



## PRESS RELEASE

### Air France KLM chooses Cegedim to roll out e-invoicing for its clients worldwide

3.5 million invoices processed annually in 6 languages and 150 countries

Paris, October 4, 2016

**Cegedim**, an innovative technology and services company, announces that it has been picked by Air France KLM to roll out tax-compliant e-invoicing for its client invoices. The Group's operations in 150 countries will use the **Cegedim e-business GIS platform (Global Information Services)** to implement e-invoicing using EDI and PDF for every client of the Group and its subsidiaries worldwide.

The two companies have been working together since late 2013, when the Air France Group expanded the scope of its electronic invoicing. It launched a call for bids in spring 2014 for a project to include all of the Group's activities: Air France for passenger flights, Air France and KLM for cargo. Cegedim submitted the winning bid for outgoing invoices, and its platform will handle 3.5 million invoices annually

"First of all, it was crucial that we ensure continuity of service for our French clients, who are already connected to the e-invoicing platform. In addition, we wanted to use the opportunity of switching to a new supplier to optimize service quality. Our goal was to extend the life of an efficient invoice management solution and interactive client relationships, and – if possible – improve the system's overall performance while cutting costs," explains **Franck Lucas, Head of Finance IT, Air France KLM**.

#### **Robust solution, strategic roll-out**

Given the high stakes, "We went for a robust, proven solution and a service provider who understood our processes (note: Cegedim was already handling certain aspects of the Group's e-invoicing as a subcontractor) and who had the ability to manage complex projects with tight deadlines, in this case just seven months," added **Mikaël Darphin, Finance and Corporate IT project manager, Air France**. The complexity stemmed primarily from the Group's diverse array of businesses, but also from the wide geographic scope: each country has its own rules on the information contained in invoices. No fewer than 12 different types of PDF will be used in 6 different languages.

The roll-out began in fall 2015 for clients of Air France's passenger flights throughout its network in France and abroad. Air France's cargo activity was added between December 2015 and January 2016, and KLM's cargo activity was the last to join the system in March-April 2016, ahead of the planned extension of EDI connections to large corporate clients and the creation of a link to the State-run CHORUS PRO platform for public sector clients.

#### **A trusted partner for a multifaceted project**

The key challenges of this project were to harmonize processes across different Group entities at the global level and ensure the interoperability requested by certain clients. Air France KLM's project heads summed up by saying, "Cegedim was very receptive and adapted its platform in response to a particularly demanding set of requirements. Today, we are happy with the solution we have implemented. It has improved the quality of our client interactions and our reporting."

"In reality, this was several projects in one, with different levels of involvement at different business units and in different countries. The volume, complexity and international scope of the project demonstrate Cegedim's ability to partner on large-scale endeavors at every point in the digitalization chain. Our flexible, reliable solution is suited to a wide variety of business sectors and national legislation. We were proud and pleased to work with Air France KLM on this major performance-enhancing initiative," said **Christophe Rabah, GIS Business engineer at Cegedim e-business**.



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**About Air France KLM:**

Air France-KLM is a world leader in its three main businesses – passenger transportation, cargo transportation and aeronautics maintenance. The leading group in terms of intercontinental traffic on departure from Europe, Air France-KLM operates up to 2,200 daily flights enabling its customers to travel to 320 destinations in 114 countries.

The Group's fast-developing low-cost leisure activity is operated by Transavia in France and the Netherlands, with destinations in Europe and the Mediterranean.

In 2015, the Group carried a total of 89.8 million passengers and 1.2 million tons of cargo on board its 534 aircraft. Air France KLM has revenues of €26.1 billion and has 93,300 employees.

**About Cegedim e-business:**

Since 1992, Cegedim has offered a full range of digitalization technologies and services, covering every kind of document sent between companies in every business sector in Europe and around the world. Cegedim e-business works with companies to digitize their administrative documents and automate processes from ordering to payment, including invoicing. For this, it relies on its GIS platform (Global Information Services), a unique solution drawing on one of Europe's leading electronic data interchange networks, which links 100,000 companies worldwide and handles 300 million data flows annually.

**About Cegedim:**

Founded in 1969, Cegedim is an innovative technology and services company in the field of digital data flow management for healthcare ecosystems and B2B, and a business software publisher for healthcare and insurance professionals. Cegedim employs more than 3,600 people in 11 countries and generated revenue of €426 million in 2015. Cegedim SA is listed in Paris (EURONEXT: CGM).

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