

IATA's 3rd Annual Electronic Invoicing Conference

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Presenter:

Sven Pahnke, ExxonMobil Aviation, E-Commerce Manager, +44 1372 22 5742, Sven.Pahnke@ExxonMobil.com

Easy and reliable sharing of information at all stages of the aviation fuel process between customer and supplier is critical to help reducing cost

- www.ExxonMobilAviation.com

- Private, password protected web portal
- Provides customers with access to their invoices, prices, contracts, accounts receivable information, delivery tickets etc.
- Download of invoices as spreadsheet and XML files

- E-Invoicing

- In addition to paper we provide invoices in PDF and fax format
- About 50% of our invoices are E-Invoices

- B2B Integration

- Traditionally we provide EDI/EDIFACT and various customer specified layouts
- Since May 2006 we also provide XML invoice files based on the IATA XML Fuel Invoice Standard
- 1Q07 we will start to provide IATA XML Fuel Transaction
- We expect 20% of our E-Invoices to be on XML by YE2007

B2B – Much more than E-Invoicing

- Invoices are a key part and often the 1st step
 - However automated invoice checking only works if the flight operations data or delivery tickets captured by the airline match the electronic invoice data
- To achieve full benefits the overall order to cash process should be integrated
 - Order
 - faster aircraft turnaround times
 - accurate order details (aircraft reg, flight no etc) leading to better delivery ticket data quality
 - better planning and resource utilisation
 - Delivery Ticket
 - realtime data exchange with the airline will eliminate wait times
 - serving as a reference basis for invoice checking
 - Invoice
 - allowing the customer to easily/automatically check the invoice
 - Combined with the Delivery Ticket the process can be fully automated

Win-Win for customers and suppliers

What we are planning to do

- www.ExxonMobilAviation.com
 - Keep enhancing the portal with new functionality, e.g. realtime deliveries and fuel authorisations

- B2B Integration
 - XML Fuel Invoice
 - Initial customers gone live in May 2006
 - 4 customers ready to go-live
 - 8 customers testing
 - Customer roll-out to continue in 2007
 - XML Fuel Transaction
 - Acceptance testing starting in Oct 2006
 - Go-live 1Q07 followed by customer roll-out
 - XML Pre-Flight/Fuel Order
 - Development will start once standards are available