

A new way for businesses to invoice intelligently on the Internet: EDS introduces Interactive Billing Services in Europe

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Paris, France: Already leading the U.S. in the exploding electronic bill presentment marketplace, EDS launches its Interactive Billing Services in Europe this week, empowering major European corporations and government entities to deliver millions of invoices on the Internet. The announcement is being made today at the European IT Forum 1999 in Paris.

In Europe, more than 20 billion bills are produced every year. EDS becomes the first major Internet player on the continent to offer a comprehensive electronic bill payment and presentment (EBPP) service that allows businesses to dramatically reduce their costs by scrapping paper invoices and sending interactive bills and statements using e-mail, corporate intranets and other Web-based applications.

The E.solutions unit of EDS will begin delivering interactive billing to Europe later this year, in a wide-open Internet economy where electronic bill presentment is expected to be a \$12 billion (equivalent to approximately ? 10.5 billion/£7.5 billion) marketplace by 2005. EDS is already delivering electronic bill presentment services for major customers in the U.S. like MCI Worldcom and Bank One.

"No one has the global experience in business-to-business billing that we do," says Jay Ruuska, vice president of Interactive Billing Services at EDS Europe. "And we don't expect corporations to scrap their legacy billing systems, which are a very valuable investment for them. What we do: integrate and transition the legacy system to a Web-based system, and bring our clients into the Internet economy as quickly and efficiently as possible."

EDS plans to initially present this offering to its existing clients in Europe, with the telecommunications, financial, manufacturing and utilities industries targeted areas for growth, as well as the government sector. The capability will serve both business-to-business and business-to-consumer marketplaces. Cost-savings range up to 40% for major billers, who save substantially on printing, postage and mailing costs with the click of a Web browser.

Developed by EDS, interactive billing is designed so clients can use any delivery channel they elect to support, whether it is the Web, home-banking services, or emerging channels such as personal finance software. This service represents a single integration effort that maximises a company's reach by delivering bills to locations requested by their customers. In addition, EDS is addressing data security issues by processing European bills and statements in Europe.

Interactive billing also improves invoice accuracy, reduces customer service costs and enables more cost-effective ways of providing customer service and one-to-one marketing on the Internet. Other natural additions to EBPP include enhanced customer satisfaction and Web-based marketing and sales opportunities.

About EDS

EDS, a leader in the global information services industry for more than 35 years, delivers management consulting, electronic business solutions, and systems and technology expertise to improve the performance of more than 9,000 business and government clients in 50 countries. EDS reported revenues of \$16.9 billion (equivalent to approximately \$ 14.8 billion/£10.5 billion) in 1998. In Europe, where EDS is rated second in the computing services sector, EDS revenues totalled almost 4.5 billion Euros (equivalent to approximately £3 billion/\$5.2billion). The company's stock is traded on the New York Stock Exchange (NYSE:EDS) and the London Stock Exchange. Visit EDS via the Internet at <http://www.eds.com>.

CONTACTS:

EDS- U.S.- Ken Capps
+ 1 972 605 12 84
ken.capps@eds.com

EDS- Europe - Stephanie Guinard
+ 44 404 585 658
stephanie.guinard@eds.com

EDS- Europe – Karen Feenstra
+ 39 335 596 89 48
Karen.feenstra@eds.com