

## **2<sup>nd</sup> Danube eRegion Conference – DeRC 2012**

Grand Hotel Union Ljubljana, Slovenia, Monday - Tuesday, September 24-25, 2012

<http://eLivingLab.org/CrossBordereRegion/DeRC2012>

### **Cross-border eSolution/eService Prototype Development**

**Prototype title:** Enablers and Barriers for Cross-border cooperation among SME's in the Danube Region

**Short description of the prototype** (problem to be solved, expected benefits, main stakeholders, expansion opportunities, related EU projects, references):

In the context of cross-border cooperation the electronic invoicing (eInvoicing) is considered to be the most integrative element of the supply chain. The eInvoicing assumes a strong technology background in the sense of personal and business identity management, digital signature, secure communication and sufficient level of digital trust. Due to its integrative nature eInvoice is meant to be a killer application. The project will develop a solution (tool and services) which integrates the mission critical enablers. By identifying key problems and potential solutions many important measurements can be derived in terms of scope, risk and priority.

The intensive development and application of innovative methods represents a strategic response to the current financial-economic crisis, offering an opportunity for the countries and enterprises of the region to adopt a leapfrog strategy (of survival). The relevant IT backed solutions consist of the well-structured policy making, network solutions, and services providing frameworks, complex life cycle wide applications.

#### *Task 1: Identification of enablers and barriers in cross-border eInvoicing*

Within this task key enablers and barriers related to cross-border eInvoicing will be identified and classified. Classification can be based on the operational / regulatory / technological and cultural dimensions. Cross-border electronic transactions tackle many hot issues where the EU finances large scale projects: eProcurement, eIdentity management, etc.

#### *Task 2: Pilot Design*

Within this task the proposed solution will be developed. A portal with eInvoicing functions is envisaged. The portal is planned to have a modular design where the modules and respective functions support the whole supply chain. Functionalities and 'smart' services will be based on real user needs; this approach will ensure the user-driven innovation to be put in practice. Development and architectural design will strongly rely on existing results achieved by EU funded projects from this field, namely PEPPOL. Pilot design will take into consideration the functionality and services developed such as the identified enablers and barriers.

#### *Task 3: Pilot*

The pilot will be run by SMEs and Economic Operators doing business with cross-border partners. The platform will enable them to exchange electronic documents. Business relations are not limited to B2B but also B2G since the ecosystem is composed of both public and private actors.

#### *Task 4: Evaluation and Conclusions*

Evaluation is a critical element and will be supported with key performance indicators and other measuring tools. Conclusions will be the source for further deployment of achieved results. It is expected that such an initiative can be a multiplier or best practice for Actions and Programmes aiming to foster economic development in the region.

### ICT requirements for the prototype deployment:

According to statistics and surveys cross-border activities are far beyond its potential. Main reasons are linked to economic, technological and cultural factors. ALADIN Network (Alpe Adria Danube Initiative) is a unique and successful cooperation of Universities in the Region. It is a non funded cross-border cooperation its sustainability is proved by long track back record. The Network operates as a think-tank in the region hence it is an excellent vehicle to enable and promote regional cooperation both in the academic and business dimensions. ALADIN Network and its research partners (CORVINNO and EVOLARIS) ensure a Task Force competent to execute to project. The geographical and professional diversity, the cumulated expertise and competencies guarantee sound management and high quality of performance.

**Organisational Infrastructure** is provided by the ALADIN Network. The Network is built on a multi-layer architecture. Innermost layer is the Academic Layer with universities from the region. Its main role is to identify the enablers and barriers in cross-border cooperation. The outer layer consists of the SMEs and business operators. They will be the beneficiaries and pilot users. An intermediary layer is composed of technology transfer organisations. These organisations are usually strongly linked to the universities focusing on the public and competitive sector. It can be called the ALADIN Umbrella. The specific functions of this layer are independent of the specific organisational solution, technology transfer organisations can be part of the university structure, can be only an affiliated organisations. The end-users and the ALADIN Umbrella together form a regional ecosystem.

**Technological Infrastructure** is provided by the OpenPeppol. SMEs and business operators will have access to the transport infrastructure through the Access Points. Access Points will be setup in different locations and communication among them will rely on the Peppol Transport Infrastructure, an interoperable and secure communication system. This scheme is aligned to the deployment of an EU large scale project.

### Proposer (contact person)

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### Existing partners (representative, position, organization, country):

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### What type of partners are we looking for?

SMEs, SME Associations, ALADIN Universities, ICT service providers

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Public Agency of the Republic of Slovenia for Entrepreneurship and Foreign Investments