

# Norwegian experience on implementation of eInvoicing and the Peppol eDelivery Network

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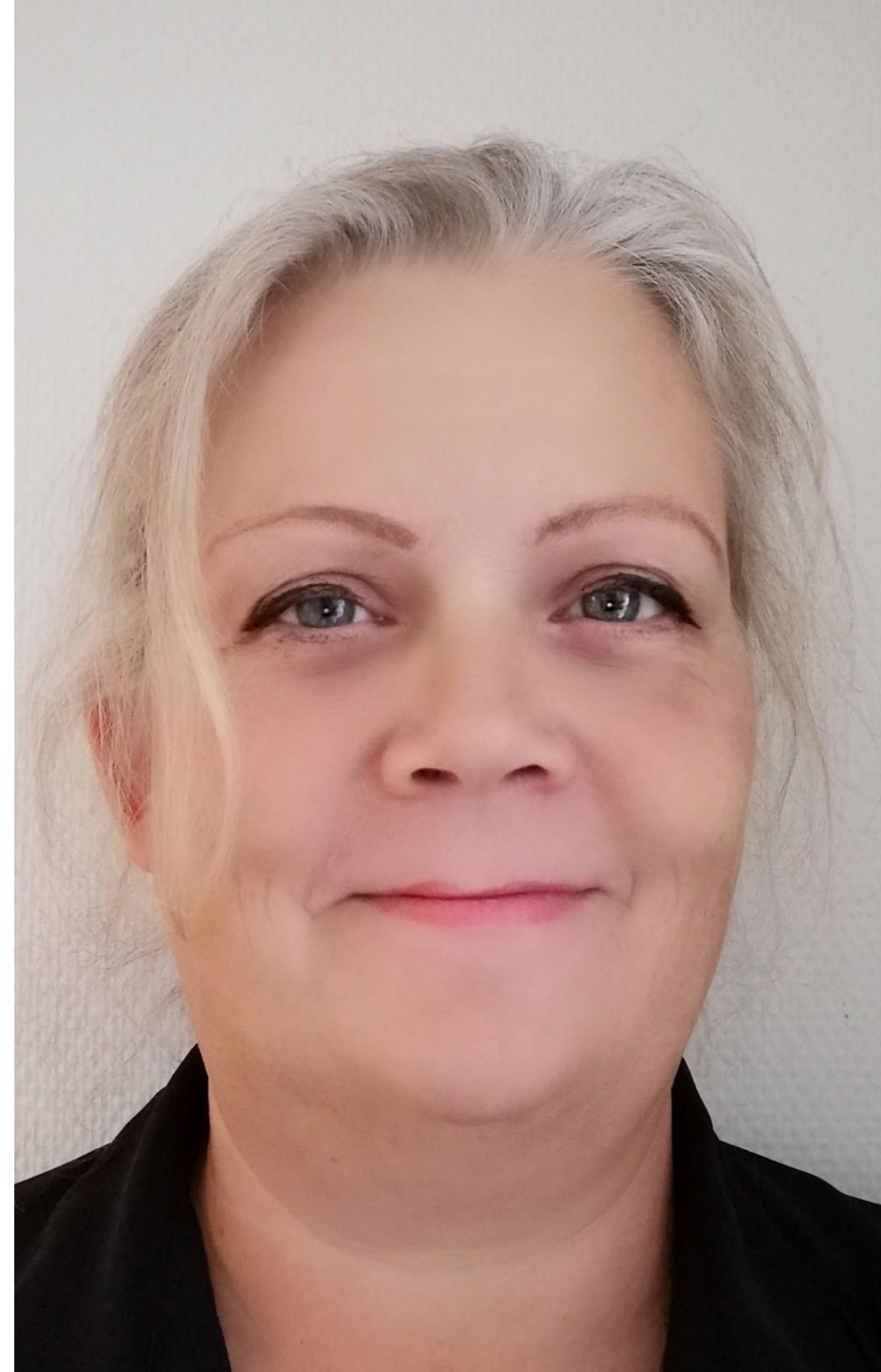
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# Agenda

- Introducing myself
- Introducing the Norwegian approach to electronic procurement
- Showing the current state of play, future prospects and future roadmap to succeed
- Sharing observations, experiences and lessons learned
- Wrapping up my presentation with closing remarks and recommendations

# About me

- Professional key words:
  - Digitalisation and process optimisation
  - Transition, transformation and organisational changes
  - Implementation & institutionalisation
- Professional background
  - System Engineering
  - IT related project, program & account manager
  - EU project involvements: PEPPOL, PSIP, ECOGRID etc.
  - OpenPeppol Deputy Secretary General & Operations Manager
  - Norwegian Peppol Authority Leader

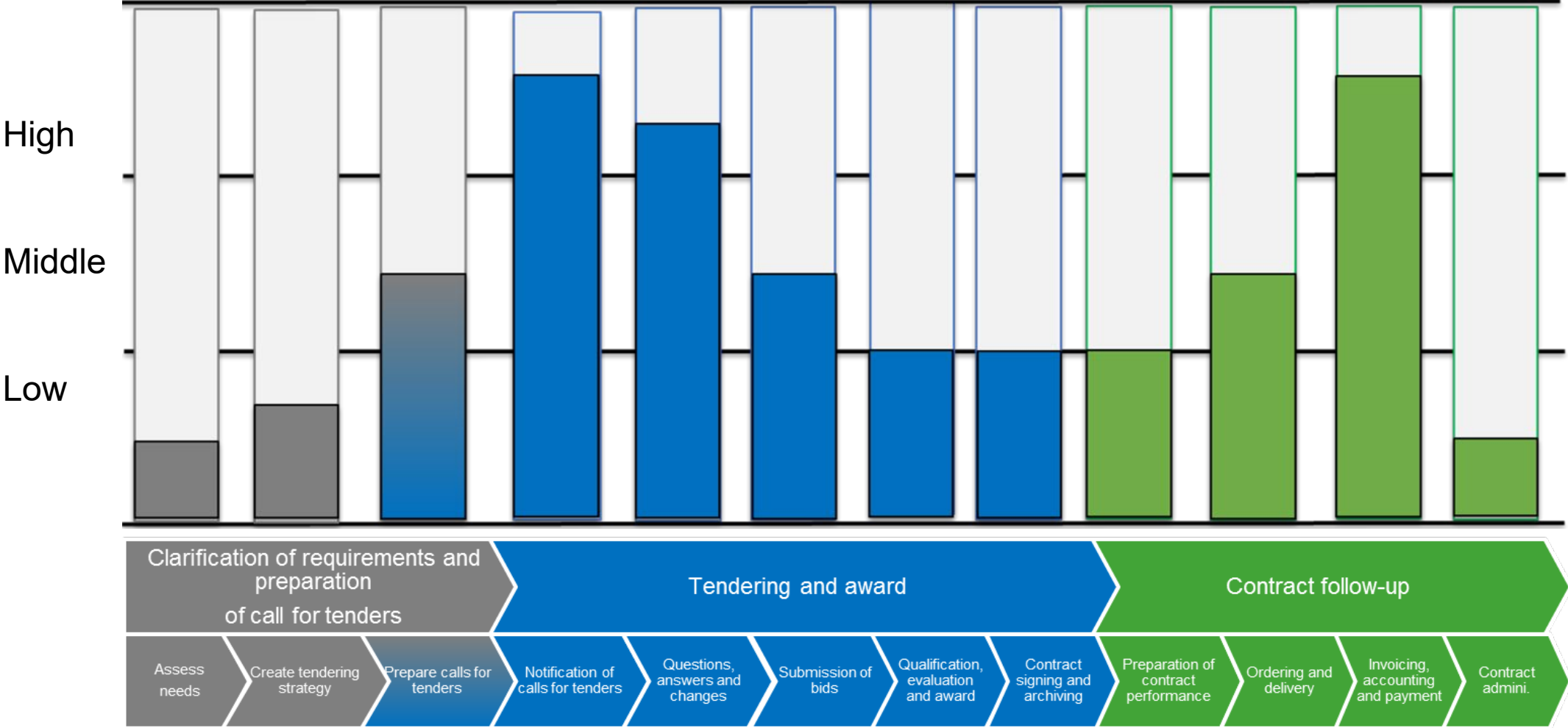


# Digital eProcurement in Norway

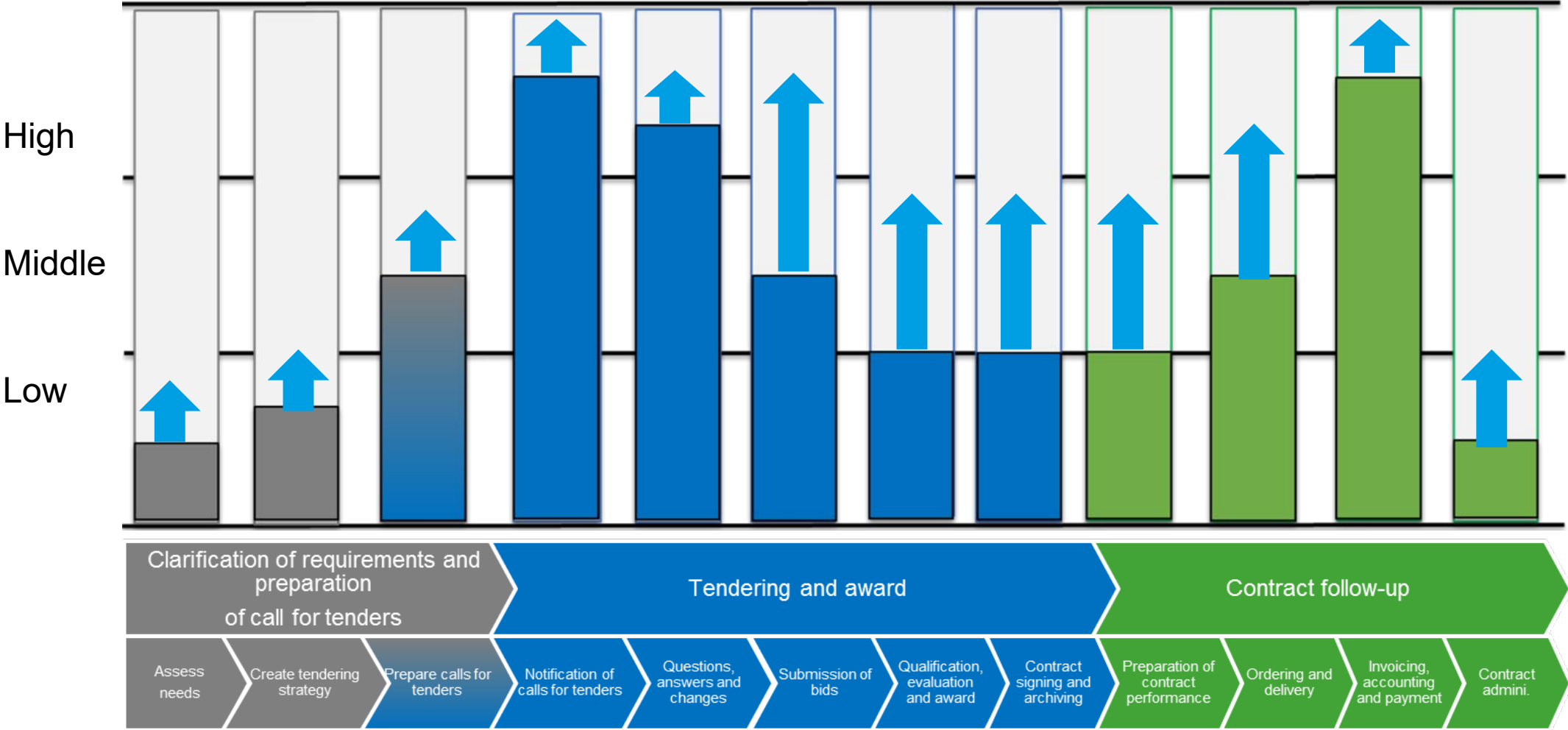
- Digitalisation used to standardise, improve and further develop the public procurement processes
- The procurement process is being digitalised end to end
- E-Invoicing has been used as starting point
- Interoperability and standardisation in focus
- High level of engagement at European level
- Efficiency, transparency and end-user needs as the key drivers



# Starting point – high level assessment



# Current status – high level assessment



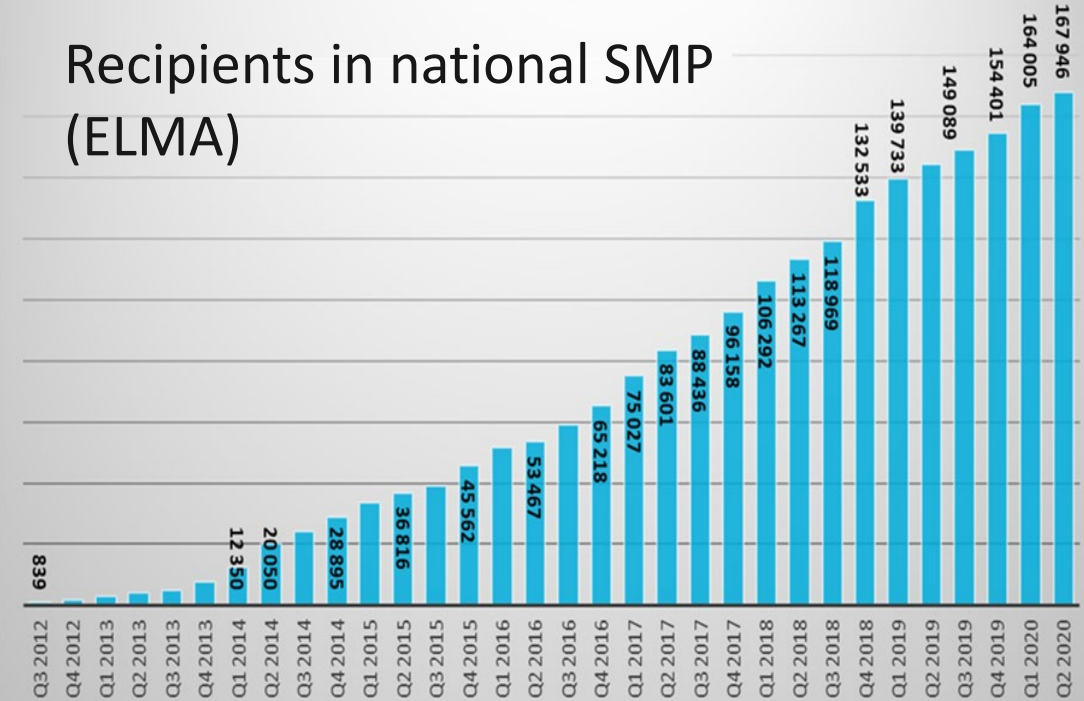
# Key enablers for Norwegian eInvoicing

- Legislative measures – mandating central government usage, later also regional and local authorities
- Peppol based standardisation of business processes and information flow in the invoicing process and use of Peppol eDelivery Network
- Part of OpenPeppol governance as a Peppol Authority
- Capacity building among public sector buyers, their suppliers, the ICT industry and decision makers
- eDelivery and eInvoicing services delivered by a well functioning market

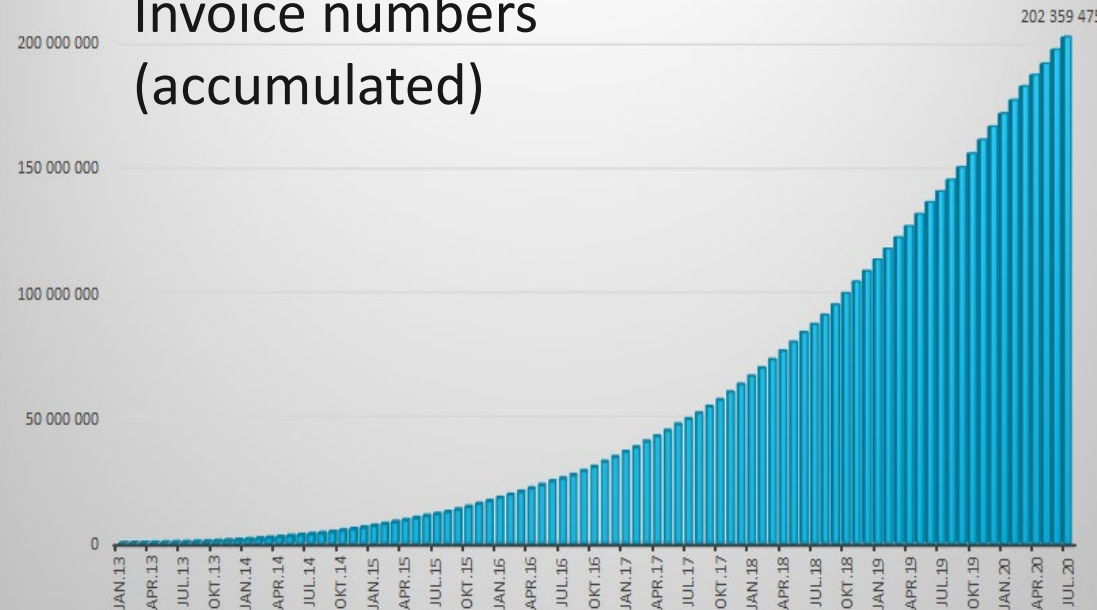
# eInvoicing in Norway

- Mandatory for all central government entities to receive and process EHF invoices from 1.7.2011
- Mandatory for all central government entities to require EHF invoices from their suppliers from 1.7.2012
- Mandatory for all public sector entities to use EHF from 1.1.2015
- Mandatory for all contracting authorities (public sector and utilities) to receive and process EN 16931 enabled EHF/Peppol BIS from 2.4.2019 as implementation of directive 2014/55/EU on eInvoicing in public procurement

Recipients in national SMP  
(ELMA)

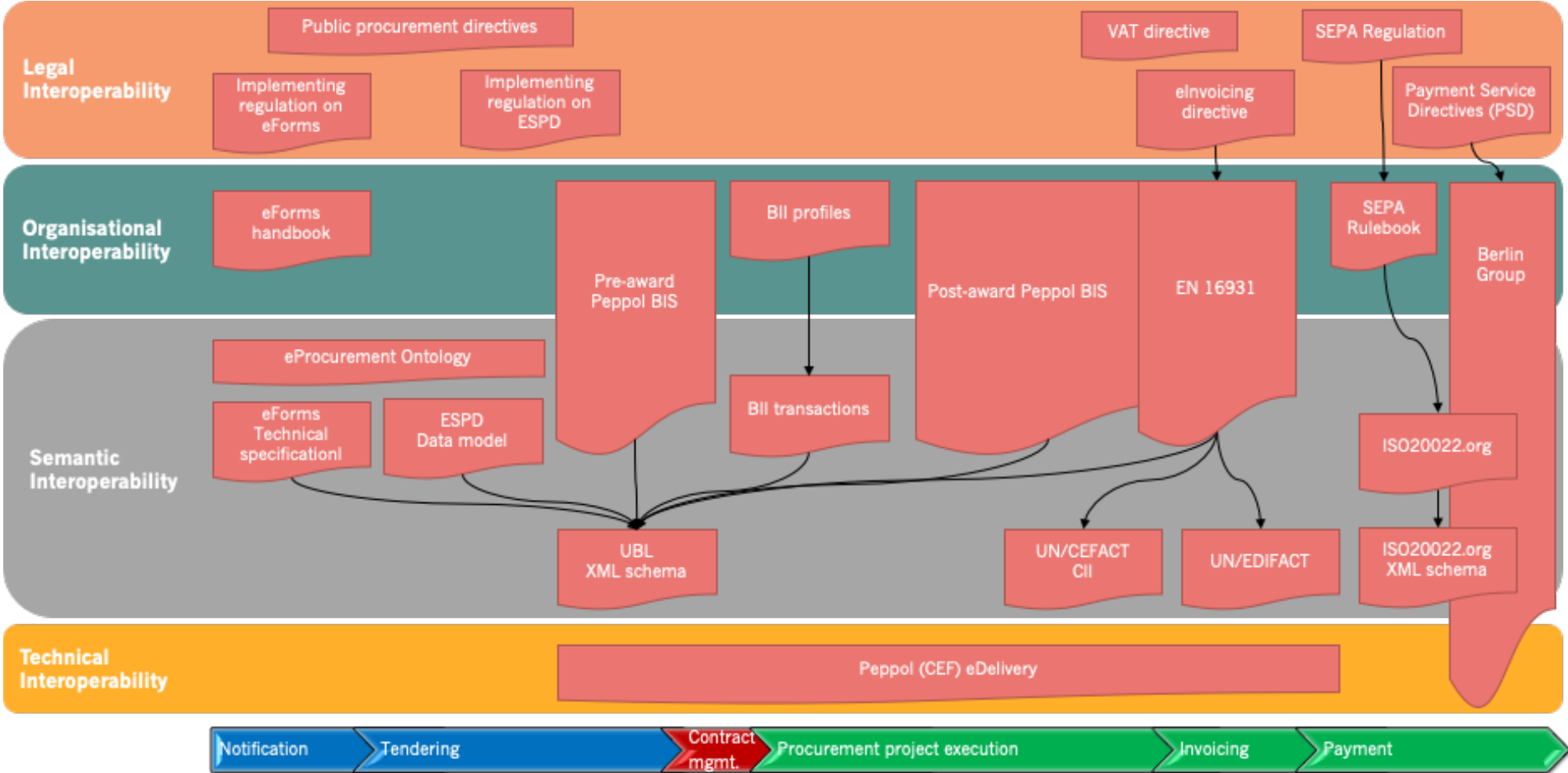


Invoice numbers  
(accumulated)





# Interoperability and standardization in focus



Source: **Nordic-Baltic eProcurement state of play (2019 publication)**

<https://nbprocurement.org/position-papers/nordic-baltic-eprocurement-state-of-play-2019/>

# High level of engagement at European

2019 status of engagement

Standardisation activity	IS	NO	SE	DK	FI	EE	LV	LT
EXEP	Low	High	High	High	High	Medium	Medium	Medium
eProcurement Ontology	Low	High	Low	Low	High	Low	Low	Low
eForms	Low	Medium	Medium	Medium	High	Low	Low	Low
ESPD	Low	High	Medium	Medium	High	Low	Low	Low
Peppol Pre-award	Low	High	Medium	Low	Low	Low	Low	Low
Peppol Post-award	Low	High	High	High	High	Low	Low	Low
CEN/TC 440	Low	High	High	High	High	Low	Low	Low
CEN/TC 434	Low	Medium	High	High	High	Low	Low	Low
UBL	Low	High	High	High	High	Low	Low	Low

Level of engagement in eProcurement standardization activities\*

**High**

- Actively participating in development and coordination with a view to influence

**Medium**

- Participating with a view to be informed

**Low**

- Occasional or no participation

Source: **Nordic-Baltic eProcurement state of play (2019 publication)**

<https://nbprocurement.org/position-papers/nordic-baltic-e-procurement-state-of-play-2019/>

# What did we actually take responsibility for

- Supported development of pan European standards by participating actively in standardisation organisations, and taking leadership of technical committees and workgroups
- Acted as drivers and first movers in development and implementation of Peppol Business Interoperability Standards and Peppol eDelivery in the eProcurement domain, taking leadership of the PEPPOL project
- Actively involvement of national Service Providers in the initial phases of digitalisation and standardisation
- Implemented National standards for eProcurement processes, including areas not yet covered by OpenPeppol
- Provided the market with open source software for implementation of Access Point services (Oxalis)
- Provided direct support to the establishment, management and operation of OpenPeppol
- Established a proactive Peppol Authority in Norway, also supporting implementation of eDelivery outside the eProcurement domain
- Actively coordinating national engagements in the CEF Programme

# Where are we

- eInvoicing almost completely digitalised and standardised
- Main part of the public procurement process is using eDelivery
- Use of Peppol eDelivery is an integrated part of in national reference architecture
- Implementation of Peppol eDelivery spreading into new domains
- Amounts of B2B transactions higher than amount of B2G transactions

## FACTS & FIGURES

- Approximately **50% of the public procurements process** using Peppol eDelivery
- **167.946 end-users** registered as receivers in the National SMP, of which the 90% are from the private sector
- **5.000.000 E-Invoices** pr month as average
- **48 Authorized Access points** Service Providers
- **e-delivery in use in 4 domains**  
Peppol PreAward, Peppol PostAward, Norwegian eGovernance, Norwegian ePayment.

# Main priorities

- Digital tendering and award (directive 2014/24/EU)
  - Dynamic Procurement System (DPS)
  - Digital tender documents
  - eSubmission
  - New tender notification service (Doffin) and Implementation of eForms
- Digital contract follow-up
  - eOrdering
  - Advanced eOrdering (EHF)
  - eInvoicing (directive 2014/55/EU)
  - Payment instructions (ISO20022-based)
  - Contract administration

# Activities in pipeline for the next 3-5 years

Many plans and activities are identified for the next 3 years, but the following activities are in focus:

- Implementation of eForms either via PEPPOL BIS or EHF (in production by September 1st, 2022)
- Further development of ESPD
- PEPPOL BIS/EHF Dispatch Advice is in production together with other post-award formats
- Encryption and signing of invoices to achieve 100% electronic invoice
- Increased use of ISO20022 using ASiC, encryption and signing of documents
- Implementation of CTC solutions in public procurement
- Further standardisation and digitalisation of contract follow up processes

# Main observations

- Business domain interoperability is an optimal driver for implementing eDelivery
- Governmental commitment is a key enabler for success
- Early involvement of service providers is a key enabler for success
- Governmental involvement is the basis for getting started
- Market driven approach is the basis for getting impact
- International collaboration is the basis for return of investment
- Public focus is an optimal driver for adoption in the private sector

# Key enablers for eProcurement

- **Standardisation of business processes and information flow in the procurement process**
  - National standardisation – EHF – coordinated with joint standardisation efforts in CEN and the European Commission and through OpenPeppol AISBL
- **Provision and use of shared services / building blocks**
  - Peppol eDelivery network, national shared services / building blocks
- **Capacity building among public sector buyers, their suppliers, ICT industry and decision makers**
  - Increase digital maturity and enable realisation of benefits



# Main barriers towards eProcurement

- **The market's digital solutions do not communicate sufficiently with each other**
  - information has to be re-entered several times, resulting in duplication of work and increased risk of errors
- **The market lacks incentives or is prevented from offering certain shared services**
  - sub-optimisation of resources if all software providers would duplicate instead of re-using building blocks and shared services
- **Many public entities and their suppliers lack the resources and expertise to digitalise procurement on a sound basis**
  - lack of strategic ICT skills and understanding of how technology can be used to improve procurement processes

# Potential gains from eProcurement

- **More effective purchasing and simpler processes** – the least possible time and cost spent on procurement activities
- **Better purchasing and fulfilment of requirements** – the right item or service purchased in the right quantity and for the best price
- **Purchasing more in line with legal requirements** – fulfilment of regulatory requirements and suppliers' rights while avoiding corruption or default

# Closing Remarks

- Digitalisation, standardisation and interoperability cross boarder & cross domain
- National anchoring at governmental level is basis for success
- Early involvement of Service Providers is essential for adabtation
- Level of Governmental involvement sets the pace for standardisation and digitalisation
- Level of decentralisation and market driven increases the sets the pace for dissemination and uptake

Get Focused - Get started - Get results

# Additional information

- Norwegian eProcurement website: <https://www.anskaffelser.no/public-procurement>
- National Norwegian standards: <https://anskaffelser.dev/>
- Norwegian Peppol Authority country profile: <https://peppol.eu/what-is-peppol/peppol-country-profiles/norway-country-profile/>
- 2019 Survey on Nordic Baltic State of Play for e-procurement
  - Survey introduction: <https://nbprocurement.org/position-papers/nordic-baltic-eprocurement-state-of-play-2019/>
  - Nordic Country profiles: <https://nbprocurement.files.wordpress.com/2020/06/country-profiles-2019-whitepaper-v1.pdf>
  - Norwegian country-profile survey details: <https://drive.google.com/file/d/1xP7nv4T3qU6yL4MZhVu-Xd8lXvo1bzmK/view>
- Other surveys
  - 2019 eInvoicing Country factsheets; <https://ec.europa.eu/cefdigital/wiki/display/HOME/2019+eInvoicing+Country+factsheets>
  - ECertice Performance index; [https://ec.europa.eu/internal\\_market/scoreboard/performance\\_by\\_governance\\_tool/e-certis/index\\_en.htm](https://ec.europa.eu/internal_market/scoreboard/performance_by_governance_tool/e-certis/index_en.htm)
  - International market reports from Billentis: [https://www.billentis.com/Publikationen\\_e.htm](https://www.billentis.com/Publikationen_e.htm)



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