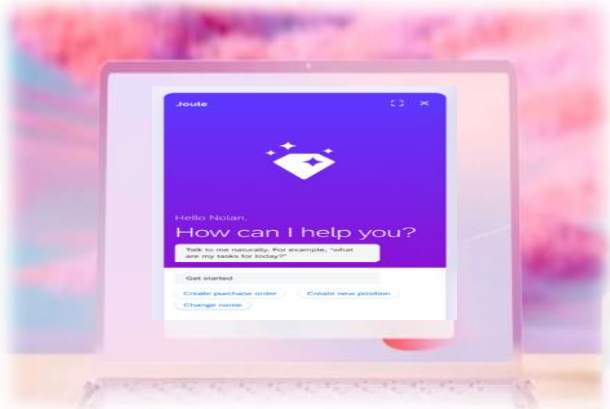
I går



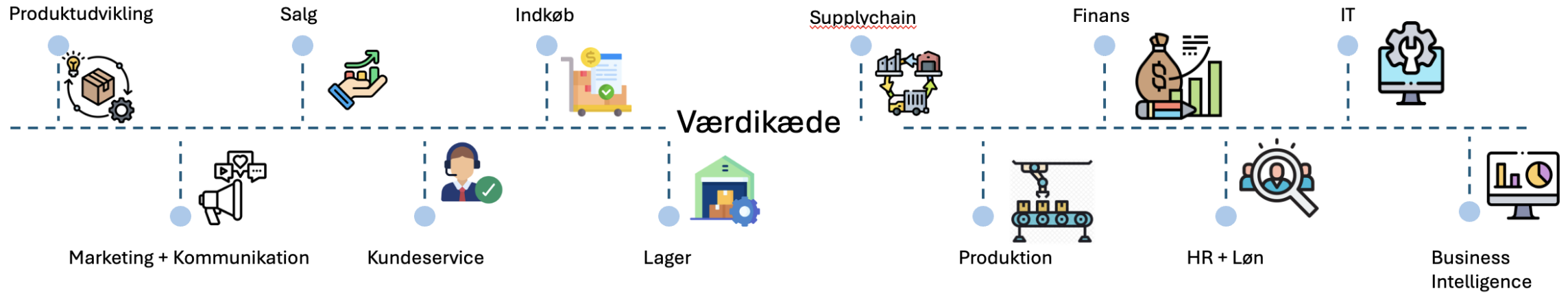
I dag



I morgen



# HVOR ER VÆRDIEN AF AI





# ØGET FORENKLING OG AUTOMATISERING KRÆVER NYE KOMPETENCER



"Kør-selv"



"Autopilot"

← Kræver forskellige kompetencer →

NYE ÅBNINGSTIDER HELE VEJEN  
RUNDT

– STILLER STORE KRAV TIL  
DATAUDVEKSLING



VÆRDIKÆDER ER UNDER  
KONSTANT FORANDRING

- BEHOV FOR FLEKSIBEL  
INTEGRATIONSMULIGHEDER



# SPØRGSMÅL

Tak for i dag



# KONTAKT

Torben Storgaard, Partner  
M +45 24 63 01 67  
E [torben.storgaard@hnco.dk](mailto:torben.storgaard@hnco.dk)

[www.hnco.dk](http://www.hnco.dk)



# E-FAKTURERING, SÅDAN KOMMER DU I MÅL

*v/Flemming Christensen, Product Manager*



# E-FAKTURERING, SÅDAN KOMMER DU I MÅL



## Ny Bogføringslov 2023

Kort overblik over krav og format



## Peppol

Status på Peppol med transaktioner og lande



## E-invoice I dag og import/eksport overblik

Hvad håndterer TrueCommerce I dag og når man kikker på det danske virksomheder hvad de importerer og eksporterer



## Globalt tiltag indenfor eInvoice

Nye krav til eInvoice og globalt overblik per land med status, og hvad der kommer af nye krav



## Flemming Christensen

- Mere end 25 års erfaring indenfor EDI og e-invoicing
- Medlem og deltager i forskellige fora såsom Peppol, GENA, NEA Sverige og TIEKE Finland
- Formand for GENA Nordic Chapter forum
- Ansvarlig for TrueCommerce VANS Aftaler
- Deltager I Erhvervsstyrelsen fora møder bl.a. om NemHandel og OIOUBL

# NY BOGFØRINGSLOV



- Ny bogføringslov er gældende fra juli 2024
- Godkendelse af bogføringssystemer - November 2023
  - Bl.a. følgende krav
    - Sende og modtage e-Faktura automatisk (OIOUBL / Peppol BIS)
    - Understøtte Nemhandel
    - Standard kontoplan digital (SAF-T) fra 2024 (regnskabsår)
- NemHandel ændring til til eDelivery – 2023 to 2024
- Updated til OIOUBL3.0
  - Endelig frigivelse og valgfri brug udskudt til november 24
  - Obligatorisk brug 25. maj
  - EOL af OIOUBL 1.13. november 2025.

## NEMHANDEL I TAL

**67.633**

registrerede modtagere i  
Nemhandelsregisteret

**99 %**

af alle fakturaer til det offentlige  
modtages via e-fakturering

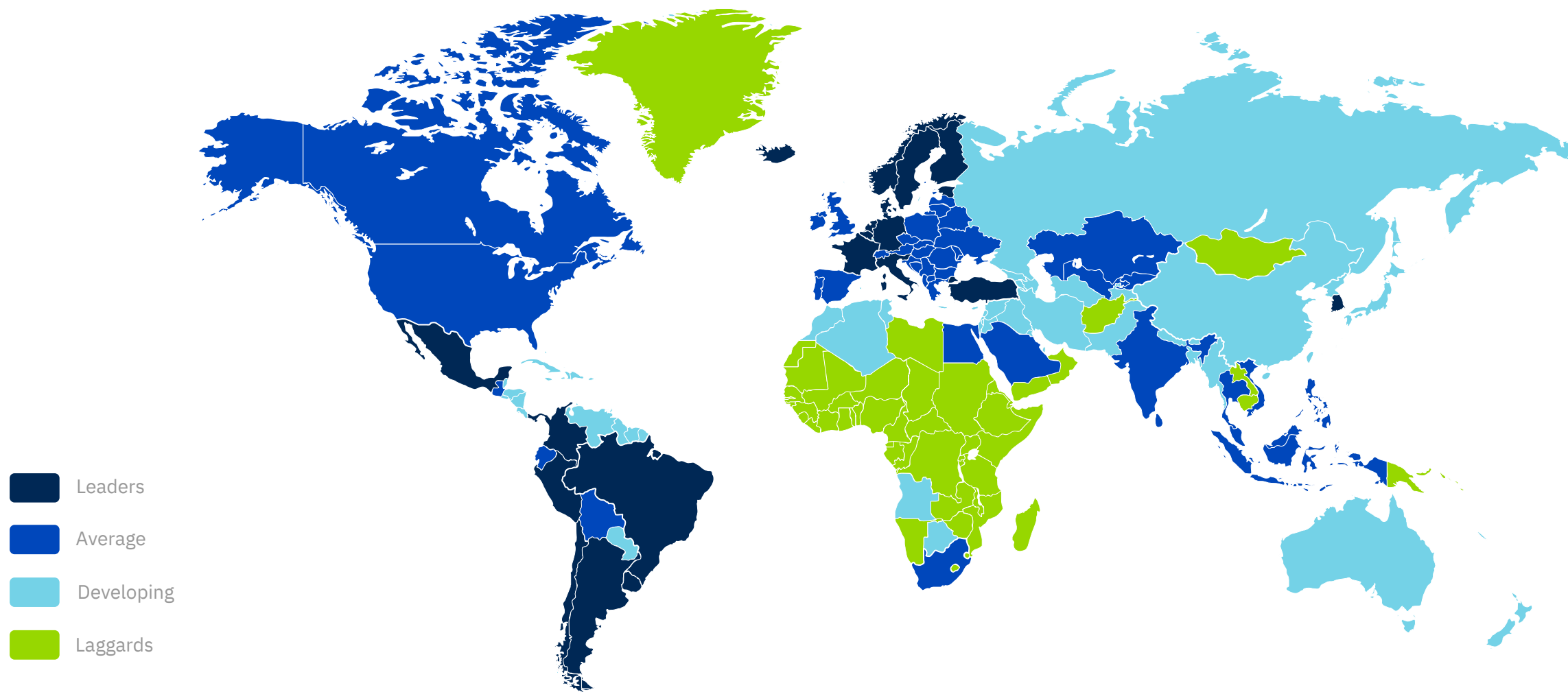
**31.790.328**

e-handelsdokumenter sendes  
årligt i Nemhandel



**PEPPOL**

# MARKEDSMODENHED FOR E-FAKTURERING



# PEPPOL LANDEOVERBLIK

**1.300.000**

modtager i PEPPOL  
Netværket

**20**

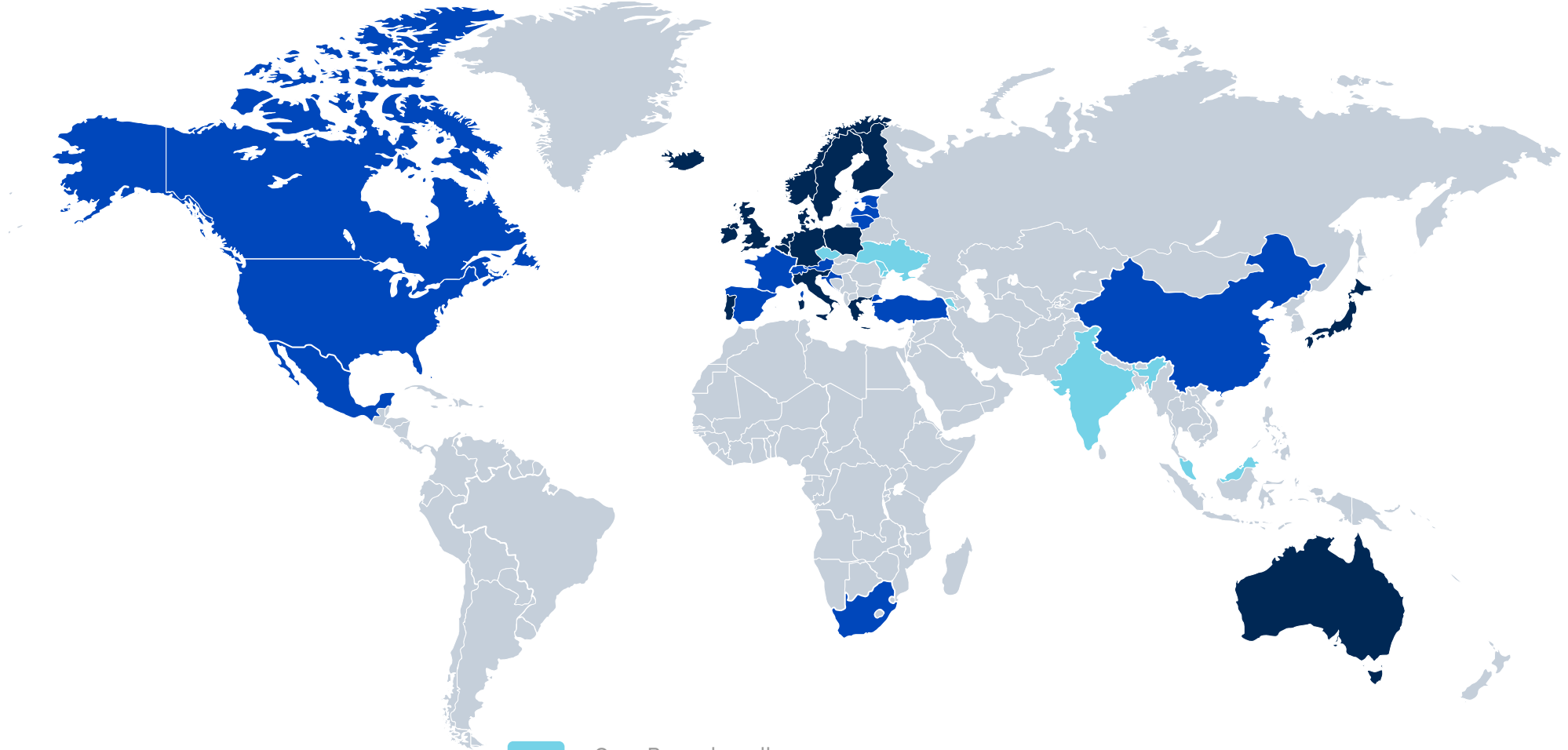
lande med PEPPOL  
autoritet

**45**

lande med OpenPeppol  
medlemmer

**569**

OpenPeppol  
medlemmer i alt



OpenPeppol medlemmer

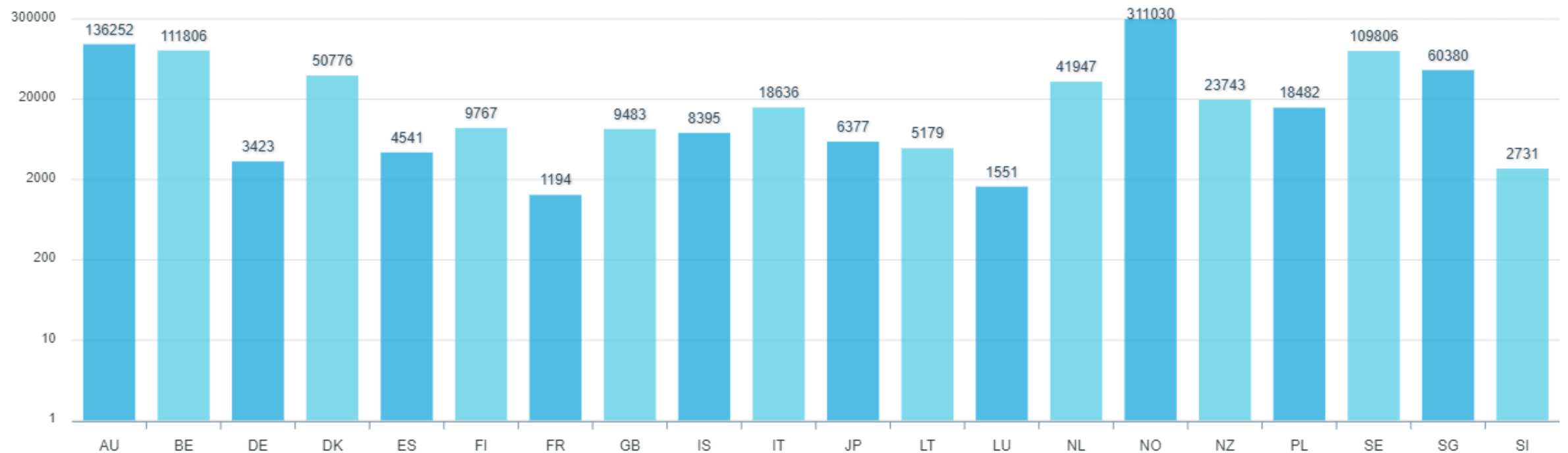


OpenPeppol medlemmer med certificerede Peppol Service Providers



OpenPeppol medlemmer med certificerede Peppol Service Providers og Peppol autoritet

# PEPPOL-REGISTREREREDE PARTNERE PR. LAND (TOP 20) (SEP 2024)





# E-INVOICE I DAG OG IMPORT/EKSPORT OVERBLIK

# E-INVOICE I DAG TRUECOMMERCE SENDER/MODTAGER

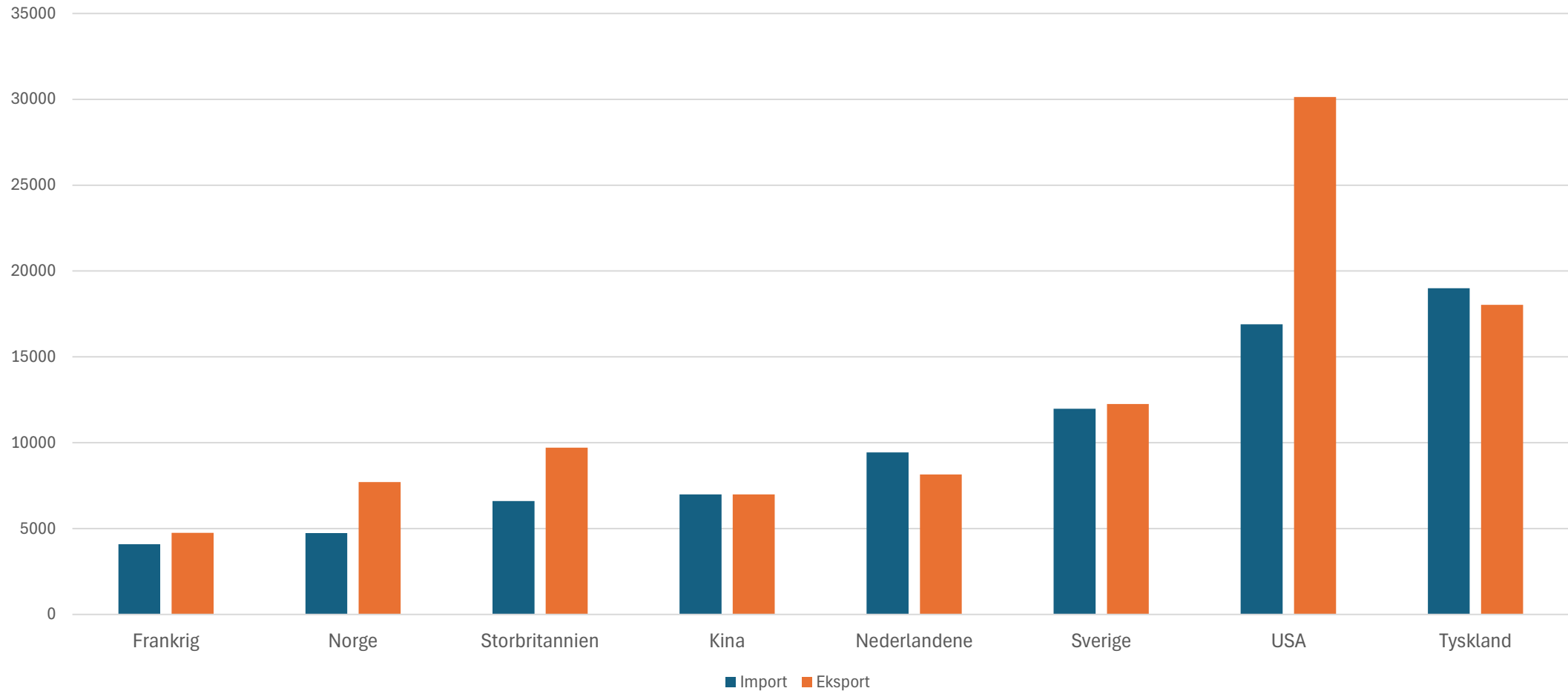
## TrueCommerce sender og modtager eInvoice per land 2023

Sender	Modtager	Document supertype	Antal
DK	GB	Invoice	1.071.809
DK	DE	Invoice	921.323
DK	SE	Invoice	508.827
DK	PL	Invoice	122.420
DK	NO	Invoice	91.624
DK	US	Invoice	90.504
DK	NL	Invoice	28.529
DK	AT	Invoice	22.245
DK	FI	Invoice	19.456
DK	FR	Invoice	16.930
DK	EE	Invoice	12.057
DK	CZ	Invoice	11.391
DK	BE	Invoice	7.577
DK	ES	Invoice	6.508
DK	UK	Invoice	4.580
DK	CH	Invoice	2.196
DK	PO	Invoice	1.358
DK	IT	Invoice	1.109
DK	LT	Invoice	228
DK	HU	Invoice	223
DK	IE	Invoice	167
DK	IS	Invoice	163
DK	PT	Invoice	155
DK	AU	Invoice	109

Sender	Modtager	Document supertype	Antal
SE	DK	Invoice	319.672
NO	DK	Invoice	250.471
FI	DK	Invoice	204.153
DE	DK	Invoice	197.398
FR	DK	Invoice	38.657
BE	DK	Invoice	35.060
UK	DK	Invoice	34.865
ES	DK	Invoice	32.159
NL	DK	Invoice	14.941
GB	DK	Invoice	14.236
AT	DK	Invoice	7.368
AU	DK	Invoice	5.301
IE	DK	Invoice	4.505
PT	DK	Invoice	4.155
IT	DK	Invoice	3.251
PL	DK	Invoice	2.293
LT	DK	Invoice	1.824
NZ	DK	Invoice	705
E	DK	Invoice	466
CZ	DK	Invoice	215
US	DK	Invoice	198
IS	DK	Invoice	136
CH	DK	Invoice	65
GR	DK	Invoice	3

# IMPORT OG EKSPORT Q1-2024 – DE STØRSTE LANDE

Q1-2024



# DANSKE VIRKSOMHEDER DER HAR AFDELINGER I UDLANDET

- Danske virksomheder havde ca. 15.200 datterselskaber i udlandet i 2022.

Land	Antal	EDI i dag
Tyskland	1981	OK
Sverige	1379	OK
Norge	1109	OK
USA	945	OK
Storbritannien	933	OK
Polen	751	OK
Nederlandene	585	OK
Frankrig	581	OK
Kina	466	
Spanien	444	OK
Italien	419	OK

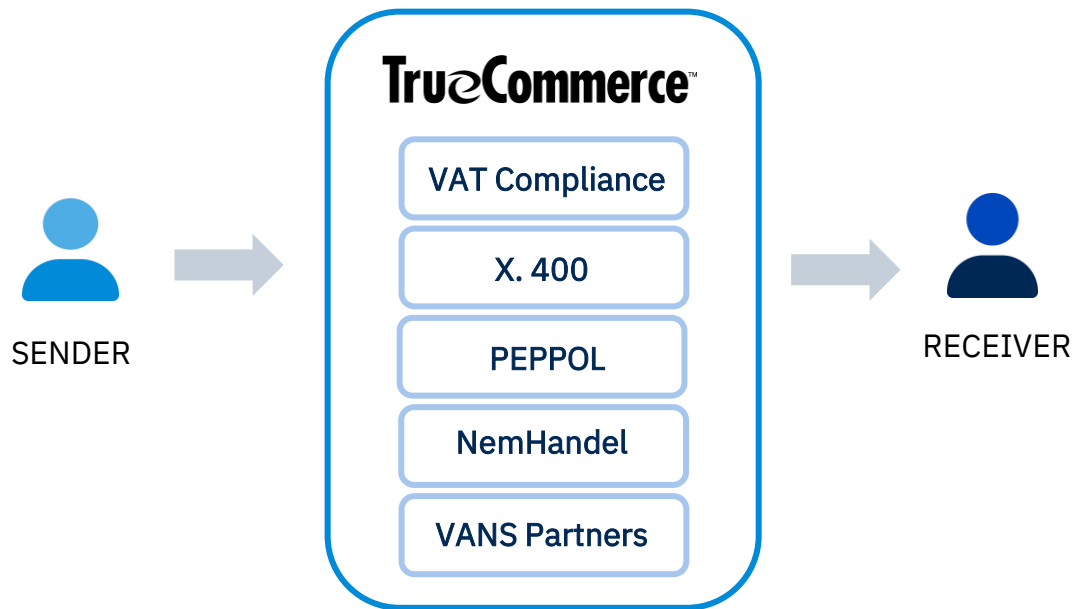
Land	Antal	EDI i dag
Finland	351	OK
Singapore	234	
Schweiz	218	OK
Australien	210	OK
Belgien	201	OK
Litauen	195	OK
Indien	192	
Canada	154	
Rumænien	147	
Tjekkiet	144	OK
Ungarn	143	OK

Land	Antal	EDI i dag
Brasilien	141	
Hongkong	136	
Irland	132	OK
Letland	129	OK
Rusland	125	
Japan	119	
Østrig	111	OK
Sydafrika	106	
Tyrkiet	105	
Ukraine	102	

# GLOBALT TILTAG INDEN FOR E- INVOICING

# HVAD ER POST AUDIT VS. CTC

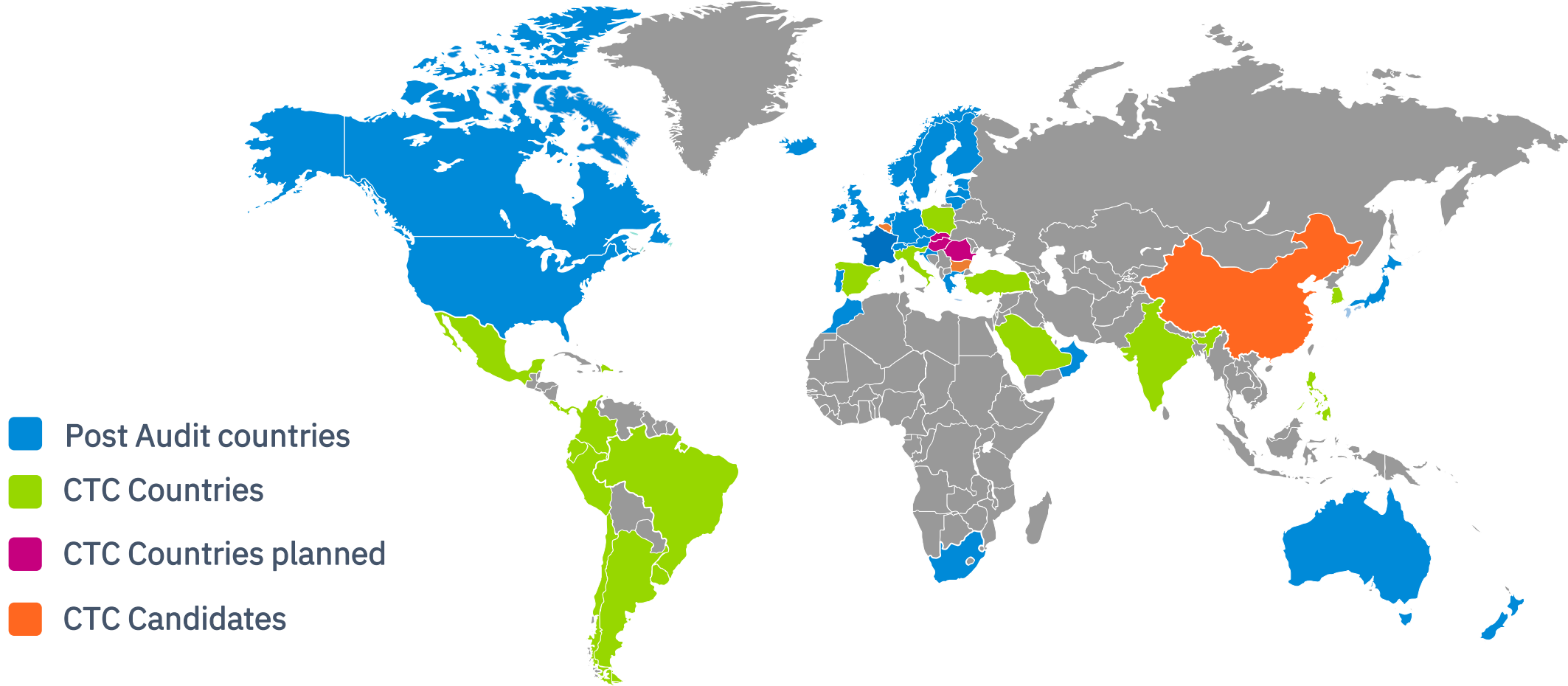
**Post Audit** anvendes, når myndighederne ikke er involveret i processen med at udveksle fakturaer eller andre oplysninger mellem handelspartnerne i stedet kan de kontrollere processens overholdelse efter udvekslingen.



**Continuous Transaction Controls (CTC)** anvendes, når skattemyndighederne er involveret i faktureringsprocessen i et land, hver gang der udstedes en faktura!



# E-INVOICING COMPLIANCE COUNTRY OVERVIEW





# TYSKLAND



2025

Fra 1. januar skal alle virksomheder i Tyskland kunne modtage B2B elektroniske fakturaer.

2027

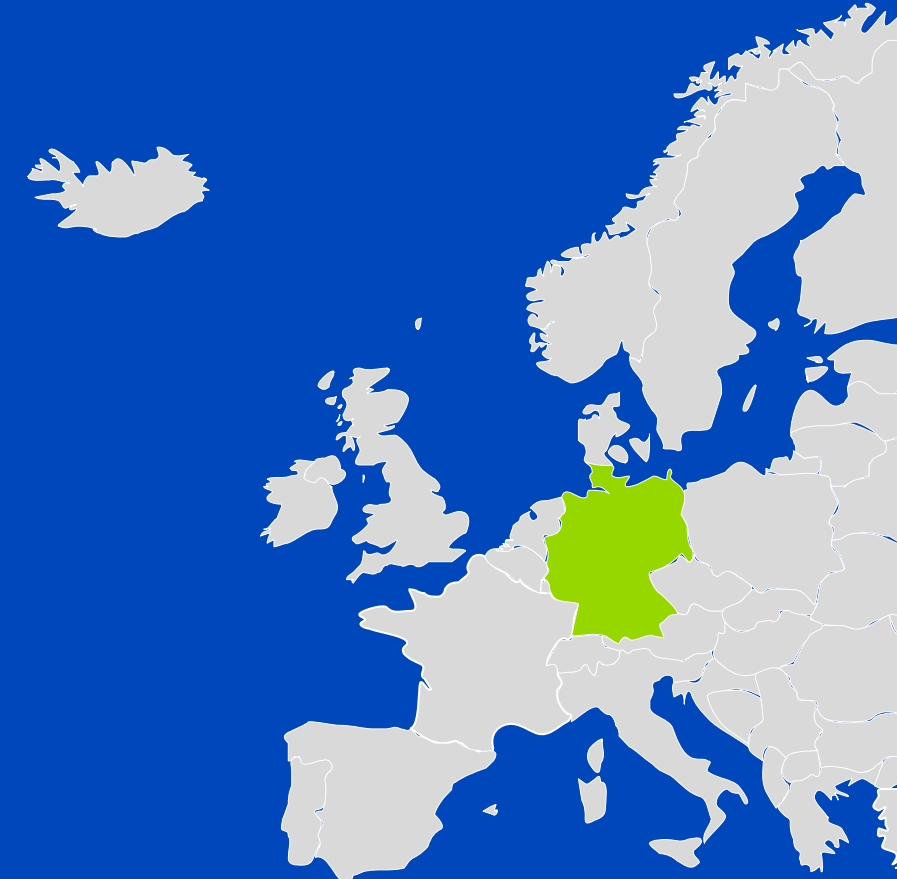
Fra den 1. januar 2027 skal store virksomheder med en årlig omsætning, der overstiger 800.000 Euro, udstede B2B-fakturaer elektronisk.

2028

Fra den 1. januar 2028 skal alle virksomheder sende B2B-fakturaer elektronisk i \*EN16931 formater.

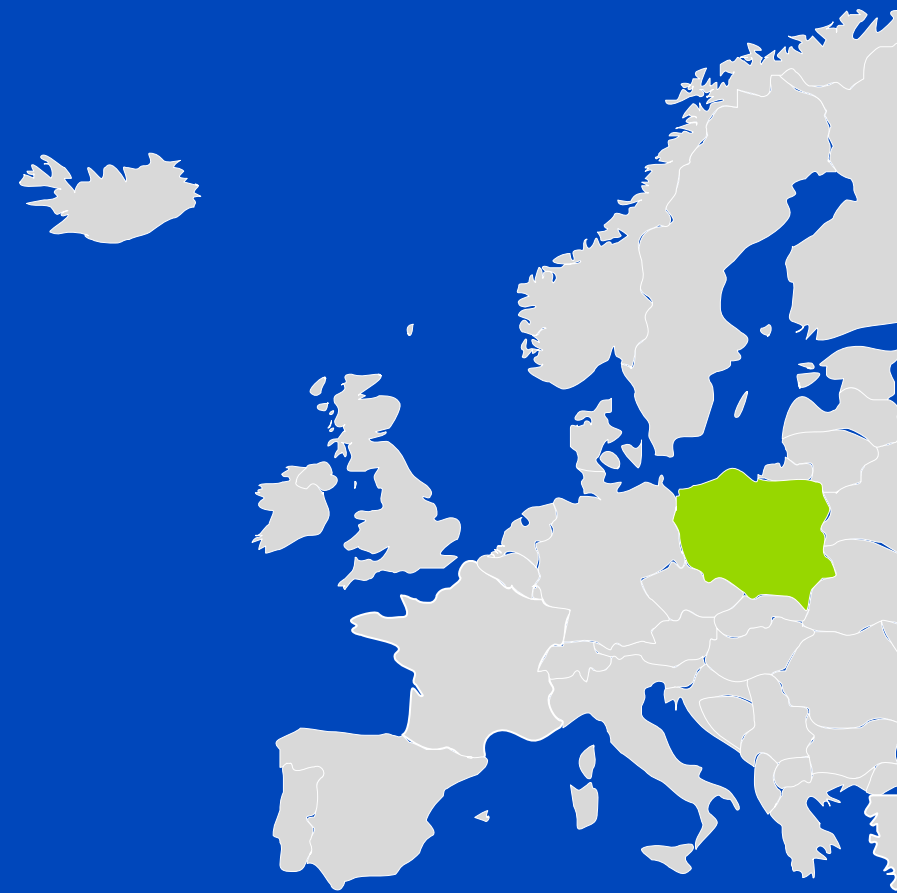
\*) XRechnung, PEPPOL BIS og ZUGFeRD > V2.x  
Opfyldelse af EN16931 krav

Andre formater, der er tilpasset EN16931, kan også benyttes



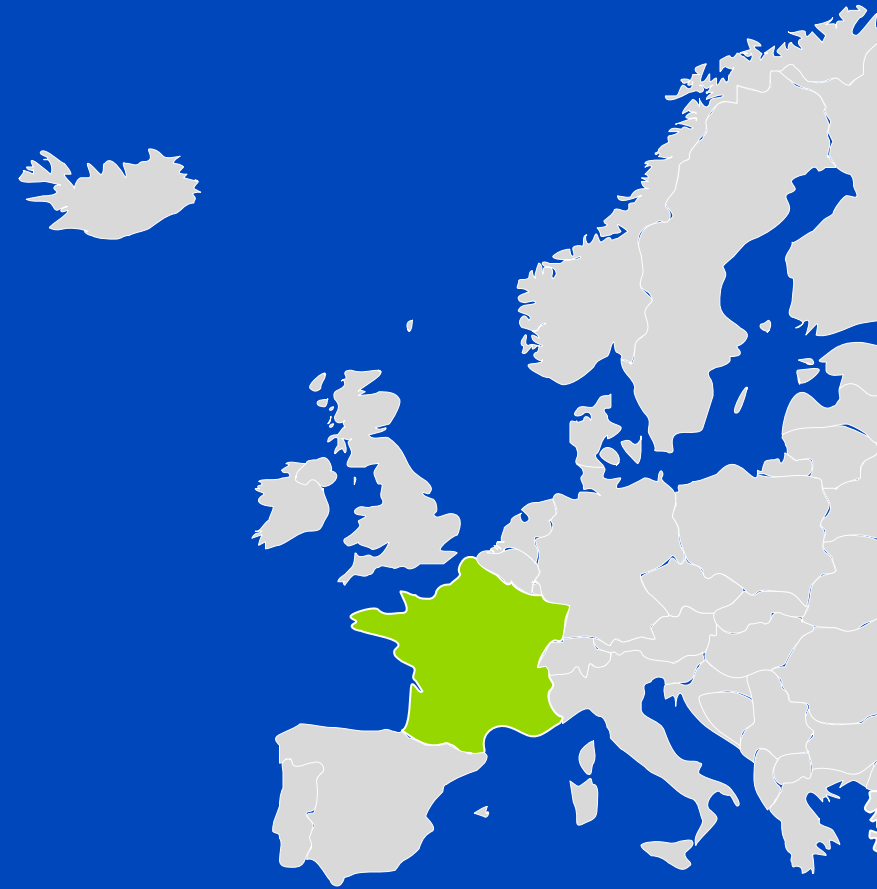
# POLEN KSEF

- CTC løsning baseret på egen format og infrastruktur
- Planlagt til den 1. januar 2024 blev udskudt
- Ny opstart dato er 1. februar 2026
  - For virksomheder > PLN 200 mio.
  - Rest virksomheder skal starte april 2026



# FRANKRIG

- CTC løsning baseret på egen format og infrastruktur
- System er planlagt at blive obligatorisk fra
  - 1. sep 2026 for det største selskab
  - 1. sep 2027 for resten af virksomhederne





# E-INVOICING EXCHANGESUMMIT

SINCE 2005  
Dublin #EXCS23 3-4.10.23

## OBJECTIVES

- Better, structured, accurate, consistent data
- Digital, automated processes
- Increased efficiency
- Cost savings
- Supply chain visibility

## We all need closer COLLABORATION

INTEROPERABILITY is the principal objective to establish a GLOBAL HIGHWAY for B2B Transactions

phase out national formats

Make technical specifications for VAT DDR available >10 months prior to implementation

NSG&B Nordics  
DCTCE France

## Development and Implementation

Our Wishlist  
- Goods moving  
- progress status  
- SAF-T

it doesn't have to be cheap... it must be FAIR!

We don't need a technology... we need a SERVICE

Welcome to the e-invoicing & e-reporting "FACTORY TOUR"

use real-time data STRATEGICALLY to identify trends, risks and opportunities

4-5 CORNER MODEL

EESPA -> GENA

We want to introduce B2B features in the PEPPOL Network

further develop EN 16931

BUSINESS ASSOCIATIONS

Tax-experts  
IT-spealists  
Accounting

encryption?  
Data security?  
Consistency?  
Confidentiality?

Service Provider

flexibility  
ease-of-use  
self-service

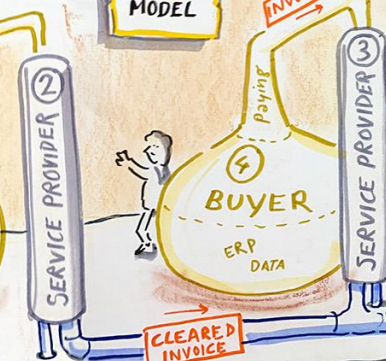
SME'S  
>50% of EU Business

B to...  
G B C



## CHANGE MANAGEMENT

- Map requirements
- Communication
- Solid foundation
- Process map
- mind-set
- Involve stakeholders



## Continuous Transaction Controls

## CTC

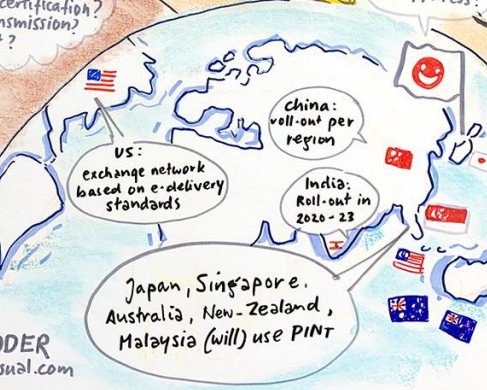
## ViDA

DRR enters into force in 2028:  
• real time (< 2 days)  
• transaction by transaction reporting both by supplier and buyer

## E-invoicing & e-reporting models in the EU

- Invoice format?
- identifier process?
- platform certification?
- peppol transmission?
- pos effect?

## B2B Invoicing WORLDWIDE



## ISSUES

- Unstructured data
- Manual Process
- Low data quality
- Paper based
- High process costs
- No transparency



Validate e-invoices before authorizing its delivery

## BENEFITS

- Transparency
- Reconciliation
- Increase tax-revenue (prevent tax divergence)

I can do that for you!

Member states get the tools to do better AUDITING



93 Billion Euro VAT-GAP in the EU in 2020



# AFRUNDING

*V/ Jakob Vestergaard, Managing Director, EMEA*



**TrueCommerce™**

**TAK FOR I DAG!**

# FROKOST