

# OpusCapita B2B Onboarding

Accelerate your business's transition to electronic document exchange

Whether you want to encourage your suppliers to start using e-invoices or promote the use of other types of electronic business documents with all your business partners, OpusCapita can provide you with proven tools and processes to reach your goals. Simple and effective onboarding processes enable visibility and make supplier segmentation and prioritization easy, which results in solid progress of your e-ratio.

OpusCapita's B2B Onboarding program, a part of OpusCapita Business Network Portal, helps buyers and suppliers engage with their business ecosystem to expand their capabilities for electronic document exchange for trade, invoicing, and collaboration. The program aims to enable effortless electronic collaboration and promotes exchange of electronic messages. Organizations are able to quickly transform their current physical transactions streams, consisting of different business documents, to more digital and fully electronic streams.

The typical challenge is that the information concerning invoicing and other document exchange in organizations is fragmented and inaccurate, which makes it difficult to find out who, where and how to contact when it comes to promoting e-invoicing and electronic exchange. OpusCapita's expertise and proven onboarding processes help organizations to overcome these challenges.

## Benefits of electronic exchange

Organizations can build and expand their business ecosystem with digital transactions. Rapid implementation of electronic message exchange brings the additional benefits of reducing the use of paper, increasing data quality, and shortening lead times in purchase-to-pay process.

In addition, both buyer and supplier organizations benefit from faster processing times, reduced errors and operating costs, strengthened compliance and internal controls, increased visibility and flexibility, and optimized cash management.

## Faster results with dedicated program

OpusCapita has a long history of supporting customer organizations in the transition toward electronic exchange. Positive results achieved through dedicated onboarding program include for example:



(Source: The Hackett Group)

## Segmentation and prioritization brings value

First, organization need to create and implement a common management model in order to reach the set goals and KPIs for the successful transition to electronic document exchange. Based on OpusCapita's experience, keys to success are utilizing multiple channels for sending and receiving invoices, allowing solid system support and access, and dedicating sufficient resources for onboarding. Organizations are better off choosing a reliable partner who can offer a wide range of

## OpusCapita Business Network

- Growing network with over 200 million annual electronic transactions
- Single connection access through OpusCapita Network Hub
- Open network – open access for all companies; buyers, suppliers, and partners
- Any-to-any connectivity: all standards and messaging types supported
- Actively developed: OpusCapita is member of EESPA, CEF FeRD, and PEPPOL communities

services in the ecosystem to support the different stages of the transition.

Segmentation and prioritization of business partners in the onboarding process enables working in waves and increase the efficiency of the targeted activation efforts. A thorough analysis of the supplier base is a necessary starting point when deciding the steps of the onboarding program. With OpusCapita tools you can take a proactive approach and easily engage in an active dialogue with trading partners, proven to yield more results and reducing both the time and the costs it takes to connect to a supplier.

Our onboarding program also allows you to monitor the current status of your business document flows and track the progress of your onboarding efforts.

### OpusCapita B2B Onboarding

- A single connection to the OpusCapita Business Network Portal
- Easy to connect with new trading partners
- Full visibility to search and track all processed e-invoices
- Proven e-invoice activation methods and tools
- Fully developed process to support supplier onboarding
- Ready-made templates for onboarding, i.e. invitation letters
- Customizable web- and email-based dialogue tool
- Dashboards to outline the performance of activation campaigns activation
- Project manager to run, develop and follow-up the process
- Integrated support to deal with all trading partners
- Available 24/7 year-round, with transaction monitoring from Service desk
- Global roll-out model



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OpusCapita helps organizations sell, buy and pay more effectively by providing them with extended purchase-to-pay and order-to-cash solutions. With 600 million transactions processed annually by over 8,000 customers across more than 100 countries, we have created a global ecosystem where buyers, suppliers, banks and other parties connect, transact and grow. Together with our customers, OpusCapita is transforming sales, procurement and financial processes for the digital age.

**SELL MORE.**  
**BUY EASIER.**  
**PAY SMARTER.**

### Extended Purchase-to-Pay

- Product Information Management
- eProcurement
- Invoice Automation
- Cash Management
- Supply Chain Finance
- B2B Connectivity