



Business case Platform ELFA Belgium

1. Introduction

Background

E-invoicing and invoice automation promise to unlock major benefits for almost everyone. Corporates, SME's, banks, public administrations, service providers and even consumers can profit from e-invoicing. The most striking benefit would be the multi-billion cost savings in Belgium and even larger savings in Europe.

In Belgium, approximately 1 billion bills are sent to customers; at least half of which are sent between companies and to the government. A transition to full scale e-invoicing could lead to savings up to € 3,5 billion. Nevertheless it is said that a mere 1 percent of all invoices is sent electronically.

From January 2010 onwards it is allowed to use e-invoicing in Belgium without any specific technological safety measures. This should help adoption of e-invoicing in Belgium, embracing major cost savings for senders and receivers of invoices, large corporations, SME's, the Belgian government and Belgium as a whole.

Platform ELFA Belgium

Platform ELFA Belgium aims to effectively facilitate the awareness, adoption and use of e-invoicing and invoice automation in Belgium. This is carried out by deploying several instruments and activities focused on four segments:

- obtaining knowledge
- building partnerships
- sharing information
- promoting interests

2. Mission and objectives

The mission of Platform ELFA Belgium is to effectively facilitate the awareness, adoption and use of e-invoicing and invoice automation related to other domains (payments, accounting, credit management, archiving, authenticity) in Belgium. Creating benefits and opportunities for its members, partners, stakeholders and visitors is another goal for Platform ELFA Belgium.



To achieve this mission, Platform ELFA Belgium aims at several objectives:

- Communicating a flexible viewpoint on e-invoicing, refraining from developing a proprietary viewpoint on issues like standardisation formats.
- Taking into account a diversity of domains surrounding e-invoicing such as payments, credit management, archiving and authenticity.
- Facilitating the transfer of knowledge in Belgium to and from organisations inside and outside Platform ELFA Belgium; learning from each other and therefore effectively raising the common level of knowledge on e-invoicing and invoice automation.
- Providing an interactive multi-language platform that can be used to broadcast (product) information and new developments related to e-invoicing.
- Building networks and connections across Europe between SME's, corporates, service providers, banks, public administrations, tax auditors and policy makers. Expanding their portfolios and interconnectivity and interoperability possibilities.
- Connecting and cooperating with partner initiatives where possible, providing added value for members, partners and stakeholders of Platform ELFA Belgium.
- Promoting the interests of Platform ELFA Belgium Members on a pre-competitive level, not intruding the interests of individual members.
- Giving the members and partners the possibility to create extra value by adding special features for members and partners on the website, in newsletters, social networks and the internet.
- Integration with Platform ELFA and Platform ELFA Belgium using a common online community.

3. Activities and instruments

Framework

Platform ELFA Belgium uses an activity and instruments framework that is based on a S.M.A.R.T. approach: Specific, Measurable, Accurate, Realistic, Time based. This framework is also used by Platform ELFA in the Netherlands (www.platformelfa.nl) and the Platform ELFA Belgium (www.platformelfa.be).



The activities and instruments can also be divided into four segments based on their nature (knowledge or business) and effects (internal and external). These segments can then be used to create the following matrix:

	knowledge cluster	business cluster
internal	OBTAIN+KNOWLEDGE	BUILDING+NETWORKS
external	SHARING+INFORMATION	PROMOTING+INTERESTS

Each member of Platform ELFA Belgium can decide for itself if (1) and (2) in which –combinations of segments he or she would like to engage. Platform ELFA Belgium ‘facilitates’ every member to the maximum extent, based on the member’s input and profile.

This implies that every member can ‘create’ and ‘direct’ its very own tangible and indirect benefits and interests when pulling the strings on Platform ELFA Belgium.

SMART Activities and Instruments

To achieve the ambition and objectives and to support the members’ interests, Platform ELFA Belgium facilitates several instruments.

Most of these instruments are already in place. Packed with functionalities and opportunities to generate as many benefits as possible for our members and partners:

- Case studies
- Content website Platform ELFA Belgium
- Cooperation
- Member profiles (extended)
- Newsletter (external)
- Newsletter (internal)
- Online community
- Presentations
- Publications
- Publication: "Starting with e-invoicing"
- Secretary: administrative support
- Social networks
- Supplier guide

Download our Activity Plan 2010, for a S.M.A.R.T. overview of all the activities and instruments planned for 2010.



4. Benefits/value proposition

As a member of Platform ELFA Belgium, your organisation will receive the latest –background- information from other members, partners and affiliates. Your organisation will be able to share information with other parties, get access to several initiatives on e-invoicing and broadcast your products and services in Belgium (and using the online community: throughout Europe).

The membership of Platform ELFA Belgium also enables your organisation to efficiently discover and connect to organisations across countries in Europe; expanding portfolios and interconnectivity possibilities. The transfer of knowledge and insight might even prove to be helpful for your organisation.

Some other benefits of Platform ELFA Belgium membership are:

Promotion

- Representation as an innovative organisation on e-invoicing, invoice automation and/or its related domains.
- Representation as an organisation capable of creating fast benefits for corporates, SME's, public administrations and banks.
- An extensive profile page on Platform ELFA Belgium website. This company profile includes a description, website, address, 125x125 logo, product names and sales department information.
- Your organisation logo is added to the main page of Platform ELFA Belgium website*, the newsletter*, et cetera. (*=hyperlink included).
- Broadcasting corporate and product information towards visitors partners, potential customers, policy makers and competitors.

Information

- Be the first to receive new (technical, legal, fiscal, product) information, research studies, developments and opinions on e-invoicing in Europe and its Member States.
- Get access to partner activities, initiatives and information.
- Get acquainted with local and cross-border products, services, policies and providers.

Participation

- Participate in (web) meetings and share your knowledge and information with others participants.
- Get connected with representatives from corporations, SME's, banks, public administrations, policy makers, service providers and even consumers.
- Participate in accelerating the awareness, adoption and penetration of e-invoicing in your country and across Europe.



Interaction

- Interact with other members, (potential) clients and stakeholders using our extensive set of social networks: Twitter, SlideShare, EEI Community, LinkedIn,

5. Interested? Become a Founding Partner!

Platform ELFA Belgium is gearing up. Is your organisation interested in joining Platform ELFA Belgium? This is your chance to become a Founding Partner of Platform ELFA Belgium!

Just follow these steps before March 1st, 2010:

1. Visit: www.platformelfa.be for a good impression
2. Download Platform ELFA Belgium Activity Plan 2010
3. Download our 2010 Subscription and Investment form
4. Fill out the Subscription form and send it to info@platformelfa.be
5. Pay the digital invoice as soon as possible (but ultimately before 1-4-2010)

Already a member of Platform ELFA Belgium Europe or Platform ELFA? Then your organisation receives a 50% discount; reducing your investment to a mere € 375,-.

Contact us at:

- Internet: www.platformelfa.be
- E-mail: info@platformelfa.be