

## Motivation Letter for Service Provider Representative in Management Committee

Name of Candidate: Ahti Allikas

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Member affiliation: OpusCapita Group representative in OpenPeppol Association

I am employed by OpusCapita Group. I am responsible for product design of different transactional products and eInvoice Network development in OpusCapita, globally. OpusCapita is one of the biggest eInvoicing service providers in Northern Europe with a global ambition offering extended Purchase-To-Pay services. OpusCapita is member of OpenPeppol Association and EESPA.

I have worked for eInvoice industry for more than 20 years already. I have been country representative in CEN eInvoicing workshop for several years, I've been the project manager in launching Estonian country-wide eInvoice register portal ([www.arved.ee](http://www.arved.ee)), I have first launched eInvoice receiving services and digital invoice workflow concept in Estonia in 2008 and I have been member of the Estonian eInvoicing Workgroup.

I am also active member of the Executive Committee in European E-Invoice Service provider Association and active member of Management Committee in OpenPeppol Association.

As a Service Provider representative in OpenPeppol Management Committee and leader of the Peppol Service Provider Community, my target is to take care of the Service Provider's interests in the Association. I have been able to kick off the Peppol Service Provider Community and make it an active user group - Peppol SP Community is well appreciated by its participants. Service Provider voice is more than ever heard in the Association and Service Providers are well appreciated and represented in different bodies of the Association.

I feel that Peppol Network and its global development is relevant for us as Service Providers to succeed in the future business of global message exchange. I also feel that the cooperation between OpenPeppol and other similar associations and entities is important for us as we all want to bring global reach and interoperability for our customers.

I still have the energy and ideas to help Service Providers in in the Association. Just to name some of them what I see is important for us:

- As unified network as possible meaning little to no Peppol Authority specific requirements in different jurisdictions.
- Peppol Authorities and Service Providers should work together towards the common goal of the Peppol Network – provide maximum e-transition and interoperability for supply chain (or any other message chain) automation.
- There should be as little as possible but at the same time as much as necessary regulation.

I would like to contribute into the Association and represent Service Providers the best I can. I would like to have Service Providers voice get constantly heard in OpenPeppol Association. After all – we are the biggest stakeholder group of the Association and there wouldn't be Peppol Network without Service Providers.

As to my personality, I am mentally a businessperson and I would like to bring more business thinking also to Peppol activities. I am also very sociable and love to meet new people. Considering all I have mentioned above and my work in OpusCapita, long experience in different subject matter organisations I think I am the right candidate for that position.

Please find my CV with all the details attached in the document below.

## CURRICULUM VITAE

### Personal Data

Name: Ahti Allikas  
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### Professional Career

12.1998 – today I've been working in Itella Corporation for almost 18 years in different positions and responsibilities as described below. I've been working in different international positions in OpusCapita Group (Itella Information changed its brand to OpusCapita since 10.2013) and in Itella Information AS (local responsibility in Estonia).

### International role in Itella and OpusCapita

04.2016 – now Head of Partners and Networks. Responsible for eInvoicing interoperability network globally for OpusCapita – Peppol, bilateral and multilateral interoperability agreements.

01.2015 – 03.2106 O2C Solution owner. Responsible for Strategy, "Industry Leader in O2C", execution in OpusCapita's.

10.2013 – 12.2014 Product Director. Responsible for defining and launching new OpusCapita offering "Receivable Manager" in Nordics, Germany and Poland.

01.2012 – 09.2013 Product Management Director, E-Services Business Unit. Responsible of product development and product management of E-Services in Baltic, Nordics, Germany and Poland. Responsible of the Product Lifecycle Management process development in Itella Information Group. Team of 8 people.

06.2013 – 09.2013 Customer Implementation Director (acting), leading 6 CI teams responsible for service implementation. All together 60 people

01.2011–01.2012 Product Management Director. Responsible of product development and product management of Itella Information offering portfolio in Baltic, Nordics, Germany and Poland. Responsible of the Product Lifecycle Management process development in Itella Information Group. Team of 12 people.

## **Voluntary assignments**

since 2014	Member of EESPA ( <i>European E-Invoicing Service Provider Association</i> ) Executive Committee
since 2015	Member of the board in non-profit association Väike-Peetri Külaselts
since 2017	Member of OpenPeppol PostAward Change Management Board
since 2018	Member of OpenPeppol Management Committee
since 2019	Leader OpenPeppol Service Provider Community

## **Additional courses**

*Leadreship* (Pertec Consulting, Itella Information Leading Performance Program)

*Product Management* (Gearshift Group and Proadman, Product Management Academy)

*Leadreship* (Vain&Partners, From Manager to Trainer)

*Leadreship* (Vain&Partners, Implementing an Effective Organization in Pan-Baltic level)

*People Management* (Anu Vilovere, Management Training)

*Career planning* (Psycon Oy, Personal Growth and Development)

*Presentation* (International Management Education, Powerful Presentation Skills)

*Finance, Strategy, Management* (Finland Post Business School, Excellence Program)

## **Languages**

Estonian – national language

English – oral fluent, written fluent

Russian – oral fluent, written good

Finnish – oral some, written none