



MARCO POLO PLATFORM

[www.marcopolo-platform.nl](http://www.marcopolo-platform.nl)

# Software vendors in the reporting chain

## Changes & Challenges

MARCO POLO PLATFORM

# XBRL is not the answer.....

- Ø Government doesn't want XBRL, but chooses SBR-XBRL as the main opportunity to massive cross domain reduction of administrative burden
- Ø Businesses don't want XBRL, but seek for simple, cheap and re-usable functionalities in software and processes (cost-efficiency) and XBRL helps
- Ø Accounting firms don't want XBRL, but will (have to) migrate to SBR for shifting business from reshuffling figures towards added value services and XBRL is the tool for this

## 2 Questions

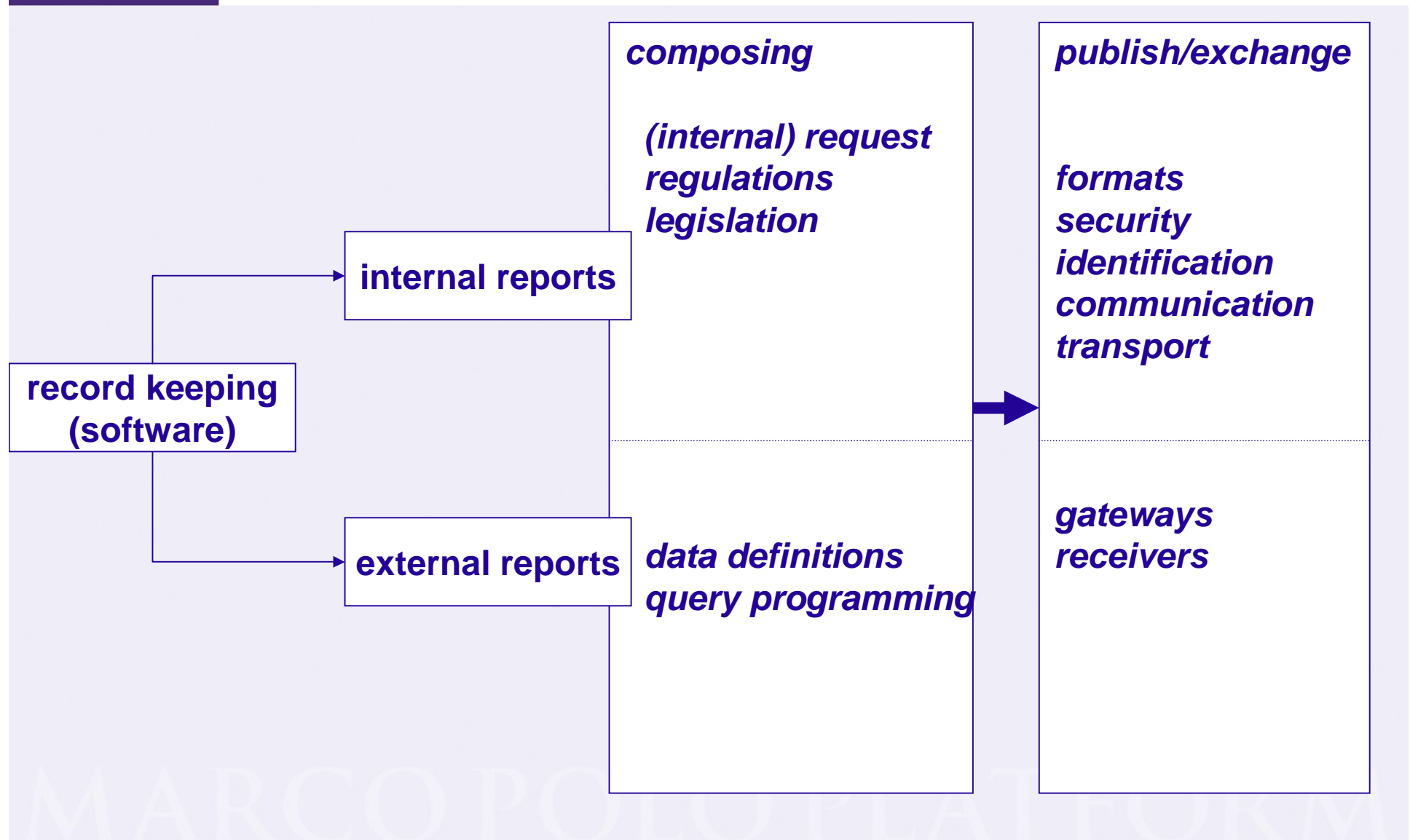
Ø If nobody wants XBRL, why should a software vendor invest in XBRL?

Ø What about the software vendor in the reporting chain?

# Change and challenges

- Ø Traditional administrative software
- Ø Reporting chains
- Ø Change: The Dutch Taxonomy Project
- Ø The standard business reporting chain
- Ø Understanding and lessons learned
- Ø Challenges

# Complexity and variety



# The Dutch software market

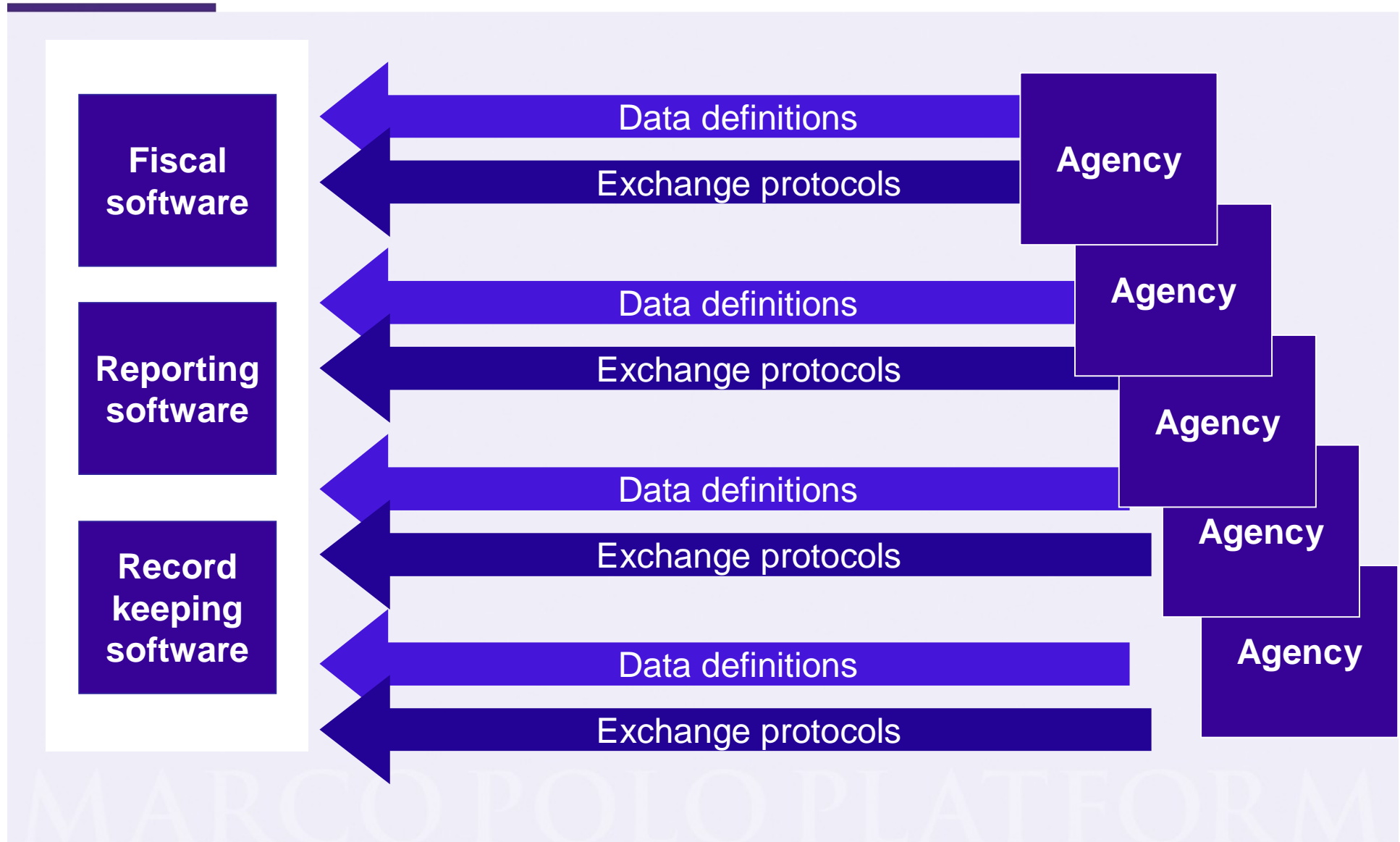
Ø ± 200 record keeping software solutions

Ø ± 20 financial reporting software solutions

Ø 5 vendors fiscal reporting software

Ø service providers for data exchange, security, identification, authentication

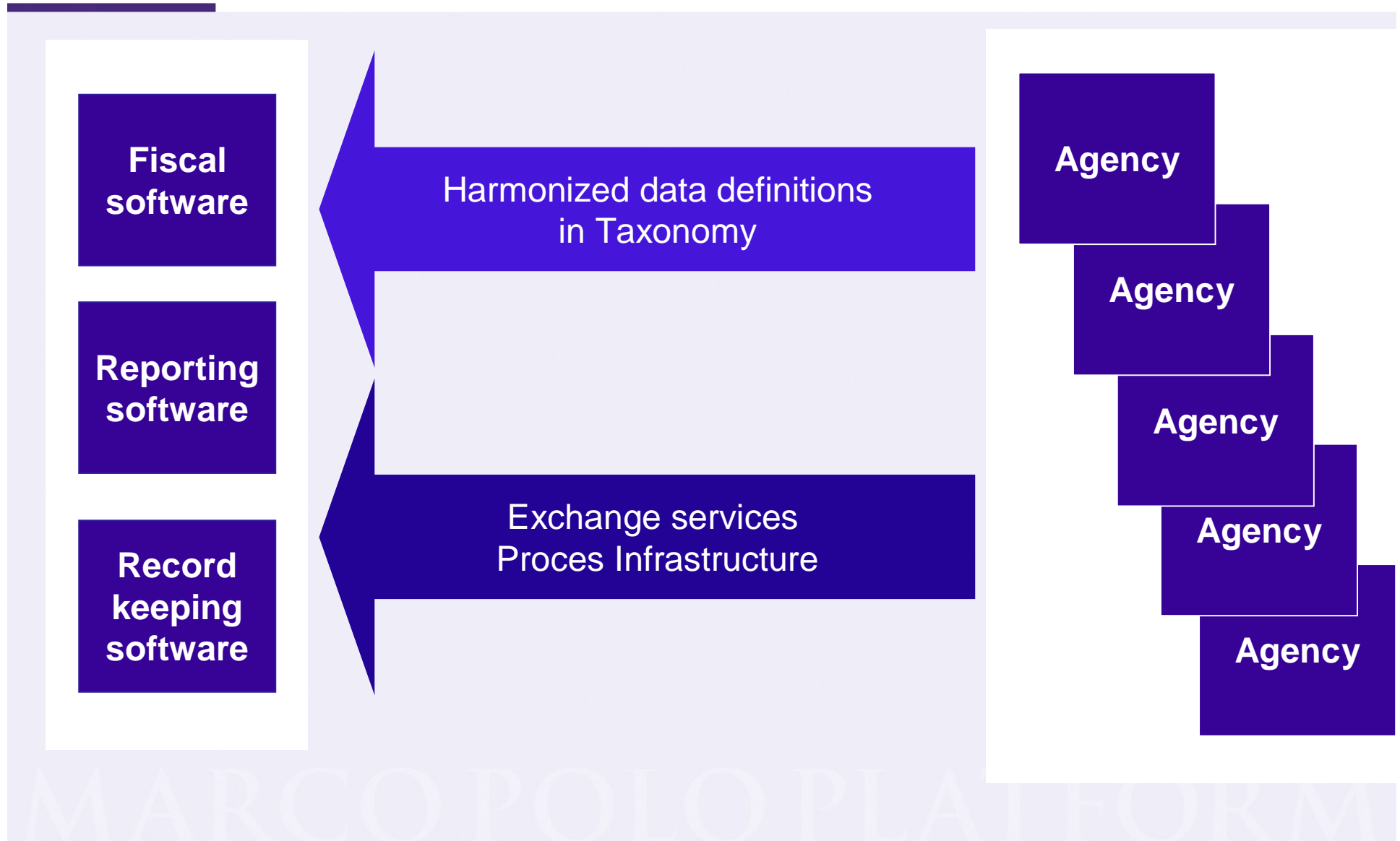
# Reporting chains



# The Dutch Taxonomy Project

- Ø With Dutch Taxonomy migration to one -authoritative- set of data definitions
- Ø With Business Process Modeling harmonized, standardized processes
- Ø With Process infrastructure a generic infrastructure for all exchanges
- Ø With international open standards for interoperable services

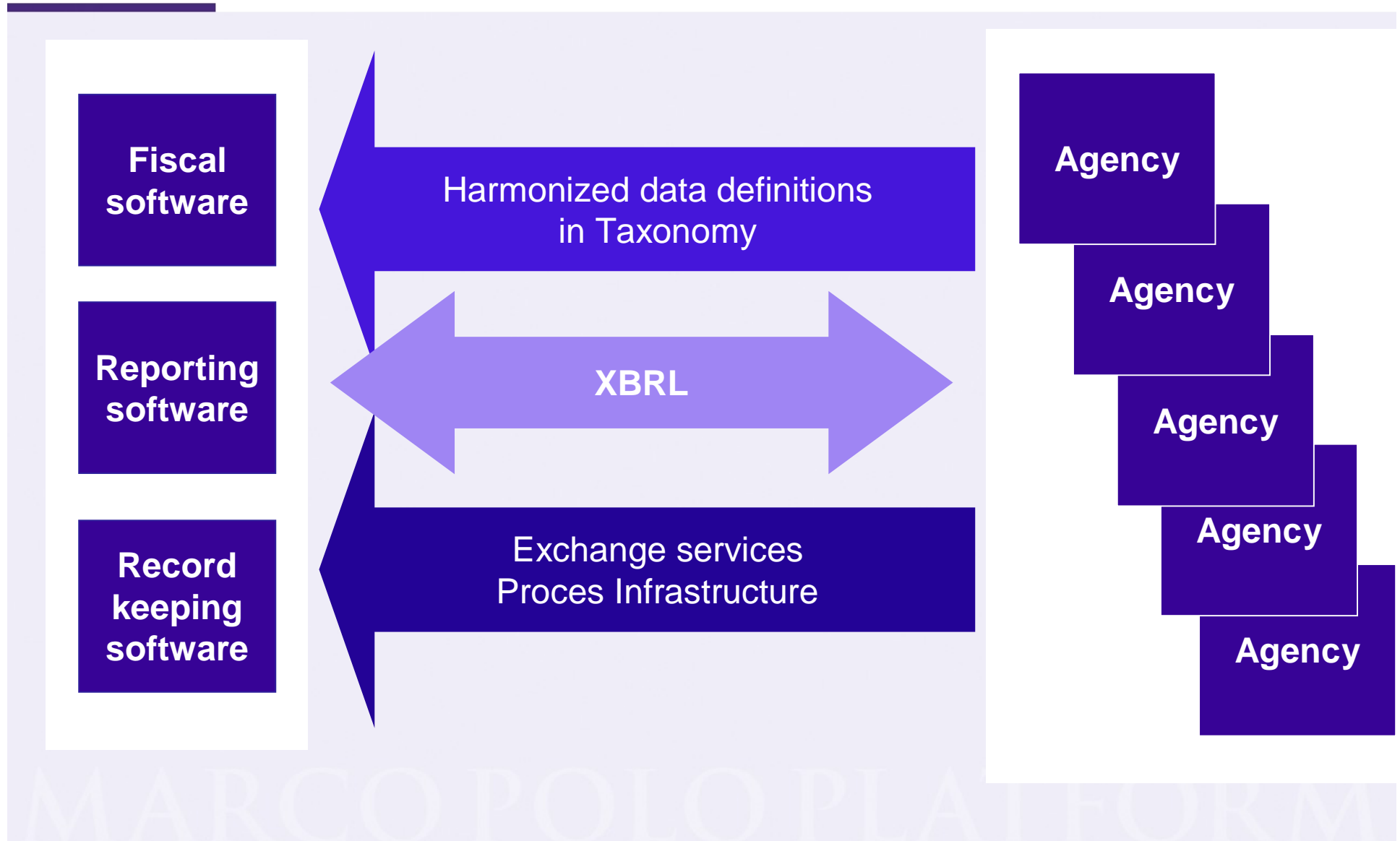
# The Change: from chains to chain



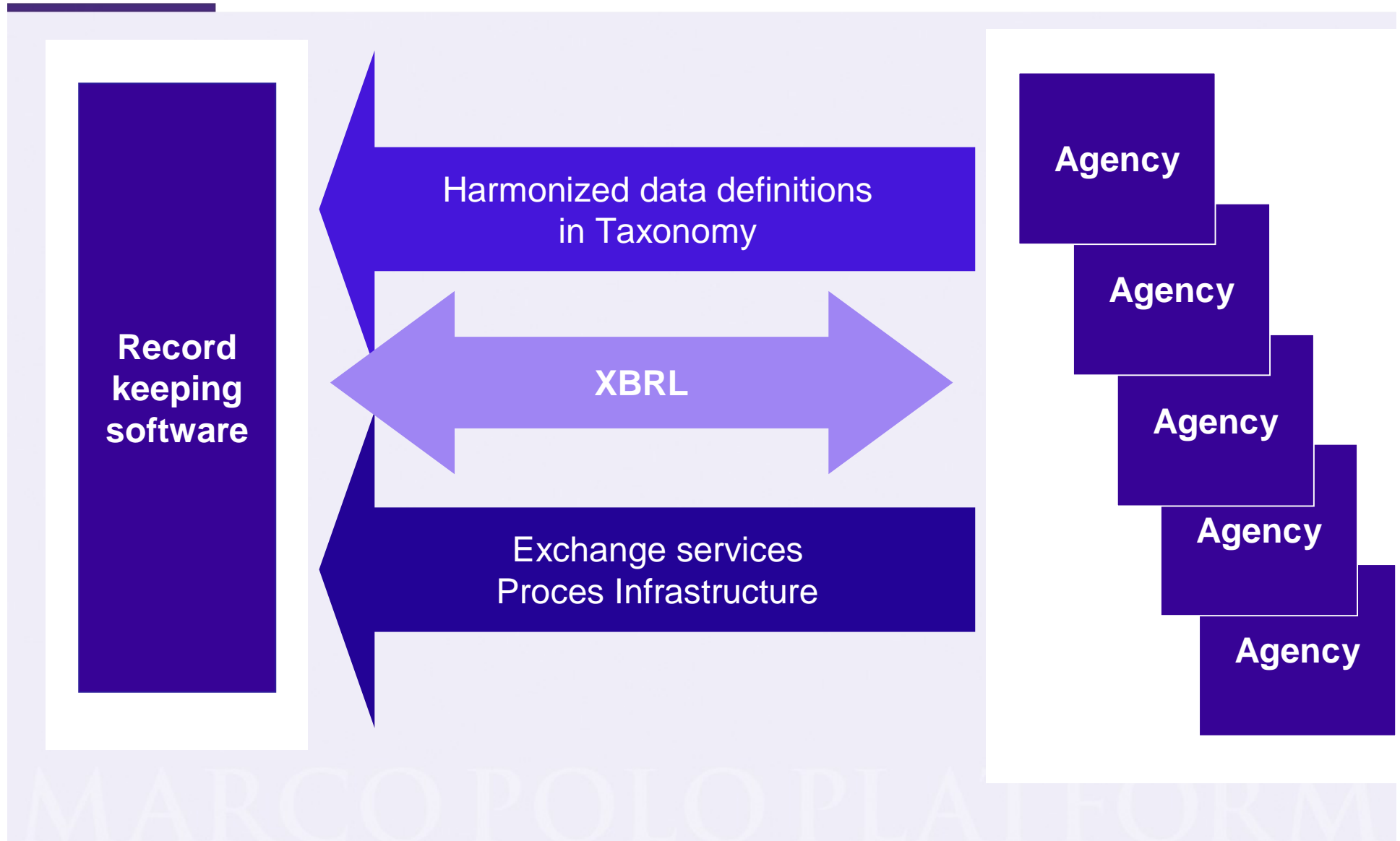
# The effects of XBRL

- Cross domain single set of data definitions
- Taxonomy includes form sets
- Once mapped, every report possible
- Extraction for reporting directly from record keeping data
- Multi-use exchange processes and services

# The Change: the new reporting chain



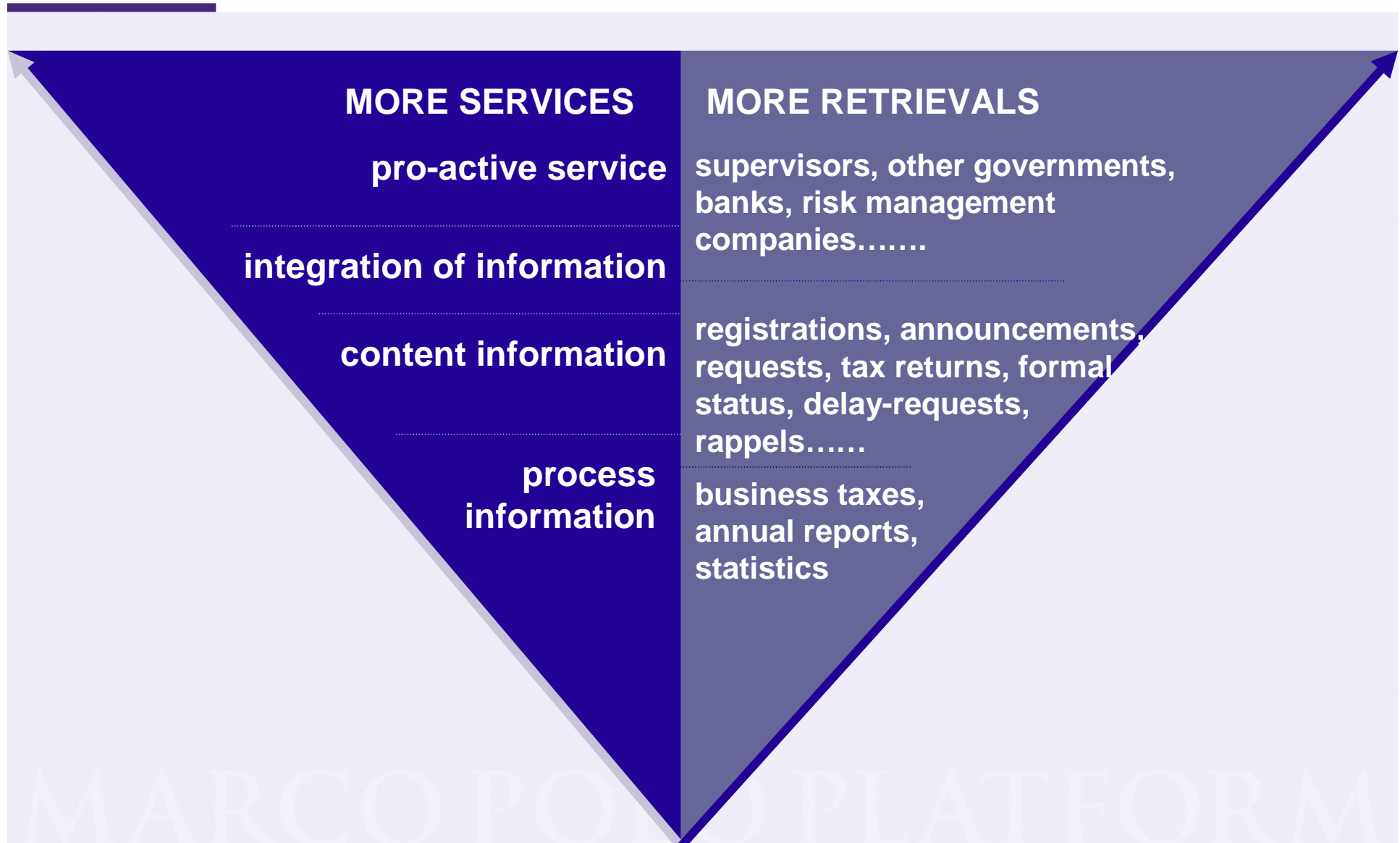
# The Change: the new reporting chain



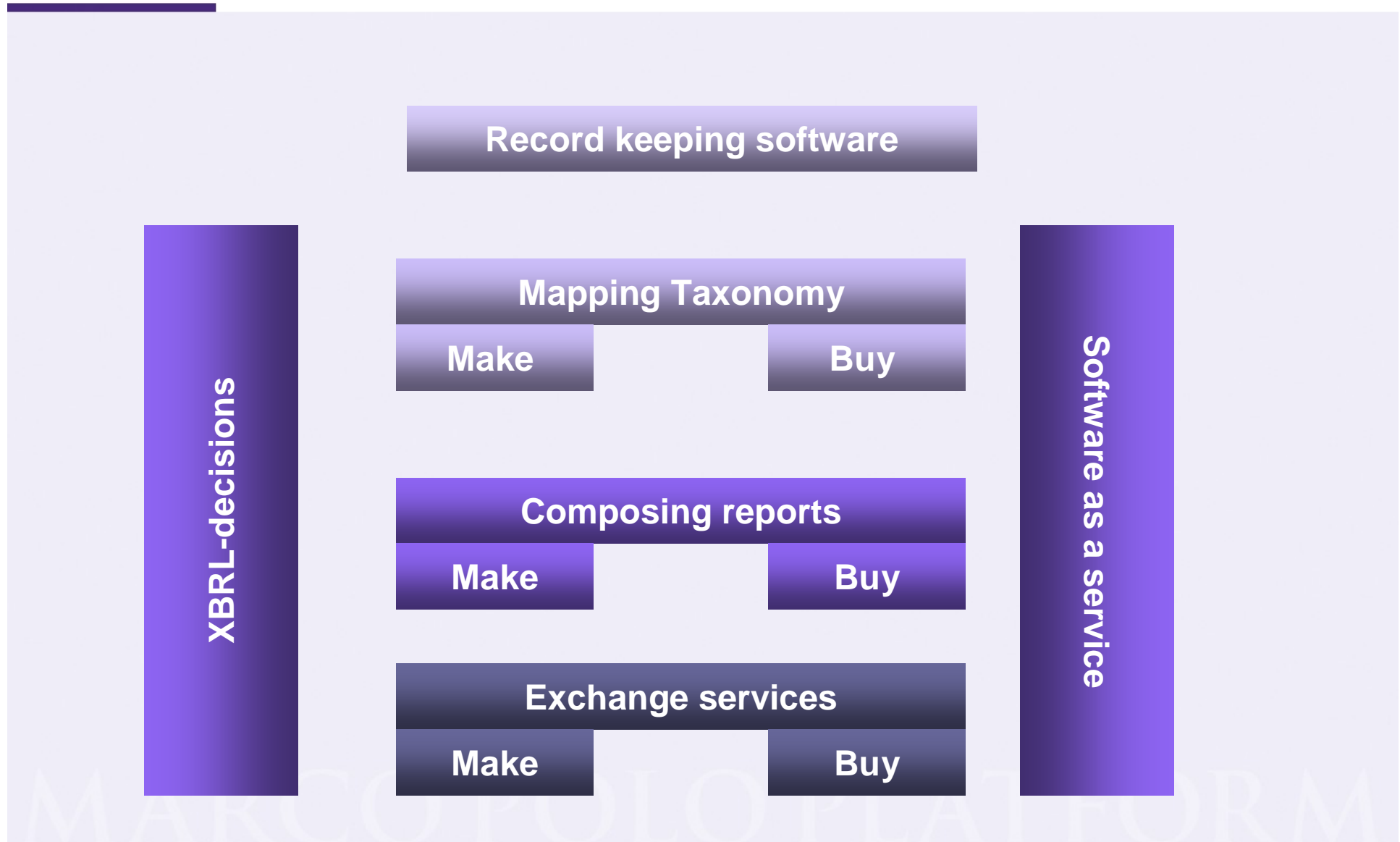
# Shifting the market game

- Back to basic: record keeping software able to produce any report
- The end of specific reporting software
- Disconnection between composing reports and exchange of information
- New players in the field: service providers for (set of) specific services (combination of public and private providers)
- Proactive towards government agencies to push for business growth

# Growth scenarios



# What software vendors have to do



# Challenges collaborative partnership

Communication  
Legal framework  
Business process

Data definition  
Retrieval processes

Process Orchestration  
Services  
Technical infrastructure

Physical communication networks

**Covenant**

**Taxonomy**

**Process Infrastructure**

Organize political support

Communicate together and aligned

Define boundaries in legal responsibilities and reporting processes

Let government and accountants do their job

Test and implement read & use functionality

Develop and offer sustainable services

Chain testing

Chain operations

# Challenges: act instead of react

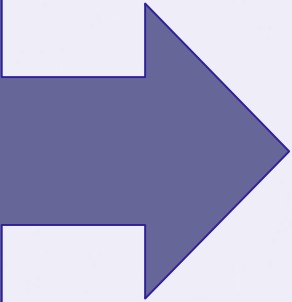
- Collaborative partnership with SBR program in new role with responsibilities
- Strategic choice shifting the market game
- Understanding XBRL and its impact
- Strategic make or buy choices
- Planning issues
  - Alignment product development and market demand
  - Alignment software vendors (and their clients) and governmental organizations

# Business case software vendors

- Ø Reduction of
  - Ø distribution costs
  - Ø maintenance costs
  - Ø intelligence costs
- Ø Actuality through versioning
- Ø On the spot services
- Ø Re-investments worldwide
  
- Ø But most of all: through adoption main stream (governmental) retrievals it is irreversible!

# What is.....

**The software industry  
has a business case in  
complexity, variety and  
propriety solutions**



# What is happening....

**The software industry  
has a business case in  
complexity, variety and  
propriety solutions**

**Governments cut  
the Red Tape by  
reducing complexity,  
variety and  
with international  
open standards**

# The big question....

The software industry  
has a business case in  
complexity, variety and  
proprietary solutions

**What will be your  
business case?**

Governments cut  
the Red Tape by  
reducing complexity,  
variety and  
with international  
open standards