



Sustainability experiences of eProcurement domain

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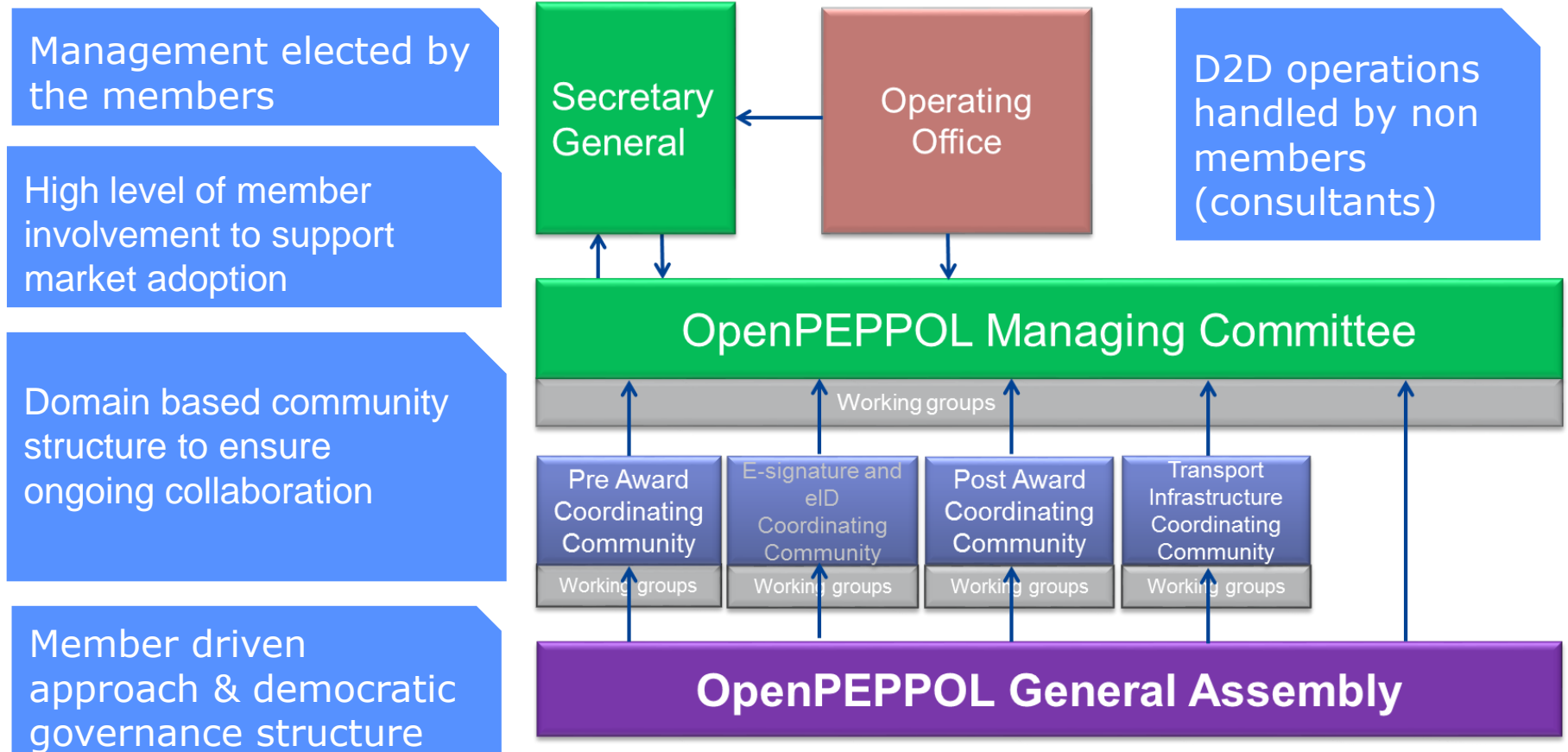
Agenda

- ▶▶ What is OpenPEPPOL ?
 - ▶▶ Vision, Identity, and where we operate
 - ▶▶ History and origin
 - ▶▶ Organisation and what we did to achieve sustainability
 - ▶▶ The value of OpenPEPPOL
- ▶▶ Key figures and success stories
 - ▶▶ PEPPOL eDelivery network today
 - ▶▶ The Norwegian success story
 - ▶▶ The PEPPOL success story
- ▶▶ Lessons learned and future vision
 - ▶▶ Key challenges & lessons learned
 - ▶▶ Future vision

Vision, identity and where we operate

- ▶▶ OpenPEPPOL is set up as a **non-profit** organisation in Belgium, **sustaining, governing and supporting** the building blocks developed during the **PEPPOL** project.
- ▶▶ The Vision is to **enable businesses to communicate electronically** with any European government institution in the **procurement** process, increasing efficiencies and reducing costs
- ▶▶ OpenPEPPOL provides
 - ▶▶ **PEPPOL BIS** (Business Interoperability Specifications) **using UBL**: Product catalogues; order/order confirmation/despatch advice; invoice/credit notes; e-Tendering BIS in 2017 – re-use of e-SENS building blocks
 - ▶▶ **PEPPOL eDelivery Network** Technical specifications; planned re-use of e-SENS building blocks
 - ▶▶ **PEPPOL Transport Infrastructure Agreements**: Legal framework for many-to-many cross-border interoperability
 - ▶▶ **Governance for long term sustainability**: International non-profit association, life cycle management routines

Organisation and what we did to achieve sustainability



The value of PEPPOL

- ▶▶ Market enabler for interoperable e-procurement solutions
- ▶▶ Standards based business process interoperability
- ▶▶ PEPPOL eDelivery Network and PEPPOL Transport Infrastructure Agreements enables technical and legal basis for interoperability
- ▶▶ Simplification and improvement of the on-boarding process for buyers and suppliers that want to trade electronically

PEPPOL eDelivery network today

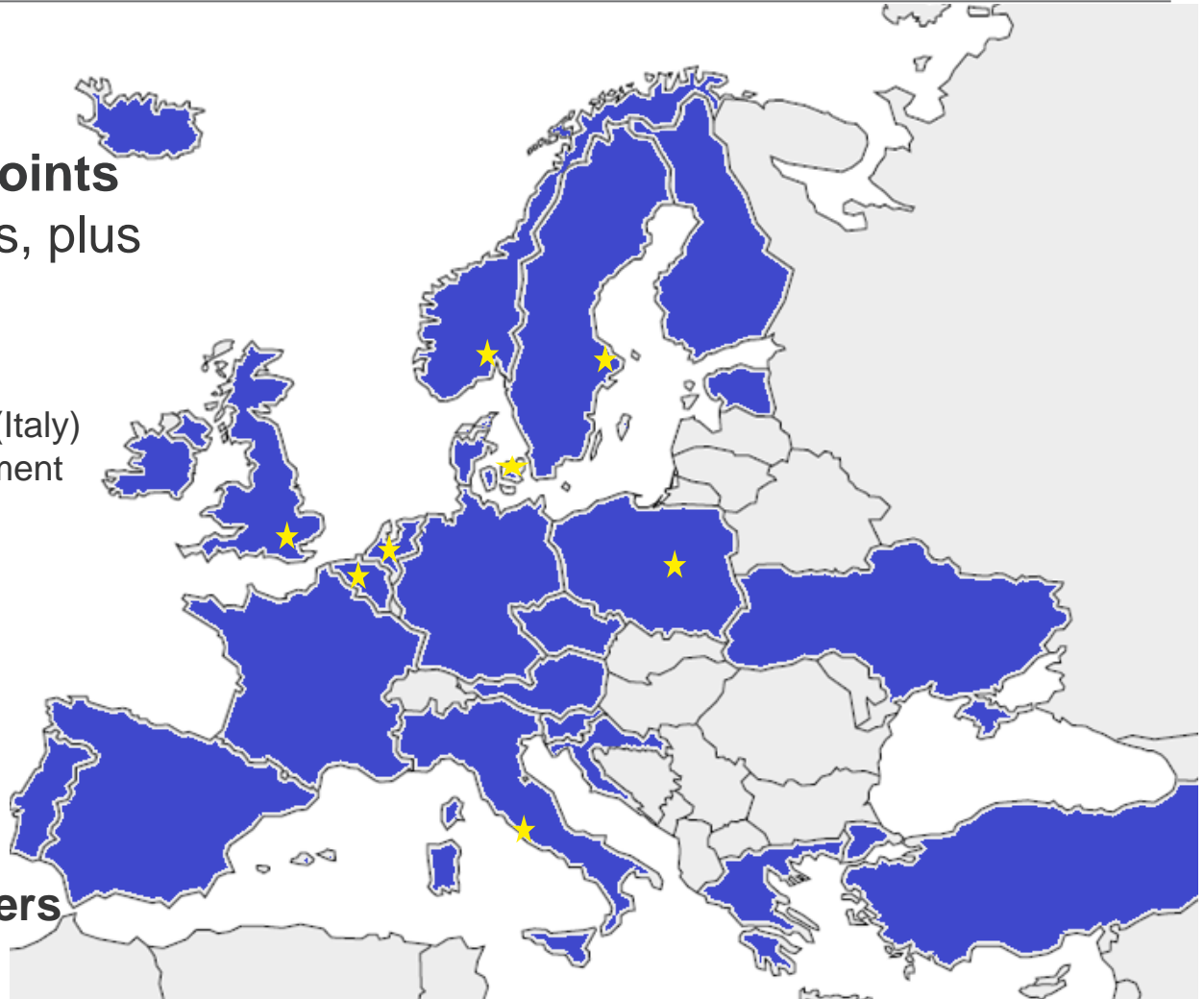


143 Certified Access Points
in 16 European countries, plus
Canada and USA

9 PEPPOL Authorities

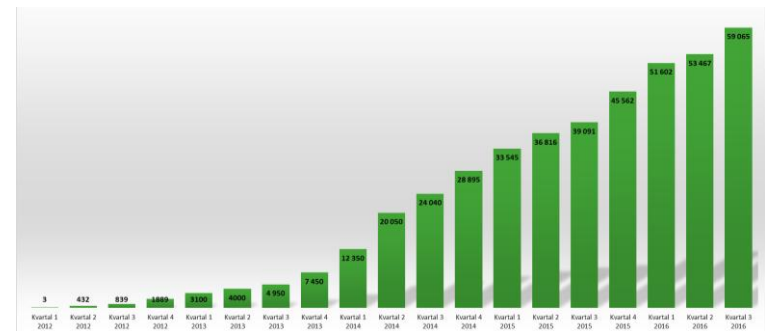
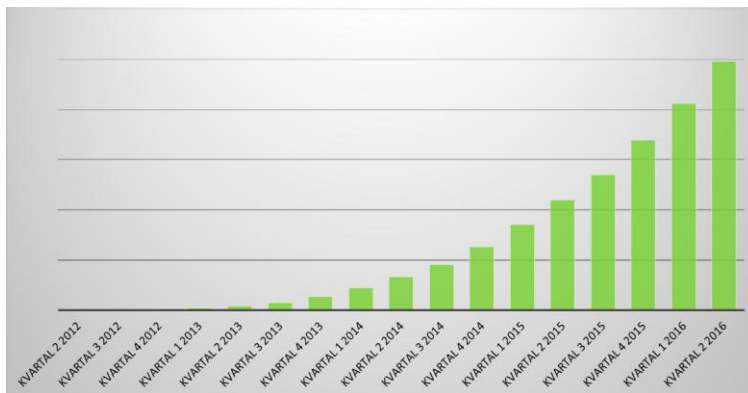
- ▶ Agency for Digital Italy (AgID) (Italy)
- ▶ Ministry of Economic Development (Poland)
- ▶ Department of Health (UK)
- ▶ Difi (Norway)
- ▶ DIGST (Denmark)
- ▶ ESV (Sweden)
- ▶ Fedict (Belgium)
- ▶ SimplerInvoicing (Netherlands)
- ▶ OpenPEPPOL AISBL

214 OpenPEPPOL members
from 25 countries



The Norwegian Success Story

- ▶▶ Registered eInvoicing recipients: 71.680
- ▶▶ Public sector recipients: 99,7% of all entities
- ▶▶ Number of eInvoices handled in January 2017: 4,0 million
- ▶▶ Number of eInvoices handled last 12 months: 36,8 million
- ▶▶ 70% of central government invoices received electronic
- ▶▶ Number of eInvoices handled since 2012: 73 million
- ▶▶ Estimated socio-economic savings: 5,8 billion NOK (€ 644 million)



The PEPPOL Success story

4 Years of increasing growth

- ▶▶ Increased cooperation through the Coordinating Communities (e.g. project based development of the PEPPOL Directory, BIS for Message Level Response, BIS for Despatch Advice, and the preparation for support for European Norm on e-Invoicing)
- ▶▶ New domains in pipeline (e-Tendering & ISO 20022-based payment)
- ▶▶ Significant growth in membership (from 5 funding members to 214 members)
- ▶▶ Expansion into new countries as a result of International focus
- ▶▶ PEPPOL as the gateway to eProcurement in Europe (USA and Canada in pipeline for major growth)
- ▶▶ Continued EC collaboration after project end

Key challenges & lessons learned: The Devil is in the Detail

- ▶▶ The change from Project to Operation is a change of mindset
- ▶▶ Formalized decision structure is a key factor for success and progress
- ▶▶ Collaboration needs to be embraced in the organisational structure
- ▶▶ Funding is essential
 - ▶▶ Direct and indirect funding from public entities and EC needed to support initial establishment and major changes.
 - ▶▶ Day to day operations in steady state needs to be sustained financially (e.g. by member fees)
- ▶▶ Population of the organisation sets the focus
 - ▶▶ Different skillset needed in day to day operations than in project development and sustainability of specifications
 - ▶▶ Expertise stemming from the project needed to succeed
 - ▶▶ Expertise in organisational setup and legal structures needed to establish a sound environment
 - ▶▶ Mix of public and private entities is a key factor for continued success

Future Vision

- ▶▶ Expansion and further development of the PEPPOL e-Delivery network
- ▶▶ Update of PEPPOL BIS for e-invoicing to support European Norm
- ▶▶ Expand into e-Tendering domain by adopting the e-SENS e-Tendering specifications and artefacts (Building Blocks)
- ▶▶ Revision of the PEPPOL Agreement structure to cater for multiple domains
- ▶▶ Expansion of Governance structure to include more PEPPOL Authorities
- ▶▶ Increased international presence
- ▶▶ Expand collaboration with the European Commission



More information

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