

INTERNAL BUSINESS CASE • FOR THE BUYING COMMITTEE

Making the case for Beleggo

Why we should adopt a
provably-local e-invoicing
engine — and what it costs us
not to.

■ **Beleggo** • prepared for internal review • confidential

Read this in one minute

THE SITUATION

The obligation is law

Structured e-invoicing is mandated on fixed dates.
Non-compliant invoices get rejected — delayed cash and manual rework, on every affected invoice.

THE GAP

Our tooling is exposed

We either upload confidential invoice data to a third party, or we have no systematic pre-send check at all.

THE FIX

Closed with no new risk

Beleggo validates, fixes and generates compliant invoices **on our own machines** — no data leaves the building, no per-seat cloud, no lock-in.

THE ASK

A small budget line

Low four-figure annual budget, no procurement-grade data-processing review needed.

THE PROBLEM, IN OUR TERMS

**Every rejected invoice
costs us twice.
Every uploaded
one is an exposure.**

Two costs we already carry — quietly, on
every affected invoice.

What it's costing us today

REJECTIONS

Cost twice

A malformed XRechnung/ZUGFeRD bounces from the buyer's or authority's system. Days later someone re-keys it, re-sends, chases payment. Multiply by monthly volume.

STALE RULES

Silent failure

The rules change on legally-mandated dates several times a year. Whatever we use must stay current, or it quietly passes invoices that will be rejected.

DATA PROTECTION

Blocks the easy fix

The convenient online validators upload the invoice — customer names, bank details, revenue. A DSGVO and §203 StGB exposure.

65% of DACH firms name data-protection as **the** blocker to adopting tooling — which is exactly why the obvious tools go unused.

BELEGGO'S CORE GUARANTEE

0 bytes

**leave the device. Validate, fix
and generate every invoice
locally — verifiable in DevTools,
or with the network cable pulled.**

No upload means no data-processing agreement to negotiate, no sub-processor to vet,
no cross-border transfer question.

What we'd actually get

PRE-SEND CHECK

5-layer validation

Catches the ~1,700 rule violations **before** the invoice goes out, each mapped to the exact field with an explanation. No more "why did it bounce?"

REPAIR

One-click fix

Safe structural repairs + a guided editor for the rest.
Invalid → valid without a developer.

GENERATE

Compliant output

XRechnung, ZUGFeRD/Factur-X, Peppol — validated before download, with our logo/QR (Pro).

DESKTOP

Batch & watch folders

Point it at a folder → one CSV report. Watch an inbox → auto-check every new file.

"Can we trust its verdict?" — yes, and it's checkable

Beleggo's accept/reject verdict is cross-checked against the **official reference validators** — the same rule base the authorities use:

- KoSIT validator jar · the engine behind the government routers
- Service-BW state endpoint
- EU Commission ITB
- VeraPDF · the PDF/A container

13/13

conformance cases agree with the official validators

208

sample invoices tested · **0** in-scope disagreements

How it fits the way we work

Our situation	How Beleggo covers it
Finance/AP checks invoices manually	Web studio or desktop — drag, drop, verdict in seconds
We run an ERP / invoicing system	OEM engine embeds inside it — validate without uploading
Devs maintain the pipeline	CLI in CI (<code>beleggo validate</code> , exit codes) + npm packages
We use AI to process invoices	Local MCP server: the AI drafts, Beleggo proves it before the ledger
Multiple entities / countries	One engine, 8 formats — no separate tool per market

What it costs — and what it doesn't

TRANSPARENT, NO SURPRISES

Pro — per user, pay once	€99
Rule updates after yr 1	€29 / yr
Multi-seat (tax practice)	€390–1,490 / yr
Embed in our product (OEM)	from €2,900 / yr

NO HIDDEN LINE ITEMS

- No per-invoice fee
- No per-seat cloud subscription
- No mandatory implementation project
- No data-processing agreement to negotiate
- Works offline — no uptime dependency

Reference point: the standard accounting-portal seat is ~€11/user/month. This is a rounding error against one rejected-invoice fire-drill a month.

The cost of doing nothing

EVERY REJECTION

Delayed cash

Manual rework + a customer-facing "your invoice bounced" conversation.

EVERY UPLOAD

An exposure

A data-protection risk we can't fully account for.

EVERY MISSED RULE

Silent failure

Invoices that pass our old check and still get rejected downstream.

And the mandate dates don't wait — the 2027 and 2028 issuing waves land whether or not we're ready. Beleggo removes all of this for a budget line most managers approve without escalation.

Rollout — low-risk, staged

WEEK 1

Prove it, free

Use the free web studio on real invoices. Verify the no-upload claim ourselves (DevTools / offline). Confirm verdicts match what we know bounces.

WEEK 2

Pilot Pro

One or two users on Pro / desktop. Run a batch of last month's invoices. Measure the catch rate.

WEEK 3–4

Decide the tier

Team seats vs. embedding in our system vs. CLI-in-CI, based on where the pilot found value.

Ongoing: keep the rule-update subscription current — that's the whole point; the legislator provides the upgrade cycle.

RECOMMENDATION

Approve a Beleggo pilot.

Free to start, self-hostable, and it removes a compliance risk we already carry. Proven against the official validators, nothing we handle leaves our machines, and the budget is a rounding error against the rework it prevents.

■ **Beleggo** · beleggo.de · adam.urban@gmail.com