Coupa

Invoicing in the Digital Age

Take Invoicing to the Next Level
With Coupa's AI-Driven Platform

When it comes to procurement, Coupa is unrivalled. Industry analysts such as Gartner, IDC, and Ardent Partners all position Coupa as the market leader. However, Coupa is much more than a procurement company, it offers a suite of solutions encompassing expenses, payments, sourcing, and analytics. Coupa has been an invoicing specialist, leveraging AI, for more than 10 years. Corporate giants such as Rolls Royce, Barclays, Nike, P&G, AON, AstraZeneca, and Mondelez are among those who enable success using Coupa Invoicing as part of the Coupa AI-driven Platform.

Regulatory changes on the horizon

Assuring compliance has become the number one issue for those involved with invoicing. Global Tax Authorities are moving towards closing their tax gaps, partly due to implementing plans for a post-Covid recovery.

To close these tax gaps, governments worldwide are mandating networks and clearance models, which create a whole new set of challenges. Government requirements and delivery deadlines vary from country to country, adding to the complexity. To stay on top of these requirements, departments including legal, operations, and finance need to be in sync, and importantly not wait but to act now.

In addition to these challenges, organisations that do business in the EU are preparing for VAT in the Digital Age (ViDA) proposals, which will replace after-the-fact tax filings with near real-time e-reporting. This will hasten the introduction of domestic e-invoicing and e-reporting mandates.

Organisations are simultaneously focusing on government mandates while addressing technology and business challenges, including the ongoing adoption of AI for smarter decision-making and efficiency, as well as managing the evolution of accounts payable (AP) as a strategic stakeholder.

All of this represents a significant change for many organisations, both legally and operationally, with fines applicable for those failing to issue or receive e-invoices. Organisations have two options: implement point solutions or adopt an AI-driven platform approach. While an invoice-only point solution might appear more affordable, it fails to drive value throughout accounts payable (AP) and the wider organisation. **Opting for an AI-driven platform approach enables strategic invoicing, provides greater insights, and de-risks your end-to-end procurement operations.**
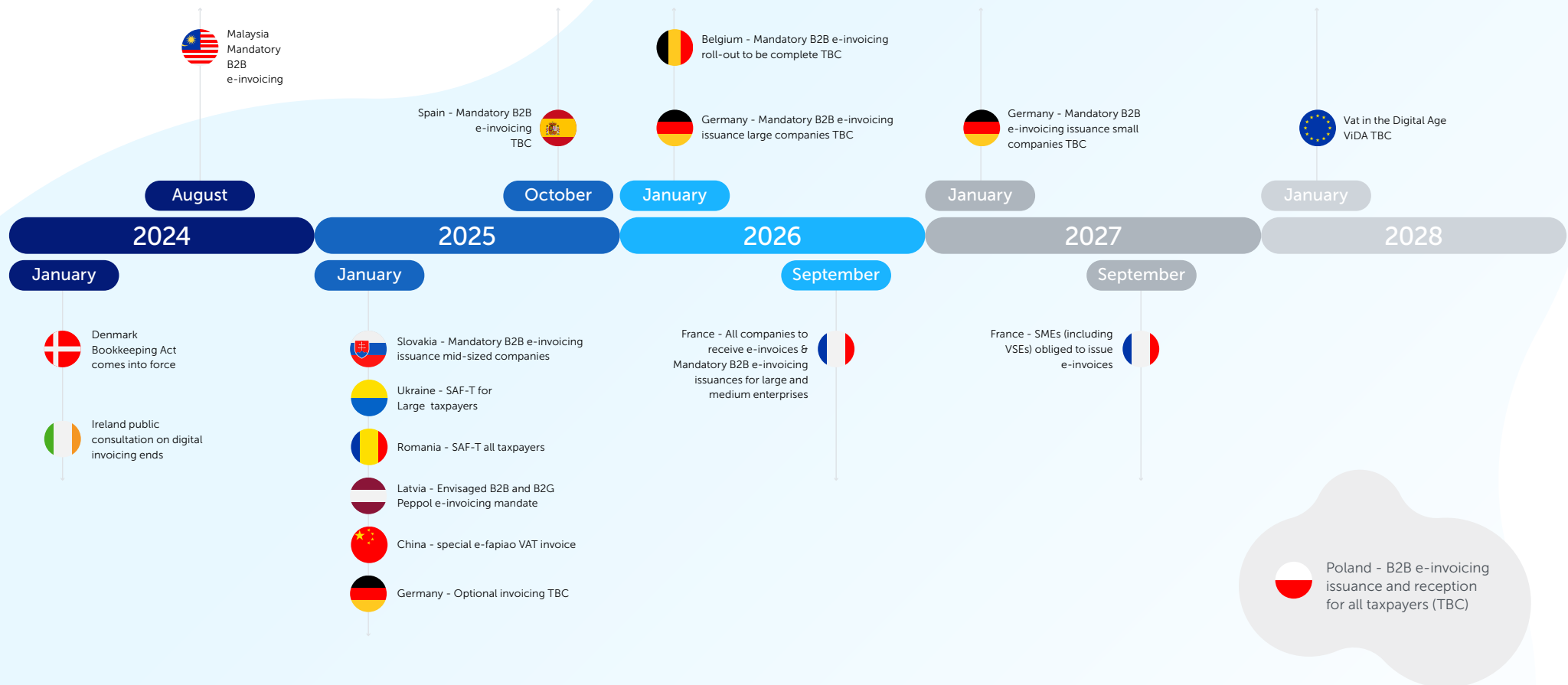
Some organisations are risking everything by pursuing a third way. They're delaying making a decision due to a false sense of security. It should probably go without saying, this is not an option.

A Complex Marketplace

The approach taken and deadline for delivery by different governments to invoice compliance varies wildly. Shown below is an overview of the proposed e-invoice implementation timeline for a selection of countries.

Malaysia Mandatory B2B e-invoicing

Spain - Mandatory B2B e-invoicing TBC

Belgium - Mandatory B2B e-invoicing roll-out to be complete TBC

Germany - Mandatory B2B e-invoicing issuance large companies TBC

Germany - Mandatory B2B e-invoicing issuance small companies TBC

Vat in the Digital Age ViDA TBC

August

October

January

January

January

2024

2025

2026

2027

2028

January

January

September

September

Denmark Bookkeeping Act comes into force

Ireland public consultation on digital invoicing ends

Slovakia - Mandatory B2B e-invoicing issuance mid-sized companies

Ukraine - SAF-T for Large taxpayers

Romania - SAF-T all taxpayers

Latvia - Envisaged B2B and B2G Peppol e-invoicing mandate

China - special e-fapiao VAT invoice

Germany - Optional invoicing TBC

France - All companies to receive e-invoices & Mandatory B2B e-invoicing issuances for large and medium enterprises

France - SMEs (including VSEs) obliged to issue e-invoices

Poland - B2B e-invoicing issuance and reception for all taxpayers (TBC)

Four government approaches to e-invoicing mandates

1

Decentralised Continuous Transactional Controls (CTCs)

Allows for a number of certified service providers in the market, alongside government, to provide a free portal for small and medium enterprises. The portal will validate and ensure integrity of invoice data to facilitate compliance. A subset of invoice data is reported to the tax authority.

Country example:
France

2

Centralised Model

A centralised invoicing platform governed by the relevant national tax authority is used to approve invoice transactions. A unique code, ID, QR will be added to the invoice document to make it a legal tax document.
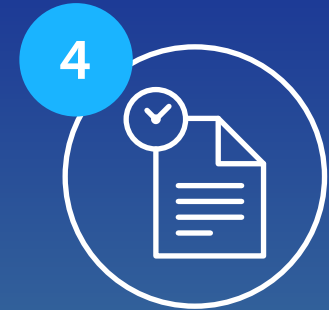
Country examples:
Poland

3

Interoperability model (i.e. PEPPOL)

Certified service providers operate a standardised process that allows for the exchange of transaction types i.e. orders, delivery notes, status messages.

Country examples:
This model is commonplace in Business to Government transactions throughout EU; promoted in **Australia, New Zealand and Singapore**

4

Real time reporting

Rather than an e-invoicing mandate, this is a requirement for vendors to report fiscal data to the respective tax administration in real time/near real time. Real time reporting is typically introduced ahead of a mandate or at the same time.
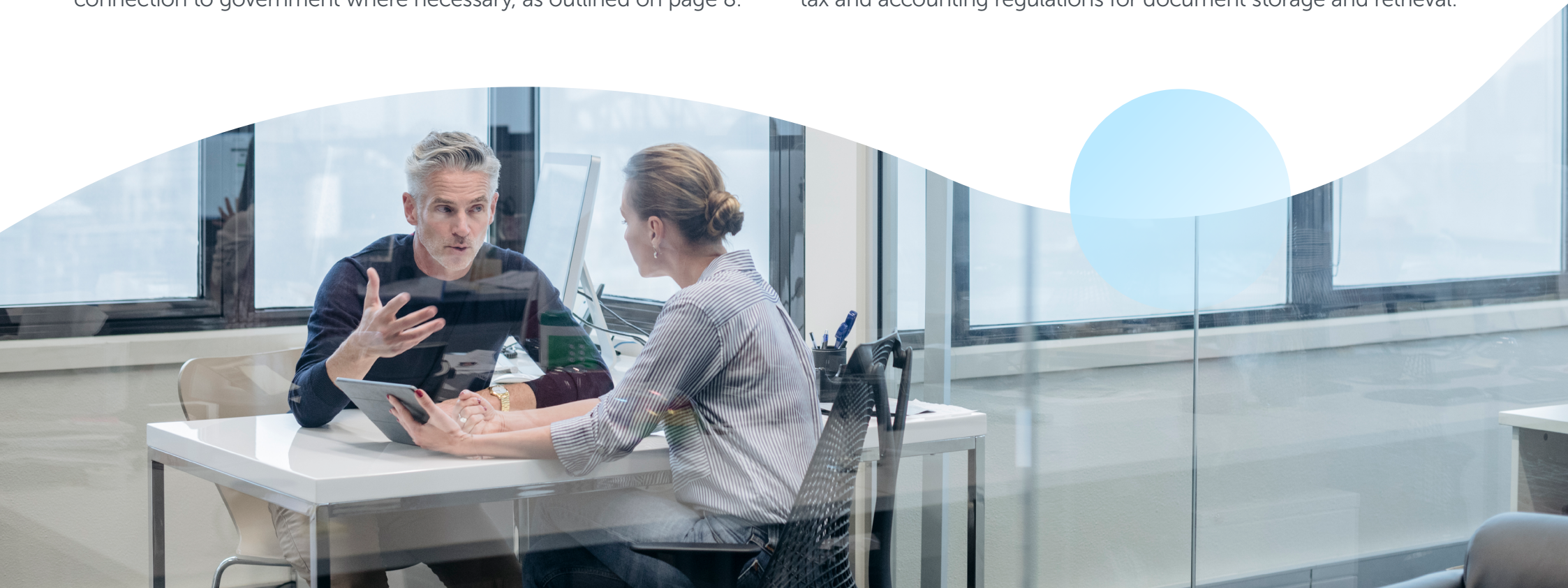
Country examples:
Spain, Hungary

How Coupa helps with Invoicing and Archiving with Compliance-as-a-Service

Coupa can support companies with invoicing globally (Coupa has processed invoicing transactions in over 180 countries). Furthermore, Coupa's unique proposition, Compliance-as-a-Service (CaaS), embeds functionality, process, and expertise within technology to help businesses achieve regulatory compliance and reduce risk. It is tailored to the individual country requirements in place and includes a connection to government where necessary, as outlined on page 8.

CaaS is a unique component of the Coupa Platform. In supported countries, CaaS Invoicing enables trading partners to send and receive invoices in electronic format via the Coupa platform, in accordance with the relevant tax and commercial requirements. For peace of mind Coupa works with external experts for third-party review. In addition, Coupa provides compliant archiving to ensure compliance with global tax and accounting regulations for document storage and retrieval.

Issuance & Clearance, Clearance Validation, Clearance Retrieval

Coupa provides solutions that address various government approaches, including these common invoicing scenarios:

✓ **Issuance & Clearance** where Coupa generates the legal invoice on behalf of the supplier and clears it with the country's tax authority if applicable

✓ **Clearance Validation** where the supplier clears the e-invoice outside of Coupa, and Coupa validates this after the invoice is cleared

✓ **Clearance Retrieval** where Coupa retrieves cleared invoices from the tax authority system

Companies Face Compliance Challenges and More

The list of challenges and concerns, in addition to compliance, is growing and evolving all the time. However, Coupa is forward-looking and evolving ahead of the curve. Here's how we help with the challenges facing AP teams:

Poor visibility of liabilities: Know exactly where you stand with quick access to the status of all invoices, regardless of source or format, throughout your business and act appropriately.

Reliance on outdated and manual processes: Coupa offers advanced AI-driven invoicing capabilities that automate extraction and manual processes, allowing efficient exception handling. This enhances efficiency and accuracy, ultimately shortening invoicing processing cycles.

Reduced AP productivity: Coupa enables AP teams to achieve more with less by reducing invoice processing times and eliminating manual processes that cause business friction, such as late payments to suppliers.

Identifying suspicious activity and fraud: Coupa's advanced AI-driven real-time monitoring detects irregularities, unauthorized transactions, or patterns indicative of fraudulent behavior, before making any payments.

Building and maintaining proactive relationships with suppliers: By streamlining the invoicing process, reducing delays, and fostering efficient communication, Coupa enhances collaboration and trust with both direct and in-direct suppliers.

Poor decision making and limited insight from data: Coupa provides robust AI-driven insights, recommendations, and reporting features, enabling organisations to make informed decisions and gain valuable insights from their invoicing data.

Lack of strategic representation at board-level: By improving cost efficiency, minimising financial risks, and providing real-time insights, Coupa elevates AP as a contributor to overall financial strategy and decision-making.

Unique delivery of Automation, AI-Driven Innovation, and a Unified Platform

In addition to solving compliance challenges and more, Coupa delivers distinct value through market-leading levels of Automation, AI-driven innovations, including Community.ai, and new capabilities activated through a unified platform.

Automation

Do more with less. Coupa Invoicing enhances the productivity of your AP team by achieving market-leading automation levels. Leverage AI-driven touchless invoice processing, built-in approval workflows, and AI-driven process insights. All this helps reduce manual processing, supplier bottlenecks, cost-per-invoice, and invoice cycle times.

AI-Driven Innovation

Take process efficiency to another level through AI-driven invoicing insights. Coupa Community.ai leverages $5T worth of anonymised spend data to inform your decision making. By utilizing AI-driven insight and recommendations, you have an advantage over competitors. Discovering deeper insights, making better decisions, and driving informed process improvements has never been easier.

Unified Platform

Unlock more value from your invoicing spend. Coupa Invoicing seamlessly integrates with other applications within the Coupa platform. From achieving a superior supplier experience with Coupa Procurement, to paying invoices directly through a myriad of Coupa Pay options, or even preventing potentially fraudulent or duplicate invoices before making any payments, Coupa offers a comprehensive solution.

Take Invoicing to the Next Level With Coupa's AI-Driven Platform

E-Invoicing is accelerating globally thanks to the advantages it delivers in terms of efficiency, superior working capital management, and risk mitigation. Government mandates are transforming e-invoices from a 'nice-to-have' to a 'need-to-have'. Businesses cannot afford to wait; they must act now.

Coupa provides a transformational, AI-driven platform that delivers a modern invoicing solution for businesses large and small. Alongside our designated partners, you will confidently address existing and upcoming e-invoicing mandates. Our #1 core value is that we define our own success by our customers' success – we will listen and can help.

Ultimately, working in partnership with Coupa, we are confident that you'll make smarter, faster, and more profitable decisions that deliver better business outcomes and growth.

Click here for more info

Click here if you would like to speak to a Coupa expert

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Customers already using Coupa to take invoicing to the next level include:

| ZURICH® | FINNAIR | BARCLAYS | AstraZeneca |
| novo nordisk | KANTAR | AkzoNobel | sanofi |

About Coupa

Coupa makes companies operate smarter and grow faster. Our leading AI-driven platform connects and optimizes sourcing, purchasing, supply chains, and financial management. More than 3,000 global organizations large and small trust Coupa to transform operating margins, increase efficiencies and growth, optimize cash, and reduce risk. Learn more at **coupa.com** and follow us on **LinkedIn** and **X (Twitter)**