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SYMPOSIUM

8th Simplified Invoicing and Settlement General Meeting

24 September 2019



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Are you contributing to the adoption of e-Invoicing using SIS in the industry?

SIS Breakout Session #3

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What has been done 1/3

The invoicing Standard :

- Enrich the standard to cover industry needs
- Promote the standard to IT providers (Billing system, Cost control System, ERP...)
- Prove its relevance,
- Align with former and existing IATA standards (Airport, ATC, Fuel)
- Explain its benefits
- Included in the Standard Ground Handling agreement (SGHA)
- Work on new standards to support the invoicing process (GH Ticket...)

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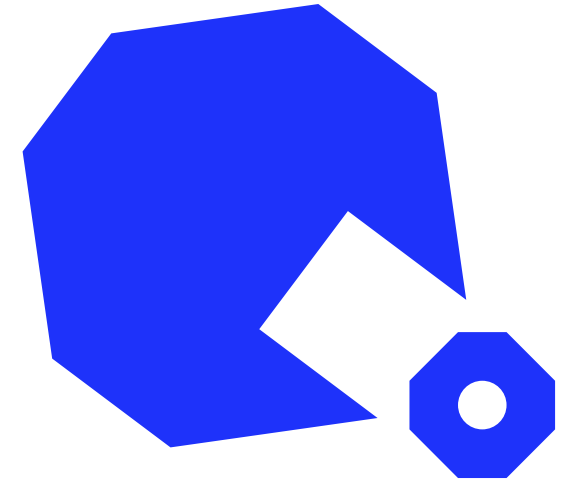
ERP

EDI

What has been done 2/3

The SIS platform :

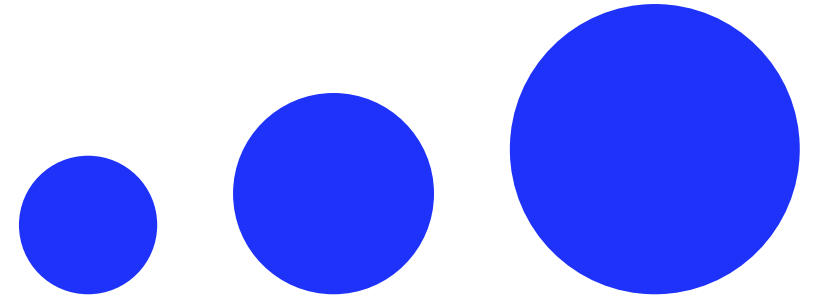
- Improve existing functionalities, dispute, payment status...
- Improve and maintain legal compliance
- Develop new functionalities, to support industry needs.
- Position the SIS platform strategically within IATA for any new projects including invoicing



What has been done 3/3

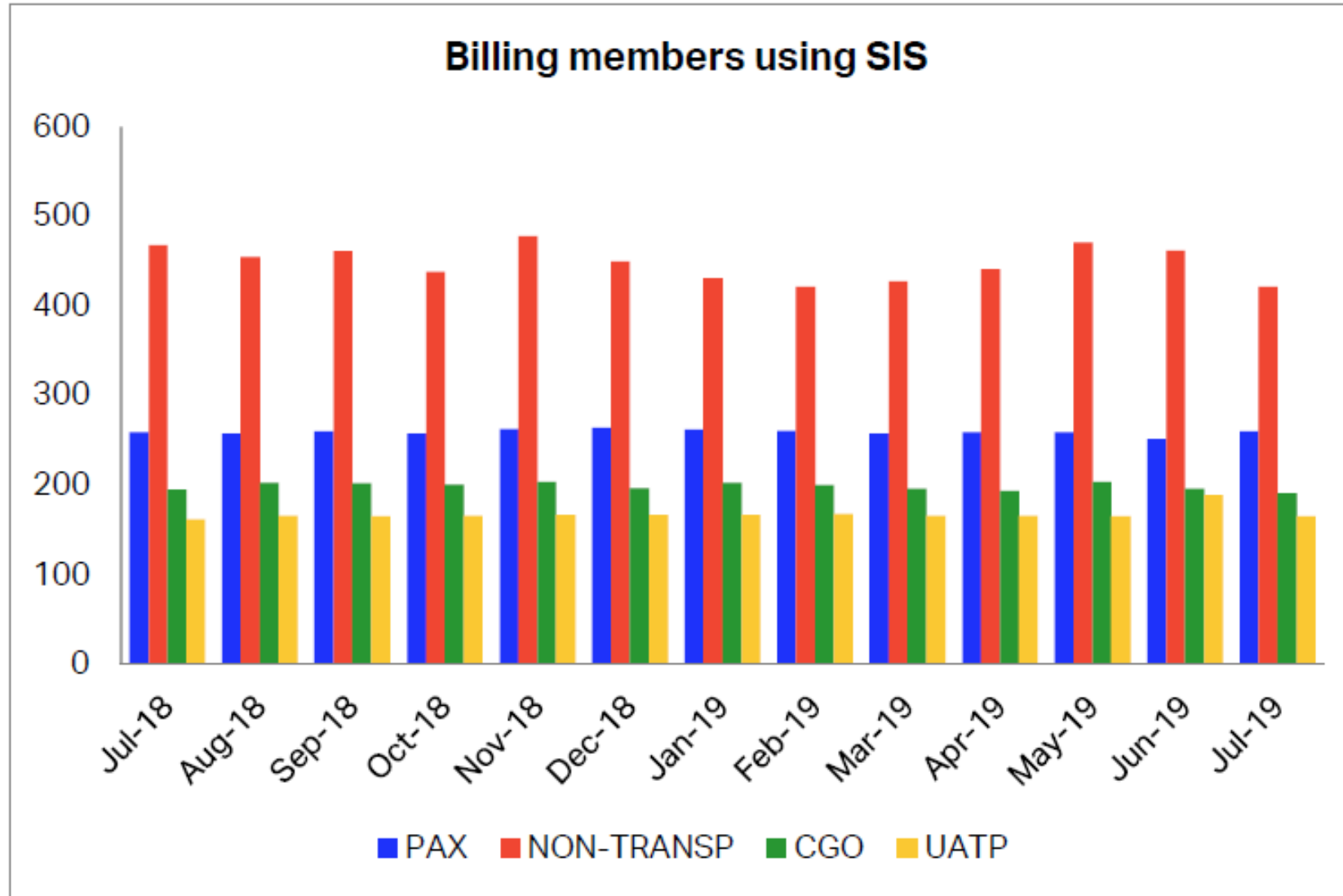
The "Community" :

- Help more airlines to benefit from automation
- Have more air operators using and connected to the platform
- Connect all BSP and CASS agents
- Adding ground handlers as invoice recipient
- Get existing user increase their usage
- Explain the need for airlines to change from local process to global process



We have increased the value proposition

Number of users



Airline business case to use the SIS platform should be based on the savings in different nature.

- The use of a single standard, the IS-XML for all airline customers instead of handling paper process or various internal customers invoice formats.
- The use of one platform by **all** airline customers:
 - ✓ Exchange invoices and it's attachments (Accounts Payables and Receivables) instead of handling various inbound channels (e.g. e-mails, various invoicing platforms etc.)
 - ✓ Successful corrections and receiving refunds from suppliers
 - ✓ Automatic payment process instead of manual and risk of late payments.

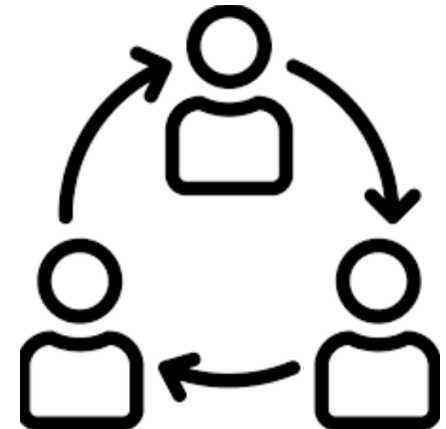


Adding Value for the adoption of e-Invoicing

- It is in interest of IATA and all Airlines that all our customers are using the same standard processes.
- If more customers joins more possibility to keep the standard and cost efficient process:



- less manual work
- less follow up
- rapid response for errors, correction process
- payment on time
- partnership



Business Case

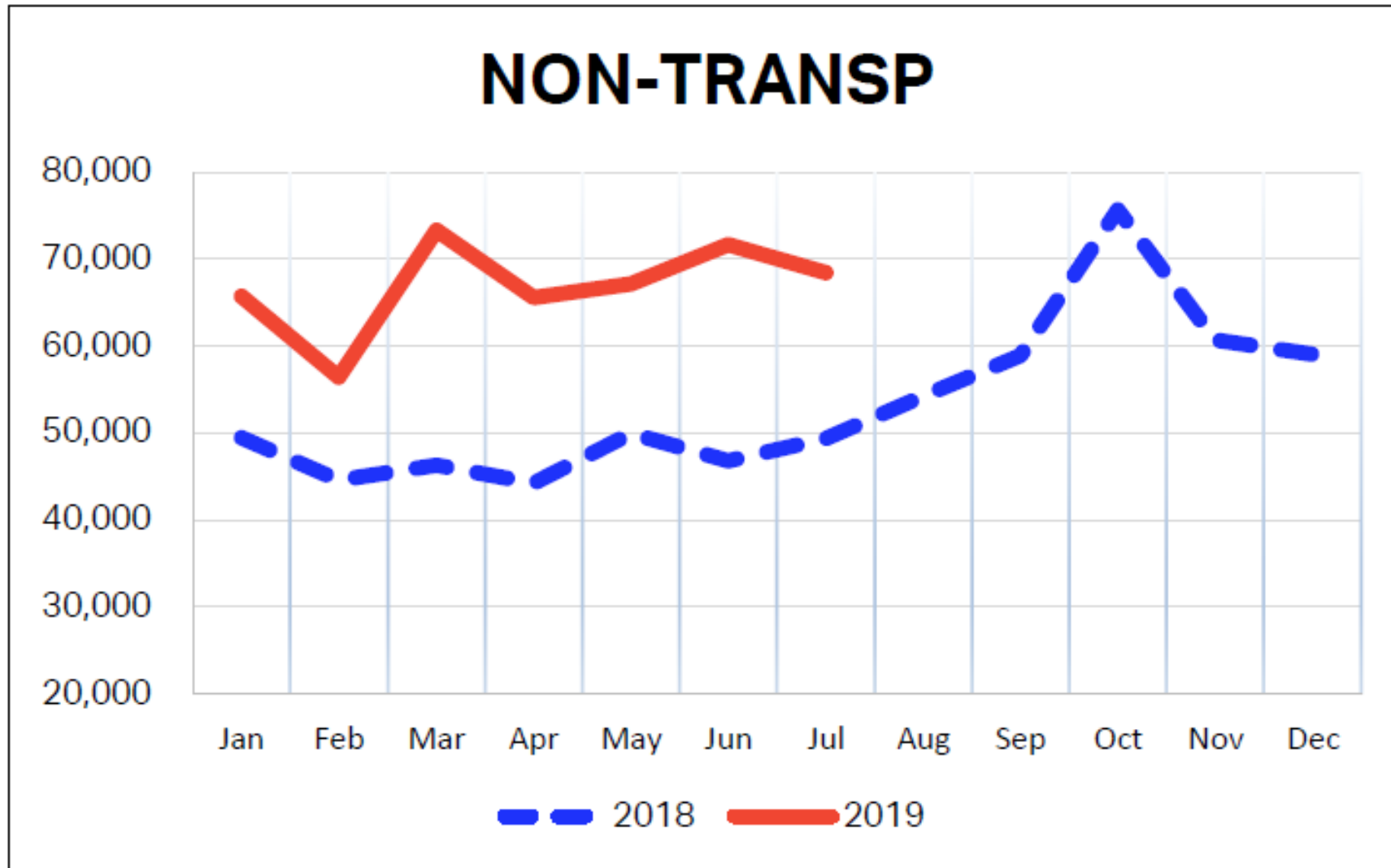
Airlines and supplier have a business case to move to SIS, there is a **Return On Investment**.



The relationship between suppliers and airlines is a long term one.



Transaction



Success stories

Paris Airport :

- ✓ Engaged by IATA then by few airlines, supported by AF
- ✓ ADP business case was obvious as still sending 5 paper invoices boxes monthly to AF
- ✓ IATA provided support during technical analysis, development and testing
- ✓ AF, Transavia and EK supported the testing

Nice Airport

- ✓ Engaged by IATA then by few airlines, supported by AF
- ✓ Nice business case was different, this was based on usage of e-Invoicing and the fact that their current billing provider had integrated IS-XML as native output
- ✓ IATA provided light support to the IT provider
- ✓ AF, EK supported the testing

Key learning we need airline push and national carrier is the key for home airport.

What do we need from you?

Define a champion for Supplier on-boarding

- What is a champion?
- Role and responsibility?
 - ✓ Single Point of Contact (SPOC) for all stakeholders (business, IT, procurement, IATA..)
 - ✓ Push for e-invoice



Someone,
who is chosen to represent your
organization in active onboarding

Person,
who takes an interest in the
adoption, implementation and
success of onboarding

Creative & love learning

Inspire others

Never give up, an I mean, NEVER!



What do we need from you?

As a National Carrier engage the home base airport and main local suppliers or subsidiaries.

Lessons learned so far:

- Emphasize on win win solutions (what's in it for the airport and suppliers)
- Investigate process integration (e-invoicing will be an important step but is a part of connecting back office systems in both airline and airport/supplier IT landscape)
- Make sure you're talking at the right level (entitled to take decisions)
- Ask your CFO and/or CEO for support; they will have regular meetings with executive level from the airport/main suppliers
- Use the buying power with the support of other IATA member airlines using your home base airport
- Keep balance in "being patient" versus "too much pushing"
- Ask IATA for help (e.g.. Demo sessions, Q&A meetings, Business Case models, etc)



What do we need from you

Be ready for supporting more invoice to come, Airport, ATC, MRO, Fuel...

Use SIS functionalities like payment status this is a clear benefit to suppliers this is a strong supplier benefit

Support any engagement or workshop when requested

Join the co sign letter and use it to contact suppliers

Always keep IATA informed, to be efficient
we need good coordination to be efficient!



Questions Comments Feedback

Thank you

