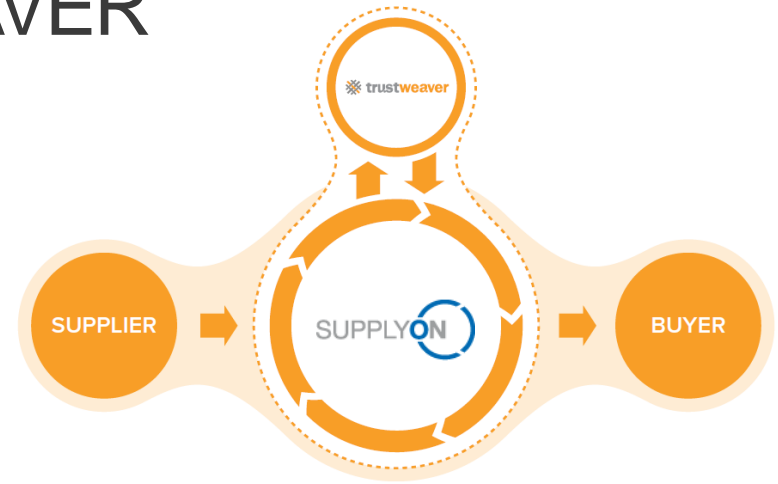


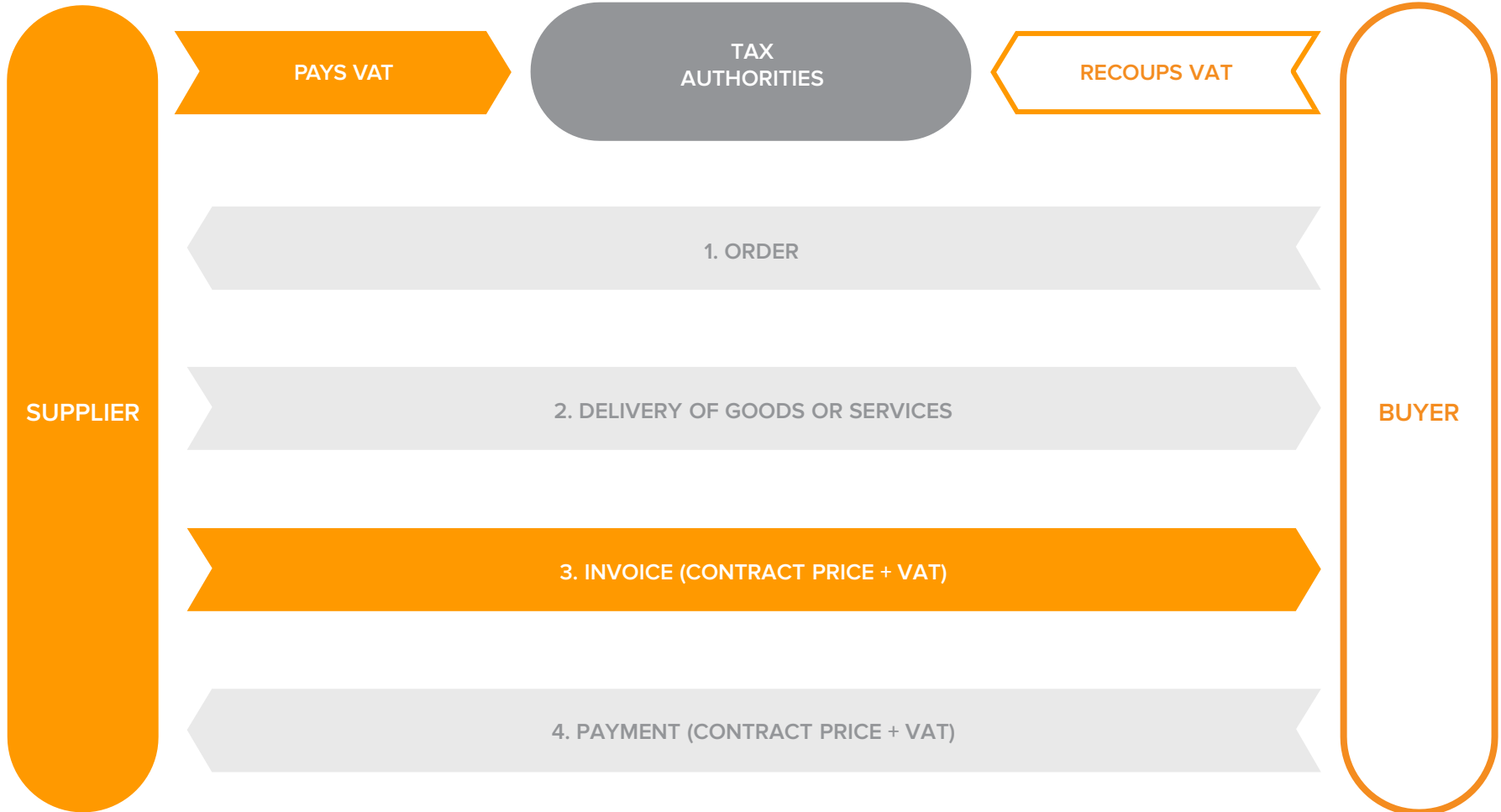
# GLOBAL E-INVOICING DEVELOPMENTS



# INTRODUCING TRUSTWEAVER

- Global experts in law, security and Cloud
- 50+ countries supported
- 60+ partners
- HQ in Stockholm, Sweden
- Cloud solution since 2007





PAYS VAT

TAX  
AUTHORITIES

RECOUPS VAT

1. ORDER

SUPPLIER

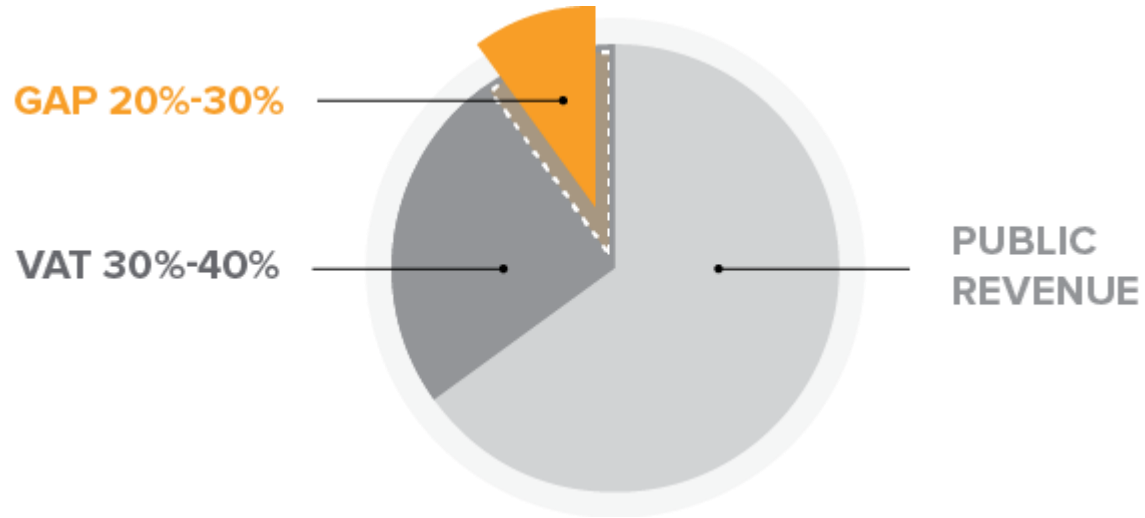
2. DELIVERY OF GOODS OR SERVICES

BUYER

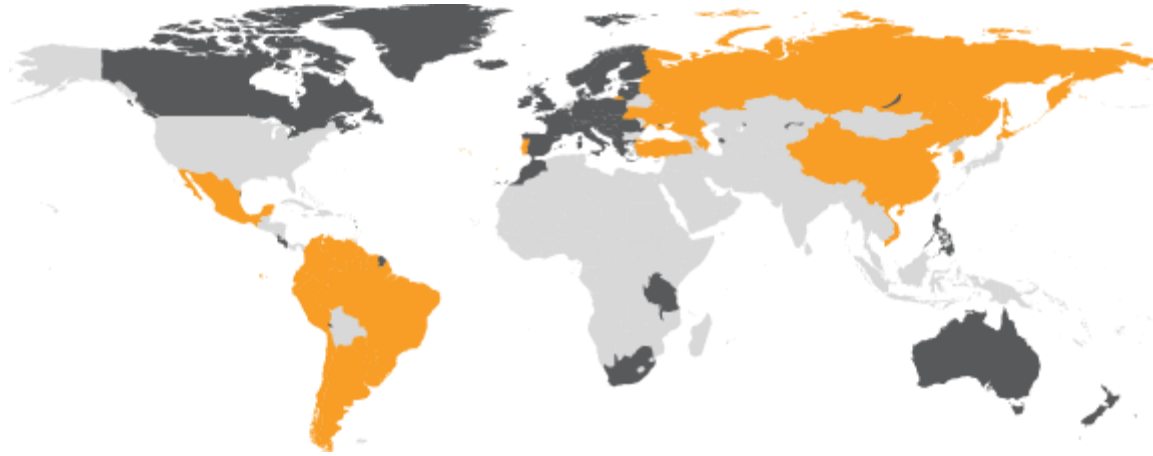
3. INVOICE (CONTRACT PRICE + VAT)

4. PAYMENT (CONTRACT PRICE + VAT)

# VAT GAP



# REGULATORY SYSTEMS

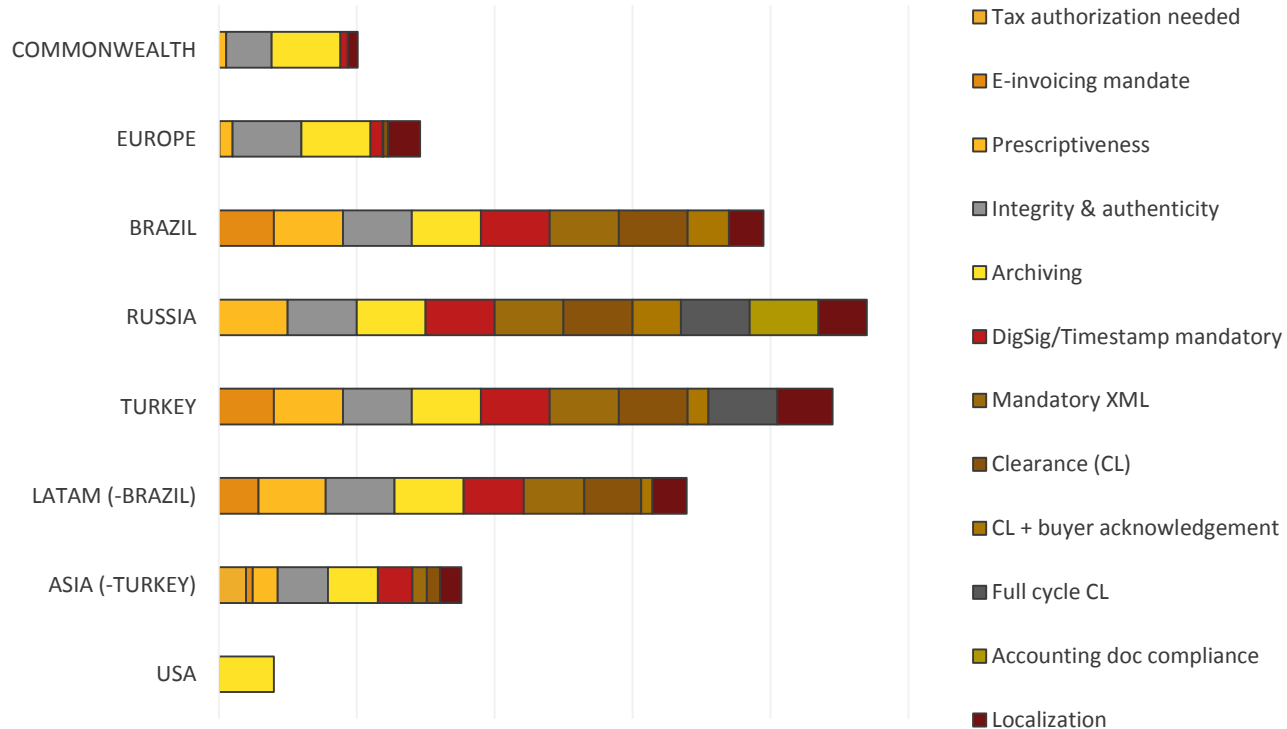


Post audit

Clearance

Not regulated

# INVOICE CONTROLS – REGIONAL ANALYSIS

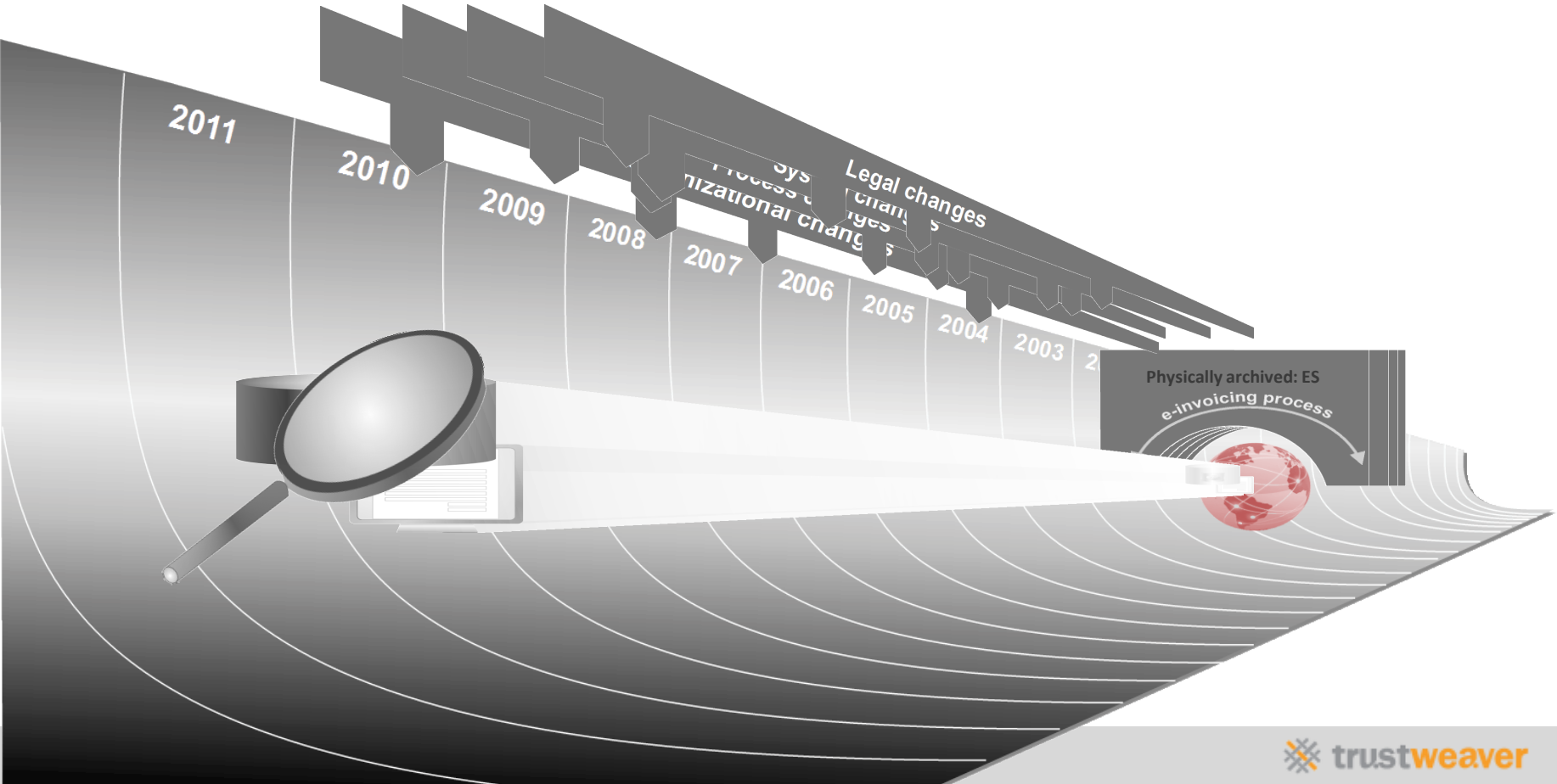


# EX POST SYSTEMS





# LONG-TERM AUDITABILITY CHALLENGES





# BUSINESS CONTROLS-BASED AUDIT TRAILS

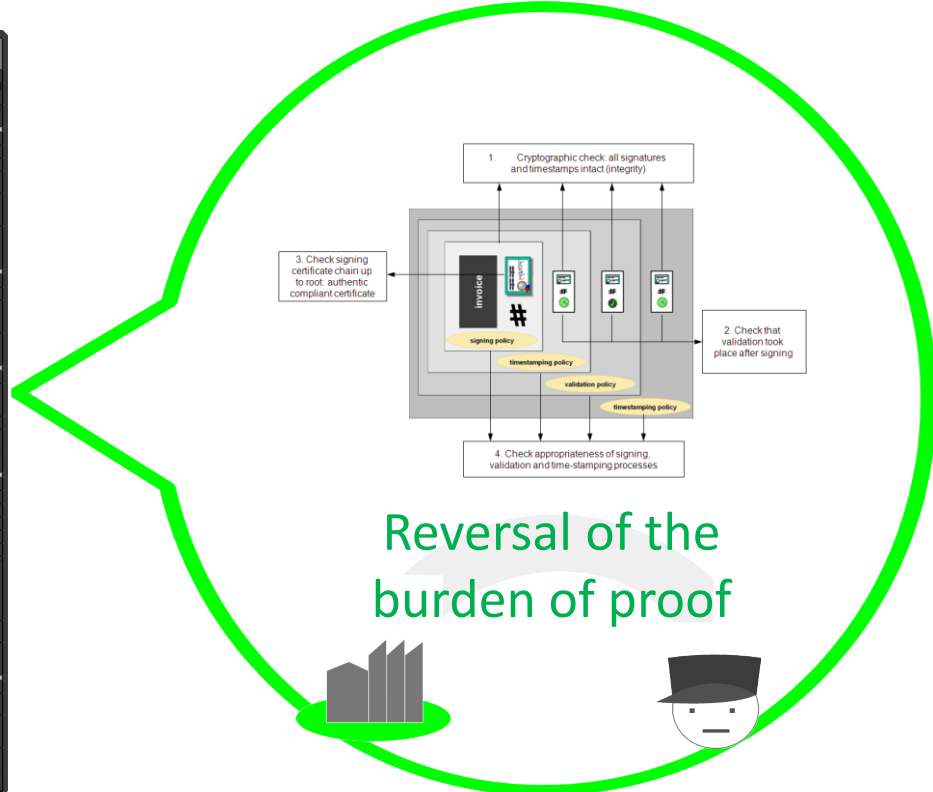
France	
1	date of issue
2	invoice number - invoice numbers must be applied in sequence on a chronological basis
3	reference - if the invoice adjusts an earlier invoice, unambiguous reference should be made to the original invoice
4	full name of the supplier
5	address of the supplier
6	VAT identification number of the supplier
7	the supplier's legal status and amount of share capital (recommended by the tax authorities)
8	the supplier's registration number with the Companies and Commercial Registry and the name of French town where the supplier is registered with the said registry (recommended by the tax authorities)
9	tax representative - where the operator liable for VAT is a VAT-taxable person established outside EU, its French VAT identification number and its tax representative's VAT identification number, as well as the latter's full name, address and legal capacity
10	full name of the customer
11	address of the customer
12	in case of intra-Community purchase, delivery and transfer of goods the invoice must indicate the VAT identification number of the customer (Article 262ter I of the French Tax Code)
13	in case of transaction falling within provision of Article 255 A 3, 4 bis, 5 and 6 of the French Tax Code, the invoice must indicate the VAT identification number of the customer
14	the quantity and nature of goods/services supplied
15	the date on which the goods or services were provided or performed or, where applicable, the date on which the goods or services were made available to the customer
16	the amount of the invoice, including VAT, and the amount of VAT payable
17	the amount of any discounts (if applicable) - with respect to deliveries of new means of transport to another Member State the invoice must describe the characteristics of the means of transport in question (Article 298sexies II and III of the French Tax Code)
18	the taxable amount per rate
19	unit price exclusive of any VAT
20	rate of any discounts if not included in the unit price and if applicable
21	the VAT rate applicable
22	the amount of VAT payable in Euros, per rate
23	the total amount including VAT
24	indication of any exemption, reverse-charge mechanism and profit margin regime in the event of a VAT exemption or when the client is liable for VAT (reverse-charge mechanism) or when the VAT-taxable person benefits from the profit margin regime; the reference to the relevant provisions of the French Tax Code, the 6th Directive or any provision indicating that the transaction benefits from a VAT exemption, reverse-charge mechanism or profit margin regime
25	the date on which the payment must be made (recommended by the tax authorities)
26	the total price excluding VAT, the amount of the corresponding VAT detailed individually according to the different VAT rates applicable if any and the total price including VAT (recommended by the tax authorities)
27	currency - the total VAT amount must be in Euro; language - invoices may be drafted in English for international transactions, French language is required for domestic transactions
28	in case of intra-Community purchase, delivery and transfer of goods the invoice must indicate the VAT identification number of the customer (Article 262ter I of the French Tax Code)
29	in case of transaction falling within provision of Article 255 A 3, 4 bis, 5 and 6 of the French Tax Code, the invoice must indicate the VAT identification number of the customer
30	with respect to deliveries of new means of transport to another Member State the invoice must describe the characteristics of the means of transport in question (Article 298sexies II and III of the French Tax Code)
31	

invoice

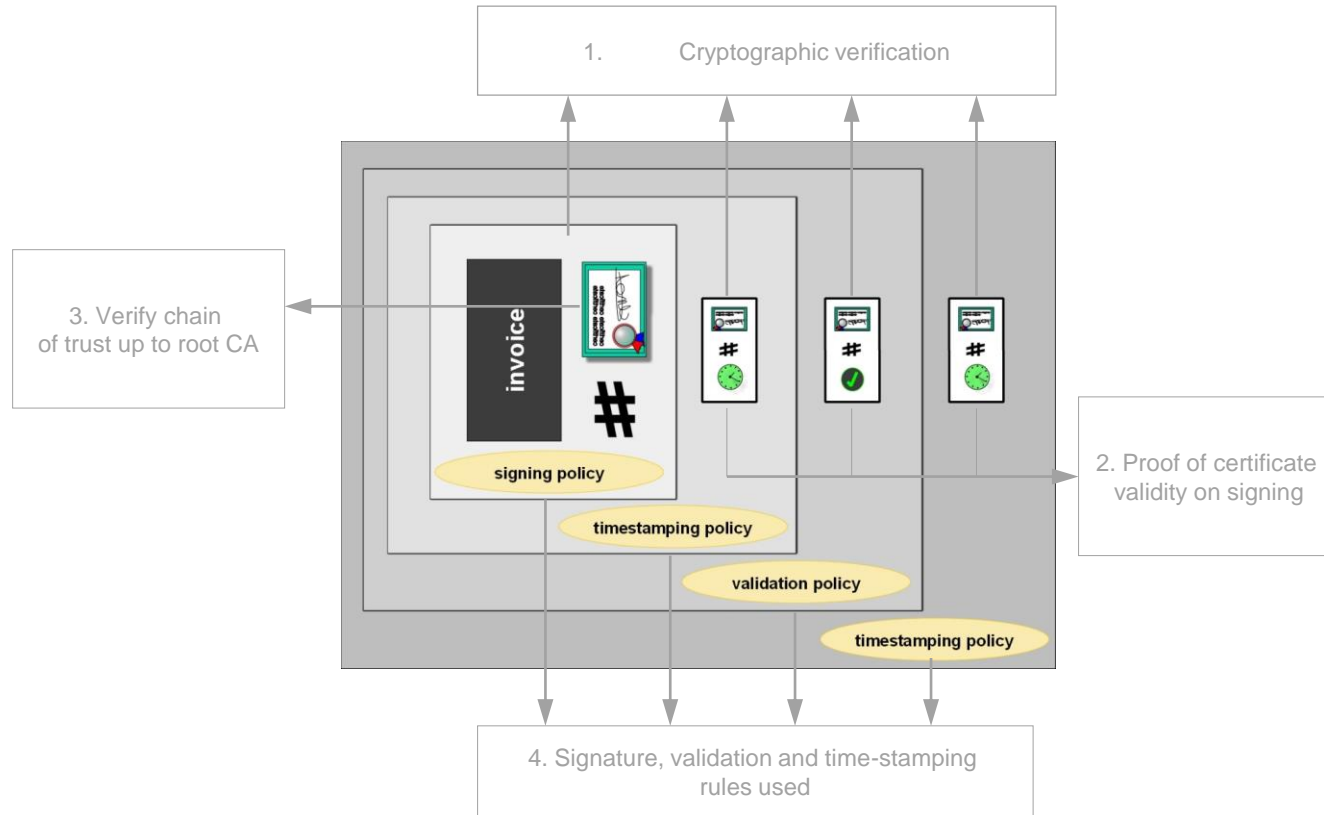
- ✓ Proof of I&A for all mandatory content through
- ✓ Internal & external business records generated during the invoicing processes
- ✓ Historic master data
- ✓ Evidence of controls to ensure reliability
- ✓ Often all in electronic form
- ✓ Proof of actual supply

# QUALIFIED ELECTRONIC SIGNATURES

France	
1	date of issue
2	invoice number - invoice numbers must be applied in sequence on a chronological basis
3	Invoice information reference - if the invoice adjusts an earlier invoice, unambiguous reference should be made to the original invoice
4	full name of the supplier
5	address of the supplier
6	VAT identification number of the supplier (the supplier's legal status and amount of share capital (recommended by the tax authorities))
7	the supplier's registration number with the Companies and Commercial Registry and the name of French town where the supplier is registered with the said registry (recommended by the tax authorities)
8	tax representative - where the operator liable for VAT is a VAT taxable person established outside EU, its French VAT identification number and its tax representative's VAT identification number, as well as the latter's full name, address and legal capacity
9	Supplier information full name of the customer
10	address of the customer
12	in case of intra-Community purchase, delivery and transfer of goods the invoice must indicate the VAT identification number of the customer (Article 262ter I of the French Tax Code)
13	in case of transaction falling within provision of Article 259 A 3, 4 bis, 5 and 6 of the French Tax Code, the invoice must indicate the VAT identification number of the customer
14	Customer information
15	the quantity and nature of goods/services supplied
16	the date of issue of the invoice
17	the date of payment
18	the date of payment
19	the date of payment
20	the date of payment
21	the date of payment
22	the date of payment
23	the date of payment
24	the date of payment
25	the date of payment
26	the date of payment
27	the date of payment
28	the date of payment
29	the date of payment
30	the date of payment
31	the date of payment

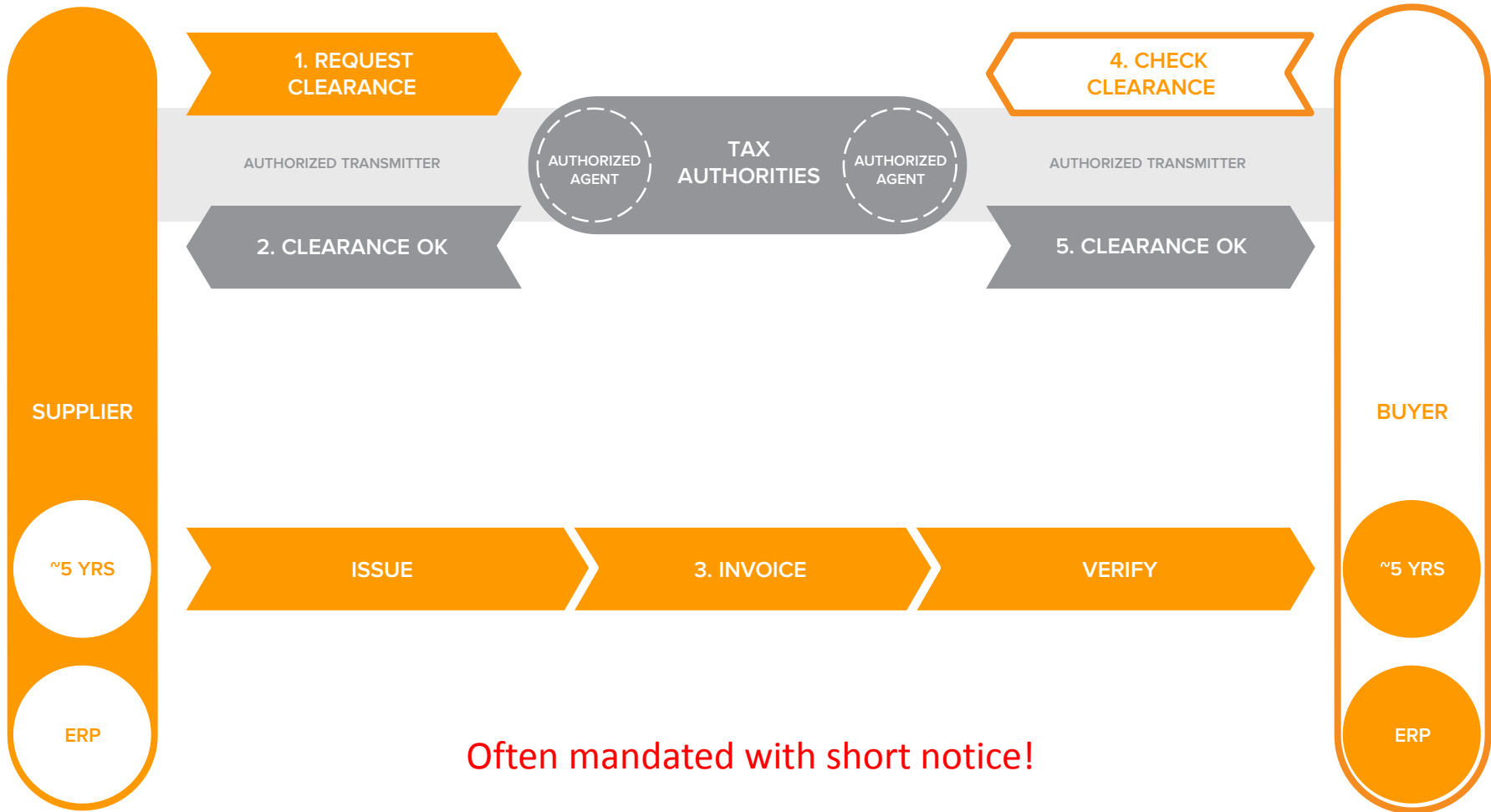


# LONG-TERM VERIFIABLE SIGNATURES



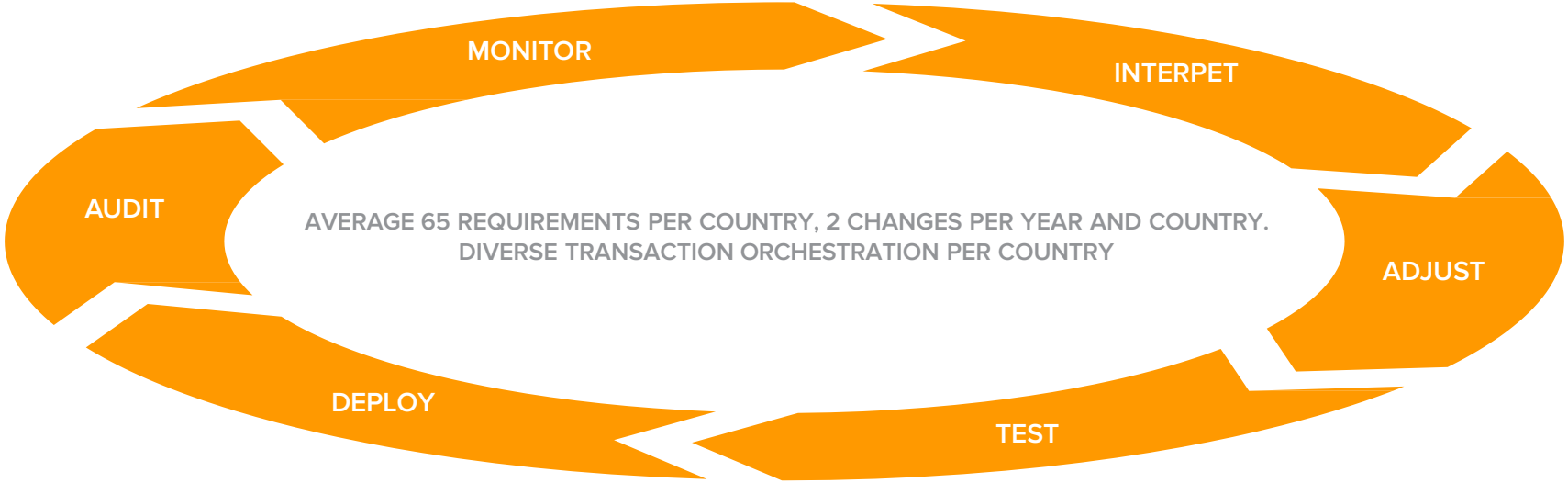


# CLEARANCE SYSTEMS





# JOINT SUPPLYON/TRUSTWEAVER SOLUTION



COMPLIANCE CHANGE MANAGEMENT INCOMPATIBLE WITH BUSINESS CHANGE MANAGEMENT

INVOICE SUPPLIER FLOWS

INVOICE BUYER FLOWS

TAX AND CERTIFICATION AUTHORITIES



GLOBAL MONITORING NETWORK - PWC, LOCAL FIRMS, INTERNAL TEAM

DECOUPLED COMPLIANCE MANAGEMENT: MANY COUNTRIES THROUGH ONE CLOUD INTERFACE

INVOICE SUPPLIER FLOWS

SUPPLYON

INVOICE BUYER FLOWS

HUB PROCESS

TAX AND CERTIFICATION AUTHORITIES

REQUEST  
CLEARANCE,  
CERT STATUS

SELLER SERVICES

APPLY  
SIGNATURES &  
TIME-STAMPS

ARCHIVE



BUYER SERVICES

VALIDATE

ARCHIVE

DATA &  
COUNTRY  
PARAMETERS

INVOICE SUPPLIER FLOWS



INVOICE BUYER FLOWS

HUB PROCESS

TAX AND CERTIFICATION AUTHORITIES

CLEARANCE OK,  
REVOCATION DATA  
OR TIME-STAMP

SUPPLIER SERVICES

PACKAGE

ARCHIVE



BUYER SERVICES

VALIDATE

ARCHIVE

ISSUED INVOICE

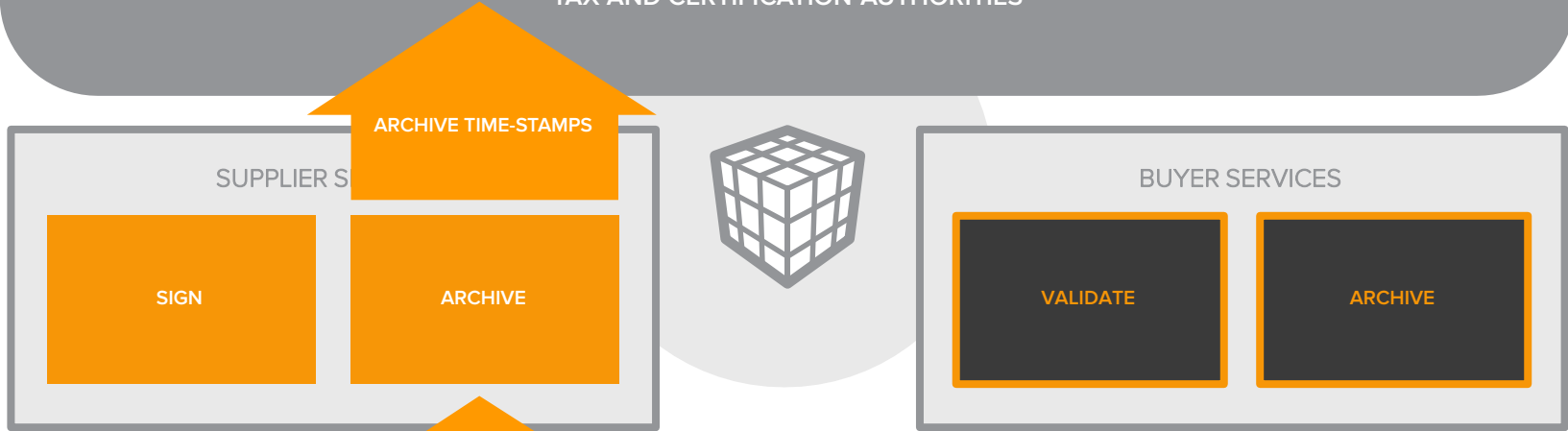
INVOICE SUPPLIER FLOWS



INVOICE BUYER FLOWS

HUB PROCESS

TAX AND CERTIFICATION AUTHORITIES



INVOICE SUPPLIER FLOWS



INVOICE BUYER FLOWS

HUB PROCESS

TAX AND CERTIFICATION AUTHORITIES

SUPPLIER SERVICES

SIGN

ARCHIVE



SERVICES

CHECK CLEARANCE,  
CERT STATUS OR  
TIME-STAMP

VALIDATE

ARCHIVE

INVOICE PLUS  
COUNTRY PARAMETERS

INVOICE SUPPLIER FLOWS



INVOICE BUYER FLOWS

HUB PROCESS

TAX AND CERTIFICATION AUTHORITIES

SUPPLIER SERVICES

SIGN

ARCHIVE



BUYER SERVICES

VALIDATE

ARCHIVE

CLEARANCE OK,  
REVOCATION DATA  
OR TIME-STAMP

VALIDATE INVOICE

INVOICE SUPPLIER FLOWS



INVOICE BUYER FLOWS

HUB PROCESS



TAX AND CERTIFICATION AUTHORITIES

SUPPLIER SERVICES

SIGN

ARCHIVE



BUYER SERVICES

VALIDATE

ARCHIVE

ARCHIVE  
TIME-STAMPS

INVOICE,  
META-DATA

INVOICE SUPPLIER FLOWS



INVOICE BUYER FLOWS

HUB PROCESS

# JOINT VALUE PROPOSITION

- Time to market: instantly go paperless internationally
- Quick audits based on local evidence
- Compliance maintained over time
- Fully automated, high performance SLA
- Tax documentation – Compliance Map™
- Legal certainty for enterprise and its trading partners
- Access to world-leading compliance expertise

QUESTIONS?