

## Your Trusted Partner in RFP Selection

### From Internal Processes To External Transactions

The world of invoicing is changing rapidly. New regulations (such as ViDA) and growing international collaboration (via Peppol) are making electronic invoicing not just an option, but a **strategic necessity**.

Sound familiar? The daily frustration of manual processes in the finance department?

Did you know that over 25% of time is lost correcting invoice errors?

At Harbe, we don't believe in isolated tools or temporary fixes. We take a holistic approach, working with your organization to look at the bigger picture—from business goals to existing processes. By connecting the two pillars of the finance department, we create a solid foundation for long-term improvement.

### Two Processes – One RFP:

- Automation of Accounts Receivable and Payable processes
- External Transaction Automation (B2B)

In close collaboration, we identify the partners and solutions that truly resonate with your organization's needs and ambitions.

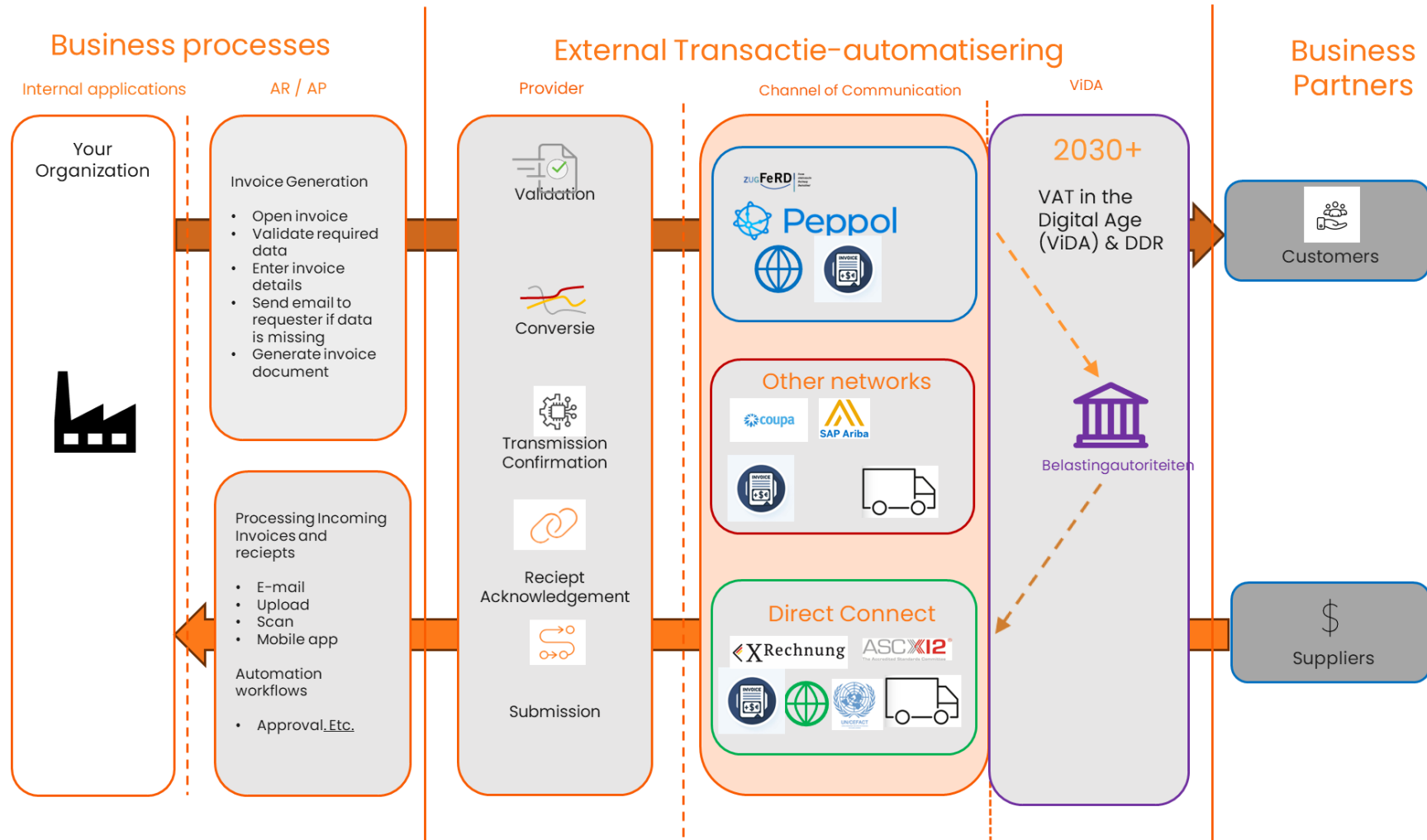


## E-Invoicing as a Strategic Advantage



# BRIDGING THE GAP: CONNECTING CORE FINANCIAL PROCESSES

While business processes and external transactions each have their own dynamics, their true power lies in integration. By approaching them as one, you not only streamline financial operations but also build a future-ready structure that adapts to the rapidly evolving world of e-invoicing.



## BUSINESS PROCESSES

### FOCUS ON PROCESS OPTIMIZATION, COMPLIANCE AND INTERNAL INTEGRATION

The finance department is the heart of your organization. Yet many processes are still handled manually leading to delays, errors, and unnecessary costs. Think of missing references, pricing discrepancies, or incomplete invoices. Creating and processing invoices is rarely a matter of just one click.

#### WHY THIS MATTERS:

By automating your accounts receivable and payable processes, you take a major step toward a more efficient, controllable, and compliant financial operation. You not only strengthen internal controls but also improve compliance with increasingly strict VAT regulations.

#### Key Benefits:

- **Work more efficiently** – fewer manual actions, fewer errors
- **Reduce costs** – through time savings and error reduction
- **Improve customer satisfaction** – faster, more accurate invoicing processes

## EXTERNAL TRANSACTIONS

### FOCUS ON STANDARDIZATION, INTEROPERABILITY AND FUTURE-READY COLLABORATION

While internal processes are often optimized within existing financial systems, exchanging e-invoices with external partners requires a different approach.

Automating B2B invoice transactions offers a solution. Built-in modules in standard software often provide only basic connectivity. What's missing is the scalability, flexibility, and compliance needed to keep pace with evolving demands in the international landscape.

#### WHY THIS IS STRATEGICALLY IMPORTANT

A provider acts as the connecting link between your internal systems and the international network of customers, suppliers, and governments. They contribute to:

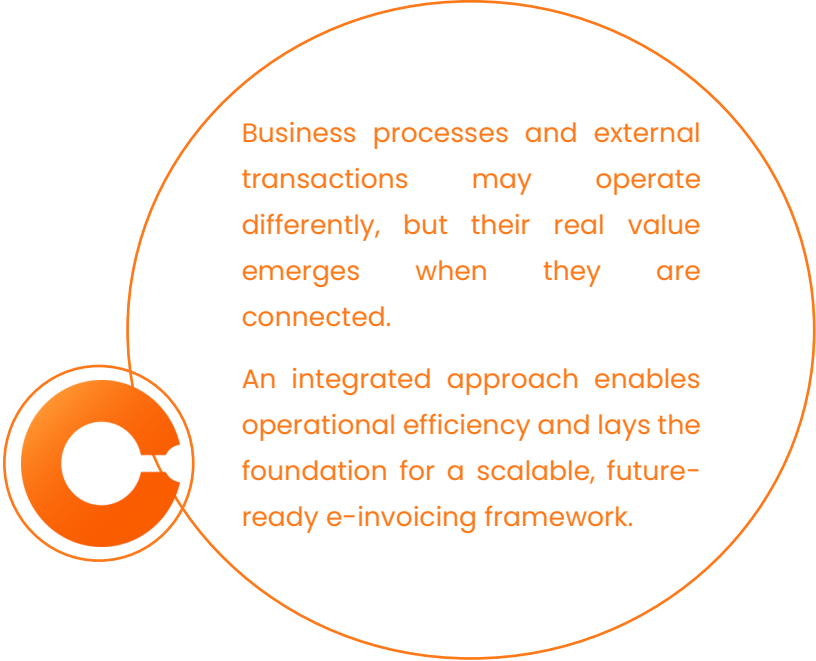
- Interoperability – through connections with networks like Peppol
- Compliance – with regulations such as ViDA and DDR
- Insights – via dashboards and status updates

#### Key Benefits:

- Adapt to changing business and regulatory requirements
- Build a future-proof infrastructure that supports growth and collaboration

## CONSIDERATIONS FOR A FUTURE-PROOF E-INVOICING PROCESS

True transformation doesn't come from isolated tools, but from integrated thinking. Choose a solution that supports your strategy, scales with your ambition, and evolves with your business.



Business processes and external transactions may operate differently, but their real value emerges when they are connected.

An integrated approach enables operational efficiency and lays the foundation for a scalable, future-ready e-invoicing framework.

To ensure long-term success, your e-invoicing approach should be:

**Efficient** – Streamline both internal workflows and external transactions to avoid fragmentation and reduce costs.

**Scalable** – Support expansion across entities, geographies, and business units without compromising control.

**Strategic** – Go beyond technical integration. Choose a partner who supports adoption, compliance, and collaboration.

**Future-ready** – Ensure adaptability to evolving regulations (e.g., ViDA, DDR) and global interoperability through a modular platform.

The goal is not just implementation, but transformation. Choose a solution that fits your vision, scales with your ambitions, and evolves with the market.

## AN INTEGRATED APPROACH WITH HARBE MORE THAN JUST A SUPPLIER

Where many organizations tend to engage separate vendors for each part of the invoicing process, Harbe consciously takes a different route. A fragmented approach often leads to inefficiencies, higher costs, and compliance risks. True efficiency and future-readiness are achieved when the interconnection between processes is placed at the center.

As an independent Expertise Center for Supply Chain Integration, Harbe supports organizations in making strategic decisions aligned with their considerations for a holistic e-invoicing process. Our independent position ensures objective advice and helps you avoid vendor lock-in risks, while giving access to a wide range of solutions that truly fit your unique organization and future vision. We connect internal business processes with external transaction flows, ensuring all solutions converge into one overarching, coherent system.

Once the strategic direction is defined, Harbe assists in formulating clear selection criteria for drafting an RFP (Request for Proposal). These criteria are closely aligned with your business objectives and earlier considerations.

Together, they form the foundation for selecting one or more vendors who — in synergy — can deliver a future-proof e-invoicing solution.



## READY FOR AN INTEGRATED SELECTION PROCESS?

### GET IN TOUCH WITH US



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### COSTS

- **€ 5.200 excl. VAT** – Internal Business Process Analysis  
This analysis forms the foundation for drafting an RFP focused on automating internal business processes. Based on the results, we identify potential vendors that align with your strategic and functional requirements.
- **€ 5.200 excl. VAT** – External Transaction Flow Analysis  
This analysis lays the groundwork for an RFP aimed at automating external e-invoicing processes. It helps identify vendors that meet your strategic and functional needs.
- **Custom Pricing** – RFP Development and Guidance  
This goes beyond drafting the RFP documentation. Harbe supports you throughout the entire selection process — from screening potential vendors and coordinating presentations to evaluating proposals. We provide hands-on support in decision-making, ensure clear communication at all levels, and work closely with your team to select the best-fit vendors for a truly future-proof solution.

[www.harbe.nl](http://www.harbe.nl)

