

DO YOU OPT FOR A TECHNICAL LINK OR A FUTURE- PROOF BUSINESS STRATEGY?

From Internal Processes to External Transactions

The world of e-invoicing has transformed from an administrative task to a strategic issue that touches the core of your business operations. While the focus is often on solving operational bottlenecks, the real challenge lies deeper.

The biggest risk nowadays is not the technology itself, but choosing the wrong solution direction that lacks the necessary coherence between your internal business processes and external transaction flows. Without an integrated view of these two worlds, you run the risk of a fragmented approach that encourages inefficiency and compliance risks.

Why it deserves your attention:

- **Internal business processes:** Focus on workflow, OCR matching and seamless integration with your financial systems (AP/AR).
- **External Transactions:** Focus on secure transmission, international compliance (ViDA) and interoperability through networks such as Peppol.

Real value is created by the coherence of these domains. Today's market of providers can be roughly divided into four specialisms: SME & Workflow Specialists, EDI & Supply Chain Hubs, Global Tax & Compliance Giants and Infrastructure & API-first Providers. The crucial question, which of these providers, or which combination of them, fits your specific business strategy and international ambitions.

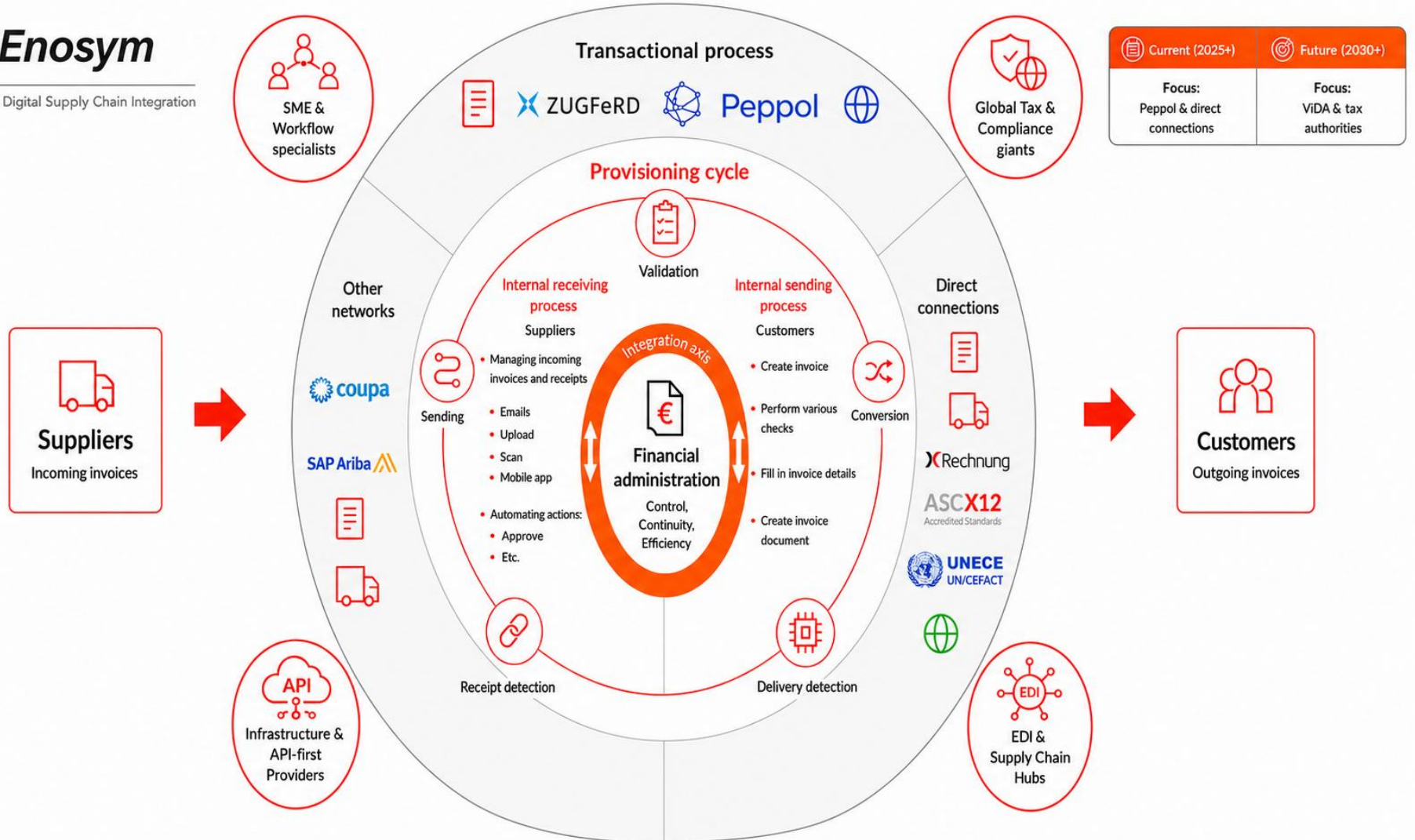
As an independent partner, we monitor this total picture, prevent vendor lock-in and realize a future-proof solution for your entire organization.



E-invoicing as a Strategic Advantage



THE TWO PROCESSES AND WHY THEY COME TOGETHER



THE BUSINESS PROCESS

FOCUS ON PROCESS OPTIMIZATION, COMPLIANCE, AND INTERNAL INTEGRATION.

The finance department is the heart of your organization. However, many processes are still carried out manually — resulting in delays, errors and unnecessary costs. Think of missing references, price deviations or incomplete invoices. Drawing up and processing invoices is rarely a matter of one push of a button.

WHY IT'S IMPORTANT:

By automating the accounts receivable and accounts payable process, you are taking an important step towards a more efficient, controllable and compliant financial operation. Not only will you strengthen internal control, but you will also be better able to comply with increasingly stringent VAT regulations.

The advantages at a glance:

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

EXTERNAL TRANSACTION

FOCUS ON STANDARDIZATION, INTEROPERABILITY AND FUTURE-PROOF COLLABORATION

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

The automation of B2B invoice transactions offers a solution here — a built-in module in standard software often only offers basic connectivity. What is missing is the scalability, flexibility and compliance that are needed to move sustainably with changing requirements. In the international playing field

WHY THIS IS OF STRATEGIC IMPORTANCE

A provider acts as a connecting party between your internal systems and the international network of customers, suppliers and governments. A provider contributes to:

- Interoperability: through interconnection with networks such as Peppol
- Compliance: with legislation such as ViDA and DDR
- Insights: with dashboards, and status messages

The advantages at a glance:

- Adapting to changing business and legal requirements
- A future-proof infrastructure that supports growth and collaboration

CONSIDERATIONS FOR A FUTURE- PROOF E-INVOICING PROCESS

This is not about choosing a separate module or a technical link, but about making conscious choices within an integrated approach. The right solution must therefore not only be functional, but also fit within your broader strategic direction.

Does it lead to efficiency? – Consider whether your current or intended solution covers both sides of e-invoicing: the internal process optimization and the external transaction flows. A fragmented approach often leads to inefficiencies, increased costs, and compliance risks.

Does it support growth objectives? – Assess whether the solution aligns with your organizational structure and growth strategy. Can it be easily rolled out across multiple entities, countries or business units – while maintaining control and flexibility?

Does it recognize its strategic objectives? – Ask yourself if your provider offers more than just technical links. Think of support with adoption, standardization, compliance and cooperation with trading partners. A strategic partner thinks along, guides and guarantees quality.

Guarantee of continuity? – Test whether the solution is future-proof. Can it move with changing legislation such as ViDA and DDR, new standards and international interoperability? A modular and expandable platform is essential here.



Although the Business processes and External Transactions each have their own dynamics, their true strength lies in the coherence. By taking an integrated approach, not only a more efficient financial administration is created, but also a future-proof structure that moves with the rapidly changing world of e-invoicing.

The Maze of the 4 Worlds

Once your internal and external needs have been identified, the most critical step follows: the selection of the technological partner(s). However, the market for e-invoicing is not a one-size-fits-all market; It is divided into four fundamentally different directions, each with its own specialism and 'blind spots'

- **SME & Workflow Specialists:** Focus on user-friendly administration and strong internal workflows.
- **EDI & Supply Chain Hubs:** Powerhouses for complex logistics chains and complete order flows (orders, packing slips, invoices).
- **Global Tax & Compliance Giants:** Necessary for multinationals that have to deal with complex local tax laws worldwide.
- **Infrastructure & API-first Providers:** The technical integration layer for organizations that want to build their own custom solutions

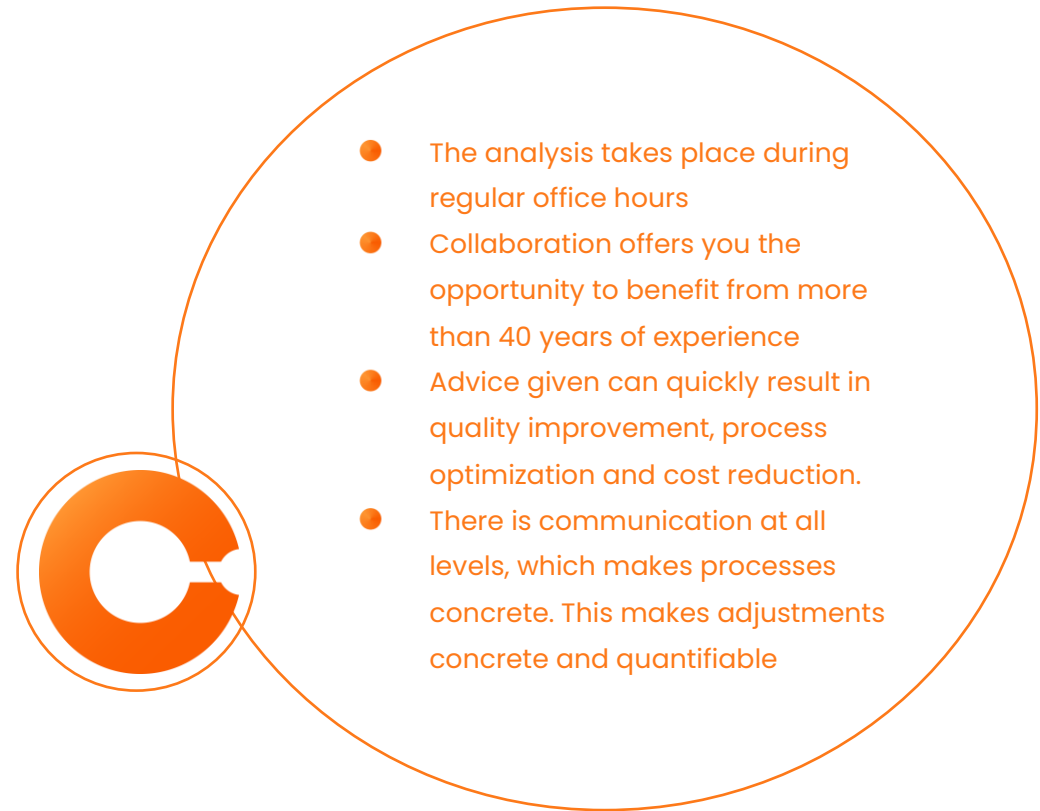
TAKE CONTROL OF YOUR E- INVOICING ECOSYSTEM

Where many organizations tend to approach a separate supplier for each part of the invoicing process, Enosym consciously chooses a different route. In practice, a fragmented approach — where separate tools coexist — often leads to inefficiencies, unnecessarily high costs, and significant compliance risks. You can only achieve real efficiency and future-proofing when you focus on the coherence between all processes.

The biggest challenge is that each provider will try to convince you from its own specialism. Without an independent guide, you run the risk of a wrong solution direction that may work technically, but hinders your strategic growth or leads to a costly vendor lock-in. Whether it concerns the design of your organization or the complex handling of transactional data. In a market divided between SME specialists, global Tax giants, EDI hubs and API providers, it is crucial to select the partner that truly fits your specific "world".

Thanks to our independent position, we guarantee objective advice and help you avoid vendor lock-in risks. At the same time, we offer access to a wide range of solutions that match your vision for the future. We connect your internal business processes (such as workflow and ERP) with external transaction flows (such as Peppol and compliance) and ensure that all applications come together in one overarching, cohesive solution.

From strategic direction to accurate selection After determining the strategic course, Enosym supports you in formulating clear selection criteria for your RFP (Request for Proposal). These criteria are closely aligned with your business goals and the considerations made earlier. Together, they form the foundation for selecting one or more suppliers who — in full coherence — realize a future-proof e-invoicing solution for you.



READY FOR AN INTEGRATED SELECTION PROCESS?

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THE COSTS

- **€ 5.200,00 excl. VAT** – Analysis of the internal business processes This analysis forms the basis for drawing up an RFP aimed at the automation of business processes. Based on this, the intended suppliers are mapped out that fit the strategic and functional requirements.
- **€ 5,200.00 excl. VAT** – Analysis of external transaction flows Aimed at laying the foundation for an RFP for the automation of external e-invoicing. Based on this, the intended suppliers are mapped out that fit the strategic and functional requirements.
- **Tailor-made** – Elaboration and supervision of the RFP process. This goes beyond preparing the RFP documentation. Enosym guides you through the entire selection process, from screening potential suppliers to coordinating presentations and evaluating offers. We provide **active decision-making support**, ensure clear communication at all levels, and work closely with your team to ensure that the best-fit suppliers are selected for a truly future-proof solution.

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