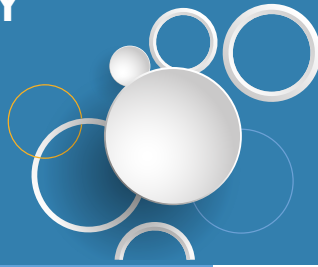


CASE STUDY

bp



bp ADOPTS THE ENTERSOFT BXS SOLUTIONS FOR ELECTRONIC INVOICING, CLOUD ARCHIVING & DIGITAL SIGNATURE

Sector

Energy

Profile

bp (bp Oil Hellenic S.A. and Castrol Hellas M.A.E) is a multinational integrated energy business with operations in Europe, North and South America, Australasia, Asia, and Africa.

Χρήστες

20

Challenge

The transition to an evolved information system aiming at the upgrade of infrastructures and the accurate overview of the company's operations, became an imperative need for the company

Solution

Entersoft BXS e-Invoicing through Provider, Entersoft BXS Cloud Archiving, Digital Signature, Interconnection with myData platform (AADE)

Benefits

- Time savings through the unhindered management of circulating documents
- Improvement of Collections procedure for a complete cash flow overview
- Integrated system for the accurate results overview to the Management
- Decrease of environmental footprint through digitalization of procedures



The 3 pillars on which our decision was based were the market's increasing tendency to adopt similar technologies, the need to prepare our information infrastructure for future legislative changes, and the digitization of information which would empower our partnerships. We are satisfied with our decision to work with Entersoft, as we received a modern system based on SaaS flexibility, whose scalable technological structure is expected to cover medium and long-term needs. By working with Entersoft, bp has overcome key operational barriers and been able to focus on core business processes, leveraging the provider's expertise and enhancing its own efficiency. ”

Loukia Aliadi
Finance Manager, bp

The Company

bp (bp Oil Hellenic S.A. and Castrol Hellas M.A.E) is a multinational integrated energy business with operations in Europe, North and South America, Australasia, Asia, and Africa. bp's purpose is reimagining energy for people and our planet by helping the world reach net zero and improve people's lives.

Starting in 1908, with the discovery of oil in Persia, bp's story has always been about transitions – from coal to oil, from oil to gas, from onshore to deep water, and now onwards towards a new mix of energy sources as the world moves into a lower carbon future. bp's strategy is built on three focus areas of activity and three sources of differentiation to amplify value, building on their purpose about the future of energy systems and changing customer demands:

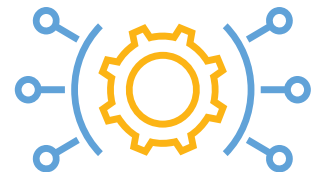
- Resilient hydrocarbons
- Convenience and mobility
- Low carbon energy

The Challenge

An old and outdated way of managing information had been one of the obstacles to bp's growth plans.

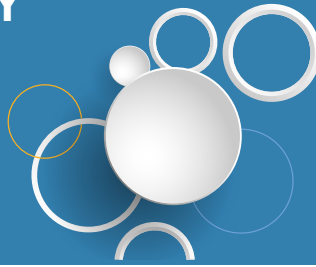
In particular, thousands of invoices, which were issued by bp, were **archived in numerous binders** which occupied a huge space at a third party's facilities, significantly increasing storage costs. Consequently, locating and retrieving documents was an ongoing challenge as they were sent to the headquarters with long delays. Furthermore, the specific procedure made cooperation with control bodies and government officials difficult.

The process of receiving and managing the invoices would be an additional hurdle in the daily life of the departments involved; invoices would be printed, segmented per business unit, and sorted by customer, before being manually checked, registered,



CASE STUDY

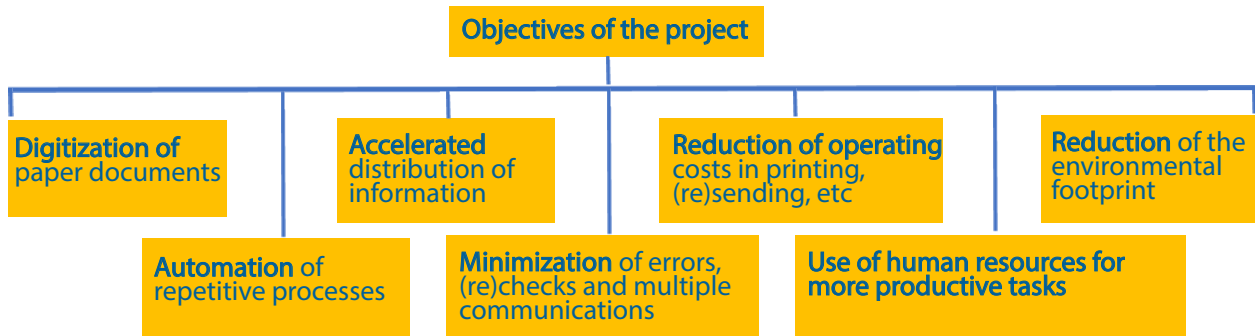
bp



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inserted in post envelopes and sent. This procedure was skyrocketing the printing and shipping costs, while productive time was wasted in processing tasks. Furthermore, it was damaging the company's environmental footprint. At the same time, the delays in receipt and acceptance of the invoice by the customer (due to the necessary agreements/clarifications that were involved) and the reconciliation of other accompanying files, impacted bp's **cashflow**, resulting in delayed collections, **late balance agreements**, and inefficient repeat processes.

- 1 The **huge volume** of circulating documents:
 - An electronic archive of **10,000** documents on average per year
 - Sending **4,000** documents on average per year
- 2 The **move** to a single digitized platform would be a challenge for the company's long-standing executives and partners, whose engagement would require addressing any reservations about adopting a modern work environment
- 3 The development of operational **bridges** between the existing IT systems (developed in house) and the new Entersoft BXS solutions for accurate data updating and data reporting.



Description of the solution

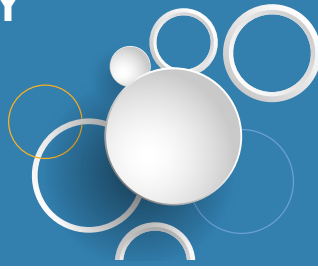
Led by an imperative need for digital modernization, bp had a thorough evaluation of market's solutions, eventually selecting Entersoft group as the most suitable partner. Amongst the company's evaluation criteria was compatibility **Entersoft's Business Exchange Solutions (BXS)** with bp's information system specifications, the assessment of the customer base and branches served by the provider's interconnection node, as well as the availability of organizational and technical measures to prevent and deal with data security incidents.

Responding to bp's requirements, Entersoft employed the team's experience and expertise in multiple and complex projects to implement the **Entersoft BXS e-Invoicing through Provider solution**, and deliver a modern invoicing cycle automation system using of a **single document management platform** with **full visibility**, without the need to change the current IT structure.



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One of bp's conditions for implementation was to be provided with a **vulnerability report** for Entersoft systems with regards to data management, with the aim of identifying security vulnerabilities and potential weak points using penetration techniques of malicious attacks. Certified per ISO27001:2013 by TUV Austria, Entersoft had already in place a complete schedule of internal and external inspections and **Penetration Tests** at regular and frequent intervals for its main infrastructure and production software platform changes, to ensure safety of technical systems, services and organizational structures. Based on this experience as well as through collaboration of the Entersoft development team with the customer's project management team, Penetration Tests were conducted in 3 cycles to exclude possible XSS (cross site scripting) attacks according to bp guidelines, not allowing potential attackers to penetrate Entersoft BXS systems. Specifically:

Sophos firewall was activated, with improved protection from Sophos WAF

.net request validation application was activated

All application inputs that use constant data were checked

Upon completion of this process and approval of the results of the vulnerability report by bp, started the implementation of the main project.

With the implementation of the **Entersoft BXS e-Invoicing solution**, the manual sending and receiving of documents is now a thing of the past, giving way to digitalized sending and comprehensive electronic management, in compliance with the Greek and European legislation for data management. Furthermore, the bp staff adopted easily the **Entersoft BXS e-Invoicing solution** for eliminating manual and paper-based tasks, and **archiving in the Cloud**, as they now enjoy **real time** and **fast access** to documents from any device, including older files. Electronic retrieval (through automatic identification and data finding tools) is now available not only to bp executives, whose daily work is greatly facilitated, but also to the company's partners, resulting in the facilitation, empowering and strengthening of commercial partnerships.



Specifically, through a connection with the existing IT infrastructure (UNIX), an intercommunication circuit was created between the systems, where as soon as the valuable documents are issued and have received the required **Digital Signature**, special processing follows to verify their tax validity, while they are sent electronically immediately to the recipients.



Upon receipt from partners, they are automatically archived in the Cloud along with their accompanying files.

At the same time, a special Entersoft BXS application ensures that accurate specifications for the documents sent are observed, collecting any errors in a file, thus enabling the bp staff to proceed quickly with the corrections.

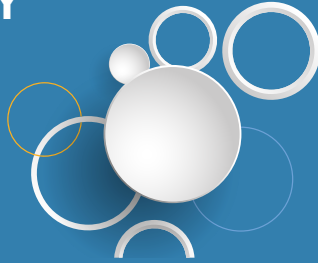
Leveraging its existing infrastructure, bp extended its collaboration with Entersoft by integrating the Entersoft BXS solution for **updating the AADE e-books**. Specifically, through Entersoft's e-invoicing **portal**, which is updated daily, an automated interface with the Independent Public Revenue Authority (AADE) is provided, enabling bp to have at its disposal an **integrated platform** that simultaneously combines **Electronic Invoicing**, the **Electronic Filing** and updating of the **MyDATA** portal, for immediate and reliable sending of documents with safety and accuracy. The process ensures the daily export of a file of documents and the correlation of the documents into a "synopsis" as required by AADE, generating confirmation for the successful (or not) acceptance of the document (Notification Report - **Logging**). In case of non-compliance with the AADE specifications, a special algorithm is activated with a suggestion from the Entersoft BXS platform to bp on how to achieve the required correlation so to be accepted by the MyData portal. The customer has access to all 3 stages of evaluation and approval through the Entersoft BXS portal, where they can easily see the electronic invoice vs the electronic book and can create a cross link with files uploaded in AADE.



It is worth noting that all this simultaneous and complex operation of the automated internal processes does not affect the overall functionality and responsiveness of the Entersoft BXS platform; while users enjoy a friendly work environment, seamless processing of their daily tasks, and rich reports.

CASE STUDY

bp



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Qualitative benefits



Increased **visibility** with monitoring of delivery status of documents, and direct access to accurate, real-time data



Network exploitation with immediate integration with Entersoft's wide established network of >56000 cooperating businesses



Expandable interface node for integration with other SaaS solutions



Improved **productivity** and economies of scale by eliminating repetitive processes and automation



Continual **alignment** and harmonization with tax legislation



Complete **account reconciliations** and timely processing and completion of the payment cycle



Reduced **environmental footprint**

Quantitative benefits

92% Minimized administrative time

95% Reduced errors

0% Time spent on resending lost documents and providing additional clarifications on agreements

95% Improved data quality

98% Acceleration of document location and retrieval

Reduction in

100% registration time

100% document storage costs

100% invoice printing/sending time

90% collection control time

80% time spent on annual audits