

IATA InvoiceWorks, established by the International Air Transport Association (IATA), provides a unique electronic invoicing solution for the aviation industry that cuts costs, time and effort for sending, receiving and paying invoices.

The Opportunity

Even under the best of circumstances, your business likely pays significantly more for processing an invoice than is necessary. Most studies agree that a traditional paper invoice can cost up to \$40 each to process.

Worldwide, the industry has begun to recognize the advantages of electronic invoicing and leading companies understand that electronic invoicing is a strategic tool in managing their cash flow and working capital. A well-managed invoicing process improves financial performance, enforces internal controls and streamlines the order-to-pay cycle. Electronic invoicing provides dramatic, ongoing benefits that can cut related costs up to 75 percent. Whether delivering or receiving invoices, a range of well-established benefits are achieved, including:

- Optimized working capital management
- Increased capture of supplier discounts
- Fewer payment delays
- Strengthened audit and regulatory compliance
- Reduced labor costs and increased staff productivity
- Reduced printing, production and distribution costs
- Improved customer service
- Strengthened trading relationships

The Challenge

Despite the significant benefits possible through electronic invoicing, most initiatives fail to deliver their desired results. This is due to a variety of reasons, but the primary cause is that individual company initiatives, whether EDI, ERP or web-based, find it difficult to attract a critical mass of their trading counterparts to adopt their service—

which is the key to capturing the benefits of electronic invoicing.

A simple question highlights the challenge—how would you respond if all of your trading counterparts asked you to adopt and use their electronic invoicing service—each being different and not integrated with your own systems?

The Solution

IATA InvoiceWorks was launched by a consortium of leading airlines and industry suppliers to overcome this challenge. Designed specifically for the aviation industry, IATA InvoiceWorks offers a unique combination of global reach, functionality and integration capabilities that no alternative can match. Most importantly, through a single channel IATA InvoiceWorks provides access to an established and growing user community of more than 260 airlines and over 5,500 suppliers with shared interests and objectives.

That is why leading airlines and industry suppliers such as American, BAA, British Airways, Cargolux, Delta, Northwest and United have chosen IATA InvoiceWorks as their preferred invoicing method.

The Results

"IATA InvoiceWorks is one of the rare I.T. projects that has delivered on its promised benefits"

Darrell Haskin, Director Payroll and Accounts Payable, Northwest Airlines

"Results using IATA InvoiceWorks have exceeded the expectations forecast in our business case"

Mike Gormally, Head of Income Programme, BAA

"IATA InvoiceWorks has helped us reduce our AP headcount by 60%"

Donna Jenkins, Director Disbursement and Receivable Services, Delta Air Line.