Business Readiness for E-Invoicing

From Compliance to Value Creation

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Webinar
Agenda

01   Digital Compliance

02   Business Value

03   Standards Adopted

04   System Readiness

05   Key Enablers – SIs and APPs

06   Onboarding Steps

Before We Get Started – Essential Definitions to Know

E-INVOICE

An electronic invoice is a structured document issued, transmitted, and received digitally, complying with FIRS specifications for real-time validation and tracking.

```
2    "business_id": "{{TEST_BUSINESS_ID}}",
3    "irn": "{{TEST_IRN}}",
4    "issue_date": "2025-01-29",
5    "due_date": "2025-03-29", //optional
6    "issue_time": "17:59:04", //optional
7    "invoice_type_code": "396",
8    "payment_status": "PENDING", //optional, defaults to pending
9    "note": "dummy_note (will be encrypted in storage)", //optional
10   "tax_point_date": "2024-05-14", //optional
11   "document_currency_code": "NGN",
12   "tax_currency_code": "NGN", //optional
13   "accounting_cost": "2000", //optional
14   "buyer_reference": "buyer REF IRN?", //optional
15   "invoice_delivery_period": {
16       "start_date": "2024-06-14",
17       "end_date": "2024-06-16"
18   }, //optional
19   "order_reference": "order REF IRN?", //optional
20   "billing_reference": [
21       {
22           "irn": "ITW001-E9E0C003-20240619",
23           "issue_date":"2024-05-14"
24       },
25       {
26           "irn": "ITW001-E9E0C003-20240619",
27           "issue_date":"2024-05-14"
28       } //optional - second value to ...x in array is always optional
29   ], //optional
30   "accounting_supplier_party": {
31       "party_name": "Test Pls", //optional if id is set
32       "tin": "5550001-0007",
33       "email": "supplier_business@email.com",
34       "telephone": "+23480254099000", //optional, must start with + (meaning country code)
35       "business_description": "this entity is into sales of Cement and building materials", //optional
36       "postal_address": {
37           "street_name": "32, owonikoko street", //optional if id is set
38           "city_name": "Gwarikpa", //optional if id is set
39           "postal_zone": "023401", //optional if id is set
40           "country": "NG" //optional if id is set
41       } //optional if id is set
42   },
43   "accounting_customer_party": {
44       "party_name": "Test Pls", //optional if id is set
45       "tin": "5550001-0007",
46       "email": "business@email.com",
47       "telephone": "+23480254000000", //optional, must start with + (meaning country code)
48       "business_description": "this entity is into sales of Cement and building materials", //optional
49       "postal_address": {
50           "street_name": "32, owonikoko street", //optional if id is set
51           "city_name": "Gwarikpa", //optional if id is set
52           "postal_zone": "023401", //optional if id is set
53           "country": "NG" //optional if id is set
54       } //optional if id is set
```

```
,
"period": {
"end": 1701228558,
"start": 1698825600
},
```

. Not supported eInvoice format: PDF, DOC, JPG, EXCEL, SCANNED PAPER

PDF DOC JPG

. Supported eInvoice format:

XML JSON

Before We Get Started – Essential Definitions to Know

E-INVOICING SOLUTIONS

Accounting software installed on PCs, phones, or tablets, and cloud-based platforms. Examples of e-invoicing solutions include online cash registers, virtual cash registers on tablets.

Before We Get Started – Essential Definitions to Know

SIMPLIFIED TAX INVOICE

A B2C invoice is issued by a business to a consumer, including simplified tax elements such as seller details, invoice number, date, goods or services description, total amount, and applicable taxes.
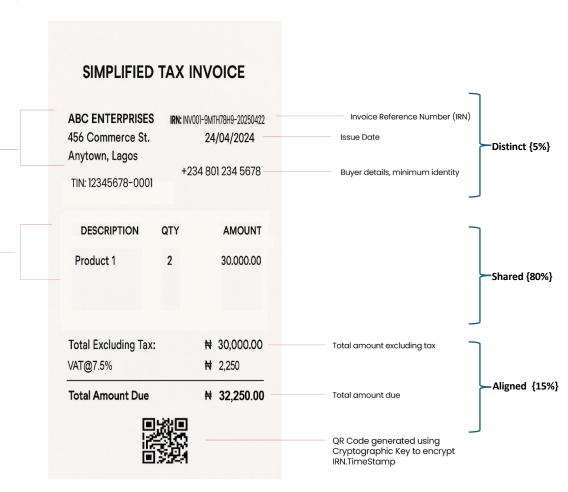
Seller details only
(Name & Address)

SIMPLIFIED TAX INVOICE

ABC ENTERPRISES   IRN: INV001-9MTH78H9-20250422   Invoice Reference Number (IRN)
456 Commerce St.   24/04/2024   Issue Date
Anytown, Lagos
                              +234 801 234 5678   Buyer details, minimum identity
TIN: 12345678-0001

Distinct {5%}

DESCRIPTION	QTY	AMOUNT
Product 1	2	30.000.00

Description of goods/services

Shared {80%}

Total Excluding Tax: ₦ 30,000.00   Total amount excluding tax
VAT@7.5%   ₦ 2,250

Total Amount Due   ₦ 32,250.00   Total amount due

Aligned {15%}

QR Code generated using
Cryptographic Key to encrypt
IRN.TimeStamp

Before We Get Started – Essential Definitions to Know

TAX INVOICE

B2B invoice typically issued by one business to another, containing required tax details like seller and buyer information, invoice number, date, description of goods or services, quantity, price, tax rates, and total payable.

Full details of the supplier (TIN, address, etc.) – Accounting Supplier Party

Full details of the supplier (TIN, address, etc.) – Accounting Supplier Party

Distinct {5%}

INVOICE

Supplier	Buyer
ABC LIMITED	XYZ ENTERPRISES
TIN: 123456789-0001	TIN: 123456789-0001
123 LAGOS STREET	456 ABUJA ROAD
IKEJA, LAGOS	MAITAMA, ABUJA
100001	900001

Issue Date

Issue Date
2024-04-24

Invoice Reference Number (IRN)

Invoice Reference Number
INV001-9MTH78H9-20250422

QR Code generated using Cryptographic Key to encrypt IRN.TimeStamp

Shared {80%}

DESCRIPTION	QTY	UNIT PRICE	AMOUNT
Product A	10	₦ 5,000	₦50,000
Service B	10	₦ 3,000	₦30,000
		Withholding of 5%	₦4000
		VAT @7.5%	₦6000
TOTAL			**₦ 90,000**

Description of goods/services

Applicable VAT rate and tax amount

Aligned {15%}

PAYMENT TERMS	NET 30 DAYS

Payment terms

Before We Get Started – Essential Definitions to Know
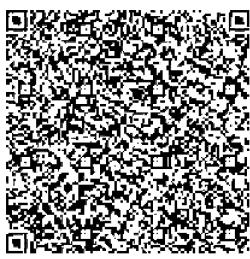
IRN

INVOICE REFERENCE NUMBER

An Invoice Reference Number is a unique identifier assigned to each invoice, used to track and validate the invoice in electronic invoicing systems. It ensures the authenticity and traceability of the invoice throughout the invoicing process.

INV001-94ND90NR-20240611

| INVOICE NUMBER | SERVICE ID | TIMESTAMP |

Before We Get Started – Essential Definitions to Know

VERIFIABLE QR CODE

The QR Code (Cryptographic Stamp Identifier) serves as a secure, verifiable, and tamper-proof mechanism for e-invoice validation, tax compliance, and fraud prevention.
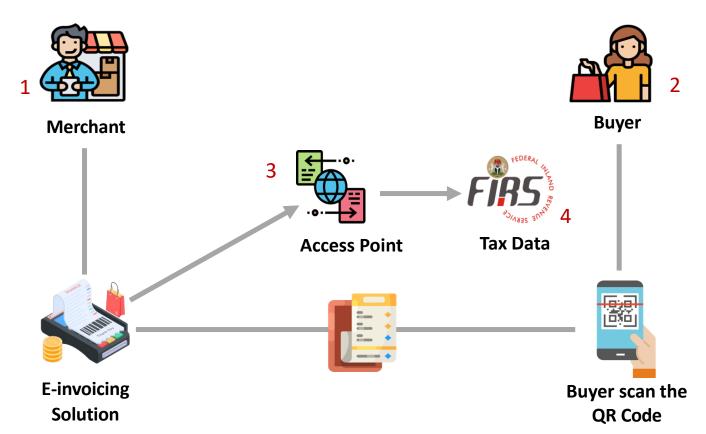
Encrypted IRN + Time Stamp Cryptographic

Before We Get Started – Essential Definitions to Know

Model Adopted - *Continuous Transaction Controls (CTC)*

Business-to-Consumer (B2C)

Enables merchants to automate invoicing for high-volume consumer transactions, ensuring accuracy and tax compliance.

The merchant reports the e-invoice to FIRS near-real time via an integrated e-invoicing solution with FIRS-MBS.
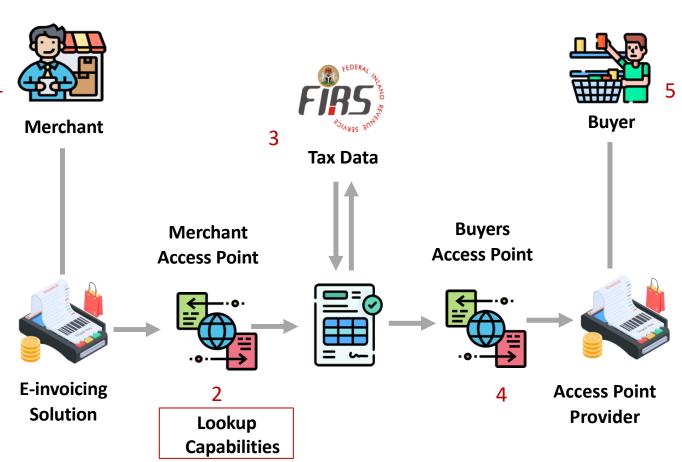

Merchant

Buyer

Access Point

Tax Data

E-invoicing Solution

Buyer scan the QR Code

Before We Get Started – Essential Definitions to Know

Model Adopted - *Continuous Transaction Controls (CTC)*

BUSINESS-TO-BUSINESS (B2B)

Facilitates transactions between Merchants and Buyers, ensuring tax-compliant, standardized invoicing for large-scale transactions.

E-invoice is automatically sent from the supplier's system to the buyer's system without any human interaction

Merchant 1

5 **Buyer**

3

Tax Data

Merchant Access Point

Buyers Access Point

E-invoicing Solution

2

Lookup Capabilities

4

Access Point Provider

Digital Compliance – Why It's a Business Transformation Driver

Digital compliance, especially through e-Invoicing, is not just a regulatory requirement—it's a catalyst for enterprise-wide transformation.

• BEYOND COMPLIANCE

e-Invoicing introduces transparency, standardization, and enhanced visibility across financial operations, helping organizations gain tighter control over their processes.

• REAL-TIME INSIGHTS

Automated, real-time reporting capabilities improve decision-making, cash flow management, and responsiveness to regulatory changes.

• DATA INTEGRITY

Digital systems reduce manual intervention, minimizing errors and fraudulent practices while ensuring data accuracy and audit readiness.

By embedding compliance into core operations, businesses unlock operational efficiency, trust, and long-term competitiveness.

Business Value – Benefits for Cashflow, Automation & Financing

Digital invoicing delivers measurable business value by optimizing financial operations and unlocking growth opportunities.

- **FASTER PAYMENTS & RECONCILIATION**

  Automated processing accelerates invoice validation, reduces disputes, and shortens payment cycles—improving liquidity.

- **ACCESS TO FINANCING**

  Verified digital invoices open the door to invoice financing and tailored working capital solutions, especially for SMEs.
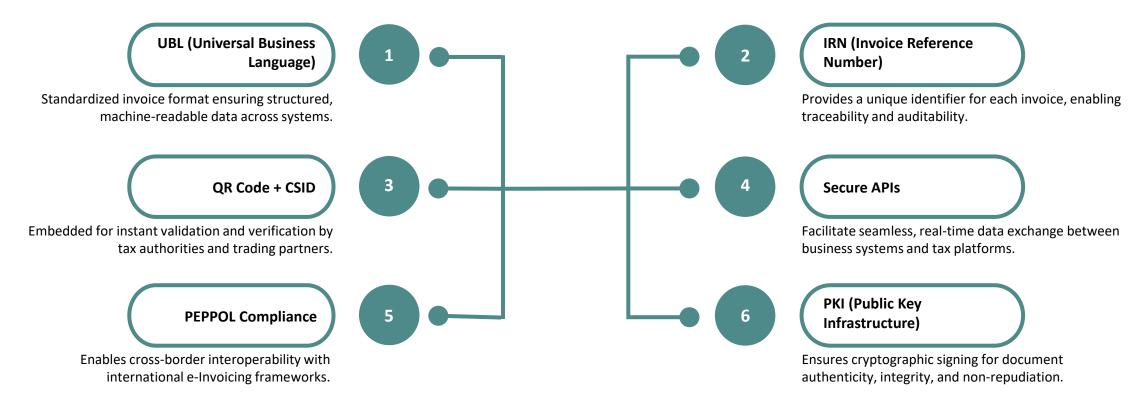
- **STRONGER RELATIONSHIPS**

  Transparent, reliable transactions build trust between suppliers and buyers, enabling smoother collaboration and better negotiation terms.

Ultimately, e-Invoicing transforms finance from a back-office function into a strategic enabler of growth.

Standards Adopted – UBL, IRN, QR Code, Cryptographic Signing

*The e-Invoicing system is built on **global and secure standards** to ensure interoperability, traceability, and trust.*

UBL (Universal Business Language) — 1

Standardized invoice format ensuring structured, machine-readable data across systems.

IRN (Invoice Reference Number) — 2

Provides a unique identifier for each invoice, enabling traceability and auditability.

QR Code + CSID — 3

Embedded for instant validation and verification by tax authorities and trading partners.

Secure APIs — 4

Facilitate seamless, real-time data exchange between business systems and tax platforms.

PEPPOL Compliance — 5

Enables cross-border interoperability with international e-Invoicing frameworks.

PKI (Public Key Infrastructure) — 6

Ensures cryptographic signing for document authenticity, integrity, and non-repudiation.

These standards form the backbone of a secure, scalable, and future-proof digital compliance ecosystem.

NITDA | UBL | WORLD CUSTOMS ORGANIZATION | Peppol | ISO 20022 | LEI | NDPC NIGERIA DATA PROTECTION COMMISSION | ISO 27001

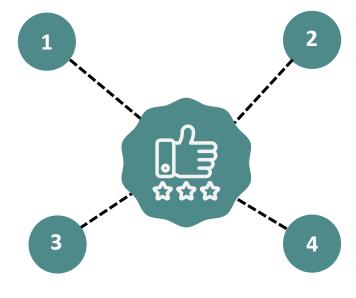# System Readiness – Evaluating ERP and Accounting Platforms

Ensuring system compatibility is critical for a smooth transition to e-Invoicing and long-term compliance.

FORMAT SUPPORT

Verify that your ERP or accounting software can generate and consume invoices in *JSON/XML or UBL* format.

2

DIGITAL SIGNING

Ensure capability to digitally sign invoices using a *Cryptographic Stamp Identifier (CSID)* that aligns with cryptographic standards.

API INTEGRATION

Assess readiness for secure *API-based communication* with the e-Invoicing platform for real-time data exchange.

4

OEM COLLABORATION

Engage with *OEMs or certified solution providers* to close integration gaps and certify your system for compliance.

System readiness not only ensures compliance but positions your business for automation and scalability.

Key Enablers – System Integrators & Access Point Providers

Successful e-Invoicing adoption depends on the right technical partners to bridge compliance and business systems.

- **SYSTEM INTEGRATORS (SIs)**

  Handle internal integration between your ERP/backend systems and the e-Invoicing platform, ensuring data accuracy and compliance from the source.

- **ACCESS POINT PROVIDERS (APPs)**

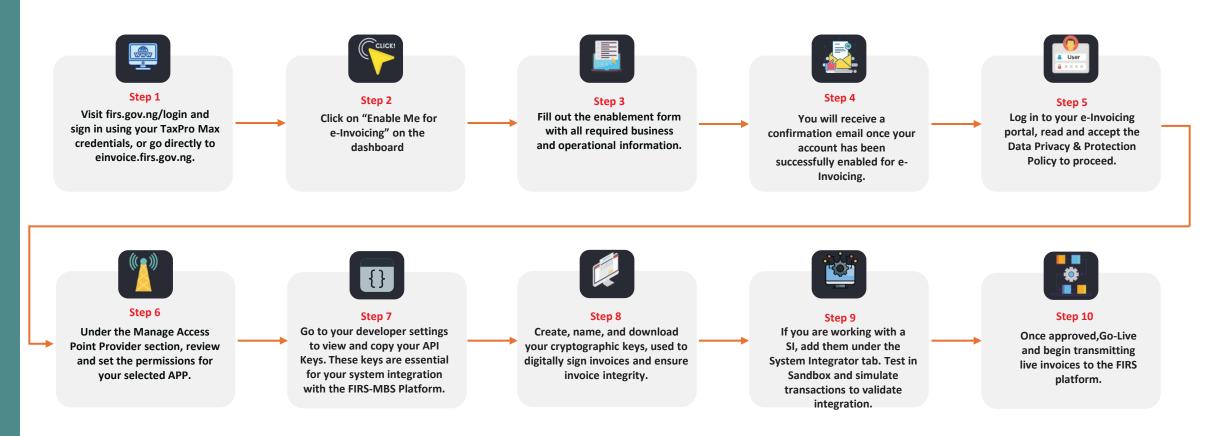 Act as secure gateways for invoice validation, transmission, and communication with tax authorities.

- **PARTNER SELECTION**

  Work with vetted and certified providers to ensure performance, scalability, and ongoing support

Leveraging experienced enablers ensures compliance, reduces risk, and accelerates time to value.

Onboarding Steps – From Enablement to Sandbox and Go-Live

Getting started with e-Invoicing is a structured, step-by-step process designed for smooth adoption and compliance.

Step 1
Visit firs.gov.ng/login and sign in using your TaxPro Max credentials, or go directly to einvoice.firs.gov.ng.

Step 2
Click on "Enable Me for e-Invoicing" on the dashboard

Step 3
Fill out the enablement form with all required business and operational information.

Step 4
You will receive a confirmation email once your account has been successfully enabled for e-Invoicing.

Step 5
Log in to your e-Invoicing portal, read and accept the Data Privacy & Protection Policy to proceed.

Step 6
Under the Manage Access Point Provider section, review and set the permissions for your selected APP.

Step 7
Go to your developer settings to view and copy your API Keys. These keys are essential for your system integration with the FIRS-MBS Platform.

Step 8
Create, name, and download your cryptographic keys, used to digitally sign invoices and ensure invoice integrity.

Step 9
If you are working with a SI, add them under the System Integrator tab. Test in Sandbox and simulate transactions to validate integration.

Step 10
Once approved, Go-Live and begin transmitting live invoices to the FIRS platform.

Final Thoughts – More Than Compliance, It's a Catalyst

This journey isn't just about ticking a regulatory box— it's about building trust, enabling transparency, and driving digital transformation.

☑ *e-Invoicing is not the end—it's the beginning of smarter business, real-time data, and strategic growth.*

☑ *It's a bold step into a connected, compliant, and competitive economy.*

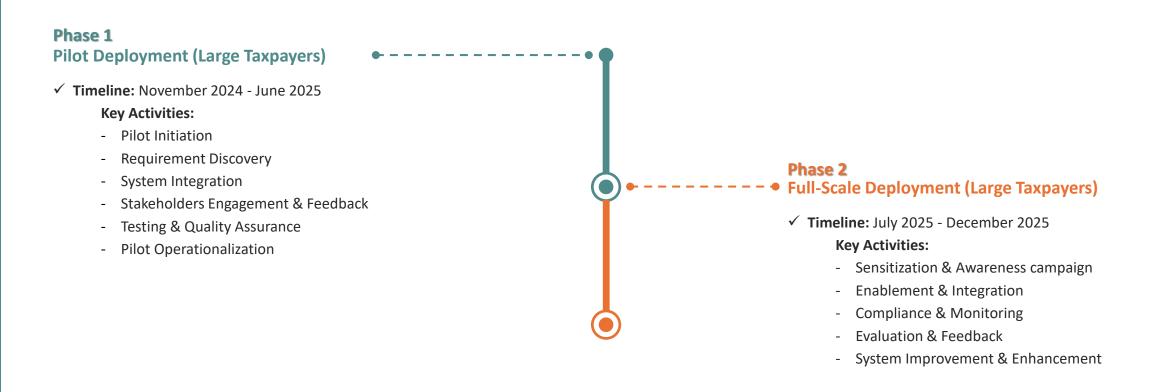☑ *The opportunity is now—let's lead the change, shape the future, and set the standard for what's possible.*

Together, we digitize. Together, we transform.

Rollout Plan for the Large Taxpayers

Phase 1
Pilot Deployment (Large Taxpayers)

✓ **Timeline:** November 2024 - June 2025

Key Activities:
- Pilot Initiation
- Requirement Discovery
- System Integration
- Stakeholders Engagement & Feedback
- Testing & Quality Assurance
- Pilot Operationalization

Phase 2
Full-Scale Deployment (Large Taxpayers)

✓ **Timeline:** July 2025 - December 2025

Key Activities:
- Sensitization & Awareness campaign
- Enablement & Integration
- Compliance & Monitoring
- Evaluation & Feedback
- System Improvement & Enhancement

2024 **2025**

Rollout Plan for the Large Taxpayers

1. **November 2024**

- ✓ Engagement with the selected Large Taxpayers for the pilot phase
- ✓ Enablement of the selected Taxpayers on the MBS Platform
- ✓ Evaluation/ readiness of the Taxpayers ERP Systems

2. **December 2024**

- ✓ Business System Requirement and Discovery Process
- ✓ Standardization of invoice Schema for B2C and B2B
- ✓ Encryption of IRN and QR code generation
- ✓ MBS Integration with Pilot Access Point Providers

3. **January 2025**

- ✓ Taxpayer ERP System Integration with FIRS MBS
- ✓ Test generation of Invoice and Reporting
- ✓ Evaluation and Feedback

4. **February 2025**

- ✓ Test Invoice transmission and validation
- ✓ Taxpayers Engagement
- ✓ Engagement with Tax Consultant
- ✓ Engagement with OEMs (SAP, Oracle, Microsoft…)

5. **March 2025**

- ✓ Feedback Evaluation and System Improvement
- ✓ System Validation with Large Tax Group
- ✓ Testing and Quality Assurance

6. **April-June 2025**

- ✓ System enhancement and scaling
- ✓ Taxpayer readiness and enlightenment campaign for Large scale adoption

7. **July 2025**

- ✓ Deployment to all Large Taxpayers with annual turnover above 10 billion
- ✓ Monitoring, Evaluation and Compliance Reporting

Thank YOU