Dear Treasury Staff,

My name is Ray Wang and I am the CEO/Co-founder at LUCA Plus. We are one of the accredited e-invoicing service providers based in Melbourne in Australia.

I would like to submit the consultation paper regarding the options for mandatory e-invoice adoptions by businesses in Australia for LUCA Plus.

We have done two types of survey to ask business owners, accountants and bookkeepers regarding this topic.

For Survey one we asked:

Question 1: Do you have any barriers to adopt e-invoicing for your business with your suppliers and customers?

Question 2: What other factors should the Government be considering when mandating e-invoicing for businesses?

Question 3: Do you have any feedback for us as an e-invoicing provider that will help us understand how to best help businesses adopt e-invoicing?

Question 4: Do you have any other comments you wish to make?

For Survey two we simply asked about the barriers of adopting e-invoicing solutions into the business.

Please find attached a summary for the survey results.

We believe that e-invoice should be mandatory for businesses from large to small businesses as an e-invoicing solution is a network solution that benefits everyone in the business ecosystem.

However, we recommend authorities to provide some incentive to e-invoicing early adopters, such as cash incentive, tax credit or grants to cover the education cost for learning about e-invoicing system etc.

Thank you very much for your time. Please do not hesitate to contact us if you have any questions.

Regards,





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## Summary of Survey

Please confirm if you are an:	Which state or territory are you from?	Question 1: Do you have any barriers to adopt e-invoicing for your business with your suppliers and customers?	Question 2: What other factors should the Government be considering when mandating e-invoicing for businesses?	Question 3: Do you have any feedback for us as an e-invoicing provider that will help us understand how to best help businesses adopt e-invoicing?	Question 4: Do you have any other comments you wish to make?
Accountant Accountant,	NSW	Cost, Time & Resource concerns Cost, Time &	Accountants are being used by the gov to facilitate covid related stimulus measures like job keeper and time constraints need to be considered	Keep your solutions as simple as possible for small business owners Business internal	No
Business Owner	VIC	Resource concerns	Business internal structure	procedures should be considered	N/A
Accountant	NSW	Cost, Time & Resource concerns	Confidential	Not really	Not really
Business Owner	VIC	Cost, Time & Resource concerns	Cost	No	No
Business Owner	WA	l already invoice via xero	Cost of software	No	No
Management Consultant	NSW	Cost, Time & Resource concerns, Concerns that e- invoicing falls under broader automation & digital transformation and therefore could result in job losses, therefore change management is a concern.	costs for business to implement might be significant and is not seen as a CX fronting service system, therefore during this time of COVID and an increasingly capital constrained environment, spending money on what is seen as a back office (BX) system can be difficult to justify when putting a business case together	If e-invoicing can be demonstrated to reduce cycle time and therefore either collect cash or pay cash on time will greatly assist working capital and help justify the initial investment in a new e-invoicing system. The more invoicing is seen as part of the customer or supplier end to end experience the greater the incentive in investing in e- invoicing.	None at this time
Accountant, Business Owner	NSW	I don't know enough about e- invoicing , but would like to know more	dispute resolution	No	No

Small					
Business		Resource	IT System	Cost effective and	
Owner Accountant, Business Owner	NSW VIC	concerns I don't know enough about e- invoicing , but would like to know more, Cost, Time & Resource concerns, Not available in my country	overheads	NA	N/A NA
Business Owner	ACT	I don't know enough about e- invoicing , but would like to know more	Privacy, security and confidentiality	Clear and practical explanation with no hidden fees or conditions. Promote well so that businesses understand timelines.	No
Business Owner	VIC	Cost, Time & Resource concerns, Customers are community organisations reticent to change	reducing administration overheads, speed in which businesses get paid	Run some webinars introducing the e- invoicing concept to the community sector to mystify the technology	No all good
Business Owner	VIC	I don't know enough about e- invoicing , but would like to know more	Resources	No	No
Business Owner	VIC	I don't know enough about e- invoicing , but would like to know more	Resources	No	No
Bookkeeper, Business Owner	VIC	Cost, Time & Resource concerns	Second back system for auditing purposes	Integration with all accounting software available	What level above manually entering do you supply
Bookkeeper, Business Owner	ACT	I don't know enough about e- invoicing , but would like to know more	Security and penalties for breaches	Not now	Need to learn more
Business Owner	QLD	I don't know enough about e- invoicing , but would like to know more	testing	testing	testing
Bookkeeper	VIC	Cost, Time & Resource concerns	The ability to provide time for education and more information about what and when.	Webinars to explain and show how this is suppose to work.	This is a good concept but with the current conditions it is a struggle to take on new processes when trying to adapt exisiting

					processes use technology for small businesses.
Business Owner	QLD	No	there is a need for a simple & free system that all business can use and be available when anyone citizen creates a business in our nation.	As above,	The process will take time but creating E- invocing software for all business in Australia is needed reducing the uses of business programs like MYOB and Xero.
		Cost, Time & Resource	whether small business owners are using the bookkeeping	More promotions,	
Accountant	VIC	concerns	software	lower cost etc	No

LinkedIn Poll Results

Do you have any existing barriers stopping you from adop invoicing into your business? You can see how people vote. Learn more	pting e-
Not knowing enough about it	40%
Waiting on Government mandate	10%
IT compatibility concerns	10%
Cost, Time and Resourcing	40%
10 votes • 23h left • Hide results	