

Press Kit | International

# SAPHETY IS LEADER IN ELECTRONIC INVOICING

## **And electronic bill presentment, serving customers worldwide**

Saphety, a technological multinational company of Portuguese origin, is leader in solutions for electronic document exchange, electronic invoicing, electronic invoice financing, electronic bill presentment and data synchronization. Founded in 2000, Saphety currently has more than 7000 client companies in 38 countries, including some of the world's largest companies in sectors such as telecommunications, retail, transport, logistics, energy, banking, services and health, in addition to the public sector.

Saphety's development strategy is based on three pillars: consolidating the leadership of the Electronic Invoicing market in Portugal, strengthening its internationalization and launching new products and services with high technological specialization.

In 2019, the company had a turnover of 9.1M €, in which the Electronic Invoicing area represents 58% of this value at a global level.

Saphety wants to consolidate its leadership in the electronic invoicing market in Portugal, but it also wants to grow rapidly at an international level, with emphasis on Colombia, a growing market where Saphety operates with a local parent company and has more than 2400 customers.

With 33% of the revenues in 2019 coming from international markets, the growing internationalization goes through a reinforcement of the presence in the markets where it is already present with local structures, as is the case of Colombia and Brazil, launching global scale solutions, such as the "Electronic Bill Presentment (EBP)", designed for the telecommunications and utilities sectors.

Saphety's growth is also leveraged by the release of new products and entry into new business areas and sectors with the solutions it develops.

Some examples are the energy and telecommunications sectors, where the "Electronic Bill Presentment (EBP)" solution, designed for the global market is already being used by major global telecommunications groups such as Vodafone or Orange. Another example is the "Electronic Invoice Financing (EIF)" or "Supply Chain Finance", a solution developed in partnership with the financial sector for payments between purchasing companies and their suppliers, allowing the anticipation of invoices previously approved by the companies.

### **EDI & Electronic Invoicing Network | Electronic Invoicing in Portugal**

In Portugal, since April 18th of 2019, electronic invoices are mandatory for the Public Administration and for the services and public institutes under direct administration of the State. After the publication of Decree-Law No. 111-B/2017, which transposed the European Directive 2014/55/EU, these entities are obliged to use it exclusively. Legislation made the issuance of electronic invoices mandatory for companies that work with public entities, thus promoting a digital transformation. The Decree-Law No. 123/2018 defined the legal deadlines and established this measure as mandatory, until April 18th of 2020, for all the remaining public entities and independent administrative entities that were not covered by the first phase, until December 31st of 2020 for large companies, until June 30th of 2021 for medium-sized companies and until December 31st of 2021 for micro companies.

Saphety's Electronic Invoicing solution helps State's institutions and their suppliers to respond to this digital transformation challenge. The platform consists of an electronic solution aimed at exchanging electronic documents and allows companies to exchange documents such as purchase orders, delivery notes, transport slips and invoices in a dematerialized way with customers and suppliers, meeting the legal requirements and the business' requirements. The solution ensures the dematerialization and optimization of processes within the companies, allowing to define different ways of delivering documents to customers and guaranteeing integration mechanisms with the customers' ERP.

Launched in 2020, the Invoice Network platform is Saphety's latest and most advanced electronic invoicing solution, which allows, through an easy and quick registration, for suppliers to send their electronic invoices to a large group of companies that are already prepared to receive these documents through Saphety. In Portugal, Saphety has more than 4500 electronic invoicing customers.

### **Electronic Invoicing in Colombia | Colombian Market**

Based in Bogotá, Saphety's operation in Colombia is currently developed by a Colombian law firm, which serves a market with a large growth potential. In operation since 2013, the company aims to be one of the leaders in EDI and electronic invoicing, an area that has raised a great interest in this country, and established 2020 as the deadline for the electronic invoicing mandatory adaptation process.

### **Electronic Invoice Financing /Supply Chain Finance**

Saphety's Electronic Invoice Financing solution trade name is Flexcash, and is the result of a partnership with Caixa Geral de Depósitos. It consists of a treasury management solution that allows to receive or pay the company's invoices in advance. The payments management between companies and their suppliers is done online, on the platform, based on the financial documents exchanged, integrated and validated between the parties. This solution allows suppliers to anticipate the payment of invoices previously approved by debtors, which responds to the company's cash needs and makes the relationship with the suppliers more automated and fluid. In Portugal, there are already 384 companies that use the Flexcash solution.

## **Electronic Bill Presentment**

The innovative Electronic Bill Presentment (EBP) solution assumes itself as one of Saphety's major international growth avenues, being used today by large telecommunications operators with high turnover volumes, such as Oi, in Brazil, Vodafone, in Hungary, Entel, in Peru and Chile, or Orange, in Spain.

Specifically designed for the telecommunications and utilities sectors, it is already used in several world markets. The collaboration with world-leading telecommunications operators seems much more intense with the advent of new technological paradigms such as 5G or the widespread use of IoT, for which the combination of cloud infrastructures and customer-centric solutions will be of major importance in the business of telecommunications operators.

The contribution of SaphetyBill, Saphety's EBP solution was, in 2019, responsible for 29% of the company's international turnover.

## **Data Synchronization**

In the product information synchronization market, Saphety is one of the technological companies with the greatest international reputation, with reference clients such as GS1 Mexico, GS1 Colombia/Logyca, GS1 Brazil/Vérceer, GS1 Portugal, GS1 Greece, Brandbank/Nielsen, Serunai (Global Halal Datapool), among others. With 20 years of experience in the field and a longstanding relationship with the global organization GS1, all of Saphety's technology is developed according to GS1 standards, where most Saphety customers have the certified solution and are part of the GDSN network - GS1 Global Data Synchronization Network.

In the area of product data synchronization and alignment, Saphety is one of the leading solution providers at a global level, with more than 8000 companies in eight countries using the SaphetySync platform, a tool that has become an enabler in many geographies for large-scale retail operations.



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## Technological research and focus on global growth

With an annual investment in research and development of one million euros, the innovation is constant at Saphety, and is the foundation for its competitive advantage in the development and improvement of the technological solutions it offers.

With the international market surpassing 40% of Saphety's turnover, the aim for new geographies will continue to be reinforced. Saphety aims for a sustained 10% growth in global sales in the short term, reaching a turnover of 10 million euros.

The Saphety logo is displayed in a white, lowercase, sans-serif font. It is positioned in the upper left quadrant of the image, which is a blue-tinted photograph of an office environment with several people working at desks with computers. The background image is semi-transparent, allowing the office scene to be visible behind the text.

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## About Saphety

Founded in 2000, Saphety is a multinational company of Portuguese origin leader in electronic document exchange, electronic invoicing, public procurement and data synchronization solutions. With presence in Portugal, Brazil and Colombia, its solutions currently reach 38 countries and its client portfolio has more than 5.000 companies, including among others, some of the largest telecommunications operators, retail, transportation, logistics, energy, banking, services, health and public sector.

## Website

[saphety.com](http://saphety.com)

## Social Media

[facebook.com/saphety](https://facebook.com/saphety)

[twitter.com/saphety](https://twitter.com/saphety)

[linkedin.com/company/saphety](https://linkedin.com/company/saphety)

[youtube.com/saphety](https://youtube.com/saphety)

[instagram.com/saphety](https://instagram.com/saphety)

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