

ARE YOU IMPLEMENTING THESE TRENDS INTO YOUR INVOICE OFFERING?

1. E-invoicing & Regulation



2. AI & Automation



3. Pay-by-link & Pay-by-invoice



E-INVOICING & REGULATION

E-invoicing procedures can help reduce fraud and tax evasion while promoting transparency and sustainability



All **Business-to-Government (B2G)** transactions conducted within the EU have since 2014 been required to comply with e-invoicing guidelines



Spanish companies and professionals will be required to **shift to e-invoicing** from early 2025 to early 2026 (depending on turnover)



Germany has mandated a **multi-phased transition to e-invoicing**. From 2025 to 2028, businesses will be required to implement e-invoicing enabled systems and adopt e-invoicing receipt and issuing practices



All **VAT-registered businesses** are now required to keep digital records and tax returns using software which is compatible with the government's **Making Tax Digital (MTD)** initiative. Over 2026 and 2027 self-employed individuals and landlords will also need to comply with this requirement

Thus, government bodies globally are increasingly legislating to mandate e-invoicing practices for B2G and B2B transactions

AI & AUTOMATION

AI technologies such as...

Optical Character Recognition (OCR)

Large Language Models (LLM)

Big Data

Machine Learning (ML)

Generative AI

Businesses are increasingly seeking to **digitise and automate** invoicing operations to maximise efficiency, optimise working capital and reduce costly, time-consuming activities

Allow providers to:

- » Automate bill presentment & dunning management activities
- » Streamline invoice processing & three-way matching
- » Provide advanced predictive analytics
- » Enhance customer service through AI-driven assistants

Accounting software, AR & AP automation providers have turned to **AI technologies** to meet growing demand and better **meet customer needs** while elevating user experience

PAY-BY-LINK & PAY-BY-INVOICE

In response to businesses' needs to getting paid fast, providers are increasingly offering "Pay-By-Link" and "Pay-By-Invoice" features as part of their solutions



By using **Pay-By-Link**, suppliers can send their customers a link to **access a payment gateway or customer portal** and effectuate a payment



Pay-By-Invoice, allows suppliers to **embed hyperlinks** or "Pay now" buttons into invoices before sending these to their customers

These features allow suppliers to **avoid over-due invoices** and **collect payments faster**. Thus, these are **highly valued by businesses** (particularly in the small segment) **due to their impact on cashflow**

To prepare for the impact of these trends, invoicing & payment providers should...

- **Review value propositions** to match new customer needs and wants
- **Monitor competitors** to ensure sustained competitiveness & differentiation
- **Incorporate new technologies** into their offering and product roadmaps