



The Global e-Invoicing Network

# International References

## Some of our customer's success stories

OB10 is the leading global B2B e-Invoicing network. It enables companies to send and receive error free, tax compliant invoices around the globe without the need to install any additional hardware or software. Customers of all sizes optimise their invoice processes with OB10 and benefit from improved efficiency and transparency. Among them are the following:

### Eli Lilly & Company:

Eli Lilly & Company is one of the leading pharmaceutical companies worldwide.

#### Project targets:

Lilly was looking for an international e-Invoicing service provider to enable Suppliers of all sizes to send VAT and tax compliant invoices in their preferred formats. Another requirement was the processing of electronic purchase orders. Therefore Lilly decided to go with OB10 to improve their process optimisation and to benefit from agreed targets for Supplier Enrolment. Initially, Suppliers who were already using e-Invoicing had to be migrated to OB10. In the next project phase the rest of Lilly's Supplier base will be enrolled.

#### Implementation:

The campaign for the migration to the OB10 network targeted Suppliers in seven countries in Europe. The introduction of the new technology as well as the Change Management Process was managed by the OB10 Supplier Enrolment team in five languages.

#### Results:

Within only 6 weeks 60% of the Suppliers were migrated to the OB10 network.



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## Hewlett Packard

HP is one of the world's largest IT companies. Their offerings span IT infrastructure, global services, business and home computing, imaging and printing. In the list of the Fortune-500-Companies HP ranges at no 14.

### Project targets:

Increase efficiency throughout the complete P2P cycle, reduce costs on a global basis and improve on time payment rate to Suppliers.

### Implementation:

- The e-Invoicing campaign has been rolled out to different regions and countries since 2004. Currently (February 2009), HP receives electronic invoices from suppliers in 20 countries throughout Europe, North America and Asia.
- 80% of the invoice volume originally released is now processed electronically.
- Recent campaigns of a new entity in the UK and a roll out to Singapore both with major invoice volumes, have turned 70% of paper invoice volume into electronic in less than 1 Year.

### Results:

- Today HP receives more than 1 Million e-invoices per year through OB10.
- Globally 58% of invoices received previously on paper, are now received electronically. With the largest market in the US with up to 68%.
- HP internal cost saving targets for invoice processing have been achieved and on time payment (OTP) rate improved on average 20% compared to paper invoices.
- Intangible cost savings have been achieved due to less queries and an improvement in early discount realisation.

## OyezStraker

OyezStraker is the UK's Number One independent office supplies company.

### Project targets:

- Increase efficiency in the Accounts Payable department and reduce costs.
- Implement an electronic solution that could work with suppliers of different sizes or technical sophistication.
- Improve Purchase Order compliance.

### Implementation:

- The e-Invoicing campaign targeted 85% of OyezStraker's Supplier base in the UK.
- 50% of invoices were processed electronically after 10 months, after one year it was 70%.

### Results:

- Efficiency has been increased so that freed Accounts Payable resources can concentrate on strategic relationships with suppliers which positively impact future purchasing.
- Purchase Order compliance has increased significantly by 60% because invoices without PO numbers are rejected from the system automatically.