



Connecting organisations

High adoption electronic invoicing - Guaranteed

CloudTrade provides an easy, supplier-friendly way to send and receive electronic invoices.

With most e-invoice, e-trading and EDI service providers, technical, process and financial barriers impact the success of supplier adoption. As a result, paper remains and the expected benefits fail to materialise.

CloudTrade is different. CloudTrade removes the barriers to electronic invoicing for suppliers.

More paper is removed, in a shorter time frame than any other e-invoicing approach.

- ✓ **No Technical Change**
We don't ask your suppliers to change their systems to send EDI or XML.
- ✓ **No Process Change**
We don't ask your suppliers to log onto a portal to submit their invoice or order.
- ✓ **No Supplier Charges**
We don't charge an organisation to send their invoices or orders to you.
- ✓ **High Supplier Adoption**
Typically >90%
- ✓ **Fast e-invoicing Adoption**
Suppliers live by their next invoice

The Problem

EDI has been around since the 1970's, so why do most organisations that roll out e-invoicing or EDI still find it so hard to on-board suppliers?

The answer is simple: suppliers don't like change, which unfortunately is exactly what is required when using traditional EDI and e-invoicing approaches. As a result, supplier adoption rates have remained low and the paperless finance department has remained a dream.

For an e-invoicing solution to truly work it needs to provide an easy way for suppliers (of all sizes) to send their invoices; a way that doesn't cause them any additional work or cost. It has to be simple to use and non-disruptive to their business.

How does it work?

1. Send

The buyer organisations simply asks their suppliers to email PDF invoices.

2. Process

CloudTrade's patented technology, takes advantage of the data layer embedded within the PDF invoice, so that upon receipt of the invoice, the invoice data is automatically mapped, validated and converted into an e-invoice structure.

3. Receive

The validated e-invoice structure is received straight into the buyers invoice processing application - only two to three minutes after the supplier originally sent it!

The Solution

CloudTrade offers a non-disruptive way for suppliers to send electronic invoices to you. We don't ask suppliers to change their applications or infrastructure to send XML or EDI (though they can if they want to!). We don't ask them to raise their invoice in their own accounting package and then do it again in a 3rd party portal. And we certainly don't charge them for the privilege of sending their invoice to you!

Any supplier using email can be an e-invoice supplier

As finance professionals the world over will attest to, almost all accounting packages can generate a PDF invoice – with most also being able to email the PDF straight from the application.

What many people may not be aware of though is that when an application generates a PDF invoice, in almost all instances it will be a text PDF with the key **document data such as invoice number, line quantity and price, embedded within the PDF as put there by the original generating application.**

By using CloudTrade, the raw invoice data within the PDF can be mapped (no OCR!) to an e-invoice structure, making this approach akin to mapping one flavour of XML to another flavour of XML. As almost all accounting packages can generate a PDF – and as email is the default way to communicate – the barriers to adoption are removed.

The net result is, more suppliers move away from paper and onto electronic invoicing in a shorter time frame, than any other approach.

Contact us

enquiries@embridgeconsulting.com
embridgeconsulting.com

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