Welcome back

PROGRAMME

13.30 – 14.40	Testimonials from the field
14.40 – 15.00	Coffee Break
15.00 – 16.00	Parallel workshops
16.00 – 16.25	Plenary workshop reports
16.25 – 16.55	Panel discussion: Conclusions and outcomes
16.55 – 17.00	Wrap-up
17.00 – 18.00	Walking cocktail

PROGRAMME-QR

Testimonials from the field

Eileen Zwarg

Syndicat Intercommunal
de Gestion Informatique (SIGI)

Benelux eInvoicing Study Day

March 25 | SG Benelux Union, Brussels

Testimonial SIGI

Outline

1) SIGI – our mission
2) Luxembourg's IT administration setup
3) Outgoing e-invoicing
4) Incoming e-invoicing
5) Challenges
6) Lessons learnt

1) SIGI – our mission

1) SIGI (Syndicat Intercommunal de Gestion Informatique) – our mission

SIGI supports our member municipalities with 111 experts and specialists, helping them excel in carrying out their missions and collaborating with citizens and the State.

99

Member municipalities

537

Daycare centers

63

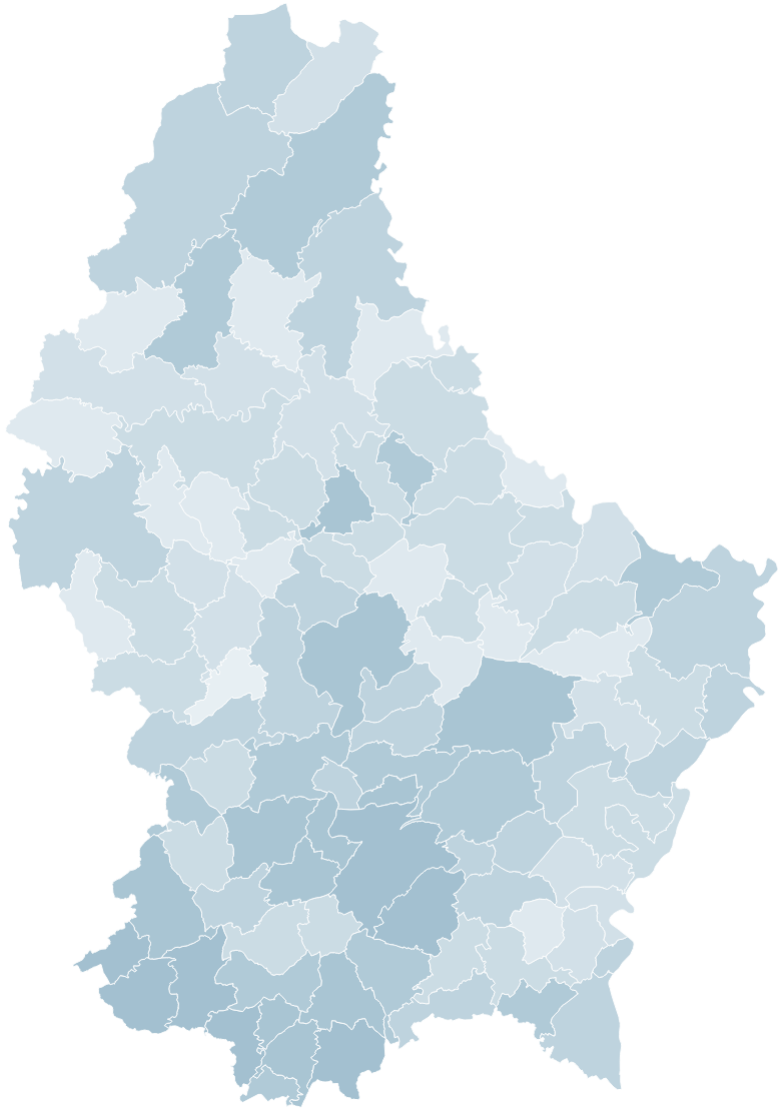
Trade unions

30

Social services offices

2) Luxembourg’s IT administration setup

2) Luxembourg's IT administration setup

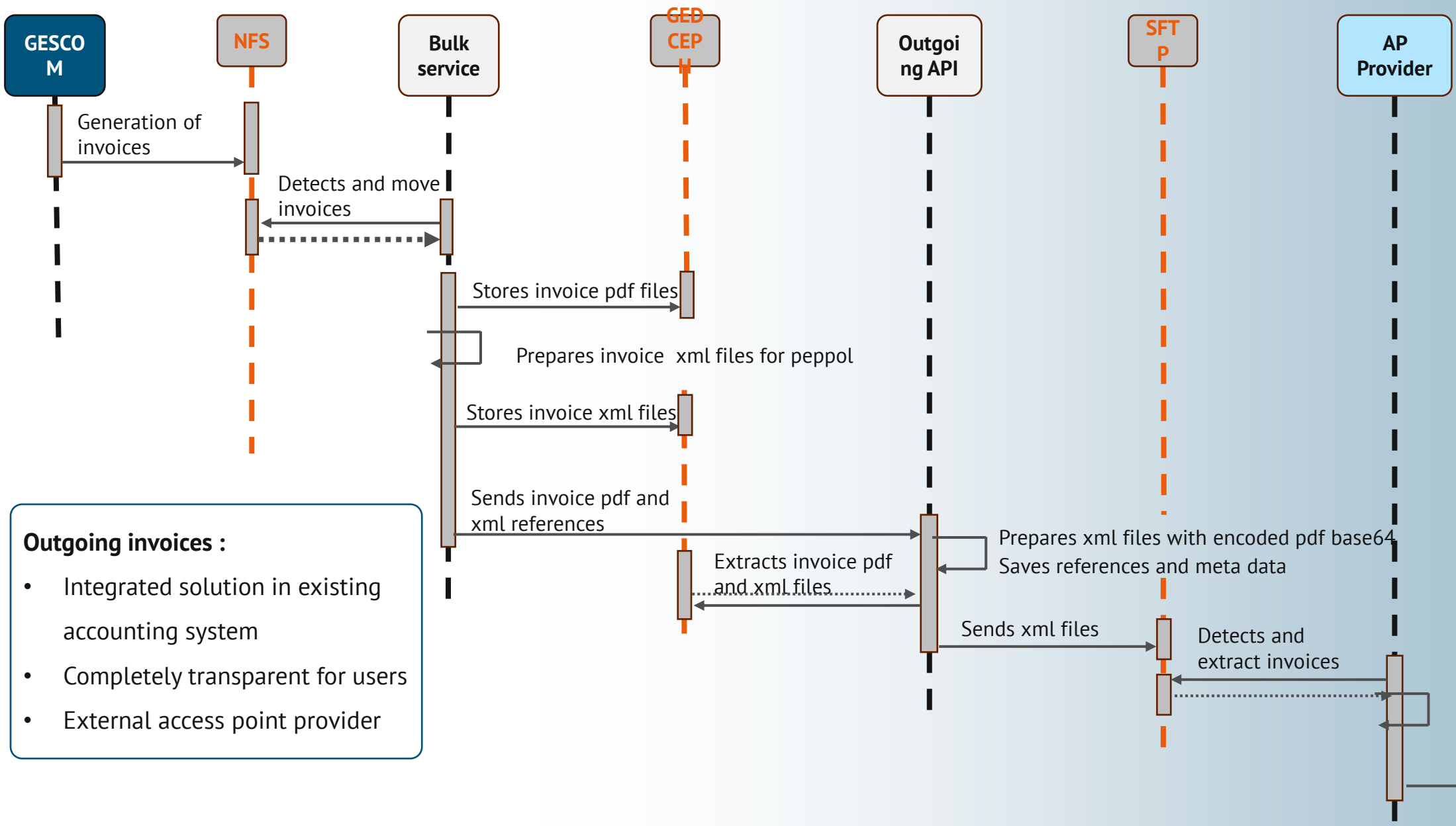


Luxembourg's IT administration setup :

- 99 municipalities
  - → same ERP system
  - → same accounting system
  - → SIGI = PEPPOL invoices hub
- 1 autonomous municipality
  - → different ERP system
  - → different accounting system
- Ministries
- Other public and semi-public institutions

3) Outgoing e-invoicing

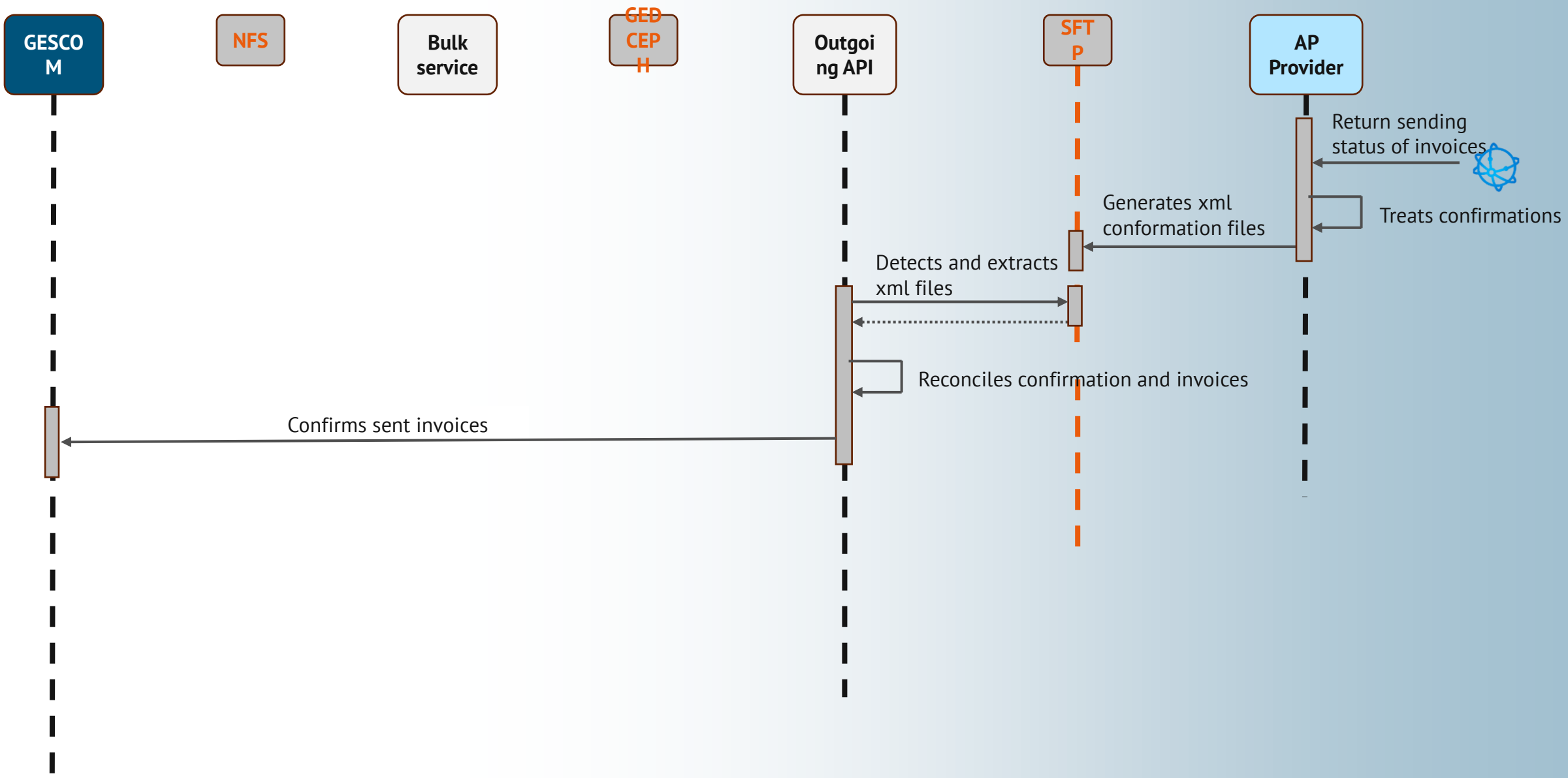
3) Outgoing e-invoicing



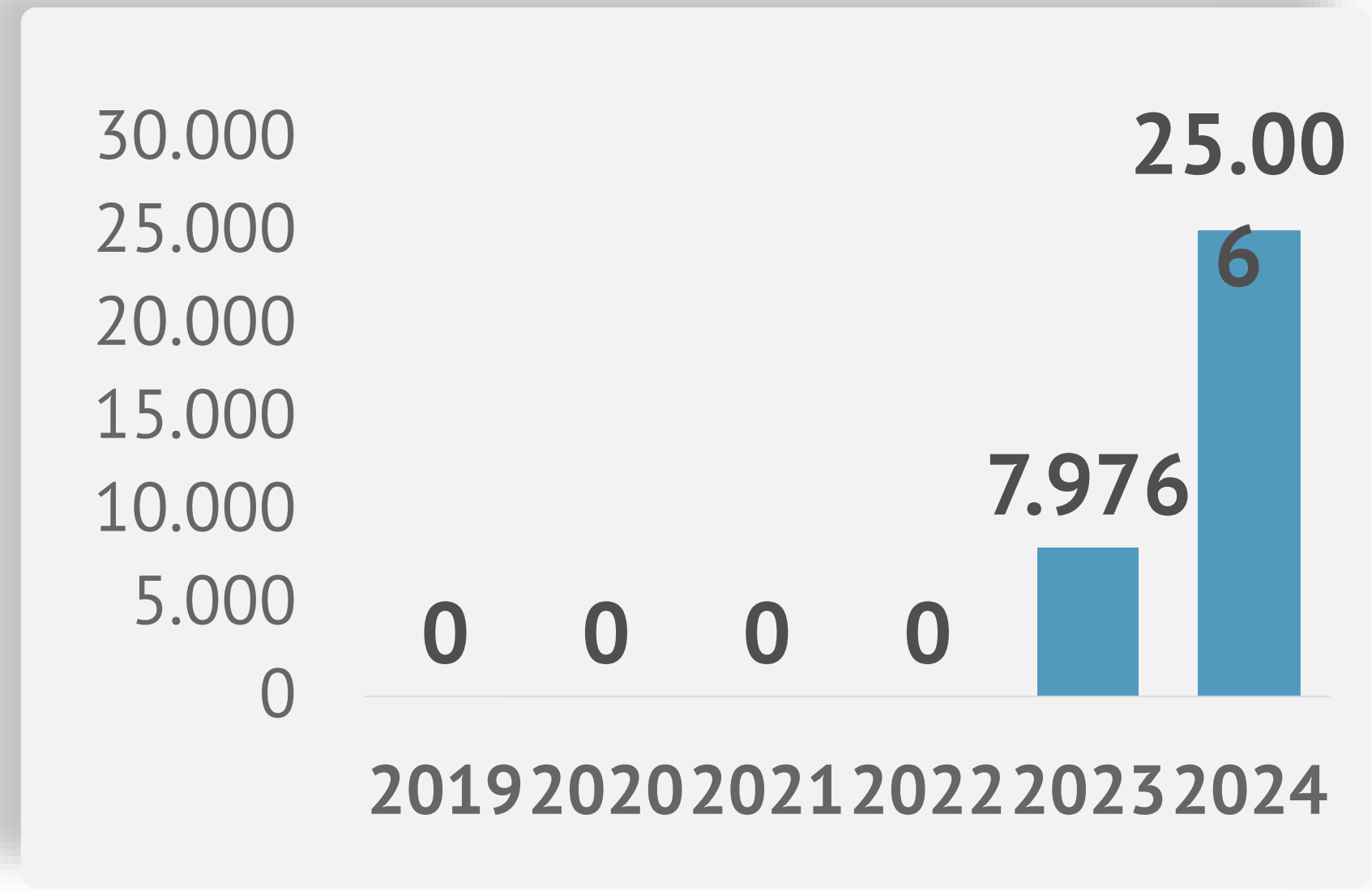
Outgoing invoices :

- Integrated solution in existing accounting system
- Completely transparent for users
- External access point provider

3) Outgoing e-invoicing – confirmation messages

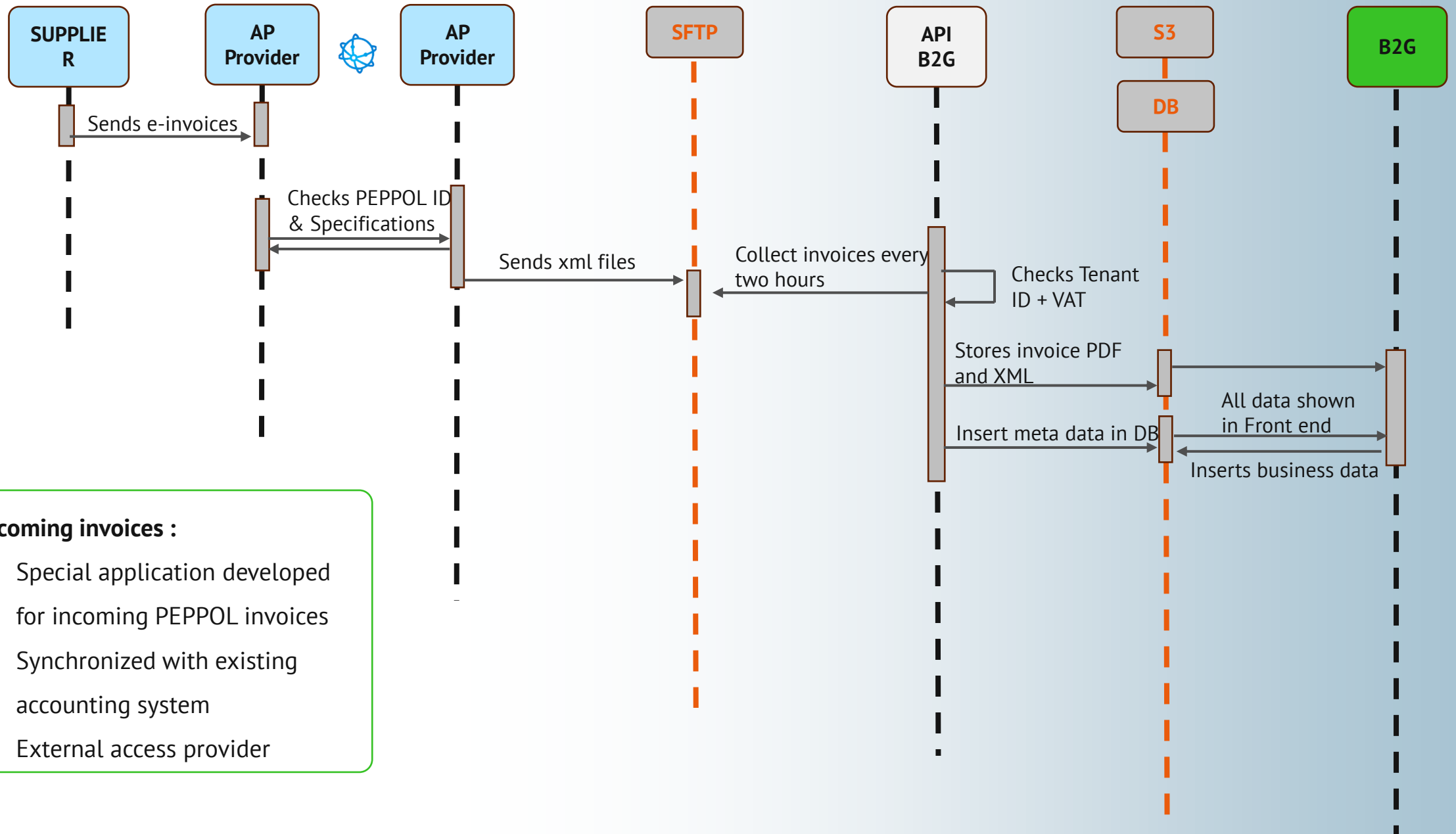


3) Outgoing e-invoicing



4) Incoming e-invoicing

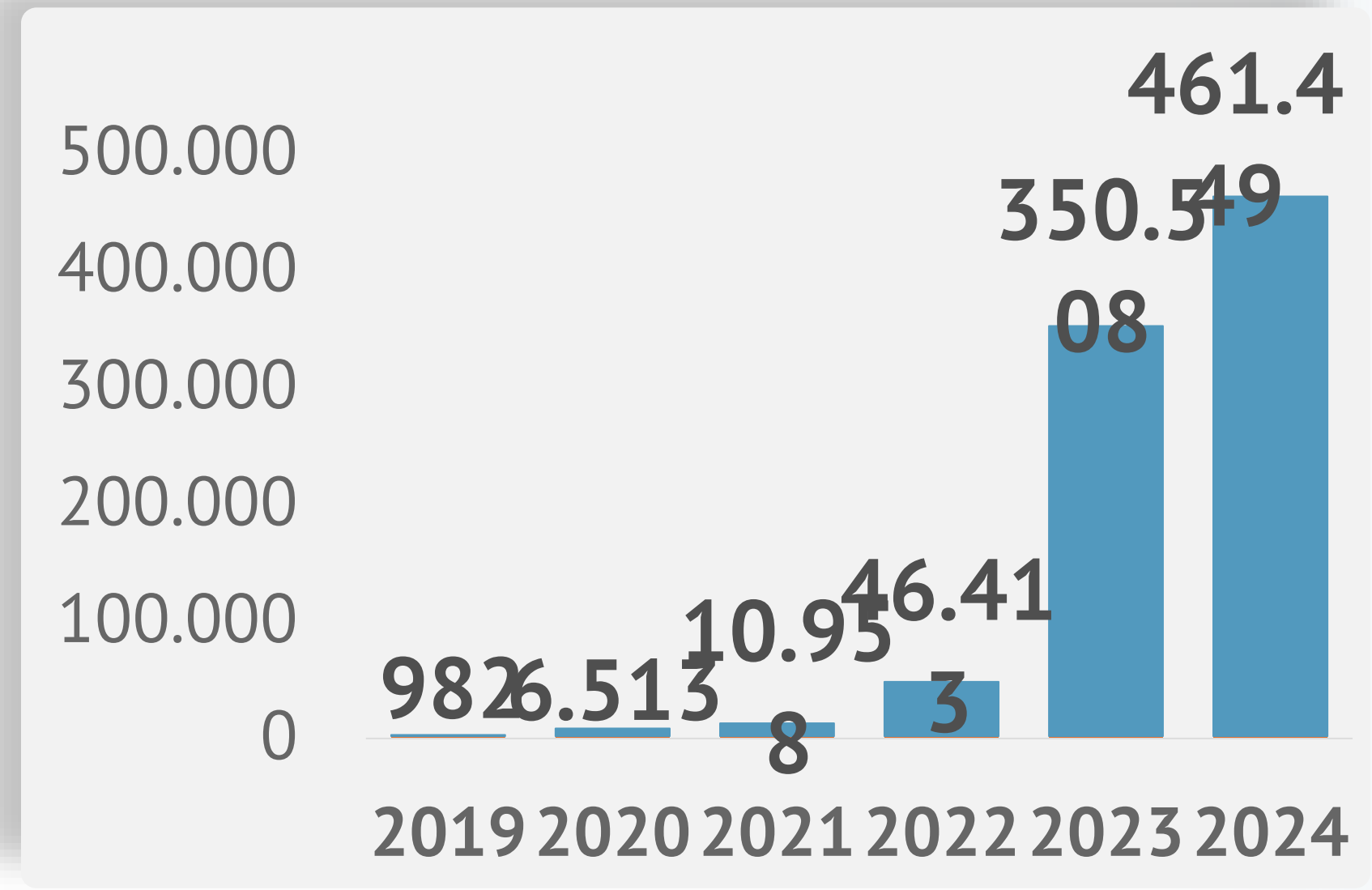
4) Incoming e-invoicing



Incoming invoices :

- Special application developed for incoming PEPPOL invoices
- Synchronized with existing accounting system
- External access provider

4) Incoming e-invoicing



5) Challenges

5) Challenges

PEPPOL SPECIFICATION

- Numerous requests to add optional fields within short time;
- Availability of data in accounting system;
- Unstructured data;
- Application of sector specific business rules for peppol fields;

MAPPING

- Selection of current and potential future content to map;
- Keeping flexibility for users;
- Simplified calculation model peppol vs complex public taxes calculation models;
- Scheme ID and PEPPOL IDs which are not a VAT number;

5) Challenges

CUSTOMER SUPPORT

- Shared responsibility access point sender and receiver;
- Resend peppol invoices with error status (modifying stored xml);

USER MATURITY

- Significant difference of maturity amongst peppol network users, often not conform with legal deadlines;
- Resistance to change;
- Question of responsibility of non-conformity.

6) Lessons learnt

6) Lessons learnt

COMMUNICATION

Face to face rather than documentation

CALCULATION MODELS

Adaptation and simplification of calculations in xml

PEPPOL ID CHECK

Integration of peppol directory REST API services

CUSTOMER SUPPORT

Strict rules for treating peppol invoices with error status

FLEXIBILITY

Administrator accessible mapping tables

AGILITY

Progressive approach delivering continuously new releases

Contact

Contact

Johny NEVOA

Responsable Produits

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The typical view point of Belgian SMEs

Olivier Vandenabeele

UCM

E-invoicing

Maturity of belgian self-employed and SME’s

UCM indépendants & unis

About us

UCM is the leading organization for representing and supporting French-speaking self-employed individuals and SMEs. It accompanies them at every stage of their project to ensure their business has the best chances of success!

Summary :

- First intersectoral French-speaking organization
- Present at all levels of social dialogue
- Invested at all levels, from the municipality to Europe
- Various services (Business counter, CAS, Social Secretariat...)
- Nearly 1,000 employees supporting self-employed individuals and SMEs

They are trusting UCM :

1. Some figures

- In Belgium : **1.2 Mi** Enterprises and **1 Mi** with 0 workers (Self-Employed – « SE »).
- Deadline for B2B e-invoicing : **1 jan. 2026** (total of 2, 5y for implementation). **284 days !**
- Adoption* of the e-invoicing in Belgium :
  - 85% : Unstructured file (pdf – word – excel)
  - 7% Paper
  - 8% Structured file
- But 85% **are aware**
- 60% don't know **how to proceed** but 62% feel « ready » (not same poll)

Conclusion : **We are not ready !** **But we will be !** (hopefully)

*Study by Uhasselt for BOSA – **October 2024**

2. Some feedback

- Webinars by **UCM :**
  - 3000 poeple in 48h
  - 80% opening rate
  - 80% participation rate
  - + 200 questions per session

- Frequentely asked **questions** :
  - Scope of obligations / sanctions / report
  - Tools / impact on activity / other obligations
  - Sector related / specific process

- **Accountants** are leading the way !
  - Only 3% think it’s out of their scope.
  - But more than 40% are worried – very worried of the transition.

3. Some insults

(those insults and remarks do not reflect the meaning of UCM – nor of the majority of SE)

- “All of this is just **orders coming from a European power** against which no movement opposes. The UCM is actually just a puppet of the **system that crushes us**”
- “I would like to point out that there are many small independent workers who do not have a computer or other modern tools to do electronic invoicing. I myself do not have a computer. I make paper invoices to get paid faster by giving them directly during my deliveries. Moreover, I am 62 years old and I make around 60 to 90 invoices per year. This obligation is once again a constraint that **will eliminate many independent workers**”
- “More obligations again (yes, but where are we going?) Towards a mandatory society.... **I mainly work to pay for all this** and I have less and less money...[…] I am **just a person**.“
- “Hello, if that's the case, **I think I will stop working**!! Best regards”

- **Bonus :**
- “Does UCM **plan to provide assistance** or a service in relation to this obligation? Perhaps a **billing service where the self-employed person sends their paper invoices to UCM**, which then converts them to electronic format and sends them to the clients of the self-employed person”

Thank you !

UCM indépendants & unis

Hiring sector

Hans Hoogerhuis

SETU

Standaarden voor flexibele arbeid

Benelux Study Day

Hans Hoogerhuis

March 25, 2025

Who am I?

My name is Hans Hoogerhuis. I am an IT Architect at Randstad Group in the Netherlands. My main focus is on Intergrations and Mid-office processes and systems.

I have chairman positions at SETU and NEN, standardization organizations.

Introduction

- In the next 10 minutes I will tell you something about my experiences with standards, their use and sometimes difficult situations you can get into when you are implementing process automations and integrations.
- First let me tell you something about the staffing industry and the organization that is responsible for creating the standard for the staffing industry.

*SETU **FACILITATES** STANDARDIZATION FOR THE EXCHANGE OF ELECTRONIC DATA IN THE STAFFING INDUSTRY*

WHAT IS SETU?

The Stichting Elektronische Transacties Uitzendbranche (foundation for electronic transactions in the staffing industry) or SETU, is developing and maintaining standards for exchange of electronic data in the staffing industry. Participants are involved in the process of standardization and are supported when implementing these standards in their organization.

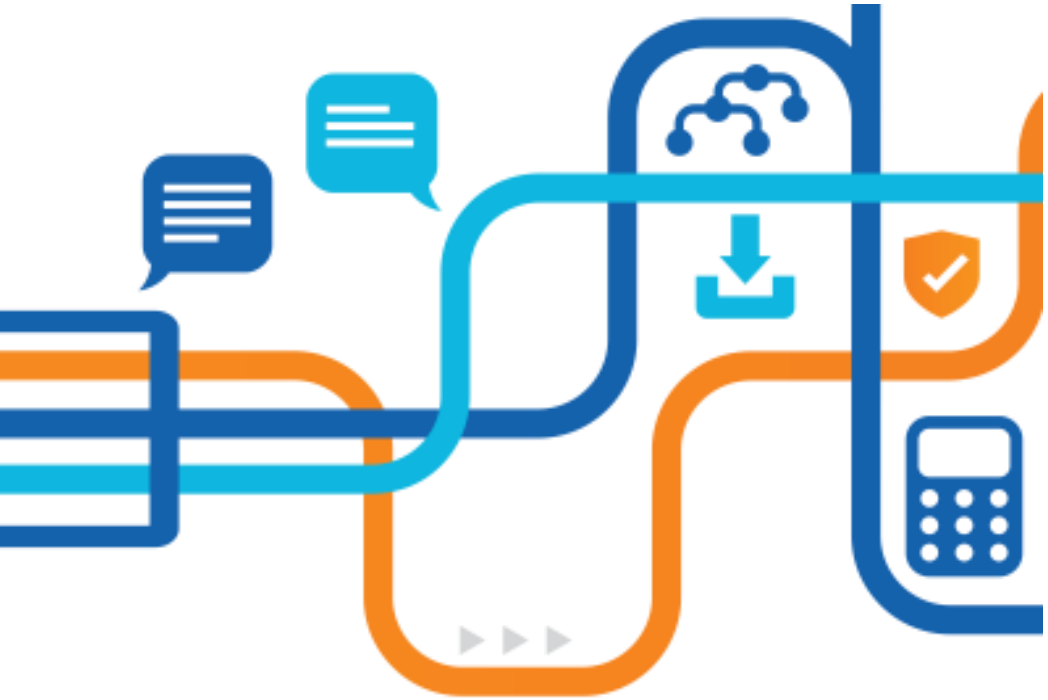
SETU Invoicing Specification

The SETU Invoice v2.x series is positioned as fill-in instruction (Dutch: 'invulinstructie') on top of the NLCIUS invoice.

Basically, it means that it follows the NLCIUS and the EN 16931 standard.

Where all our standards follow HR Open standards, for invoicing we have chosen to follow the eInvoicing standards. We have added sector specific extensions. With the new version of EN 16931, we get more options to facilitate other sectors.

So, all is well, right?



CHALLENGES IN THE STAFFING INDUSTRY

When exchanging invoices via e-solutions we often run into process alignment issues.

I have found out that these issues often are unintended and are the result of mis alignment of financial processes.

Some examples …

Example 1

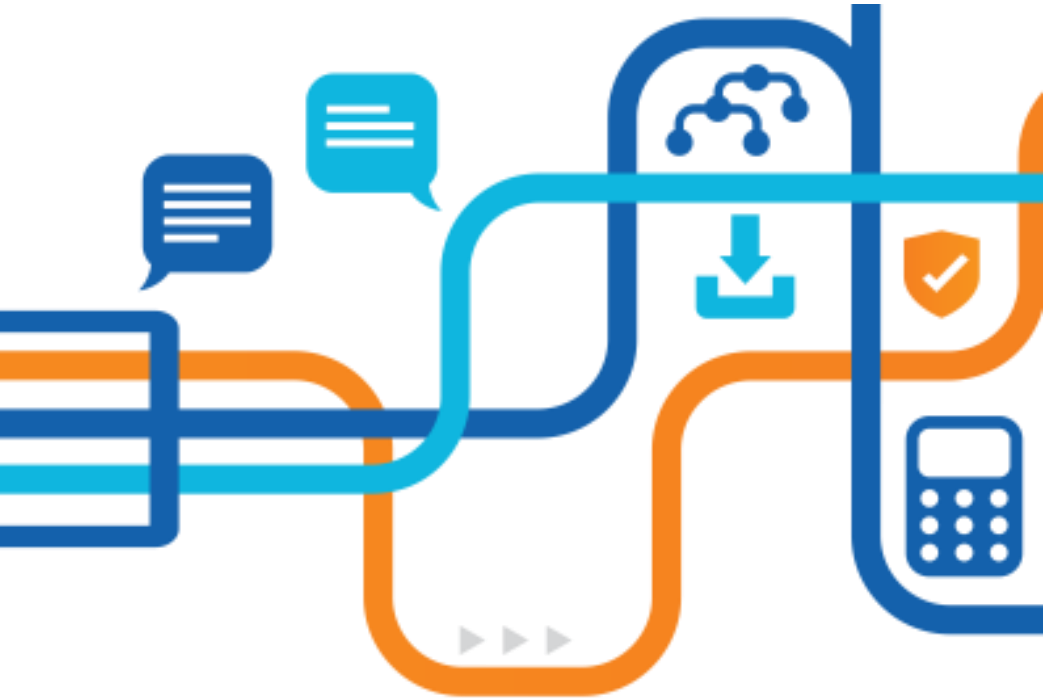
Staffing agency: I send an invoice that has a line item per employee. I specify the purchase order number and the assignment number from our systems.

Customer: I want to receive an invoice that has a line item per employee. I need the purchase order number and the number from our HR system, we don't administer your assignment number.

The only way to do this is to use extra fields (that are available) to send the customer specific number to the customer. All goes well, until you send a credit note …

O and these extra fields are actually fields that are misused for this purpose and are mapped in complex middleware …

Example 2



Staffing agency: I send an invoice that has a line item per employee. I specify the purchase order number and the assignment number from our systems.

Customer: Great. I also need a specification of the work that the employee performed. Not the timecard, but a report that has been signed of by the projectlead.

Even if we could supply such a report in the invoice, what would the finance department do with it. You need that report in the project administration system.

Again the standard might support it, but it is not very feasible to get it in place.

Conclusion

Standards are necessary. They describe clearly your surrounding (ontology) and make it easy to get an understanding between parties how information needs to be shared.

It makes it possible to share this information in a compliant manner that easily can be audited, because everybody speaks the same language.

But it is always necessary to keep talking to your process counterpart. If both parties are not investing in trying to align their processes, the standard cannot help you.

Pierre Brohez

Enovos

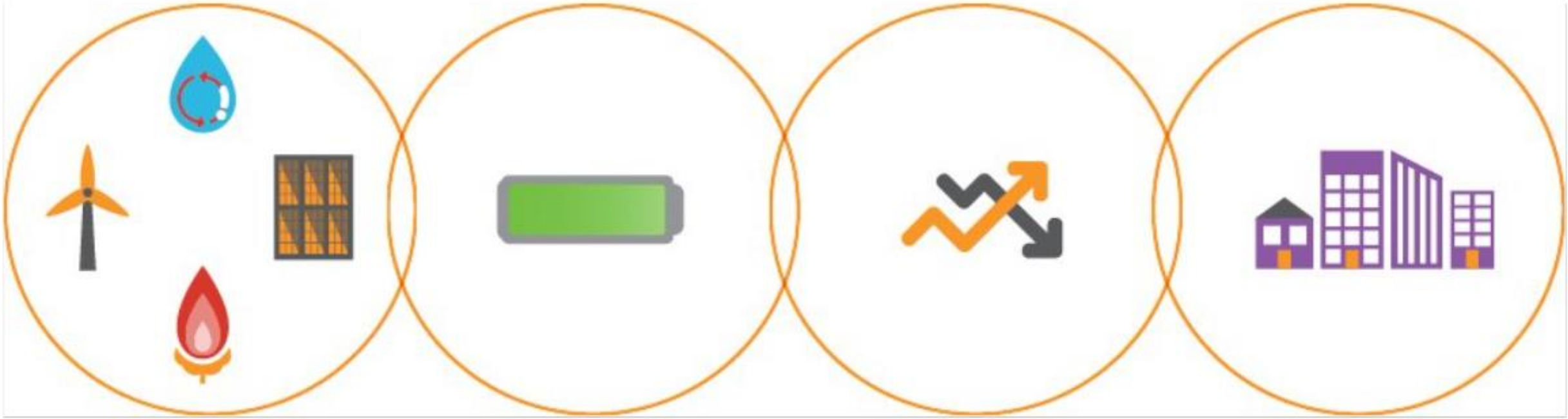
E-invoicing @Enovos

Pierre Brohez

Agenda

- Enovos description
- Our E-invoicing History
- E-invoicing roadmap
- Next Steps
- Figures
- Pro/Cons
- Q/A

Enovos Value Chain



RENEWABLE ENERGY PRODUCTION

PURCHASING / STORAGE

TRADING / PORTFOLIO

SALES / SERVICES

E-invoicing History

- **2018 : Custom-made, XML based with point-to-point communication**
- **05/2022 : Phase 1 : via PEPPOL access point**
  - **XML UBL limited to version (details on pdf attached)**
- **09/2023 : Phase 2 : via PEPPOL access point**
  - **XML UBL full version (details defined within XML UBL using partially free text tag**

E-invoicing next step

- **2026-2028 : Phase 3 : via PEPPOL access point,**
  - **XML UBL full version (details defined within XML UBL using dedicated tag)**

E-invoicing figures

- **110,000 e-invoicing processed yearly**
- **5% of our total invoices**
- **95% in Public Sector**

E-invoicing Pro/Cons (1/2)

- PRO
  - **Stability in terms of development**
  - **Cost**
  - **Delivery follow up**
  - **Customer Satisfaction/Credibility**

E-invoicing Pro/Cons (1/2)

- CONS
  - **Impact on current IT landscape**
  - **Not fully adapted to our market :**
    - **UoM**
    - **Calculation logics versus checks**
  - **Complexity compared to paper invoice for FO/BO staff**


Q&A

The case of an intl company facing different rollout speeds

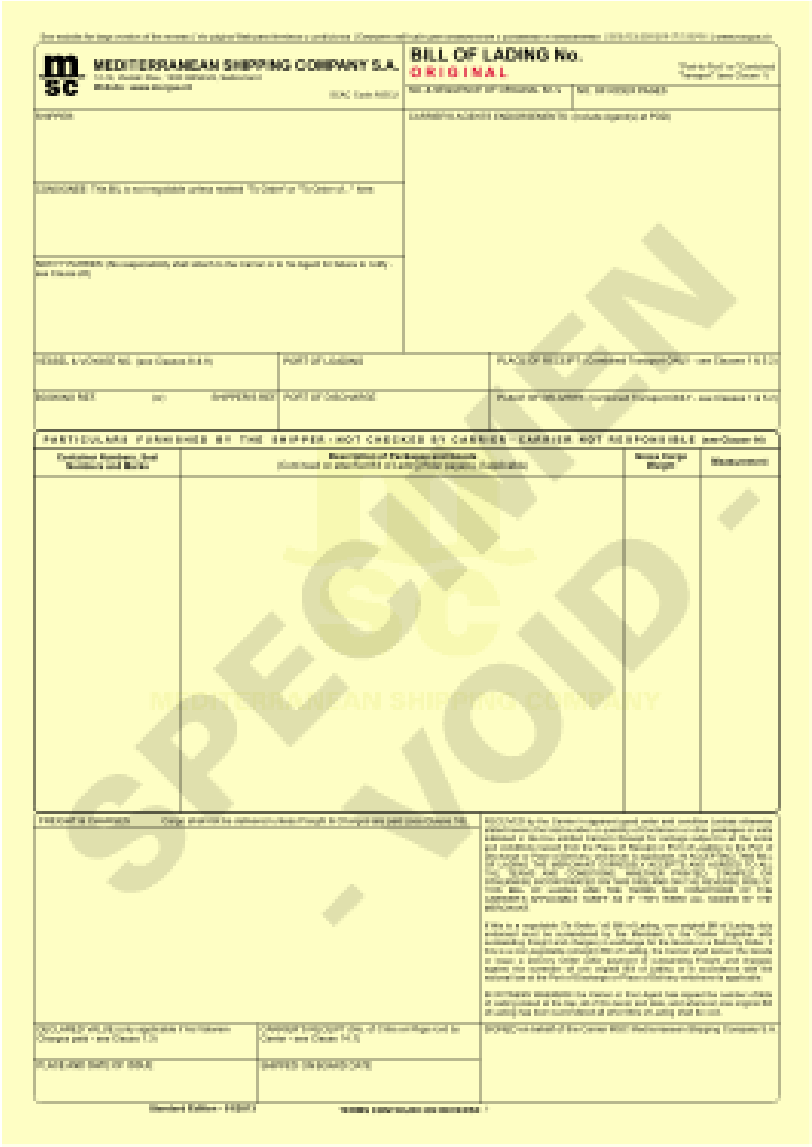
Guido Dilles

MSC

NAVIGATING E-INVOICE MANDATES

Guido Dilles
MSC Technology Belgium
25/03/2025

Bill of Lading



Invoice

MSC Belgium N.V.
Noorderlaan 127A
BE-2030 Antwerpen

CUSTOMER COMPANY

CUSTOMER STREET 1
2040 Antwerp

Export Invoice

Document N°	**1016019508**	Customer N°	123456789	Bill of Lading N°	**MSCUEV505630**
Document Date	**03/03/2016**	Customer VAT	BE0000000001	Booking N°	**213B0406667**
Your Reference	**DUMMY INVOICE**	MSC Contact	Nicole Ruys	Goods	**Flat-rolled products of iron**
Vessel/Voyage		Port of Loading		Port of Discharge	
CAP SAN LORENZO 604S		**Antwerp**		**Buenos Aires**	
Dir	Trade				
Export	South America East Coast				

Containers on Bill of Lading

MSCU6931120 20' DRY VAN TEMU5868721 20' DRY VAN MEDU2019672 20' DRY VAN

Item	Description	Units	Unit Price	Exch. Rate	Manifest Amount	Invoice Amount
Manifest Charges						
BUC	Bunker Contribution	3,00 pcs	1 234,00 USD	0.922600	3 702,00 USD	3 415,47 EUR
CSF	Carrier Security Fee	3,00 pcs	567,89 USD	0.922600	1 703,67 USD	1 571,82 EUR
FRT	Seafreight	3,00 pcs	9 999,00 USD	0.922600	29 997,00 USD	27 675,24 EUR
PRS	Piracy Risk Surcharge	3,00 pcs	11,22 USD	0.922600	33,66 USD	31,05 EUR
SCS	Suez Canal Surcharge	3,00 pcs	33,44 USD	0.922600	100,32 USD	92,55 EUR
SPS	Terminal Security Charge (Pol)	3,00 pcs	55,66 EUR		166,98 EUR	166,98 EUR
THC	Terminal Handling Charge	3,00 pcs	77,88 EUR		233,64 EUR	233,64 EUR
FAC	Freight Forwarder Commission	-2,50%	29 997,00 USD	0.922600	-749,94 USD	-691,89 EUR
Non-Manifest Charges						
BLFEE	Issuing Bill Of Lading	1,00 pcs	999,00 EUR			999,00 EUR

		Total excl. VAT	**33 493,86 EUR**
VAT exempt - art. 148, d) of directive 2006/112/EC	400,62 EUR @ 0 % VAT		0,00 EUR
Free of VAT - Art.146,1 e) of directive 2006/112/EC	33 093,24 EUR @ 0 % VAT		0,00 EUR
		Total incl. VAT	**33 493,86 EUR**

Tax point date: 16/02/2016

Please quote on payment: **1016019508**

MSC Belgium N.V.
As agent for: Mediterranean Shipping Company S.A., 12-14 Chemin Rieu, CH-1208 Genève
Tel.: +32 (3) 543 22 00
Fax: +32 (3) 543 25 50
info@mscbelgium.com
www.msc.com
VAT BE 0464 255 361
RPR Antwerpen
MSC Treasury Ltd. bank account:
Belfius GKCCBEBB BE65 0688 9710 1796

All our operations are subject to the General Conditions as printed on the reverse side of this invoice. These General Conditions can also be found on www.msc.com.

PAPER TIGERS

Supplier	Customer									
	BE	NL	LU	DE	FR	PL	EU	EEA	CH	ROW
BE	PEPPOL UBL 2026	ViDA 2030	ViDA 2030	ViDA 2030	ViDA 2030	ViDA 2030	ViDA 2030			
NL	ViDA 2030	?	ViDA 2030	ViDA 2030	ViDA 2030	ViDA 2030	ViDA 2030			
LU	ViDA 2030	ViDA 2030	?	ViDA 2030	ViDA 2030	ViDA 2030	ViDA 2030			
DE	ViDA 2030	ViDA 2030	ViDA 2030	UBL/CII 2027	ViDA 2030	ViDA 2030	ViDA 2030			
FR	ViDA 2030	ViDA 2030	ViDA 2030	ViDA 2030	UBL/CII 2026	ViDA 2030	ViDA 2030			
PL	ViDA 2030	ViDA 2030	ViDA 2030	ViDA 2030	ViDA 2030	KSEF 2026	ViDA 2030			
EEA	ViDA 2030	ViDA 2030	ViDA 2030	ViDA 2030	ViDA 2030	ViDA 2030	ViDA 2030	?		
CH									?	
ROW										

MANDATE MATRIX

Supplier	BE Customer
BE Company 120 000 / year	200 / year = mandate
CH Company 500 000 / year	300 000 / year = no mandate

VOLUME DOES NOT MATTER

+	-
Central	Decentral
Proactive	Reactive

HQ RESPONSE TO LOCAL MANDATES


msc

Lessons-learned to simplify standard Peppol integration into BE/LU invoicing softwares

Cédric Nève

Digiteal

digiteal

GET PAID FASTER, MORE REGULARLY, AT A LOWER COST

Benelux E-Invoicing

Lessons-learned in BE/LU

25/03/2025

Horizon 2020
European Union Funding
for Research & Innovation

National Bank OF BELGIUM
AUTHORISATION

Peppol
Access Point
CERTIFIED PROVIDER

Information Security
ISO/IEC 27001

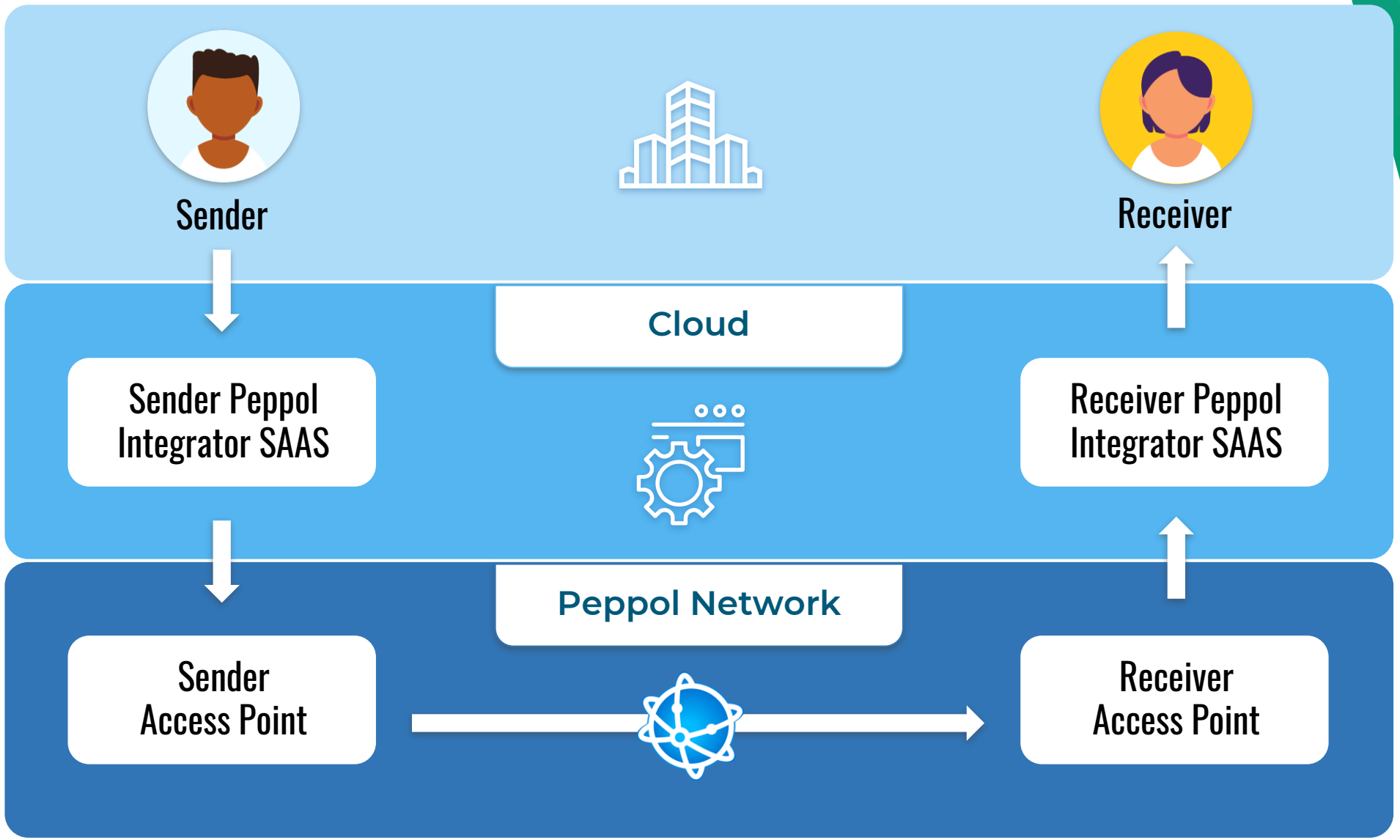
API solutions for financial services

1. B2B e-invoicing: PEPPOL

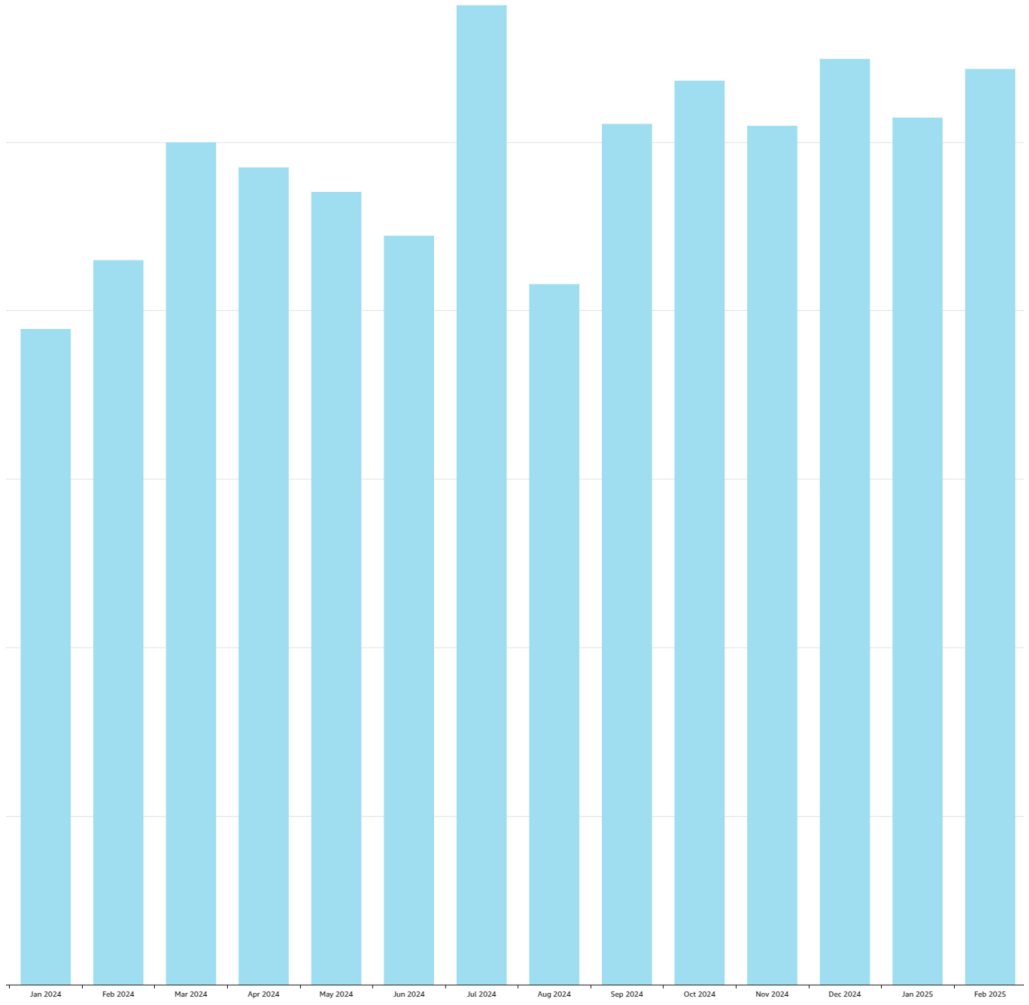
2. Card-Based
   QR Codes
   Pay Button
   Account to Account payments (PIS)
   Split & Merge payments
   BNPL B2B
   Light Soft POS
   Terminals

3. Retrieving bank movements
   (#PSD2 #AIS)

Peppol service



Impact of mandatory e-invoicing (LU)



2024 2025

Since 18/03/2023: Mandatory B2G (Small companies)

→ Low variation of volumes since 01/2024, mostly B2G

Invoices per type in Belgium

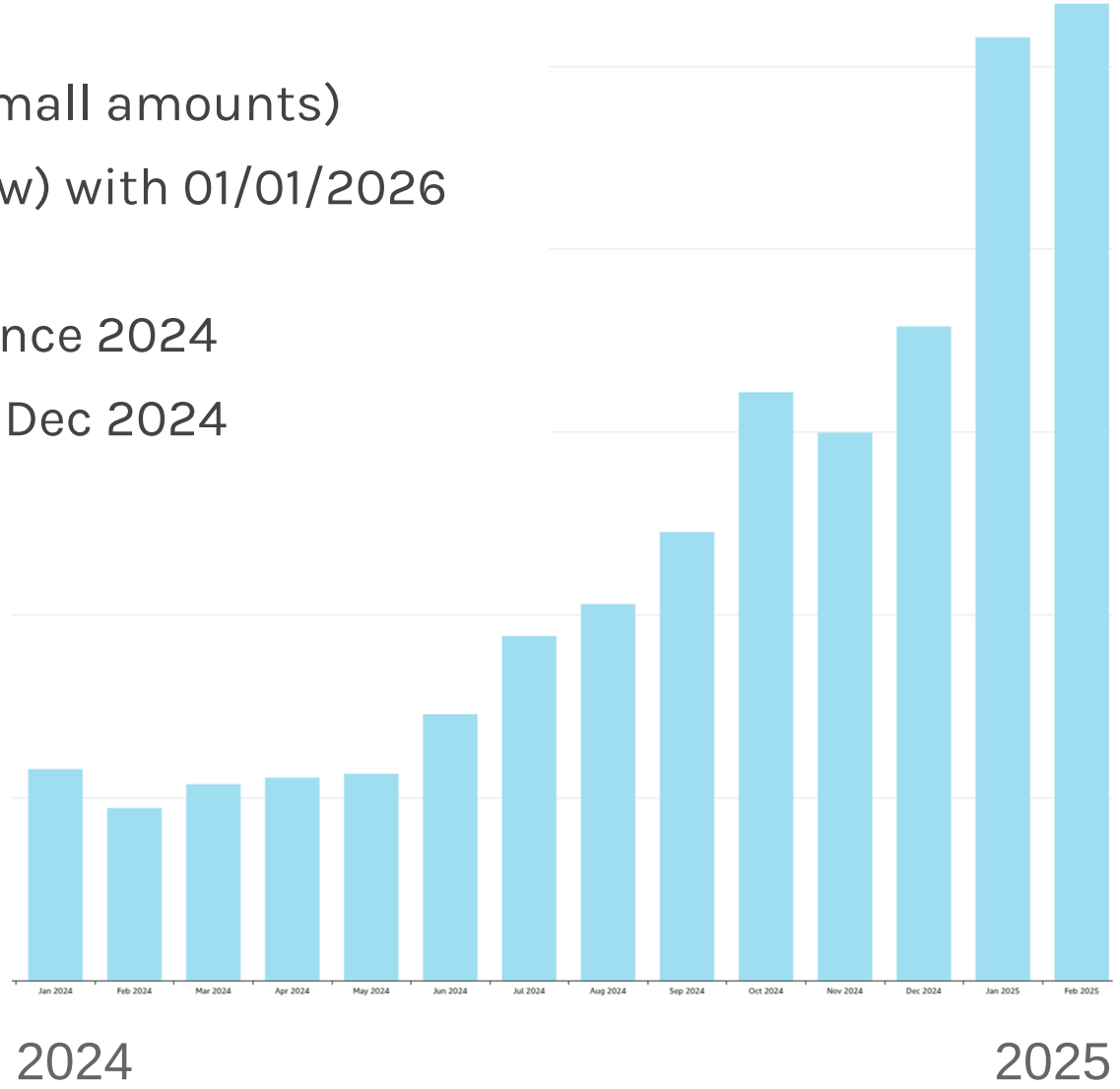
Impact of mandatory e-invoicing (BE)

03/2024: Mandatory B2G (Small amounts)

02/2024: Mandatory B2B (law) with 01/01/2026 as deadline

→ 6x increase in volumes since 2024

→ Dec 2025 expected at 10x Dec 2024



E-Reporting strategies

Let the market organize itself ! Free choice !

Slow pace change…

E-Reporting strategies

Let the market organize itself ! Free choice !

With spaghetti in the end…

E-Reporting strategies

CLEARANCE →
Non standard E-Reporting only

Single step… not a strategy…

- VAT: Reduced fraud
- Integration service providers: Complexity to comply with national service, source of revenue
- Business: Increased complexity and cost for no additional benefit

digiteal

E-Reporting strategies

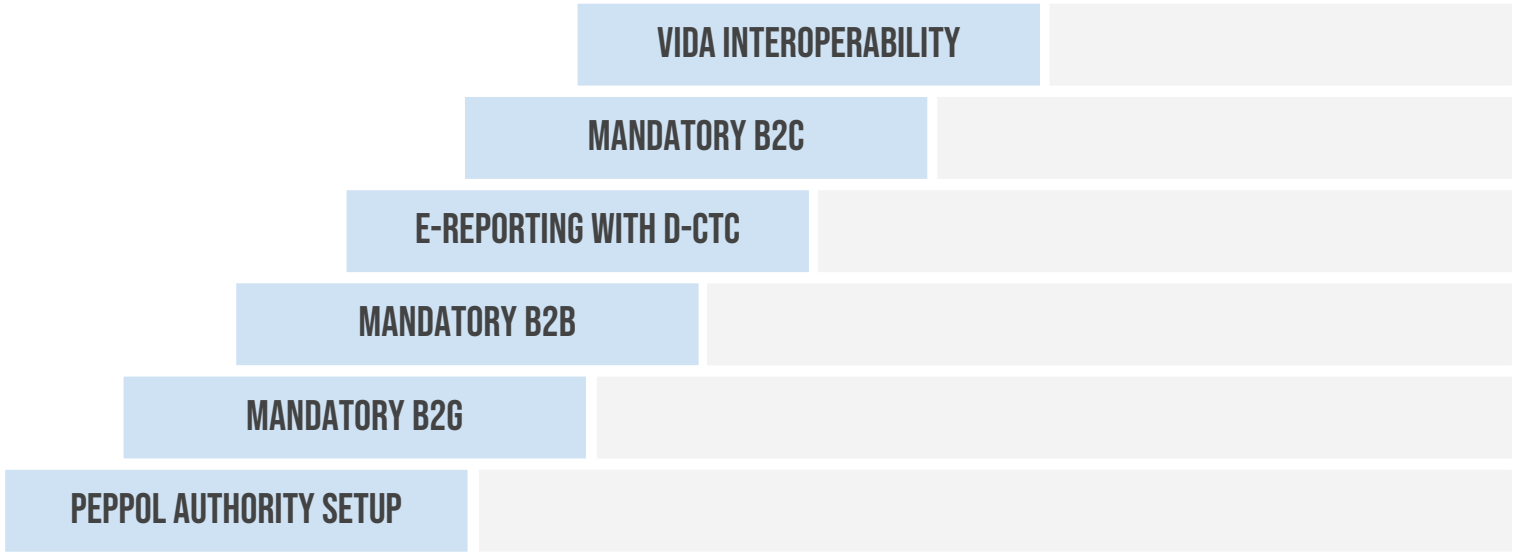
Full-fledged e-invoicing and e-reporting (including 10+ tracks)

Such a big change it will be impossible to achieve.

- VAT: Reduced fraud
- Integration service providers: Excessive complexity to comply with national service, source of revenue
- Business: Automation, Increased complexity and cost

E-Reporting strategies

Fast-paced standard-based approach



- VAT: Reduced fraud
- Integration service providers: Excessive complexity to comply with national service, source of revenue
- Business: Automation, Increased complexity and cost

digiteal

Conclusion

- Peppol is the key to a compliant, efficient, and interoperable e-invoicing future.
- Let's work together to make it the standard in the EU starting by the Benelux !

Coffee Break

14.40 – 15.00

PROGRAMME-QR

Parallel workshops

- Topic 1: Interoperability
- Topic 2: Maturity
- Topic 3: Sector specific needs
- Topic 4: VAT reporting and ViDA compliance

Plenary workshop reports

16.00 – 16.25

Panel discussion: Conclusions and outcomes

Pierre Brohez

Serge Libert

Gérard Soisson

Sylvia Vertegaal

Wrap Up

Frank Leyman

Thank you

Benelux
SECRETARIAAT-GENERAAL
SECRÉTARIAT GÉNÉRAL

BOSA
FOD Beleid & Ondersteuning
SPF Stratégie & Appui

Netherlands Enterprise Agency

LE GOUVERNEMENT
DU GRAND-DUCHÉ DE LUXEMBOURG
Ministère de la Digitalisation