



“During the Aviartner pilot scheme customer reactions were positive, as the electronic invoices are easily integrated with ERP packages,” says Jaak Aenderkerk, Head of IT at Aviartner.

### Aviartner won over by the electronic invoice

With 32 branches and 5,000 employees worldwide, the Belgian Aviartner group delivers a wide range of services to 400 airlines. Consequently, about 70,000 invoices need to be sent out each year. As of now, this will occur electronically, with the help of Certipost.

“The new method offers many benefits, both for the customer and for ourselves”, explains Jaak Aenderkerk, Head of IT at Aviartner. “By streamlining our accounting system, we have driven down our costs. Processing has become far simpler, our paper usage has reduced significantly, and as the customer receives his invoices within two seconds, they are dealt with much quicker. Since the customer himself specifically asks for a simpler administration process, e-Invoicing offers a competitive advantage to those suppliers who are ready for it.”

Aviartner introduced a pilot scheme with three customers. “We initially had to convince them that an electronic invoice is not just an email with a spreadsheet attachment. But today, after a few trial months, reactions are very positive. We are now ready for roll-out to other customers,” explains Jaak Aenderkerk. Customers who wish to do so, can fully integrate the electronic invoicing process with their existing ERP packages, which allows them to save a considerable amount of time.

“Cooperating with Certipost offers many advantages. They are very well familiar with the B2B environment, and have extensive expertise in communication. They are also highly experienced in e-Invoicing. The fact that their system complies with European guidelines also played its part in convincing us, as we almost exclusively work with international customers. Furthermore, they offer other useful services which we can use at a later stage. I’m thinking about the electronic payslip and the sending of secure documents in particular”, declares Jaak Aenderkerk.