

# 1. Executive Summary

## 1.1 Objective and Scope

The Federal Inland Revenue Service (FIRS) has mandated e-invoicing through the Merchant Buyer Solution (MBS), requiring every enterprise to submit invoices electronically for clearance and compliance. The objective of this proposal is to present Softrust and Bluelight Systems' comprehensive solutions that allow enterprises of all sizes to become compliant quickly, securely, and without disruption to existing operations.

This proposal outlines our technology suite, integration approaches, onboarding process, and operational support framework. It covers multiple deployment options, ensuring that whether a client is running a Tier-1 ERP system such as SAP or Oracle, a mid-market application, or a custom-built billing system, they can achieve compliance in weeks rather than months.

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## 1.2 What the Client Gains

- **Immediate Compliance** – Every invoice cleared through FIRS MBS with IRN, QR code, and signature automatically generated.
  - **Minimal Change to ERP** – SmartAPI, BlueBox, and Email Connector provide non-invasive methods that avoid costly ERP upgrades.
  - **Audit Readiness** – Evidence bundles created for every transaction, with exportable receipts, logs, signatures, and QR codes.
  - **Future-Proofing** – Our canonical SmartAPI contract isolates client systems from FIRS schema changes, eliminating rework.
  - **Flexibility of Choice** – API, SaaS, Email, and Capture-based solutions fit all levels of technical maturity.
  - **Enterprise Rigor** – Delivered through structured methodology, governance, risk management, and SLA-backed operations.
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## 1.3 Solution Options Overview

Our solution suite provides four entry points into compliance, tailored to different client contexts:

1. **SmartAPI** – A full-featured REST API that integrates directly with ERP or billing systems. Handles transformation, signing, QR generation, submission to FIRS, archiving, monitoring, and reconciliation.
2. **BlueInvoice** – A secure SaaS web application for creating, managing, and submitting invoices without ERP dependency. Ideal for subsidiaries, smaller entities, or rapid pilots.

3. **Email Connector** – The simplest integration option. Clients send invoices as email attachments to a dedicated address. Invoices are automatically processed, submitted, and returned with acknowledgements and receipts.
4. **BlueBox** – Capture technology that intercepts invoices at print, folder, or network port level. Processes them automatically into compliant submissions, requiring zero modification to legacy ERP systems.

<diagram: One-page solution landscape showing SmartAPI, BlueInvoice, Email Connector, BlueBox, and FIRS MBS>

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## 1.4 Why Softrust and Bluelight

- **Accredited by FIRS** – Qualified Access Provider and System Integrator in Nigeria.
  - **Proven Technology** – <BluelightSmartAPI> is already production-ready, tested, and handling full compliance lifecycle.
  - **End-to-End Coverage** – From requirements gathering to steady-state support, with methodology aligned to global best practices.
  - **Enterprise Security and Compliance** – TLS 1.3, mTLS, PKI signing, WORM archiving, SIEM integration, and audit-ready logs.
  - **Scalable Delivery** – Supports single company operations as well as multi-entity, multi-country groups with high transaction volumes.
  - **Migration Ready** – Works seamlessly with both SAP ECC and S4/HANA, as well as other ERP platforms, ensuring future safety.
  - **Support and SLA Assurance** – 24x7 coverage with service credits, RPO of 15 minutes, RTO of 2 hours, and quarterly service reviews.
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## 1.5 Summary Statement

With Softrust and Bluelight, enterprises are not just buying compliance technology — they are investing in resilience, audit confidence, and future readiness. Our suite of SmartAPI, BlueInvoice, Email Connector, and BlueBox ensures that every type of enterprise, regardless of its ERP maturity, can achieve compliance rapidly and sustain it effortlessly.