

Equinor's experience with Peppol

Lessons learned (history telling) before we “discovered” Peppol

THTH Spring webinar 20 May 2025





WE ARE EQUINOR

An energy company, searching for better.

We are a Norwegian energy company, determined to use our competence, skills and innovation, continuously searching for the solutions that will help drive the energy transition.

25,000

EMPLOYEES

Across the world

20 +

COUNTRIES

Presence and
business operations

7,500

SUPPLIERS

Working together
with us

170

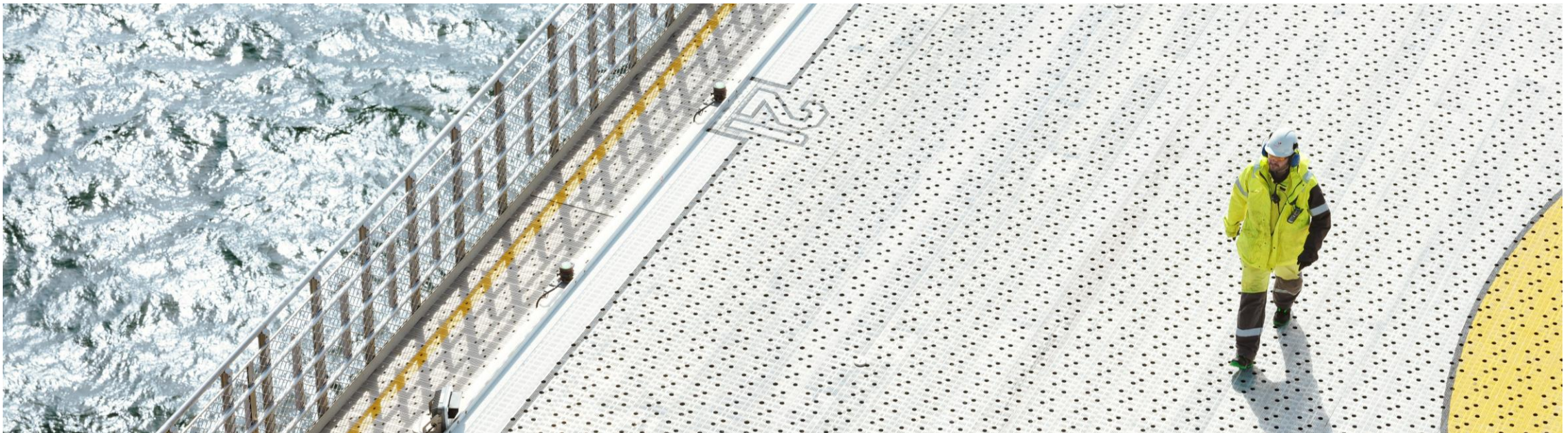
MILLION PEOPLE

Get access to our energy –
everyday



This is our goal with a B2B interaction with our business partners

- Achieve an automated, touchless digital interaction between Equinor and our business partners with exchange of standardized structured business transactions
- Remove outdated business requirements that relies on manual, paper-based transaction flows



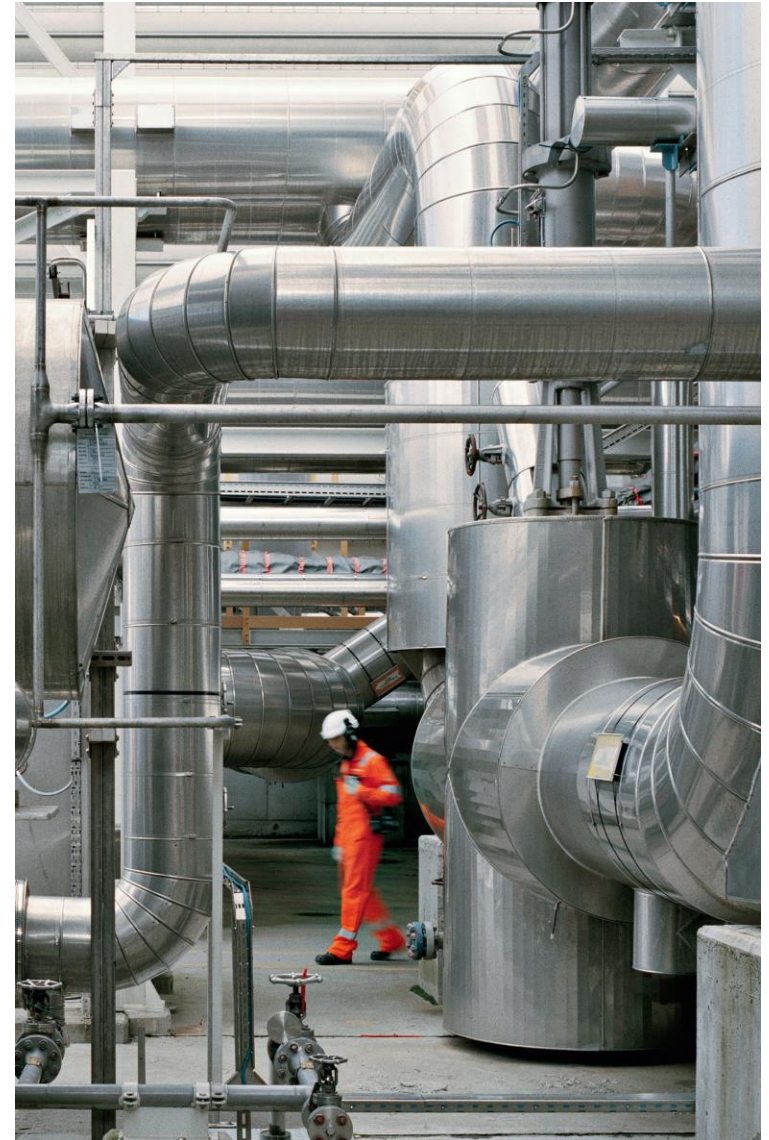
Equinor's history on business-to-business (B2B) digital interaction

- Early adopter starting 25 years ago
- Our company and other oil and gas operators started the Trade-Ranger initiative. Later Trade-Ranger became part of the Hubwoo business network
- Early adopter of eInvoicing from 2004
- Developed our own "Vendor Portal" 2008 to automate business processes at our side
- With acquisition of companies in the USA 2012, we had to support new business network solutions



Equinor's first lessons with B2B

- Following the “best practices” of supplier integration, we didn't achieve the results expected
- We often spent much more time to agree on format, version and infrastructure than the actual content and business integration
- As a result, we only managed to get some of the suppliers truly B2B integrated and had to leave out a large percentage of our suppliers, especially in the SME segment



Equinor's "discovery" of Peppol in 2015

- Norwegian authorities came with requirements to their B2G suppliers to support EHF (Peppol) in 2012
- When Equinor tried to reduce administrative cost on Norwegian Continental Shelf in 2015 by more automation, suppliers asked Equinor to support the Peppol they already implemented for their B2G traffic
- Equinor discovered that the Peppol solution supported our business needs
- Introduction of Peppol on NCS was an eye-opener that achieved the expectations for more automation with much less efforts than before due to:
 - pre-validated, standardized payload
 - The 4-corner model allowed for self-onboarding



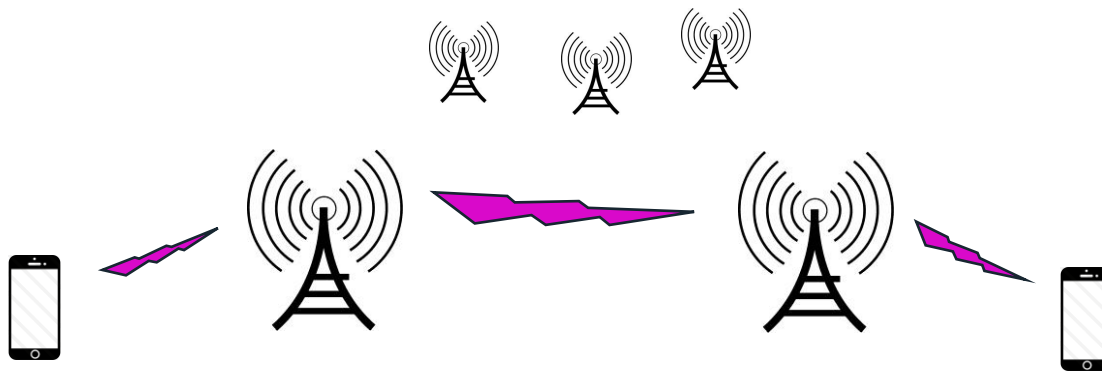
The transport network

- Traditional direct B2B connections can be compared to having to dig a ditch and place a “landline” for each connection
- For an established marketplace network, one only “landline” needs to be created towards the network, and you will have B2B reach similar to the number of “landlines” they already have connected
- To connect a new B2B supplier to the network a new “landline” had to be prepared

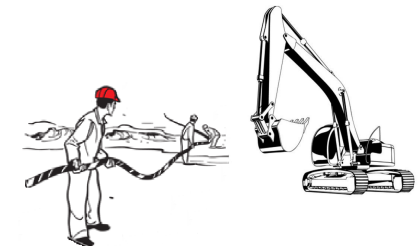


Peppol eDelivery transport vs traditional B2B connection

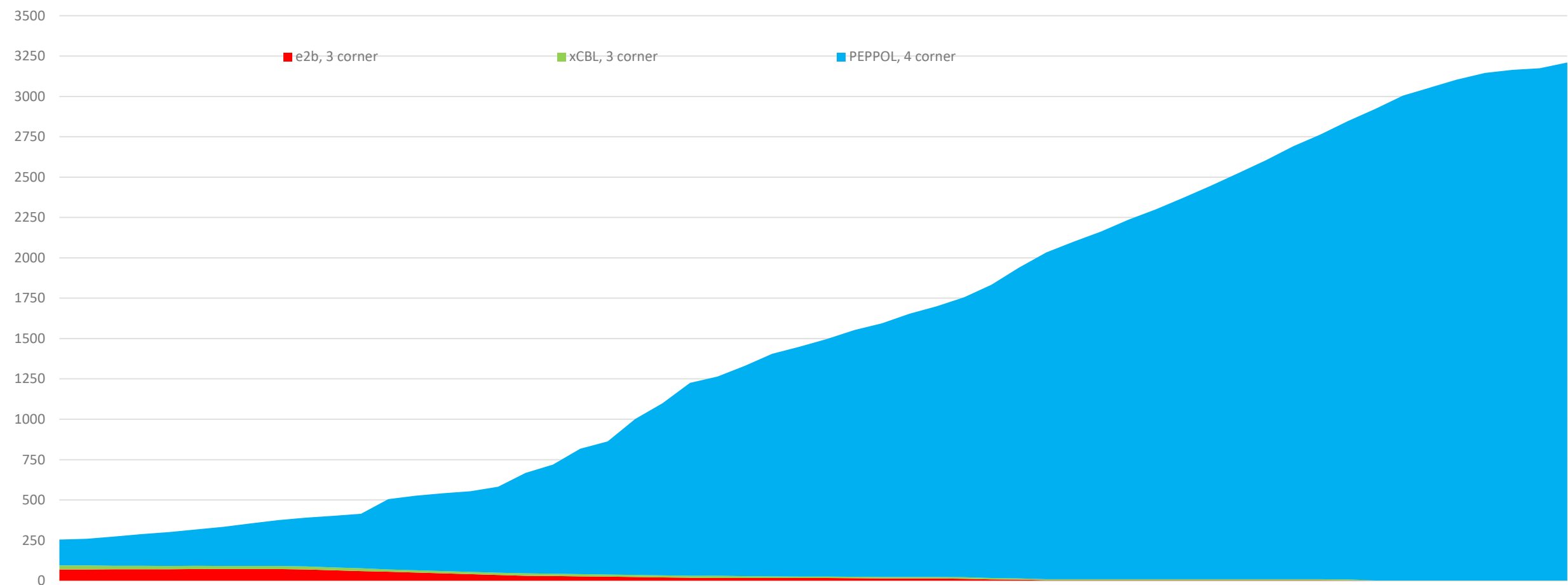
- The Peppol eDelivery transport is similar to having access to a mobile phone network
- You select a certified provider (Access Point), look up in the address book for the right (company registration) number and can call the receiver immediately. No need to “prepare the landlines”, no need to exchange and agree upon communication protocols and certificates
- The Peppol eDelivery transport enables true B2B self-onboarding
- Once set-up, all participants will benefit from the standardized set-up (even those who believed that “we are so special”)



VS



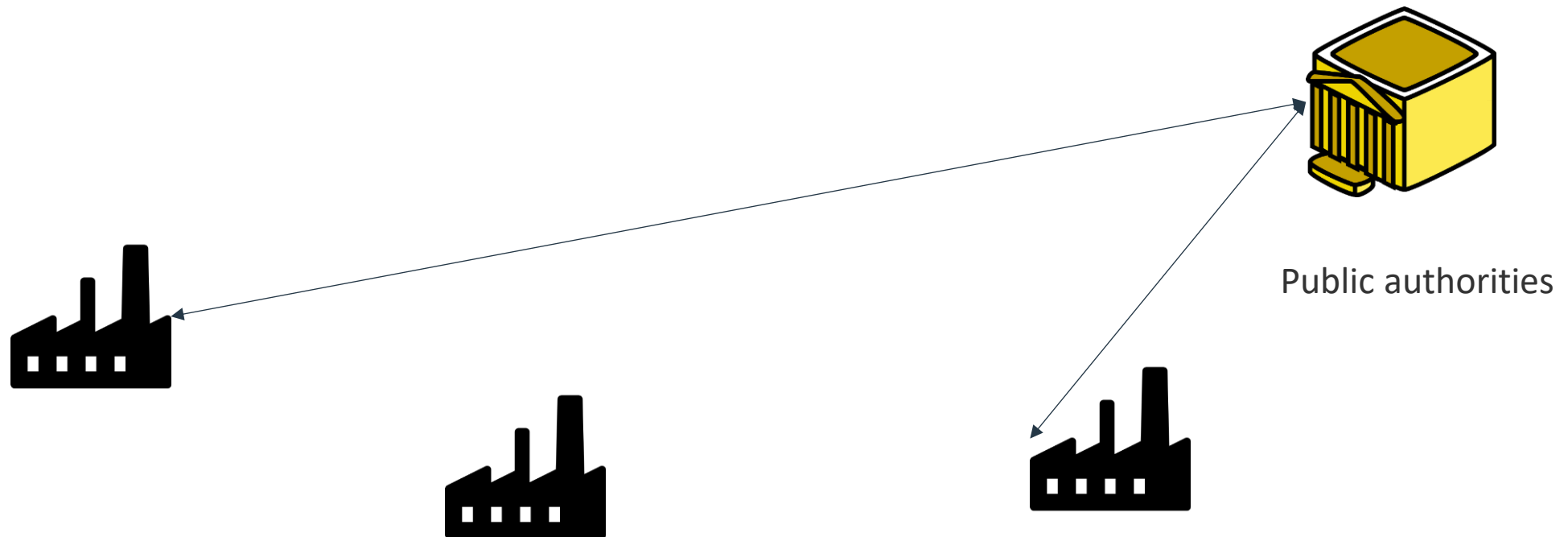
Peppol enabled unprecedented rapid adoption of digital exchange



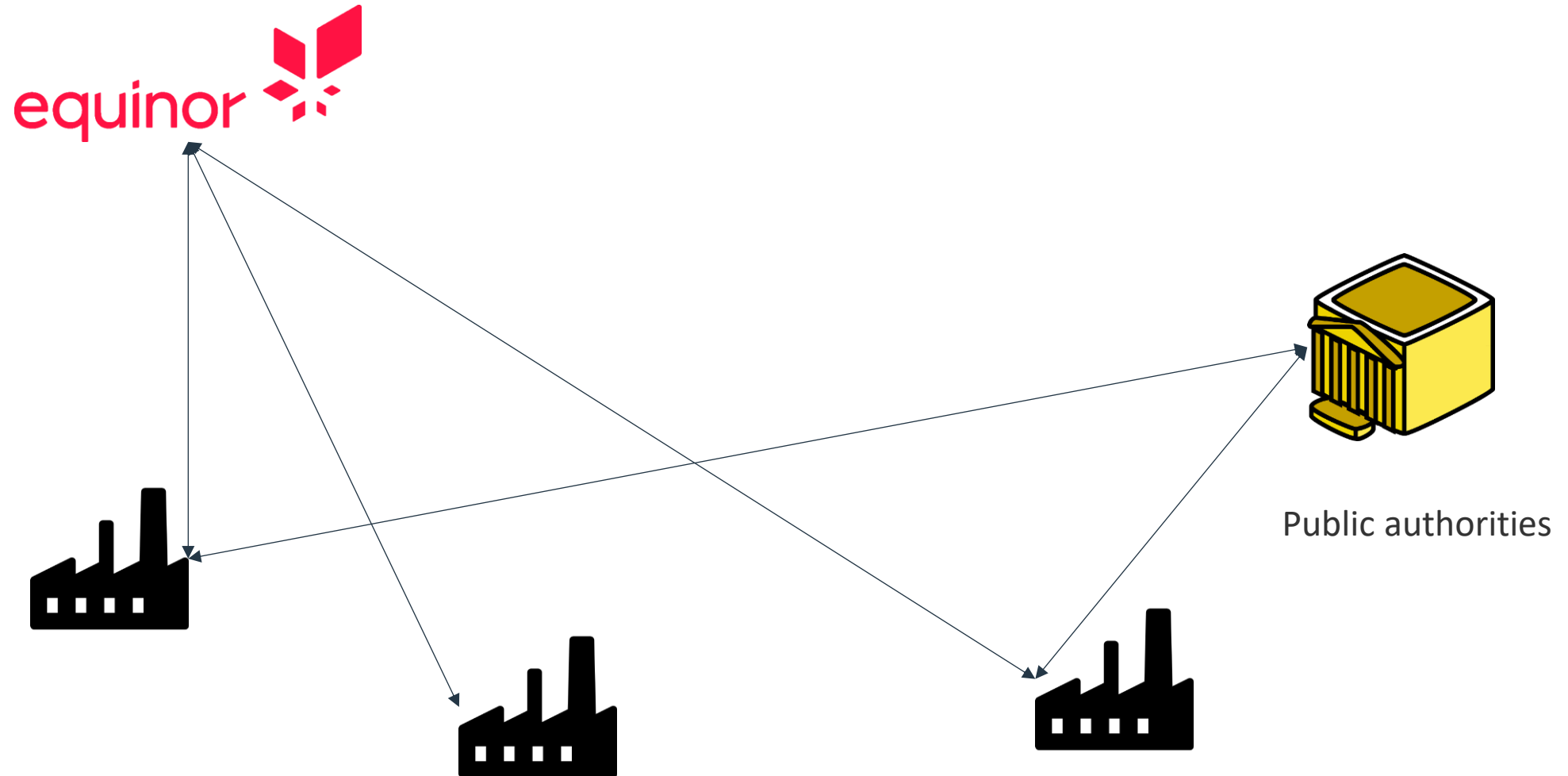
The benefits of the Peppol approach

- Origin – arose from EU need for cross-border electronic trading, now applicable globally
- Trusted – supported by public authorities in many countries
- Proven – adopted in many countries, being adopted across continents
- Safe – standards-based, secure transport mechanism
- Open – avoids lock-in to any service providers
- Easy – straightforward to trade electronically, using a single connection
- Resilient – distributed service providers operating independently
- Relevant – works just as well for cross industry B2B as for B2G
- Governance – not-for-profit, democratically led by members, within legal framework

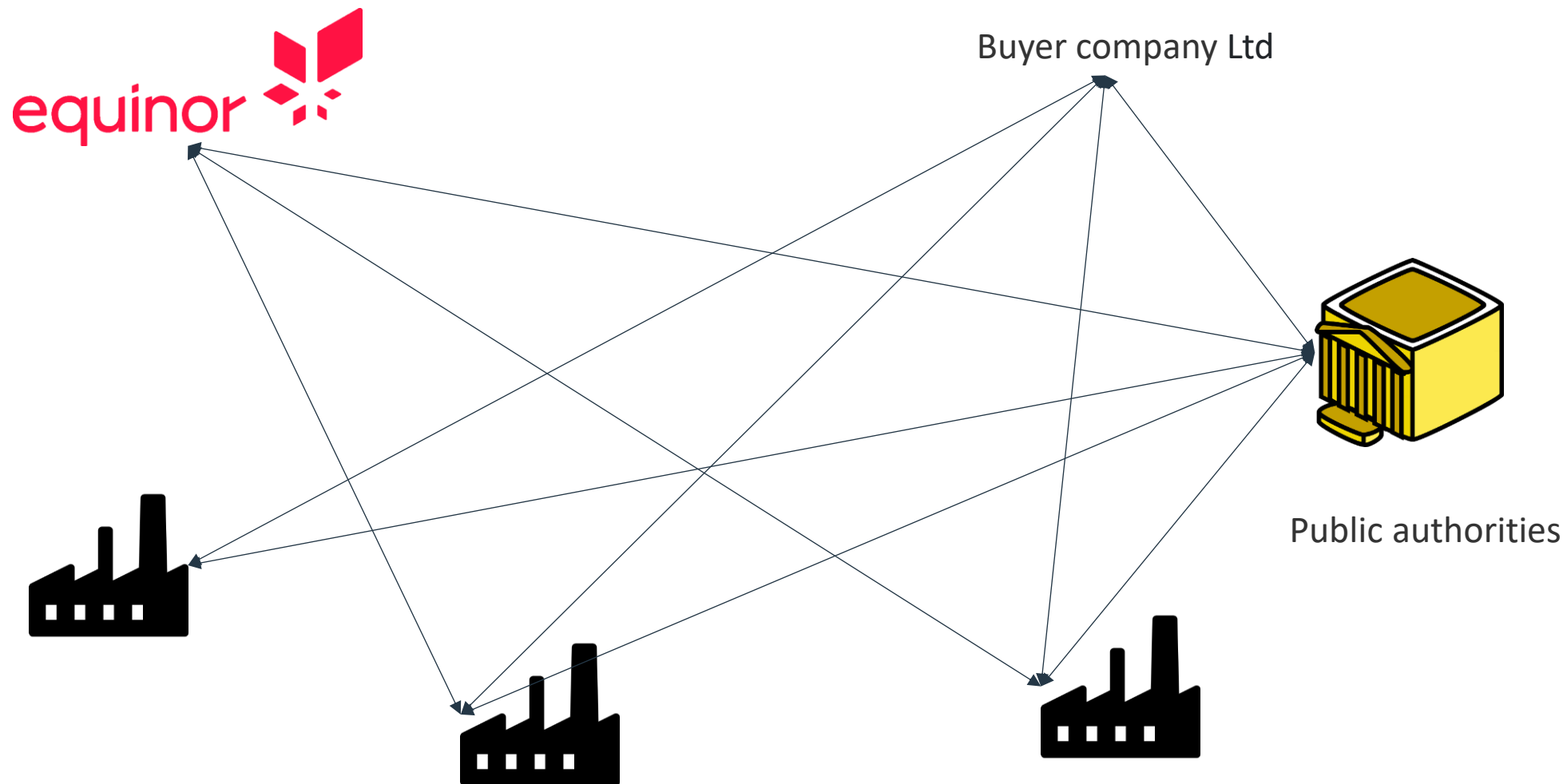
It all started with the public authorities



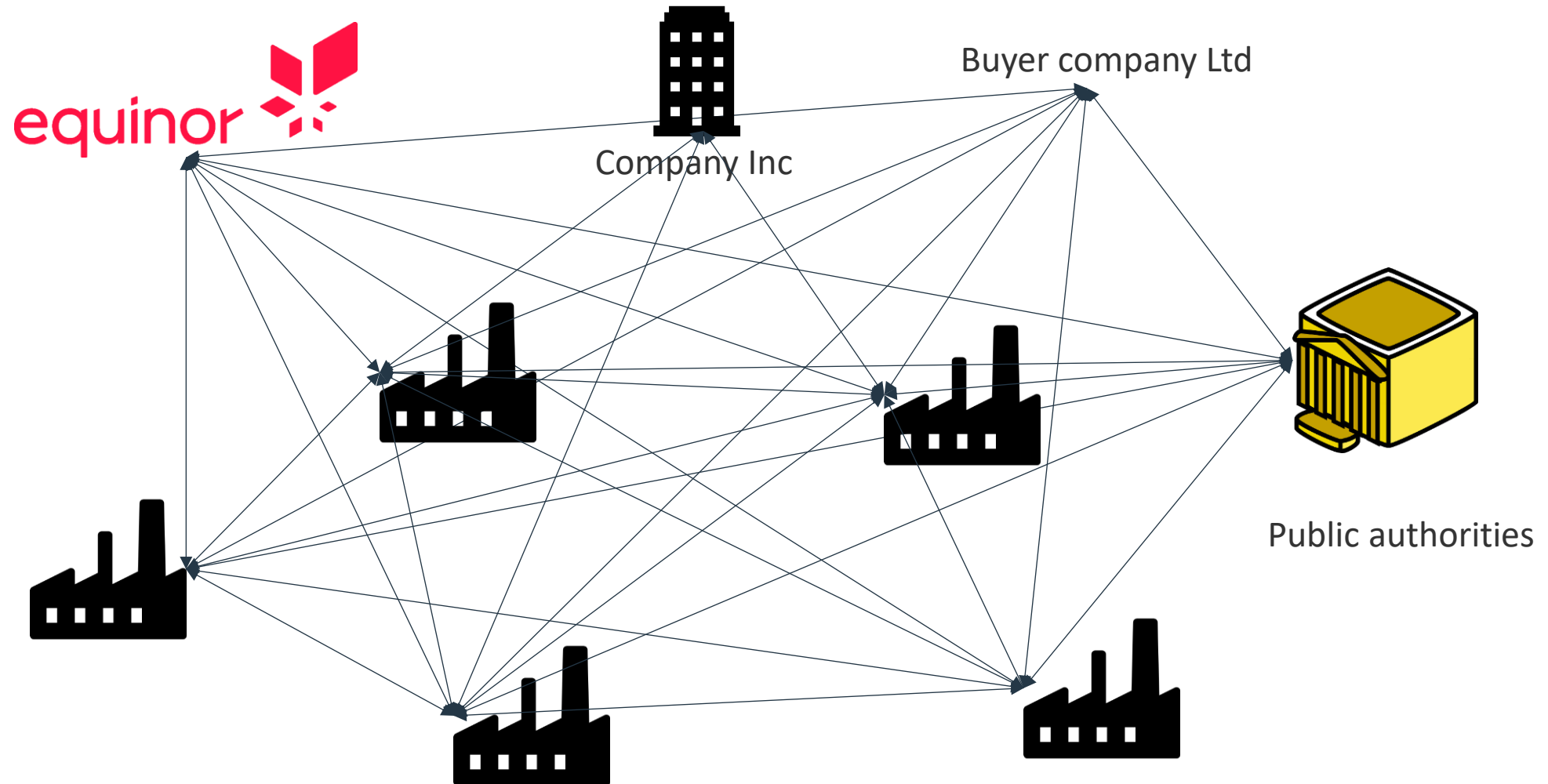
Then came the demand from suppliers



Then Equinor as buyer could connect to the suppliers in the same way, and the suppliers to their subcontractors



It's a win-win-win-win situation....



Equinor introduced a “Peppol-first” strategy in 2021 for our procurement area

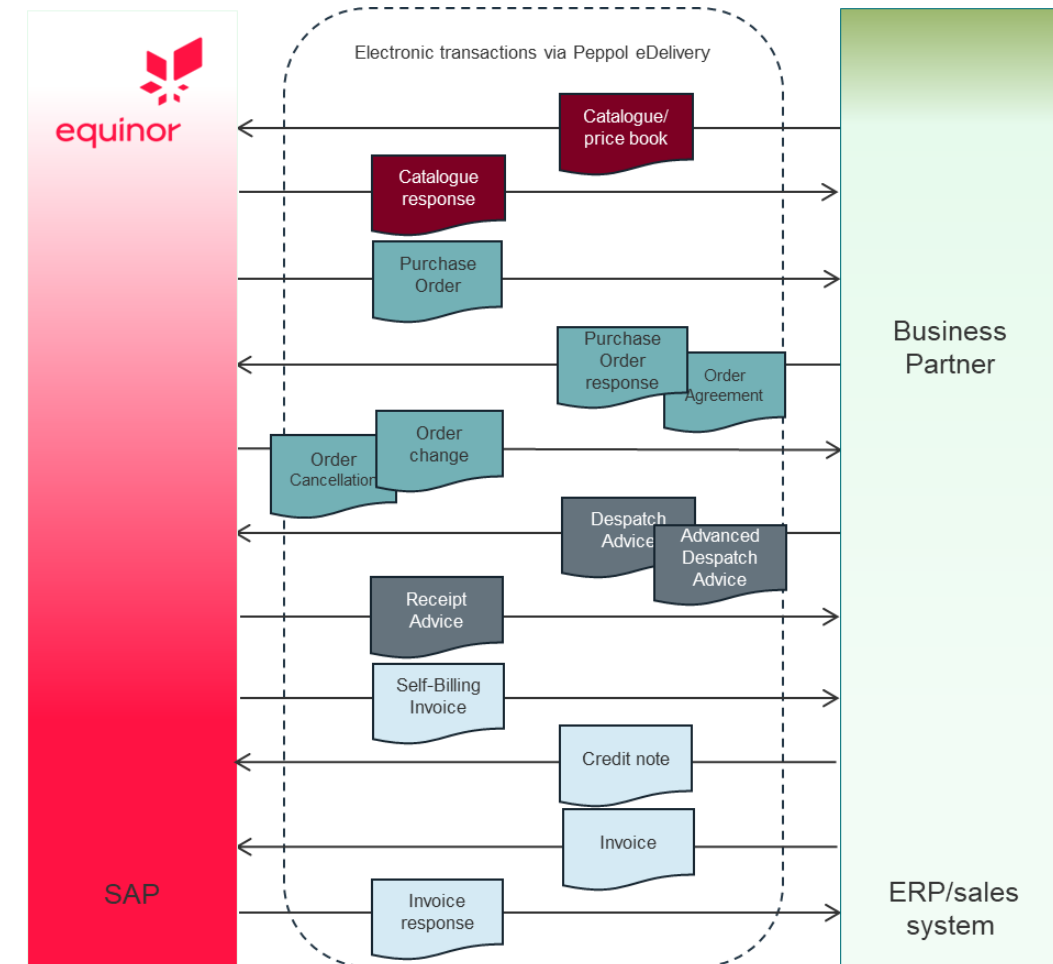
Enable a broad foundation for automation and simplification of work processes and interfaces.

Equinor will be sending

- Advanced ordering or (basic) Ordering
- Invoice response
- Catalogue Response
- Self-billing Invoice (ERS)

Equinor expects to receive

- Catalogue
- Order response (approve/change/reject)
- Invoice & Credit Note
- Advanced Despatch Advice or (basic) Despatch Advice (ASN)
- Order Agreement (Change Order Request)



What are the most important benefits we see from Peppol?

- Connect once and get global interoperability
- Significant lower fees and costs compared to alternatives
- A single agreement with a certified service providers is enough for the business to get global interoperability
- Suits the full range from one-man companies to international corporates
- Enables “self-onboarding” with the 4-corner model



What should you consider when thinking about adopting Peppol?



- Peppol is a tool, not a complete business solution itself
- Initial setup costs for Peppol may be comparable to other EDI implementations, but its standardized reusability for global interoperability is the key advantage
- The belief that "we are unique and cannot use this solution" is rarely accurate
- Industry-specific jargon often masks the commonality of information exchanged across sectors
- Engage with peers to implement Peppol, enabling standardized and automated exchanges with business partners.



Equinor's experience with Peppol

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Day to day practical benefits

Buyer perspective:

- **e-Invoices**
 - No need for scanning, no misses on OCR, stop fraud by spoofed e-mail, enables automation and auto-matching
- **Order responses**
 - Confirmation from the seller to deliver as intended – or -
 - Can request to change delivery date, price, quantity or substitution items
- **Despatch advices**
 - Track the delivery
 - Automate goods receipt

Seller perspective:

- **e-Order**
 - Auto creation of sales order
 - Basis for Order Response, e-Invoice and Despatch Advice
- **Invoice response**
 - Automatic updates from e-Invoices from received to paid by customer