



***Supply Chain Connectivity:
E-Commerce as a Main Driver and Integration Tool***

Final Report



**Electronic Commerce Steering Group
APEC Committee on Trade and Investment**

**Moscow
November, 2011**

APEC PROJECT

«Supply Chain Connectivity: e-Commerce as a Main Driver and Integration Tool»

CTI 16/2011T

Prepared By

Association for Cooperation with Nations of Asia and Pacific Region (Russia)

15, build 8, Yaroslavskaya Street.

Moscow 129366 Russia

Tel: +7 (495) 617 4238

Fax: +7 (495) 617 4238

Email: makarycheva53@mail.ru, Ana_Filichkina@mail.ru

FOR THE ASIA-PACIFIC ECONOMIC COOPERATION

SECRETARIAT

35 Heng Mui Keng Terrace Singapore 119616

Tel: (65) 68919-600 Fax: (65) 68919-690

Email: info@appec.org

Website: www.appec.org

APEC#211-CT-04.7

© 2011 APEC Secretariat

CONTENT

A)	THE PROJECT BACKGROUND	4
B)	THE PROJECT OBJECTIVES	5
C)	FOLLOW-UP IN APEC.....	7
D)	THE WORKSHOP AGENDA.....	8
E)	CONCLUSIONS AND RECOMMENDATIONS	11
F)	LIST OF APEC FOUNDED PARTICIPANTS	13
G)	THE WORKSHOP PICTURES	15
H)	ATOMIZATION OF PRODUCTION CHAIN ELEMENTS IN THE PROCUREMENT PROCESS CARRIED OUT IN ELECTRONIC TRADING SYSTEMS.....	18
I)	THE DEVELOPMENT OF SUPPLY CHAIN VISIBILITY VIA APEC INITIATIVE.....	31
J)	MALAYSIA ELECTRONIC CROSS BORDER INITIATIVE	38
K)	E-CUSTOMS AND SINGLE WINDOW IN THAILAND.....	58
L)	STREAMLINING SUPPLY CHAIN CONNECTIVITY IN THE PHILIPPINES THROUGH CLOUD COMPUTING AND E-COMMERCE	72
M)	SUPPLY CHAIN CONNECTIVITY – E-COMMERCE AS A MAIN DRIVER AND INTEGRATION TOOL – CONTEXT OF THE PROJECT	79
N)	TRANSBOUNDARY TRUST SPACE AS A COMPONENT OF AN INTERNATIONAL E- COMMERCE SOFT-INFRASTRUCTURE.....	85
O)	THE APPLICATION OF E-COMMERCE TO THE INTERNATIONAL SUPPLY CHAIN CONNECTIVITY: EXAMPLE OF E-TRANSPORTATION PLATFORM & E-TRADING PLATFORM OF CHINESE TAIPEI	97
P)	E-FREIGHT AS A PART OF E-COMMERCE.....	106
Q)	UNECE (UN/CEFACT) TOOLS AND STANDARDS ON TRADE FACILITATION AND E- BUSINESS FOR SUPPLY CHAINS.....	124
R)	CURRENT STATUS OF VIET NAM E-COMMERCE AND ONLINE PUBLIC SERVICES	132
S)	SUPPLY CHAIN CONNECTIVITY AND CROSS BORDER E-COMMERCE-CHINA'S EXPERIENCE	143
T)	THE CONTRIBUTION OF UNIFORM TRADE LAW TO SUPPLY CHAIN CONNECTIVITY: UNCITRAL TEXTS AND ELECTRONIC SINGLE WINDOW FACILITIES	154
U)	CASE STUDIES OF PAN ASIAN E-COMMERCE ALLIANCE	165

a) The Project background

The project “Supply Chain Connectivity: e-Commerce as a Main Driver and Integration Tool” was proposed by the Russian Federation. The project directly corresponds to the APEC priorities of trade facilitation, including Bogor goals and Osaka Action Agenda.

In 2009 in Singapore at 21th Ministerial Meeting there was adopted APEC Supply Chain Connectivity Framework. In this framework there were identified a number of chokepoints in the way of seamless transport and trade flows, including chokepoint 5: burdensome customs documentation and other procedures (including for preferential trade). The sphere of responsibility of ECGS, according to the framework, is:

- Assessment of best practices in paperless trade;
- Study of achieving of e-documents in paperless trade.

In 2010, in Sendai, on the third Senior Officials Meeting there was considered Supply Chain Initiative Action Plan. According to this plan, ECGS is coordinating forum for ease the burden of exporters/importers by simplifying customs documentation and other procedures, also for increase the understanding of customs procedures and other procedures among businesses by enhancing transparency and predictability (Chokepoint 5). Also the role of ECSG is participating in improvement of the efficiency of air, land and multi-modal connectivity in the region and to open up more options, enabling businesses to optimize supply-chain efficiency and operate across-the-border in the fastest, cheapest and most reliable way possible (Chokepoint 6).

Besides, in e-commerce area the second APEC Trade Facilitation Action Plan assigns the following: “Implementation of a work program to reduce trade transaction-related paper documentation, including documentation on customs clearance and financial settlement”.

Taking into account that e-commerce is a strong driver for overcoming the chokepoints, mentioned above, the project “Supply Chain Connectivity: e-Commerce as a Main Driver and Integration Tool” is deeply corresponds with objectives of the both Plans, because the role of e-commerce in supply chain is to promote and improve the connectivity, enhance capacity building with a help of e-technologies.

b) The Project Objectives

Supply Chain Connectivity is a very up-to-date and modern trend now in APEC economic community, as well as all over the World.

In 2010, the CTI agreed to adopt 10 percent as the overarching target for improving supply-chain performance in terms of time, cost and uncertainty by 2015. The note submitted by PSU regarding the performance measurement design for the 10 percent target has been approved by CTI.

Supply Chain connects all the elements of soft and hard infrastructure of goods and services, as well as logistic. All these elements by main force use ICT technologies and tools of e-commerce. The role of e-commerce in supply chain is to promote and improve the connectivity, enhance capacity building with a help of e-technologies. E-technologies, in turn, are the base for tools of e-commerce, which is deeply involved into the process of supply chain connectivity.

The objectives of the project were:

- to collect and analyze the information about the current status of supply chain “soft infrastructure” in APEC region, which includes: informational systems, regulation and licensing, governance, safety;
- to hold an APEC Workshop to share experience, analyze the current status of “soft infrastructure” of supply chain connectivity, consider e-commerce in the context of supply chain connectivity. To find out which tools of e-commerce are used on every stage of supply chain and what advantages are provided by them;
- to involve APEC member economies and relative international organizations to discuss the ways for improvement of the “soft infrastructure” of supply chain by e-commerce tools implementation.

All these objectives were achieved in the frames of the project. Within the workshop, organized in the frames of APEC Senior Officials Meeting III, at the 19th of September, 2011, in San-Francisco (the USA).

35 participants from 14 APEC Member economies (Canada, Chile, China, Chinese Taipei, Indonesia, Korea, Malaysia, Mexico, Peru, the Philippines, the Russian Federation, Thailand, Japan and Viet Nam), 3 representatives of APEC fora (ECSG, SCSC and CTI) and invited guest from International organizations (UN/CEFACT, UN/CITRAL, PAA), and business communities attended the workshop.

The contribution, made by representatives of International Organizations, as well as business companies, was very useful for advanced understanding of supply chain connectivity organization and for considering of the best practices and study cases in real business activities. The presentation of PAA showed that in the most informative way.

The workshop activities helped to participants to reach the new level of understanding of supply chain connectivity initiative and proposed actions across the APEC economies; as well as suggestions for improvement of programs and plans, related to supply chain connectivity in the field of e-commerce and “soft infrastructure”, shared the experience and consider the positions of the International Organizations.

The main objective of the project was to join together efforts of APEC economies, International Organization and business communities, as well as APEC fora involved, for further facilitating of the supply chain connectivity across the APEC member economies, to trace the execution of APEC guidelines, plans and documents, devoted to the supply chain connectivity development, to deliver out useful suggestions on possible actions and initiatives for further consideration by APEC member economies.

c) Follow-up in APEC

Work on continuation of the Supply Chain Initiative (SCI) includes developing a focus group to further discuss on the work under the SCI. This focus group consists of APEC fora, related to SCI realization and there is a big importance and necessity in coordinating the efforts of these fora. In the frames of this project we will involve APEC member economies and relative international organizations to discuss the ways for improvement of supply chain connectivity with a help of e-commerce.

According to Supply Chain Initiative Action Plan, the Electronic Commerce Steering Group is responsible for: chokepoint 5 - Burdensome procedures for customs documentation and other procedures (including for preferential trade) and chokepoint 6 – underdeveloped multi-modal transport capabilities; inefficient air, land, and multimodal connectivity, together with other fora: CTI, SCCP, SCSC, MAG, TPTWG.

ECGS is coordinating forum for both these chokepoints overcoming. As a coordinating and involved forum our goal is to trace and coordinate activities of other for a in Action Plan implementation by shearing of experience, organization of meaningful events and developing of further plans and recommendations.

In this project we made our best to invite to the workshops representatives of all the fora, listed bellow as speakers with presentation about their current activities concerning Supply Chain Connectivity Action Plan implementation. Also we invited representatives of ABAC, UN/CEFACT, UNCITRAL and UN/ESCAP.

All the participants mentioned that it is necessary to implement projects with engaging not only representatives of APEC member economies within one group, and not just invite, but actively involve other related organization and communities. Considered activities, developed on the base of cooperatively considered organizations, will facilitate cross-border transactions, improving of supply chain connectivity, and will make a big contribution into its efficiency and greater productivity.

d) The workshop Agenda

19 September 2011

08:30 – 09:00	Registration
09:00 – 9:30	Welcome Remarks Ms. Susan H.S. Lu, APEC Electronic Commerce Steering Group, Paperless Trading Subgroup Chair Mr. Alexey Domrachev, Ministry of Telecom and Mass Communications of the Russian Federation, Department of State Policy and e-Government Development, Counselor Ms. Natalie Makarycheva Association for Cooperation with Nations of Asia and Pacific Region (ACN), President, Russia 1. Supply Chain Connectivity in APEC – Context of the Project Ms. Anastasia Filichkina, ACN, Project Leader, Russia
9:30 – 10:30	Supply Chain Connectivity Positions of International Organizations, Academia and Business. Projects Implemented and Further Perspectives Moderator - Ms. Anastasia Filichkina, ACN, Russia 2. UNECE (UN/CEFACT) Tools and Standards on Trade Facilitation and E-Business for Supply Chains Mr. Sergey Kouzmin, UNECE, (UN/CEFACT) 3. The Contribution of Uniform Trade Law to Supply Chain Connectivity: UNCITRAL Texts and Electronic Single Window Facilities Mr. Luca Castellani, Secretary UNCITRAL Working Group IV (Electronic Commerce) 4. Facilitating Secure Cross Border Trade - Case Studies of Pan Asian E-Commerce Alliance Ms. Alicia Say, Pan-Asian E-commerce Alliance (PAA)
10:30 – 10:50	Coffee Break

10:50 - 12:30	5. The Application of E-Commerce to the International Supply Chain Connectivity: Examples of E-transportation Platform and E-trading Platform of Chinese Taipei Dr. Lee, Tzong-Ru, Marketing Department of the National Chung Hsing University 6. B2B Center as an Integrator of the Informational, Logistic and Purchase Services Mr. Vadim Potrashkov, B2B Energy, Russia 7. E-freight as a Part of E-commerce Mr. Vladimir Zubkov, Vice-President, Relations with International Organizations, Volga-Dnepr group 8. Transboundary Trust Space as a Component of an International Electronic Commerce Soft-infrastructure Mr. Vladimir N. Kustov, Ph.D. Deputy Director of "GazInformService" LLC, Mr. A. Domrachev, Ministry of Telecom and Mass Communications of the Russian Federation, Department of State Policy and e-Government Development, Counselor
12:30 – 13:00	Q & A Session
13:00 – 14:30	Luncheon
14:30 – 16.00	The Current Status of Supply Chain “Soft Infrastructure” in APEC Member Economies Moderator - Eric Futin Senior Policy Advisor E-Business Development, Electronic Commerce Branch Industry Canada 9. Streamlining Supply Chain Connectivity in the Philippines through E-Commerce and Cloud Computing Systems Mr. Dustin Andaya Chairman, Qartas Corporation, the Philippines 10. E-Commerce and Single Window in Thailand Mr. Tersdak Suvarnamani, Customs Technical Senior Officer Ministry: Customs Department, Ministry of Finance, Thailand 11. The Best Practice of ECO Cross Border Exchange in APEC

	Ms. Susan Lu, Bureau of Foreign Trade, MOEA, E-Commerce Task Force, Executive Secretary, Chinese Taipei 12. Supply Chain Connectivity and Cross-border E-business: Opportunities and Challenges Dr. Wang Jian, PhD and Professor of International Business and e-Business University of International Business and Economics (UIBE), China 13. Overview on Current e-Commerce Application in Vietnam Ms. Nguyen Thi Minh Huyen, Chief of Office Vietnam E-commerce and IT Agency, Ministry of Industry and Trade, Vietnam 14. Malaysia Electronic Cross Border Initiatives Mr. Amran Sameon, Director of Trade Facilitation MITI, Ministry of International Trade & Industry (MITI), Malaysia
16:00 – 16:30	<i>Q & A Session</i>
16:30 – 16:50	Coffee Break
16:50 – 17:30	APEC Cross-Fora Activities in Supply Chain Initiative Moderator - Ms. Susan H.S. Lu, APEC Electronic Commerce Steering Group, Paperless Trading Subgroup Chair 15. The Development of Supply Chain Visibility Via APEC Initiative Mr. Kawamura, Representative of SCSC, Director-General for Technical Regulations, Standards & Conformity Assessment Policy Unit, Ministry of Economy, Trade and Industry (METI), Japan 16. Report of CTI Vice-Chair of CTI
17:30 – 18:00	<i>Round Table Discussion</i>

e) Conclusions and Recommendations

The Workshop led to the following recommendations:

1. Participants stressed that efficient supply chains constitute an essential element of integrating developing and transition economies into the global economy. It was suggested that countries will prepare a checklist of typical problems faced by companies in order to see how such problems can be solved.
2. Participants agreed on the importance of single window facilities in improving supply chains and decided to share member economies experiences in this area by using SW repository webpage and making it a joint project among APEC member economies;
3. Participants noted the seriousness of the incompatibility problem of international information systems being established between countries, by international organizations and within sectors (air, railway, automobile transport and others). An interest was expressed in a series of presentations on how to achieve necessary interoperability both on level of infrastructure and of functional applications. The necessity was stressed to ensure inter-format coordination on the level of international organizations and fora like APEC, UNECE/CEFACT, UNCITRAL, international Chamber of Commerce, International e-trade platforms and others;
4. In the framework of the debates that took place an opinion was expressed that to ensure any interoperable information transactions on all stages of supply chain a set of universal approaches and principles shall be prepared which can be later on reflected in a complex of legal, organizational and technical documents of international and national levels;
5. Participants suggest in future devoting attention to issues of achieving paperless when implementing the complex of information transactions within the framework of global supply chains;
6. Electronic Certificate of Origin should be initiated in the potential economies to the extent most possible. Those economies that cannot apply preferential CO are advised to consider non-preferential CO, online with other potential APEC economies;

7. Some economies provide e-Customs services to support international traders by cutting logistics costs, reduce processing time, enhance predictability and improve competitiveness. E-Customs provides advance information to Customs authorities for better decisions and management. Therefore, it should be balances trade facilitation with Customs control;
8. It is necessary to coordinate activities of different APEC fora, involved into implementation of the Supply Chain Connectivity Initiative and responsible for different part Connectivity consists of;
9. It is necessary to forester the further joined projects, dedicated to Supply Chain Connectivity, in the frames of APEC and organize the special events, seminars and workshop for sharing experience, updating information and working out of the further steps in Supply Chain Connectivity;
10. It is important to encourage the APEC Member economies' government bodies to create / enhance their paperless trading information system infrastructure, first of all, by establishing / enhancing the appropriate policy and legal framework and integrate with other economies, using recommendations of International organizations.

f) List of APEC Founded Participants

Name	Title	Organization	Economy
Sergey Kouzmin	Mr.	UNECE, UN/CEFACT	The Russian Federation
Vladimir Kustov	Mr.	Gazinformservice INC	The Russian Federation
Dr. LeeTzong-Ru (Jiun-Shen)	Mr.	Marketing Department of the National Chung Hsing University	Chinese Taipei
Valpuesta Elena	Ms.	Ministry of Foreign Affairs	Chile
Septiana Nur Endah Hafni	Ms.	Ministry of Communication & Information Technology	Indonesia
Jiang Wang	Mr.	University of International Business and Economics (UIBE)	China
Beatriz Velazquez Soto	Ms.	Ministry of Economy	Mexico
Nguyen Thi Minh Huyen	Ms.	Ministry of Industry and Trade of Vietnam	Vietnam
Amran Sameon	Mr.	Trade Facilitation & Technology, Ministry of International Trade & Industry (MITI)	Malaysia
Anastasia Filichkina	Ms.	Association for Cooperation with Nations of Asia and Pacific Region	The Russian Federation

Gerardo Meza	Mr.	Ministry of Foreign Trade and Tourism	Peru
Tersdak Suvarnamani	Mr.	Ministry: Customs Department, Ministry of Finance	Thailand
Luca Castellani	Mr.	UNCITRAL Working Group IV (Electronic Commerce)	International Organization
Alicia Say	Ms.	Pan-Asian e-Commerce Alliance	Chinese Taipei
Vladimir Zubkov	Mr.	Volga-Dnepr group	The Russian Federation
Vadim Potrashkov	Mr.	B-2-B Energy	The Russian Federation
Dustin Andaya Chairman	Mr.	Business Community	The Philippines

g) The workshop pictures







h) Atomization of Production Chain Elements in the Procurement Process Carried Out in Electronic Trading Systems

Automation of production chain elements in the procurement process carried out in electronic trading systems

B2B-CENTER

ОПЕРАТОР ЭЛЕКТРОННЫХ ТОРГОВ

21

B2B-Center (B2B.ru) - крупнейшая российская электронная торговая площадка

www.b2b-center.ru

B2B-CENTER
E-COMMERCE OPERATOR

Automation of Procurement in the B2B-Center System Control over Execution of the Contract

B2B-CENTER																																																																																																																																															
The actual conducting of procurement																																																																																																																																															
<table border="1"> <thead> <tr> <th>№</th><th>Contract</th><th>Contract type</th><th>Contract status</th><th>Contract value</th><th>Contract date</th><th>Contract description</th><th>Contract terms</th><th>Contract conditions</th><th>Contract documents</th><th>Contract execution</th><th>Contract completion</th></tr> </thead> <tbody> <tr> <td>1</td><td>Contract 1</td><td>Contract 1</td><td>Contract 1</td><td>Contract 1</td><td>Contract 1</td><td>Contract 1</td><td>Contract 1</td><td>Contract 1</td><td>Contract 1</td><td>Contract 1</td><td>Contract 1</td></tr> <tr> <td>2</td><td>Contract 2</td><td>Contract 2</td><td>Contract 2</td><td>Contract 2</td><td>Contract 2</td><td>Contract 2</td><td>Contract 2</td><td>Contract 2</td><td>Contract 2</td><td>Contract 2</td><td>Contract 2</td></tr> <tr> <td>3</td><td>Contract 3</td><td>Contract 3</td><td>Contract 3</td><td>Contract 3</td><td>Contract 3</td><td>Contract 3</td><td>Contract 3</td><td>Contract 3</td><td>Contract 3</td><td>Contract 3</td><td>Contract 3</td></tr> <tr> <td>4</td><td>Contract 4</td><td>Contract 4</td><td>Contract 4</td><td>Contract 4</td><td>Contract 4</td><td>Contract 4</td><td>Contract 4</td><td>Contract 4</td><td>Contract 4</td><td>Contract 4</td><td>Contract 4</td></tr> <tr> <td>5</td><td>Contract 5</td><td>Contract 5</td><td>Contract 5</td><td>Contract 5</td><td>Contract 5</td><td>Contract 5</td><td>Contract 5</td><td>Contract 5</td><td>Contract 5</td><td>Contract 5</td><td>Contract 5</td></tr> <tr> <td>6</td><td>Contract 6</td><td>Contract 6</td><td>Contract 6</td><td>Contract 6</td><td>Contract 6</td><td>Contract 6</td><td>Contract 6</td><td>Contract 6</td><td>Contract 6</td><td>Contract 6</td><td>Contract 6</td></tr> <tr> <td>7</td><td>Contract 7</td><td>Contract 7</td><td>Contract 7</td><td>Contract 7</td><td>Contract 7</td><td>Contract 7</td><td>Contract 7</td><td>Contract 7</td><td>Contract 7</td><td>Contract 7</td><td>Contract 7</td></tr> <tr> <td>8</td><td>Contract 8</td><td>Contract 8</td><td>Contract 8</td><td>Contract 8</td><td>Contract 8</td><td>Contract 8</td><td>Contract 8</td><td>Contract 8</td><td>Contract 8</td><td>Contract 8</td><td>Contract 8</td></tr> <tr> <td>9</td><td>Contract 9</td><td>Contract 9</td><td>Contract 9</td><td>Contract 9</td><td>Contract 9</td><td>Contract 9</td><td>Contract 9</td><td>Contract 9</td><td>Contract 9</td><td>Contract 9</td><td>Contract 9</td></tr> <tr> <td>10</td><td>Contract 10</td><td>Contract 10</td><td>Contract 10</td><td>Contract 10</td><td>Contract 10</td><td>Contract 10</td><td>Contract 10</td><td>Contract 10</td><td>Contract 10</td><td>Contract 10</td><td>Contract 10</td></tr> </tbody> </table>												№	Contract	Contract type	Contract status	Contract value	Contract date	Contract description	Contract terms	Contract conditions	Contract documents	Contract execution	Contract completion	1	Contract 1	Contract 1	Contract 1	Contract 1	Contract 1	Contract 1	Contract 1	Contract 1	Contract 1	Contract 1	Contract 1	2	Contract 2	Contract 2	Contract 2	Contract 2	Contract 2	Contract 2	Contract 2	Contract 2	Contract 2	Contract 2	Contract 2	3	Contract 3	Contract 3	Contract 3	Contract 3	Contract 3	Contract 3	Contract 3	Contract 3	Contract 3	Contract 3	Contract 3	4	Contract 4	Contract 4	Contract 4	Contract 4	Contract 4	Contract 4	Contract 4	Contract 4	Contract 4	Contract 4	Contract 4	5	Contract 5	Contract 5	Contract 5	Contract 5	Contract 5	Contract 5	Contract 5	Contract 5	Contract 5	Contract 5	Contract 5	6	Contract 6	Contract 6	Contract 6	Contract 6	Contract 6	Contract 6	Contract 6	Contract 6	Contract 6	Contract 6	Contract 6	7	Contract 7	Contract 7	Contract 7	Contract 7	Contract 7	Contract 7	Contract 7	Contract 7	Contract 7	Contract 7	Contract 7	8	Contract 8	Contract 8	Contract 8	Contract 8	Contract 8	Contract 8	Contract 8	Contract 8	Contract 8	Contract 8	Contract 8	9	Contract 9	Contract 9	Contract 9	Contract 9	Contract 9	Contract 9	Contract 9	Contract 9	Contract 9	Contract 9	Contract 9	10	Contract 10	Contract 10	Contract 10	Contract 10	Contract 10	Contract 10	Contract 10	Contract 10	Contract 10	Contract 10	Contract 10
№	Contract	Contract type	Contract status	Contract value	Contract date	Contract description	Contract terms	Contract conditions	Contract documents	Contract execution	Contract completion																																																																																																																																				
1	Contract 1	Contract 1	Contract 1	Contract 1	Contract 1	Contract 1	Contract 1	Contract 1	Contract 1	Contract 1	Contract 1																																																																																																																																				
2	Contract 2	Contract 2	Contract 2	Contract 2	Contract 2	Contract 2	Contract 2	Contract 2	Contract 2	Contract 2	Contract 2																																																																																																																																				
3	Contract 3	Contract 3	Contract 3	Contract 3	Contract 3	Contract 3	Contract 3	Contract 3	Contract 3	Contract 3	Contract 3																																																																																																																																				
4	Contract 4	Contract 4	Contract 4	Contract 4	Contract 4	Contract 4	Contract 4	Contract 4	Contract 4	Contract 4	Contract 4																																																																																																																																				
5	Contract 5	Contract 5	Contract 5	Contract 5	Contract 5	Contract 5	Contract 5	Contract 5	Contract 5	Contract 5	Contract 5																																																																																																																																				
6	Contract 6	Contract 6	Contract 6	Contract 6	Contract 6	Contract 6	Contract 6	Contract 6	Contract 6	Contract 6	Contract 6																																																																																																																																				
7	Contract 7	Contract 7	Contract 7	Contract 7	Contract 7	Contract 7	Contract 7	Contract 7	Contract 7	Contract 7	Contract 7																																																																																																																																				
8	Contract 8	Contract 8	Contract 8	Contract 8	Contract 8	Contract 8	Contract 8	Contract 8	Contract 8	Contract 8	Contract 8																																																																																																																																				
9	Contract 9	Contract 9	Contract 9	Contract 9	Contract 9	Contract 9	Contract 9	Contract 9	Contract 9	Contract 9	Contract 9																																																																																																																																				
10	Contract 10	Contract 10	Contract 10	Contract 10	Contract 10	Contract 10	Contract 10	Contract 10	Contract 10	Contract 10	Contract 10																																																																																																																																				

22

B2B-Center (B2B.ru) - крупнейшая российская электронная торговая площадка

B2B-CENTER
E-COMMERCE OPERATOR

Automation of Procurement in the B2B-Center System

Conclusion of the Contract



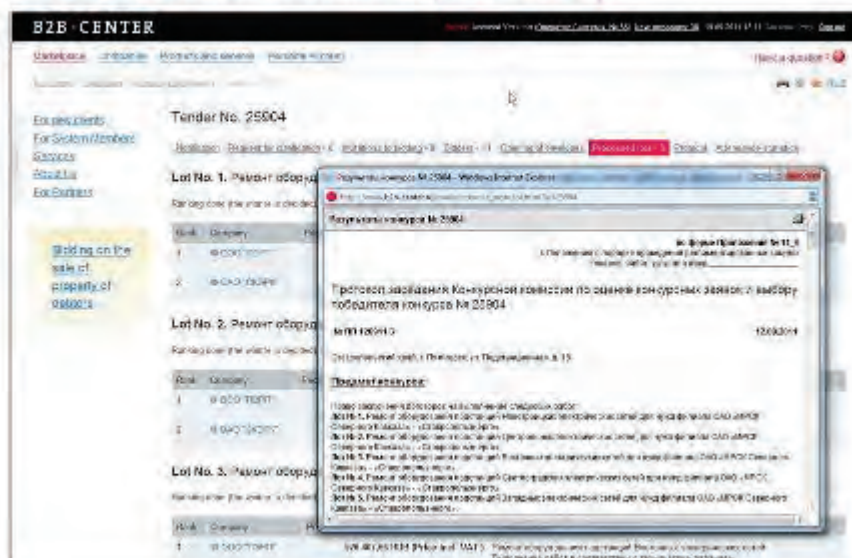
22

B2B-Center IT Solutions, Inc. Development Center (B2C)

B2B-CENTER
E-COMMERCE OPERATOR

Automation of Procurement in the B2B-Center System

Choice of the Winner (Protocol)



2

B2B-Center IT Solutions, Inc. Development Center (B2C)

B2B-CENTER
E-COMMERCE OPERATOR

Suppliers' Proposals

[illegible]

225-Case: "Zachary David and Casey" (2007)

B2B-CENTER
EXCOMM-BO OPERATOR

Automation of Procurement in the B2B-Center System

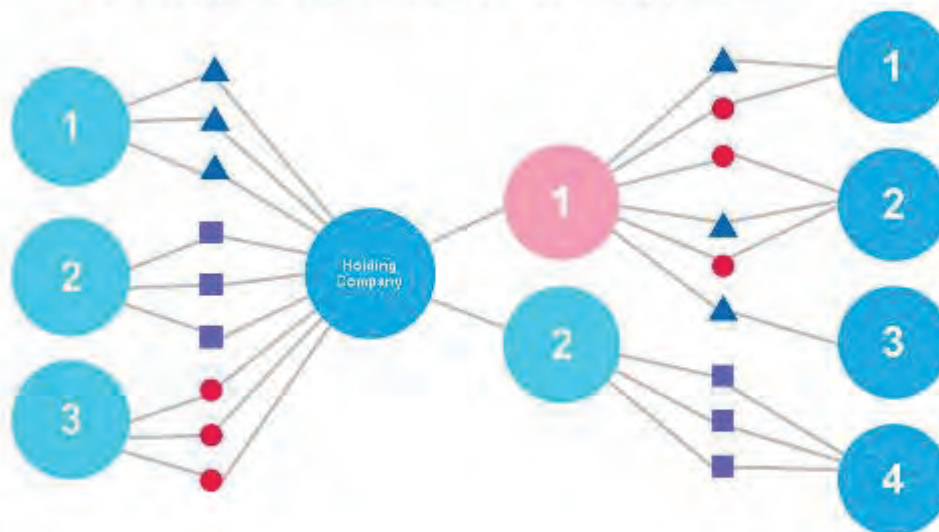
[illegible]

225-Gene "Zinc and Disulfide Bond" (200)

B2B • CENTER
EXCOMMUNICATIONS

Organization of Procurement Process

Ensuring Notification to the Suppliers

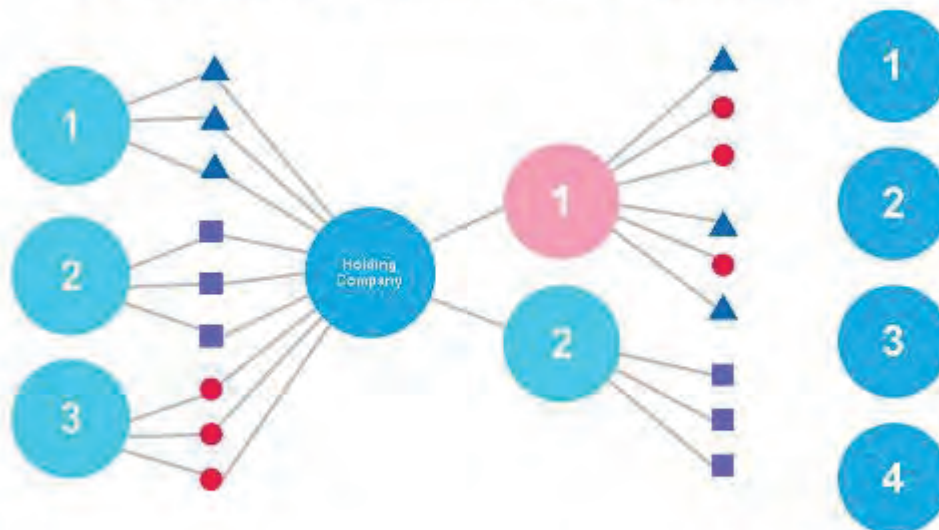


B2B-Center of Business Development Center (BDC)

B2B • CENTER
A COMPANY OF BDC

Organization of Procurement Process

Generation of Procurement Procedures



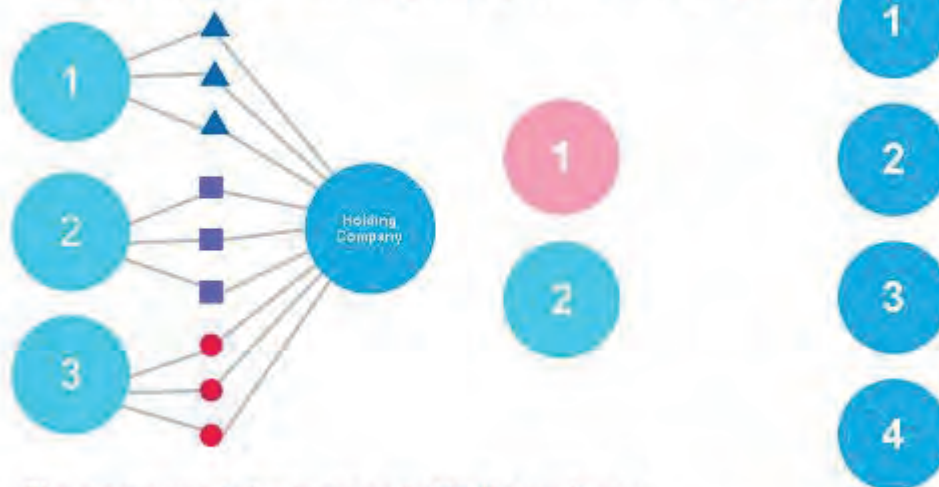
B2B-Center of Business Development Center (BDC)

B2B • CENTER
A COMPANY OF BDC

Organization of Procurement Process

Aggregation

(development of an integrated procurement program)



The procurement plan is generated by the customer

1

B2B-Center/Business Development Center (BDC)

B2B • CENTER
A COMMERCIAL PARTNER

Organization of Procurement Process

Initiation of Procurement

Procurement Plan

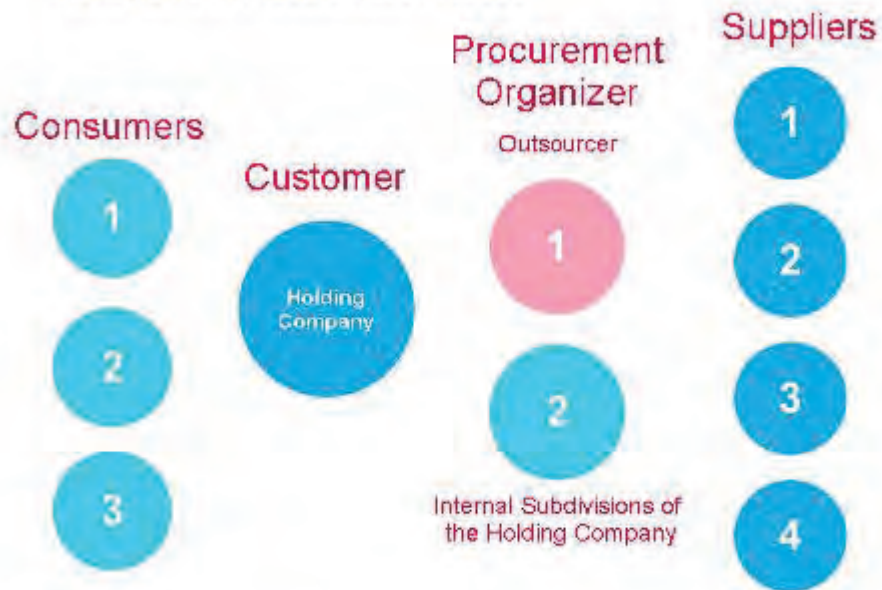


C

B2B-Center/Business Development Center (BDC)

B2B • CENTER
A COMMERCIAL PARTNER

Participants of Procurement Process

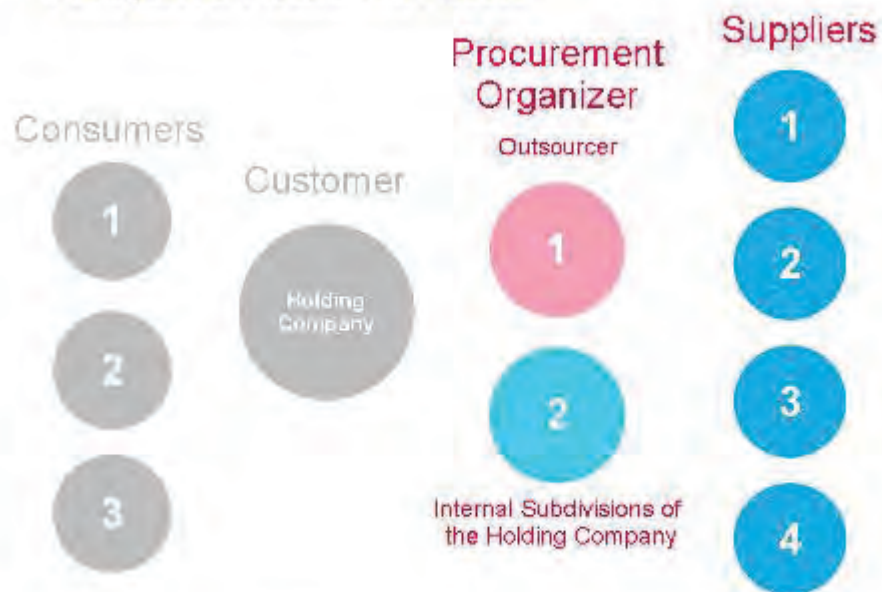


2

B2B-Center/Business Development Center (BDC)

B2B • CENTER
A COMPANY OF BDC

Participants of Procurement Process



B2B-Center/Business Development Center (BDC)

B2B • CENTER
A COMPANY OF BDC

Participants of Procurement Process

Consumers

1

2

3

Customer

Holding
Company

Suppliers

1

2

3

4



C

B2B-Center (B2B) and Development Center (B2C)

B2B • CENTER
E-COMMERCE OPERATOR

Participants of Procurement Process

Consumers

1

2

3

Customer

Holding
Company

Consumers are affiliates of the holding company



E

B2B-Center (B2B) and Development Center (B2C)

B2B • CENTER
E-COMMERCE OPERATOR

Participants of Procurement Process

Customer

Holding
Company

The Customer acting for one's own benefit and for the benefit of the affiliates

6

Б2Б-центр «Бизнес-Развитие» (Б2Б-ЦР)

B2B-CENTER
E-COMMERCE OPERATOR

Stages of Procurement Process (Shortened Version)

- The affiliate initiates procurement (defines the demands);
- The affiliate management adjust and endorse the procurement;
- An order for the purchased products with detailed specifications is developed;
- Applications for the procurement are aggregated in the holding company;
- Procurement plan (integrated purchasing program) is drafted;
- The holding company allocates budget for the procurement;
- The type of purchasing procedure is chosen (tender, auction, etc.);
- The organizer of the procurement procedure is determined (internal subdivision or a specialized procurement agency)
- Procurement documentation is developed;
- Supplier and/or producer are chosen at the trades;
- The parties sign the agreement;
- Control over the execution of the contract is carried out.

7

Б2Б-центр «Бизнес-Развитие» (Б2Б-ЦР)

B2B-CENTER
E-COMMERCE OPERATOR

[illegible]

Participants of the System

[illegible]

Electronic Marketplace

The screenshot shows the B2B-CENTER website interface. At the top, there's a header with the logo and contact information. Below the header, there's a navigation menu on the left. The main content area is divided into several sections: a search bar, a list of companies, and a list of products. The companies listed include various energy and utility companies. The products listed include various types of energy and utility equipment.

1

B2B-Center Website Display and Content (B2C)

B2B-CENTER
E-COMMERCE OPERATOR

B2b-center.ru

The screenshot shows the B2B-CENTER website interface. At the top, there's a header with the logo and contact information. Below the header, there's a navigation menu on the left. The main content area is divided into several sections: a search bar, a list of companies, and a list of products. The companies listed include various energy and utility companies. The products listed include various types of energy and utility equipment.

2

B2B-Center Website Display and Content (B2C)

B2B-CENTER
E-COMMERCE OPERATOR

B2B-CENTER
It's easy to run business without tools?

47 000 870-18-88

Benefits and optimization
B2B-Center provides you with a set of different tools and services to increase the efficiency of your procurement process. Learn about it in our blog: [B2B-Center: a set of tools for procurement](#)

Simplicity and convenience
B2B-Center is designed with a lot of smart (hidden) features. For more information, read our [B2B-Center: a set of tools for procurement](#)

Reliability and safety
B2B-Center provides a lot of security features and a lot of different tools to ensure the safety of your procurement process. For more information, read our [B2B-Center: a set of tools for procurement](#)

Statistics

Category	Value
Completed	8400
Uncompleted	110
On hold	10
Cancelled	100
Rejected	100
Not started	100

Exchange rates

From	To	Rate
USD	RUB	62.12
EUR	RUB	74.12
GBP	RUB	74.12

B2B-Center: It's easy to run business without tools?

B2B-CENTER
ОПЕРАТОР ЭЛЕКТРОННЫХ ТОРГОВ

Automation of supply chain elements in the
procurement process carried out in electronic
trading systems

B2B-CENTER
ОПЕРАТОР ЭЛЕКТРОННЫХ ТОРГОВ

B2B-Center: It's easy to run business without tools?

ОПЕРАТОР ЭЛЕКТРОННЫХ ТОРГОВ

B2B-CENTER
ОПЕРАТОР ЭЛЕКТРОННЫХ ТОРГОВ

B2B • CENTER

E-COMMERCE OPERATOR

გეგმვანი 2011



საბჭოთაო ეკონომიკისა და მდგრადი განვითარების სამინისტრო

WWW.B2B-CENTER.GE

B2B • CENTER
E-COMMERCE OPERATOR

i) The Development of Supply Chain Visibility via APEC Initiative

The development of Supply Chain Visibility via APEC initiative

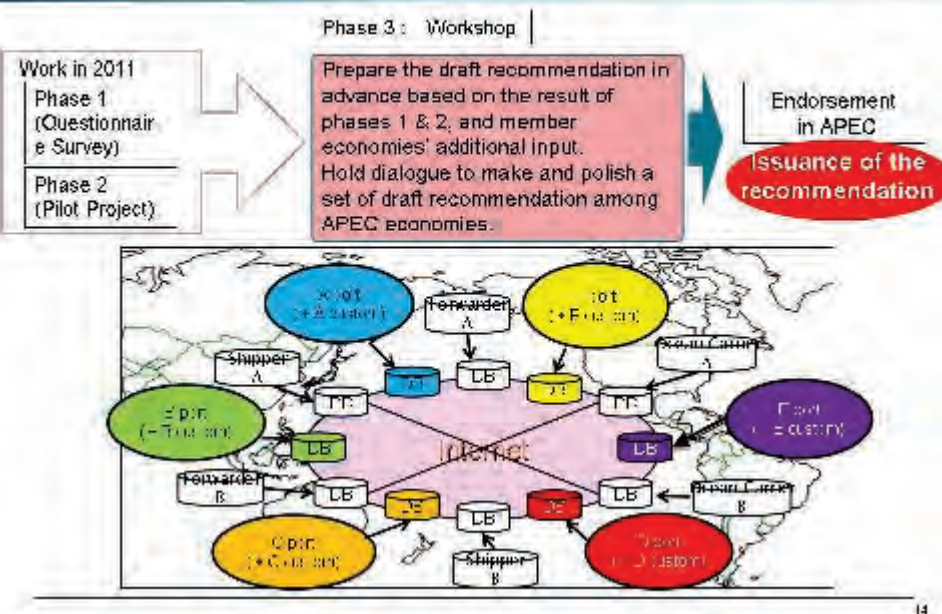
Nobuki KAWAMURA

APEC/SCSC's Vice Chairman

Director General
Technical Regulations, Standards and
Conformity Assessment Policy Unit

Ministry of Economy, Trade and Industry
Government of Japan

(Reference) Outline of SCV-FS



Key points for supply chain visibility (draft of recommendation)

Technology

- **Visibility platform architecture (EPCIS network)**
- Technical specifications
- Technologies for capturing data
- Database
- Query method

Information sharing

- **Data set to be shared**
- **Structure of codes to describe cargo movements**

How to promote the implementation

- **Port-to-port implementation**
- Collaboration with customs systems
- Eventual provision of door-to-door services from the original shipper to the consignee
- Response to the needs of specific industries

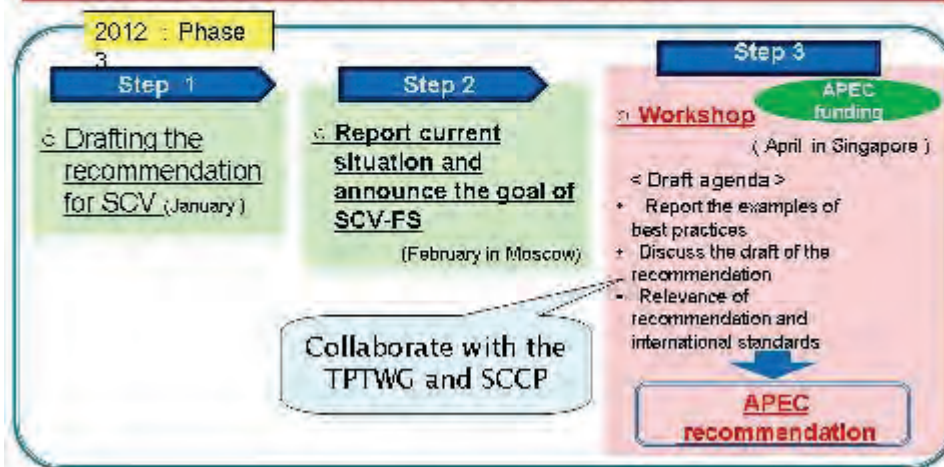
Best practices

- Pilot outline / system composition
- Practicality of a visibility platform
- Verification of the effects of improvements in supply chain management

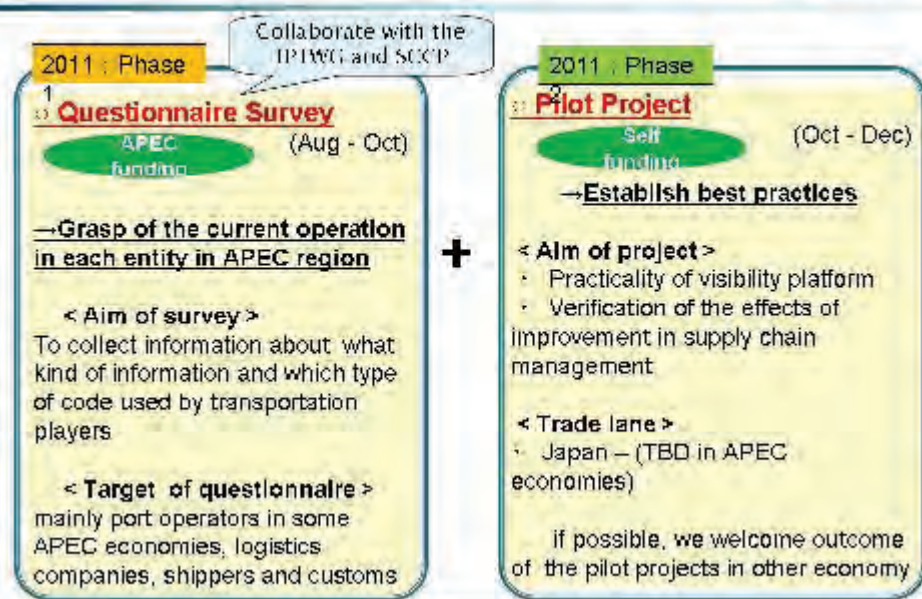
11

Work in 2012 : SCV-FS (Phase 3 : draft)

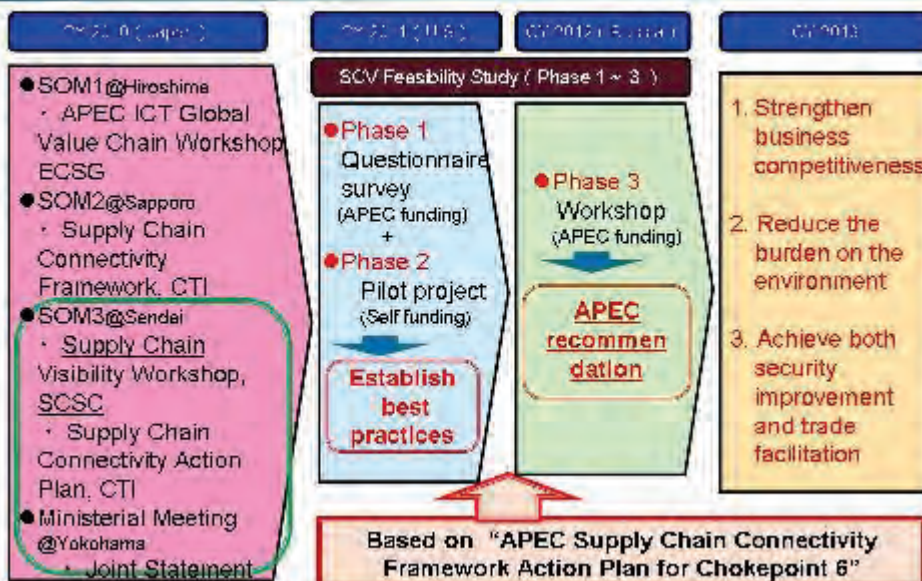
- the planning to submit following proposal which utilizes the APEC fund to APEC secretariat
- the need co-sponsored economies to submit proposal



12



Supply Chain Visibility Initiative



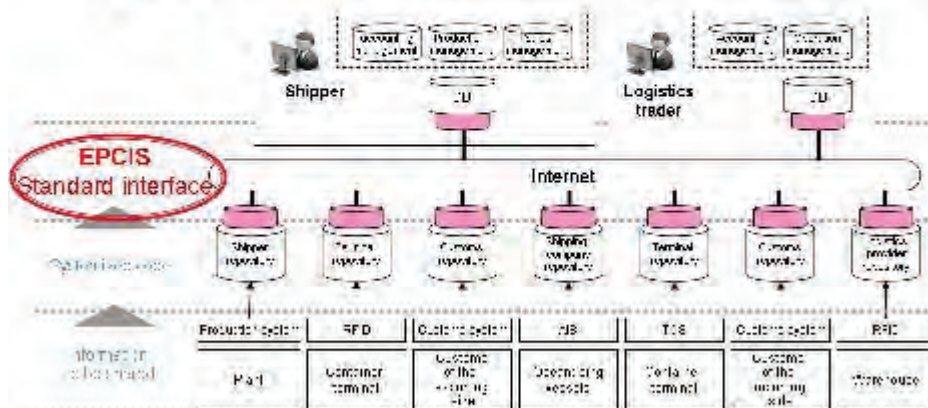
2 APEC initiative

- (1) Supply Chain Visibility Initiative
- (2) Work in 2011 : SCV-FS (Phase 1&2)
- (3) Work in 2012 : SCV-FS (Phase 3 : draft)
- (4) Key points for supply chain visibility
(draft of recommendation)

Challenges of establishing a visibility platform

●EPCIS proposed by GS1

- ❑ Ensure **interoperability** among standards currently used
- ❑ Set up an **operational rule**: a data set, code structure



EPCIS: Event-based Product Code Information System

The lack of SCV affects international logistics (2)

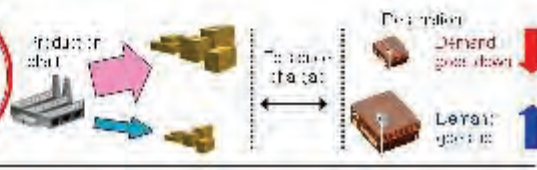
(1) Man-hours



(2) Excessive Safety Stocks

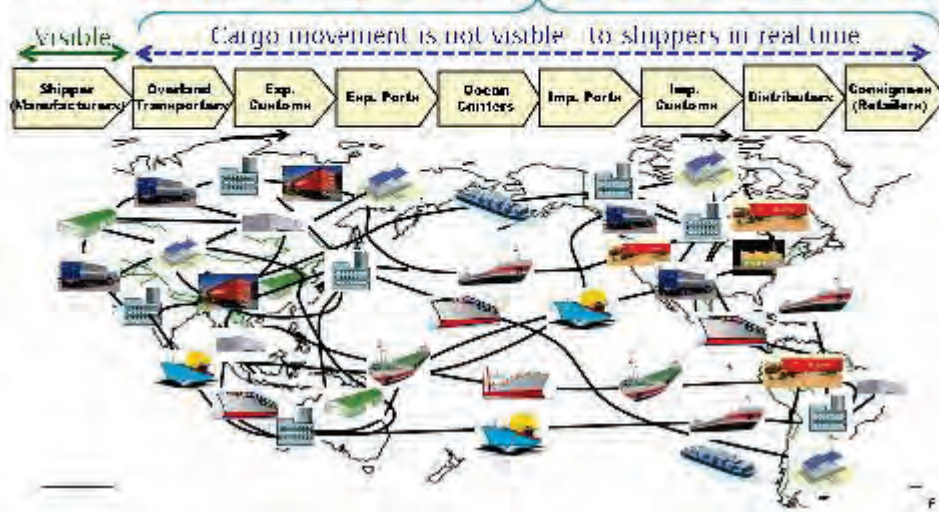


(3) Unsold products And lost opportunities



The lack of SCV affects international logistics (1)

Scope of outsourcing: difficult for shippers to control the process



- Realization of SCV to share cargo-movement information between entities involved in the supply chain will have the following effects.

■ Reduction in consolidated stocks

- lead-time to be reduced by **1.1 days** on average
- consolidated stocks to be reduced by **1.6 days' worth of stock** on average

■ Reduction in workload

- The number of inquiries and associated workload will be reduced by the establishment of a visibility platform:
 - exporting workloads to be reduced by **9%~30%**
 - importing workloads to be reduced by **10%~25%**
- Shippers and forwarders can expect a **30%~60%** reduction in the work that has not yet been automated.

1 According to a questionnaire survey conducted by the Ministry of Economy, Trade and Industry in 2009

What is Supply Chain Visibility ?

■ Supply Chains can be like a dark tunnel...



"Supply Chain Visibility (SCV)"
could help you inside dark tunnel



Visibility Information Leads to New Benefits

- Improved ability to track and trace
- Improved customer availability
- Reduced lead-time
- Reduced inventory
- Reduced workload
- Improved security of cargo
- Lowered cost to manage returnable assets

1 Project of Visibility Platform Development for Cargo Tracking in International Logistics

1 Project of Visibility Platform Development for Cargo Tracking in International Logistics

- (1) What is Supply Chain Visibility ?
- (2) Value of SCV in international logistics
- (3) The lack of SCV affects international logistics
- (4) Challenges of establishing a visibility platform

Contents

1 Project of Visibility Platform Development for Cargo Tracking in International Logistics

- (1) What is Supply Chain Visibility ?
- (2) Value of SCV in international logistics
- (3) The lack of SCV affects international logistics
- (4) Challenges of establishing a visibility platform

2 APEC Initiative

- (1) Supply Chain Visibility Initiative
- (2) Work in 2011 : SCV-FS (Phase 1&2)
- (3) Work in 2012 : SCV-FS (Phase 3 : draft)
- (4) Key points for supply chain visibility
(draft of recommendations)

(Reference) Outline of SCV-FS

j) Malaysia Electronic Cross Border Initiative



MALAYSIA'S NATIONAL SINGLE WINDOW (NSW)

- A single point of entry to expedite smooth flow of information of goods for import, export or transit.
- Operationalised since 19 November 2009.
- Under purview of Ministry of Finance.
- Available through MyTradelink online portal (<http://www.mytradelink.gov.my>).

NSW SERVICES

e-Declare

- ❖ Customs declaration
- ❖ Available at all Malaysian ports and entry points

e-Manifest

- ❖ Shipping Agents to submit vessel information and cargo report to Customs

e-Permit

- ❖ Import/export permits
- ❖ 19 Permit Issuing Agencies (PIAs)

e-Payment

- ❖ Duty payment service to Customs
- ❖ 3 Modes of e-Payment
 - Electronic Funds Transfer (EFT)
 - DutyNet
 - Financial Services Payment Gateway (FSPG)

e-Preferential Certificate of Origin (e-PCO)

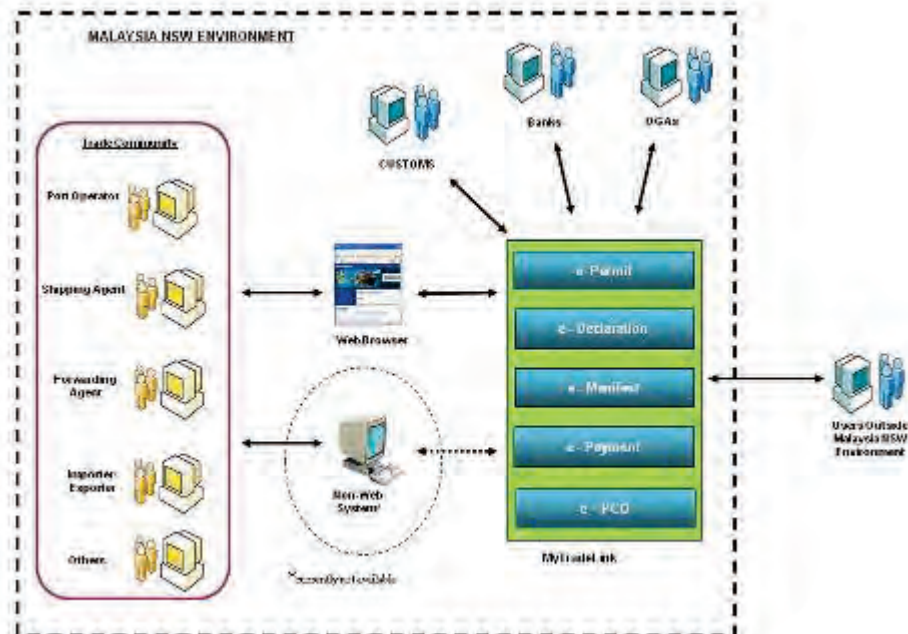
- ❖ Many Schemes
 - (ASEAN Industrial Cooperation (AICO), Free Trade Agreement (FTA), Common Effective Preferential Tariff (CEPT) and etc.

IMPLEMENTATION COVERAGE OF MALAYSIA'S NSW



IMPLEMENTATION COVERAGE OF MALAYSIA'S NSW (cont.)





CROSS BORDER INITIATIVES

- Malaysia is involved in several cross border exchange initiatives among APEC member economies in relation to electronic exchange of Preferential Certificate of Origin.
- These initiatives are:
 - ASEAN Single Window (ASW);
 - Technical Feasibility Initiative between Malaysia-Indonesia-Philippines-Brunei Darussalam
 - Malaysia-Japan e-PCO exchange Pilot Project
 - E-Non Preferential Certificate of Origin (e-NPCO) exchange cost benefit analysis
 - Malaysia Trustmark

ASEAN SINGLE WINDOW

- ASW – initiative at ASEAN level to develop a trade facilitating environment where National Single Window (NSWs) of ASEAN Member States operate and integrate electronically.
- 2 Documents have been identified to be electronically exchanged in the ASW:
 - AITIGA Form D – preferential certificate of origin for AFTA; and
 - ASEAN Customs Declaration Document (ACDD) – document which contains the common data elements for Customs declaration agreed to by ASEAN Member States.

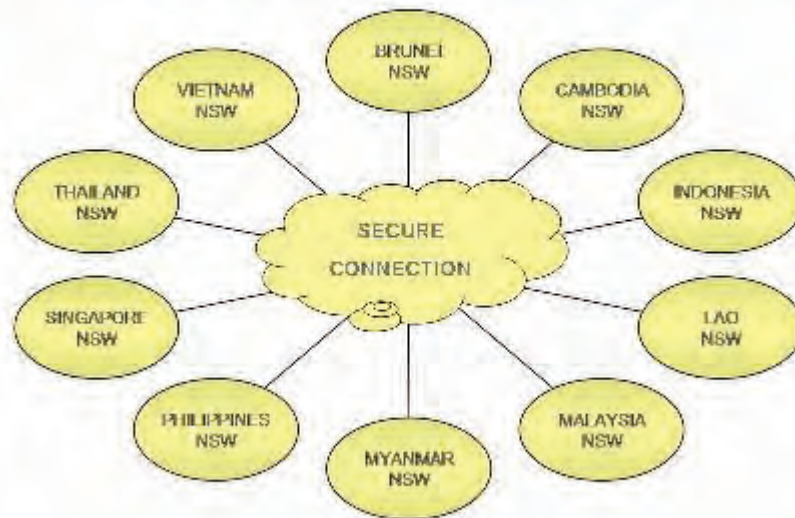
7

ASEAN SINGLE WINDOW (cont.)

- ASEAN level – ASW Pilot Project being implemented to identify most appropriate technical approach and network architecture to use in the ASW.
- In parallel with the work done at ASEAN level – Malaysia and Indonesia have implemented a Technical Feasibility Initiative to test electronic exchange of data among NSW systems.

8

ASEAN SINGLE WINDOW MODEL



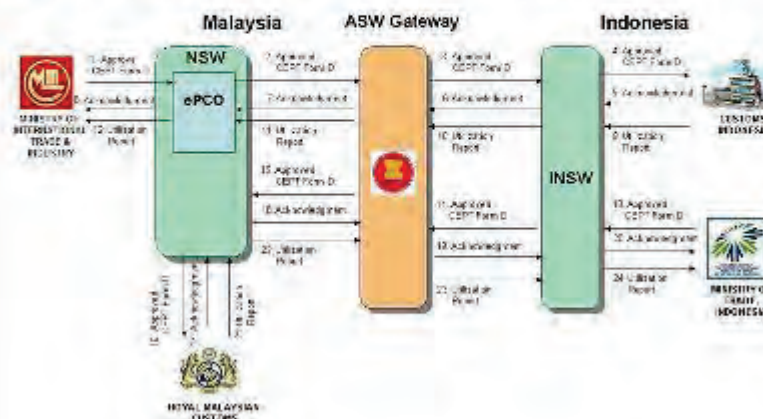
Technical Feasibility Initiative

- The ASW Feasibility Testing Initiatives by Indonesia and Malaysia was conceptualized during the 3rd Meeting of the ASW Technical Working Group on Technical Matters in Phnom Penh last November 2007.
- Malaysia & Indonesia started the e-PCO pilot testing on July 2009
- Subsequently, pilot testing joined by Philippines one month later.
- ASW Exchange of e-PCO go Live on Sept 2009

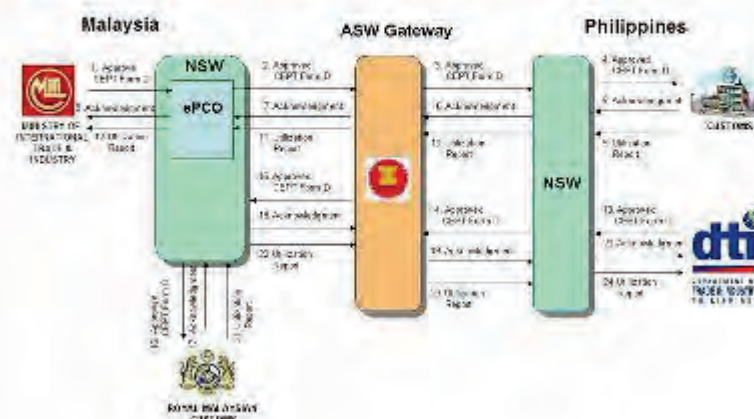
Benefit of ASW Feasibility Testing

- Test environment where NSWs integrate and operate simulation
- Enable seamless routing and communication between NSWs
- Accelerated customs clearance and release of cargoes
- Reduce costs and time
- Standardized and harmonized data exchange
- Indicator of NSW readiness for ASW
- Discover potential errors/ shortfall
- Familiarize with ASW environment

High Level ASW Exchange



High Level ASW Exchange



STATISTICS: MALAYSIA - INDONESIA

Transaction Period	No of Total Approved ATIGA Form D from Malaysia	No of ATIGA Form D Received from Indonesia
2009 (July-Dec)	4369	6076
2010 (Jan-Dec)	14176	24472
2011 (Jan-July)	6569	12549
Total	25114	43097

STATISTICS: MALAYSIA - PHILIPPINES

Transaction Period	No of Total Approved ATIGA Form D from Malaysia	No of ATIGA Form D Received from Philippines
2009 (July-Dec)	1294	76
2010 (Jan-Dec)	7015	28
2011 (Jan-July)	3236	0
Total	11545	104

FUTURE WORK

- Malaysia, Indonesia and Philippines will continue the Technical Feasibility Initiative until ASW has been implemented. Once ASW is ready, the e-PCO exchange will migrate to the ASW system;
- Malaysia has initiated discussions with other ASEAN Member States such as Singapore, Brunei Darussalam, Thailand and Vietnam to request their participation in the initiative to gain experience on cross border exchange for eventual ASW connection.
- Brunei Darussalam has agreed to participate and has successfully exchanged test data with Malaysia and Indonesia. They will begin Live exchange once their NSW system is ready.

Malaysia-Japan e-PCO Exchange Pilot Project

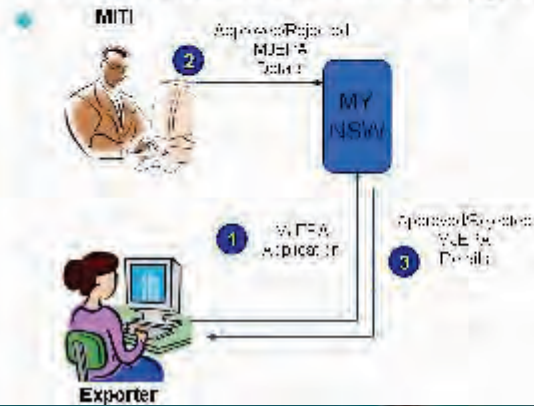
- Japan Customs proposed in 2010 for pilot project to exchange e-PCO for Malaysia Japan Economic Partnership Agreement (MJEPA) between Malaysia and Japan.
- MJEPA - Form MJEPA is a certificate that is accepted as evidence of origin by the Japanese authority under MJEPA scheme to obtain preferential treatment .
- 4 bilateral meetings were held between Malaysia and Japan Customs to agree on the technical requirements and draft Memorandum of Understanding (MOU) for the e-PCO exchange pilot project.

MY-JP Exchange Project Scope

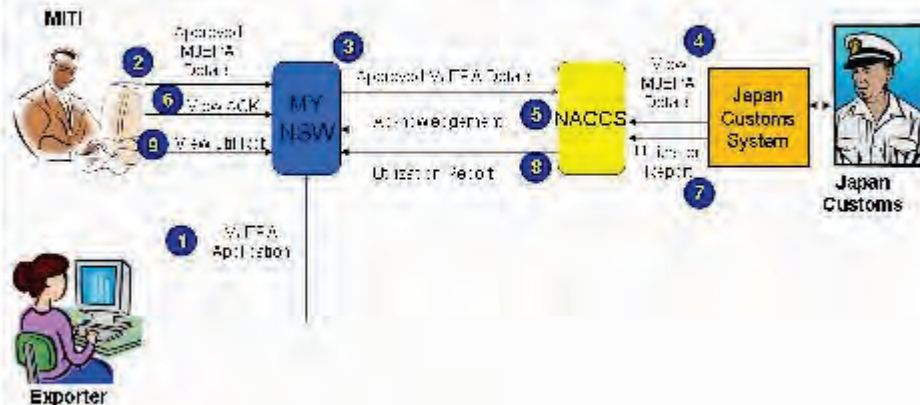
- Integrating ePCO with NACCS Japan
 - NACCS is eCommerce Service Provider in Japan
- One way communication
 - MITI Malaysia send related ePCO data to Japan Customs
- Enhanced Message
 - ePCO message specification
 - Enhanced Acknowledge message specification
 - Enhanced CO Utilization Report message specification

MJEPA

- Currently MJEPA is being submitted electronically to MITI via National Single Window – electronic Preferential Certificate of Origin



MY-JP MJEPA EXCHANGE PROCESS FLOW



Status of Pilot Project

1. ePCO exchange Pilot Testing to be carried out between Malaysia Exporter and Japan Importer;
2. Next step - Live roll out;
3. Proposed paperless once project go live and Malaysia and Japan agree on the MOU;
4. Both Japan & Malaysia working on simplification of Utilisation Report;

Status of Pilot Project (cont.)

1. Selected exporters to agree to join the pilot project;
2. ePCO (MJEPA) messages will be routed automatically to NACCS/Japan Customs;
3. During pilot period, manual & electronic process will run in parallel;

Port Klang Net

- Port Klang*Net is a Community Cloud Computing System to promote standardisation in procedures, data-sets & process flows at Port Klang, one of Malaysia's major ports.
- It has been agreed to be implemented by Ministry of Transport (MOT) of Malaysia.
- It allows:
 - rapid exchanging of data between various computer systems via common message gateways.
 - dematerialise as well as merging various forms as a result of business process re-engineering.
 - promote better security process due to extensive audit trail and event logging.

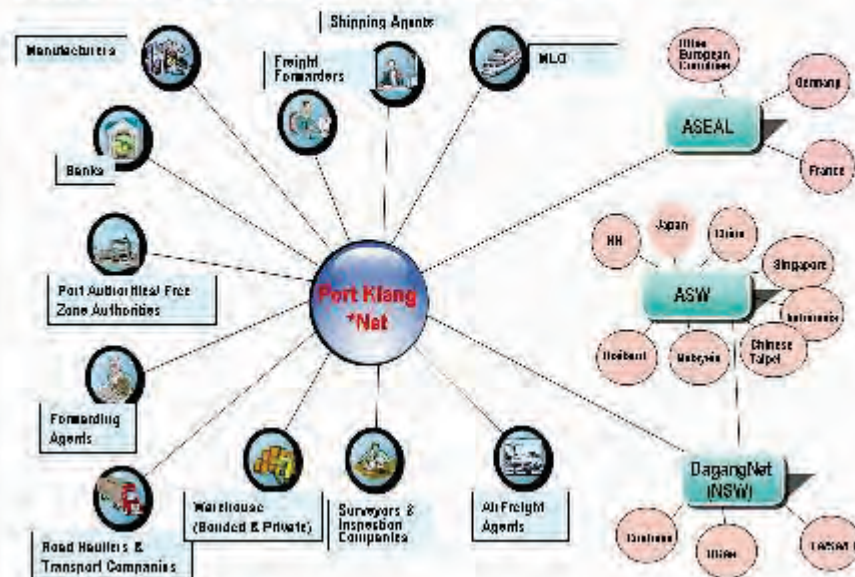
Port Klang Net (cont.)

- Reduce human intervention and increase automation.
- Assist OGAs to close any gaps presently experience by the port community.
- Empowering Port Klang Authority with higher accountability
- 100% community-centric and managed.

Benefits of Port Klang Net

- Saves cost. Integrating data of multiple service providers through a single and neutral platform. (e.g. shipping agents send Booking Confirmation to Shippers, who can reuse the same information for your Forwarding Instructions or Request of Transport)
- Improves your efficiency by eliminating repetitive data entry and transcription errors.
- Better planning and control by having real-time information as well as cargo visibility to all service providers. Consignee, too.
- Easy and quick setup as there is no hardware/software cost for users.

Port Klang Net Environment



E-Non Preferential Certificate of Origin

- In Malaysia, Non-Preferential Certificate of Origin (NPCOs) are issued by 72 Chambers Of Commerce have been authorized by MITI
- e-NPCO initiatives by chambers are on a voluntary basis and the application system or service provider to be engaged is a 'Business to Business' (B2B) arrangement by individual chambers.
- 8 chambers of commerce that issue the highest number of NPCO's have already implemented or are in the process of implementing their own e-NPCO systems.

Cross Border Exchange of e-NPCO

- Associated Chinese Chambers of Commerce and Industry of Malaysia (ACCCIM) has proposed a Pilot Project for cross border e-NPCO exchange where the e-NPCO will have a unique identification number that can be checked by the receiving countries authorities through an online database to ensure the authenticity of the NPCO.
- The pilot project is still in the planning stages and further details, including start date and timeline will be provided by ACCCIM.
- Once the details are finalised, Malaysia can discuss implementing the pilot with APEC member economies including **Taiwan**, China and Korea.

PROPOSED e-NPCO CROSS BORDER EXCHANGE



MALAYSIA TRUSTMARK

- **Malaysia Trustmark (MT)** - initiative by the Government to promote e-Commerce (especially e-payment) as a certification scheme that enables consumers to have confidence and trust in using online transactions for e-Payment, including for cross border online transactions.
- MT incorporates a logo that is awarded to companies that meet high standards and codes of conduct in terms of accessibility of information, communication with customers and ICT security.

BENEFITS

- Build trust in e-Commerce markets in Malaysia;
- Strengthen consumer confidence and reliance on MT;
- Promote good practice in cross-border transactions;
- To reduce consumer's risk of fraud;
- Consumers will recognize the merchant as a trustworthy e-commerce operator when the website carries the MT seal;
- Expand business opportunities beyond local and cross border markets;
- Incentives for business longer term benefit to business in general; and
- Tangible market incentive for business as a distinguishing factor to separate them from competitors.

MALAYSIA TRUSTMARK



DIAGRAM 1: Malaysia Trustmark Business Process Flow

BACKGROUND

- **MT Scheme - Cabinet approved implementation on 26 November 2010:**
 - **Malaysia Administrative Modernisation and Management Planning Unit (MAMPU) appointed as the Operator and Certifier for the public sector.**
 - **CyberSecurity Malaysia (CSM) appointed as the Operator and Certifier for the private sector.**

BACKGROUND (cont.)

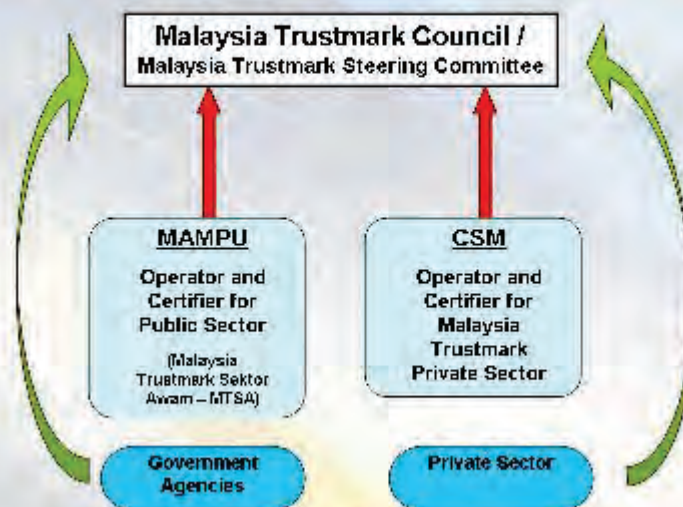


DIAGRAM 2: Malaysia Trustmark Implementation

MALAYSIA TRUSTMARK LOGO

- There will be a single MT logo for both MT Public Sector and MT Private Sector:



- MT Logo will be secured using an online Seal Management System.

ASIA PACIFIC TRUSTMARK ALLIANCE (ATA)

- ATA - a Trustmark Alliance at the regional level, (consisting of trustmark organisations from Singapore, Korea, Mexico, USA, Japan and Taiwan).
- ATA lays the foundation for collaboration and mutual recognition of each member's trustmark, and serves as a cross-border complaints handling mechanism and information sharing among the organisations.
- MT uses ATA guidelines as a basis for the MT Public Sector and MT Private Sector certification guidelines;
- Malaysia is currently an observer at ATA Meetings. Once MT is launched, it is proposed that Malaysia become a member of the ATA.

Conclusion

- Malaysia is active in implementing APEC cross border electronic initiatives:
 - Malaysia NSW;
 - ASEAN Single Window (ASW);
 - Technical Feasibility Initiative between Malaysia-Indonesia-Philippines-Brunei Darussalam;
 - Malaysia-Japan e-PCO exchange Pilot Project;
 - E-Non Preferential Certificate of Origin (e-NPCO)exchange pilot project; and
 - Malaysia Trustmark

TERIMA KASIH
(THANK YOU)

k) E-Customs and Single Window in Thailand



E-Customs and Single Window in Thailand

APEC Workshop
Supply Chain Connectivity:
E-Commerce as a Main Driver
and Integration Tool
San Francisco, California
September 19, 2011



Presented by
Mr. Terdsak SUVARNAMANI
Thai Customs Department

Agenda



- **Drives and Needs for E-customs and Single Window**
- **E-Customs**
- **National Single Window**
- **Example, Pilot Projects & Model**



Adoption of Single Window Concept

UN/CEFACT Recommendation No 33

"A facility that allows party involved in trade and transport to lodge standardized information and documents with a single entry point to fulfill all import, export, and transit-related regulatory requirements. If information is electronic, then individual data elements should only be submitted once."

World Customs Organization (WCO)

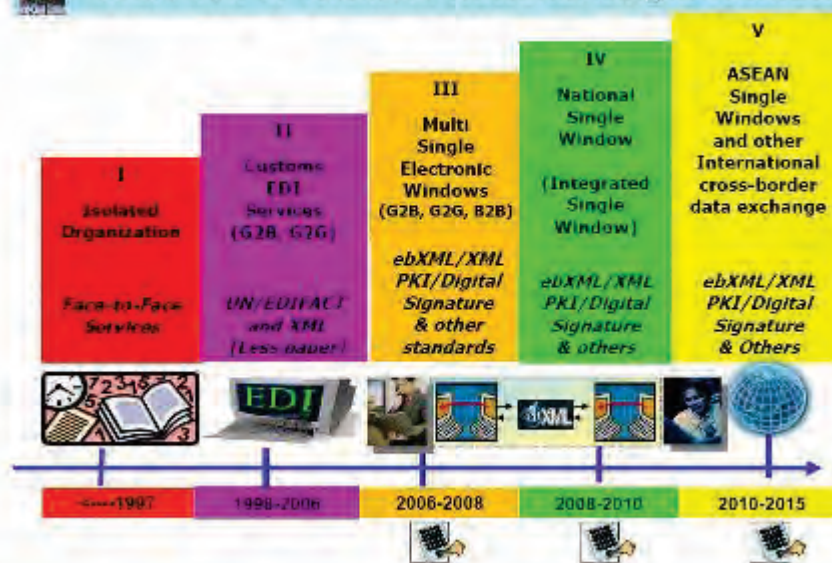
A Single Window Environment is a cross border, 'intelligent', facility that allows parties involved in trade and transport to lodge standardized information, mainly electronic, with a single entry point to fulfill all import, export and transit related regulatory requirements.

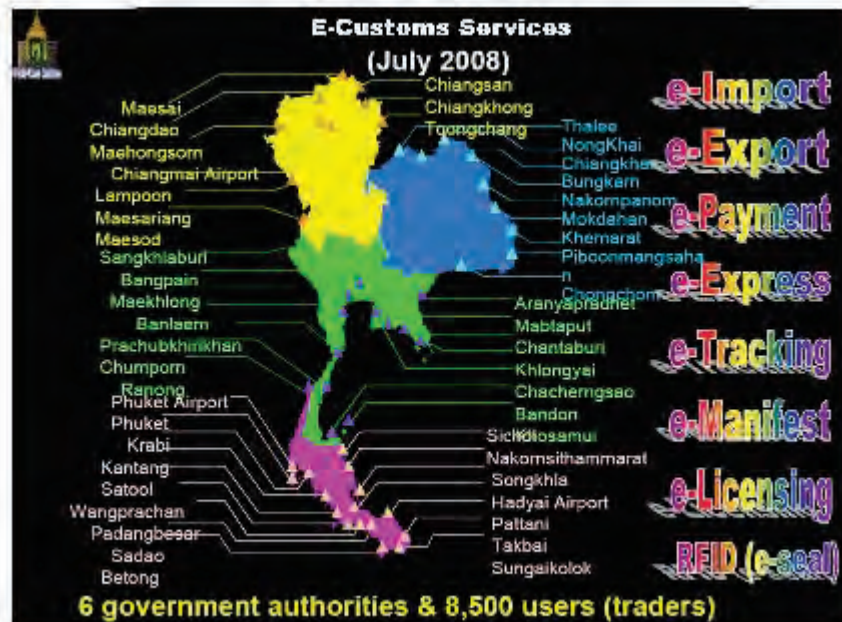
ASEAN Agreement to Establish ASEAN Single Window

Single submission, single processing of data and decision making for customs release and clearance (summary)



Evolution of Thailand National Single Window





e-CUSTOMS

- “E-Customs” was implemented on 1 January 2007, comprising of e-Import, e-Export, e-Manifest, e-Payment, and e-Warehouse. It provides business operators such as exporters, importers, Customs brokers and shipping companies with a paperless environment and a one stop service. The “e-Customs” system is the comprehensive system developed by Thai Customs to facilitate and process all commercial goods imported into or exported from Thailand..
- The e-Customs system significantly cuts costs, and reduces paperwork requirements for both Customs and relevant trading community .

ELIGIBILITY to CONNECT TO e-customs

- First time users who want to connect to the e-Customs system are required to register with Customs at the Registration and Customs Privileges Sub-Division, Customs Procedures and Valuation Standard Bureau or the General Administration Division at every Customs offices/houses. Eligible users are:
 - A person processing Customs formalities (importers and exporters);
 - A Customs broker;
 - A person responsible for cargo loading;
 - Representatives of those who provide inbound/outbound vehicle report;
 - A Customs bank; or
 - A Service counter.

Digital Certificate to Connecting the e-Customs system

Digital Certificate: A unique identifier

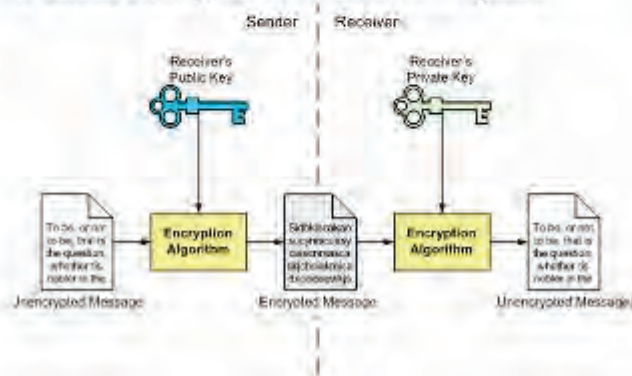
- A digital certificate is an electronic signature of either an individual and/or related entity. In other word, a digital certificate (also known as a public key certificate or identity certificate) is an electronic document which uses a [digital signature](#) to bind a [public key](#) with an identity — information such as the name of a person or an organization, their address, and so forth.



Digital Certificate

Public Key and Private Key

- What one key encrypts, the other one decrypts, and vice versa.
- Register with any agency (CAT, TOT and Thai Digital ID) who issues Certificate Authority for obtaining digital signature (1.7 US\$/year) in case of self-submitting data to the Customs system.

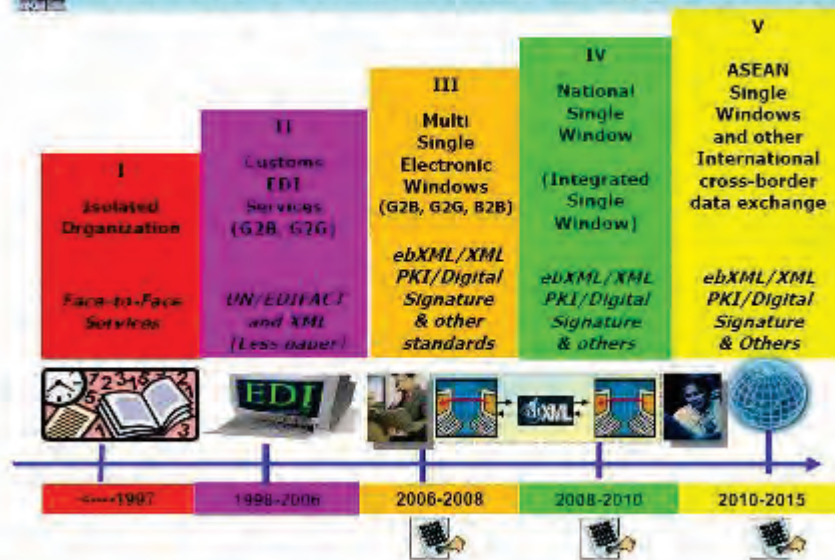


Connecting the e-Customs system

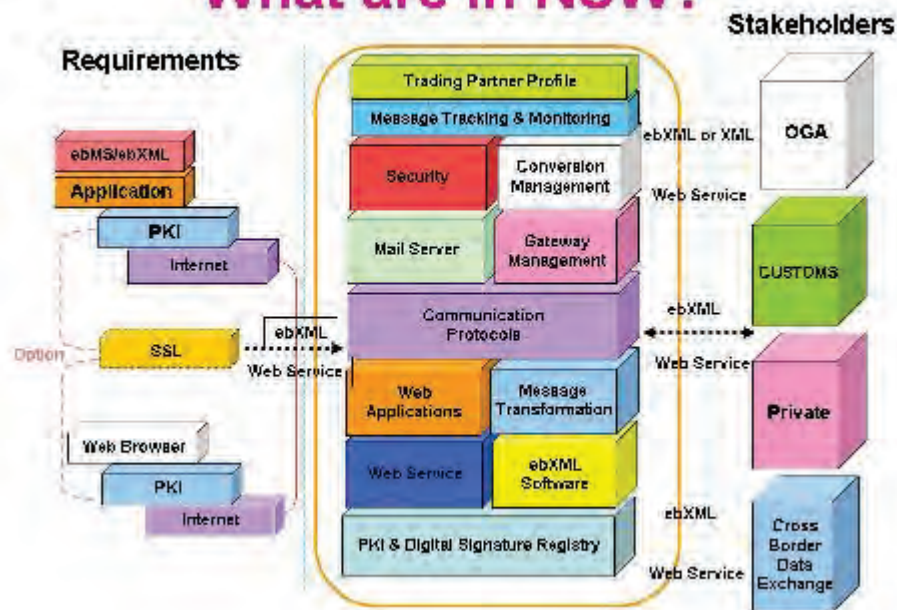
- **Direct Communication :** A business operator who intends to communicate with Thai Customs with its own digital certificates is required to make the following arrangements:
 - Installation of software, digital certificate and selection of service provider prior to using the e-Customs system;
 - Registration;
 - Testing the accuracy and readiness of message exchange with the Customs system; and
 - Once completed, the Communication and Information Technology Bureau will issue registration ID to the business operator for online communication with the e-Customs system.
- **Indirect Communication:** The business operators who do not want to directly communicate with Customs can use the service provided by either a Customs broker or a service counter.



Evolution of Thailand National Single Window



What are in NSW?





Thailand National Single (roles & participants)

Electronic document Exchange Service

- ✓ Document exchange between government agencies (G2G) via Government Information Network (GIN) supported by MICT
- ✓ Data exchange between government and business sectors (G2B) via VAN/VAS providers
- ✓ Data exchange between business sectors (B2B) via VAN/VAS providers

National and International Gateways

- ✓ Integrate / link VAN/VAS (Import, export and logistics)
- ✓ National gateway for data exchange between Thailand and ASEAN Members
- ✓ National gateway for data exchange between Thailand and other countries

Participants / Clients

- ✓ 40 government agencies (35 user agencies and 5 support agencies)
- ✓ 125,000 traders (Importer, exporter, customs broker, freight forwarder, shipping lines, air lines, sea port, air port, logistics service providers, bank,...)
- ✓ Others (ASEAN Member and other countries....)

Which chokepoints can be eased by E-Customs and Single Windows?

- Chokepoint 1: *Lack of transparency/awareness of the full scope of regulatory issues affecting logistics; Lack of awareness and coordination among government agencies on policies affecting logistics sector; Absence of single contact point or champion agency on logistics matters.*
- Chokepoint 2: *Inefficient or inadequate transport infrastructure; Lack of cross border physical linkages (e.g. roads, bridges).*
- Chokepoint 3: *Lack of capacity of local/regional logistics sub-providers.*
- Chokepoint 4: *Inefficient clearance of goods at Customs; Lack of coordination among border agencies, especially relating to clearance of regulated goods 'at the border'.*
- Chokepoint 5: *Burdensome customs documentation and other procedures.*
- Chokepoint 6: *Underdeveloped multi-modal transport capabilities; inefficient air, land, and multimodal connectivity.*
- Chokepoint 7: *Variations in cross-border standards and regulations for movement of goods, services and business travellers.*
- Chokepoint 8: *Lack of regional cross-border customs-transit arrangements*

Definition of ASW*

- ASW is defined as the environment where NSWs of member countries operate and integrate.
- The NSW is a system which enables:
 - A **single submission** of data and information;
 - A **single and synchronous processing** of data and information; and
 - A **single decision-making** for customs release and clearance.
- A single decision-making shall be uniformly interpreted as a single point of decision for the release of cargos by the Customs on the basis of decisions, if required, taken by line ministries and agencies, and communicated in a timely manner to the Customs.

* Extracted from 2005 Agreement to Establish and Implement the ASEAN Single Window

INNOVA 6-7 December 2007, Wembley

"Reducing Poverty by Promoting Industrial Development through Trade Facilitation" 22



International Cross-Border Collaboration

ASEAN Single Window (ASW)

- ✓ ASEAN Agreement for ASW signed by ASEAN Economic Ministers (9 December 2005) and ASEAN Protocol for ASW signed by ASEAN Finance Ministers (5 April 2006)

ASW Pilot project

- ✓ Exchange of ECO for ASEAN and ASEAN Customs Declaration Document
- ✓ ASEAN engaged consulting firm to study the solution for the ASW pilot project

Malaysia-Thailand B2B Cross Border Initiative

- ✓ Facilitation of Trade Route through the use of RFID
- ✓ Pilot project start 2010 (TNT & DHL, ...)
- ✓ Live and Enhancement (2011)

Thailand – Lao B2B Pilot Project Initiative (2010)

- ✓ Lao importers can reuse electronic export customs declaration receiving from exporter in Thailand

Thailand – Taiwan G2G pilot project Initiative

- ✓ ECO pilot project for trade facilitation
- ✓ 1st Joint Meeting In Taipei (December 2010)

Trade Facilitation: Why it matters?

It is about national trade growth promotion & poverty reduction.

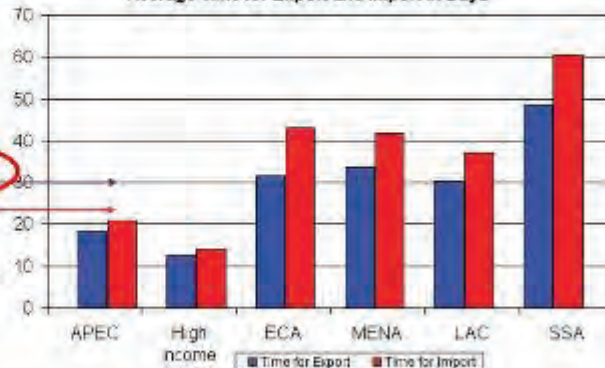
Measures are needed to reduce export & import time as a way to reduce cost and increase responsiveness in trade.

In case of Thailand export,
30 days for frozen shrimp
24 days for standardized cargo

A world bank report (2005) on procedural and document requirements for importing and exporting standardized cargos in 155 countries.

SSA = Sub-Saharan Africa
LAC = Latin America and Caribbean
MENA = Middle East and North Africa
ECA = Economic Commission for Africa
APEC = Asia-Pacific Economic Cooperation
OECD = Organization for Economic Co-operation and Development

Average Time for Export and Import in Days



(Doing business (2005))

Ref: APEC Economic Newsletter, Vol. 10, No. 6, Sept 2006

INQVA 6-7 December 2007, Vientiane

"Reducing Poverty by Promoting Industrial Development through Trade Facilitation" 3

Exportation of Frozen Shrimps (Thailand) 15 Parties involved

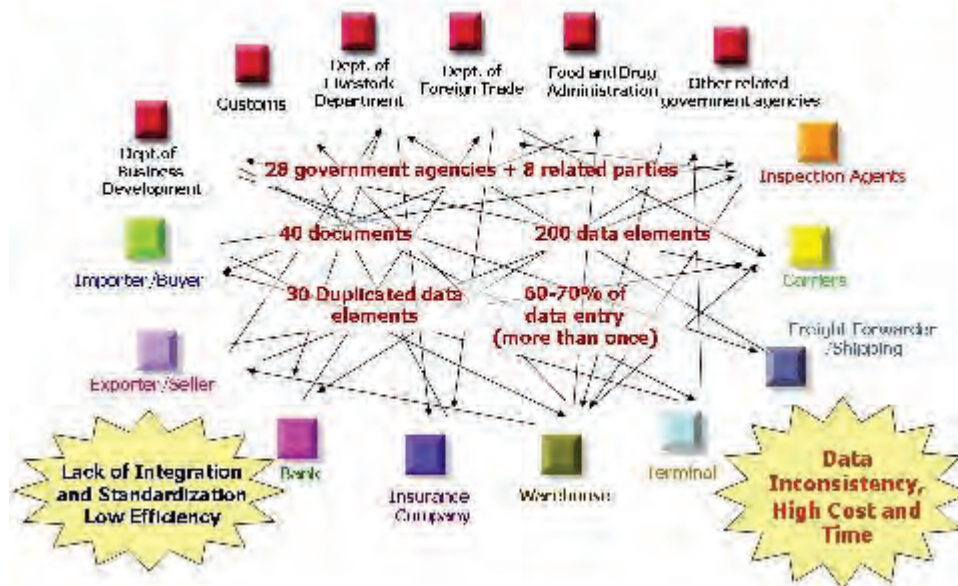
30 documents & 788 data elements needed to be filled in
(~6 e-docs, and most data elements are filled 30 times!)

1. Proforma Invoice
2. Purchase Order
3. Request for Sampling
4. Test Report
5. Shipping Particulars
6. Booking Confirmation
7. Inland Haulage Booking Form
8. Inland Haulage Booking Confirmation
9. Commercial Invoice
10. Packing List
11. Application Form for Import, Export, Pass Animals/Animal Remains Through Thailand (R. 1/1)
12. Export License (R. 9)
13. Insurance Request Form
14. Cover Note
15. Insurance Policy
16. Export Declaration
17. Goods Transition Control List
18. Request for Port Entry (TKT 308.2)
19. Equipment Interchange Receipt
20. Container Loading List
21. Manifest
22. Outward Container List
23. Bill of Lading
24. Request for Health Certificate
25. Health Certificate
26. Request for C/O
27. Certificate of Origin
28. Halal Certificate 2
29. Application for Irrecoverable Documentary Letter of Credit
30. Letter of Credit

INQVA 6-7 December 2007, Vientiane

"Reducing Poverty by Promoting Industrial Development through Trade Facilitation" 14

Needs and Requirements of Data Harmonization Project



Example - Data Harmonization of 4 documents



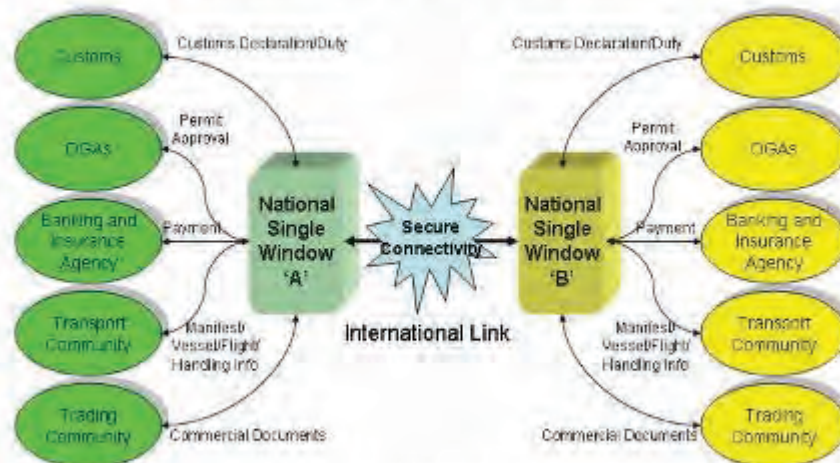


National Enhancement on Import and Export (2007 - 2011)

Trading Across Borders (183 countries)	2007	2008	2009	2010	2011
World Bank Ranking of Thailand	108	50	10	12	19
No. of Documents to Export (number)	9	7	4	4	4
Time to Export (days)	24	17	14	14	14
Cost to Export (US\$ per container)	848	615	625	625	625
No. of Documents to Import (number)	12	9	3	3	3
Time to Import (days)	22	14	13	13	13
Cost to Import (US\$ per container)	1042	786	795	795	795

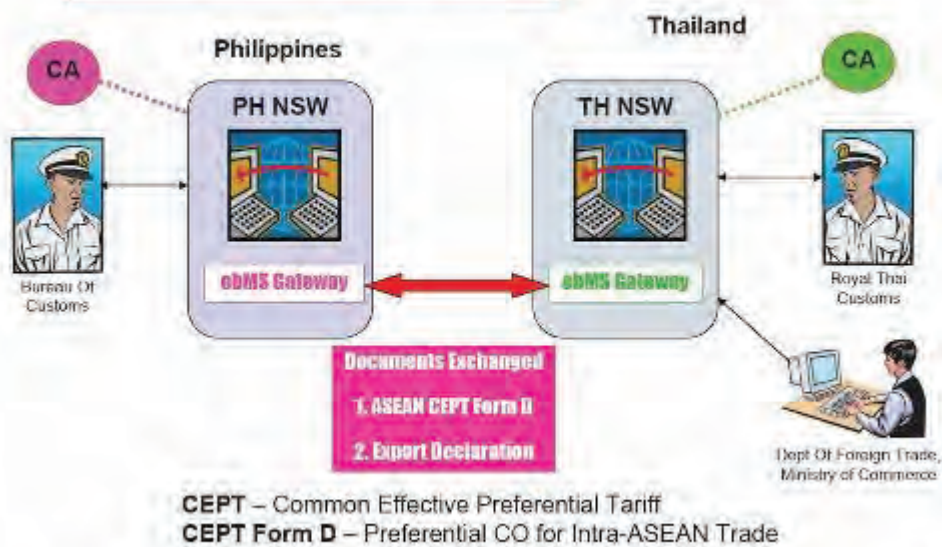
Logistics cost was being saved about \$1.5 billion annually

ASEAN Single Window (ASW) Model Prototype Flowchart Of Information Processing



DGA – Other Government Agencies responsible for issuing permits, licenses, and certificates related to cross-border trade, transit and transport.

ASEAN Single Window Pilot Project Philippines & Thailand



INDIA 6-7 December 2007, Vietnam

"Reducing Poverty by Promoting Industrial Development through Trade Facilitation" 28

ASEAN Single Window Model



INDIA 6-7 December 2007, Vietnam

"Reducing Poverty by Promoting Industrial Development through Trade Facilitation" 23

APEC



Conclusion

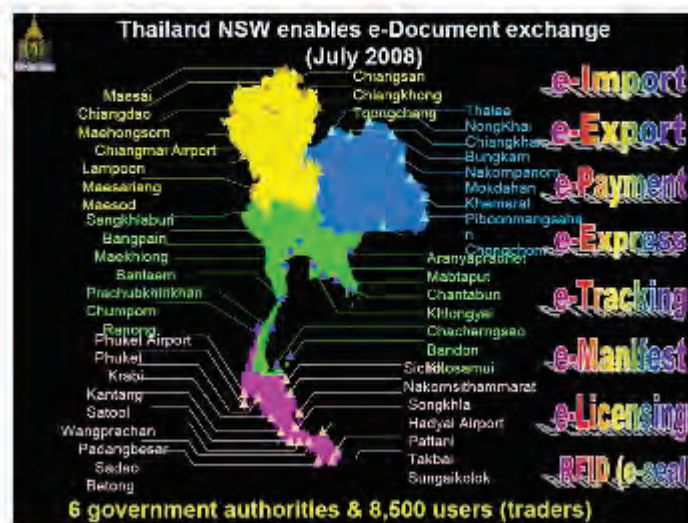
- **Drives and Needs for E-customs and Single Window** are to facilitate international trade in acceptable standards and recommendations
- **E-Customs** has cut cost, papers, red tapes and time while enhanced efficiency, predictability and the border control.
- **E-Customs** has developed into National Single Window, and expected to be ASEAN Single Window, as well as APEC Single Window.

This presentation is for educational purpose.

Thank for the following references.



Thank you for your attention



I) Streamlining Supply Chain Connectivity in the Philippines through Cloud Computing and E-Commerce

Streamlining Supply Chain Connectivity in the Philippines through Cloud Computing and E-Commerce

APRC ELECTRONIC COMMERCE STEERING COMMITTEE
SUPPLY CHAIN CONNECTIVITY WORKSHOP
HYATT REGENCY SEPTEMBER 18, 2011
BY: DUSTIN ANDAYA

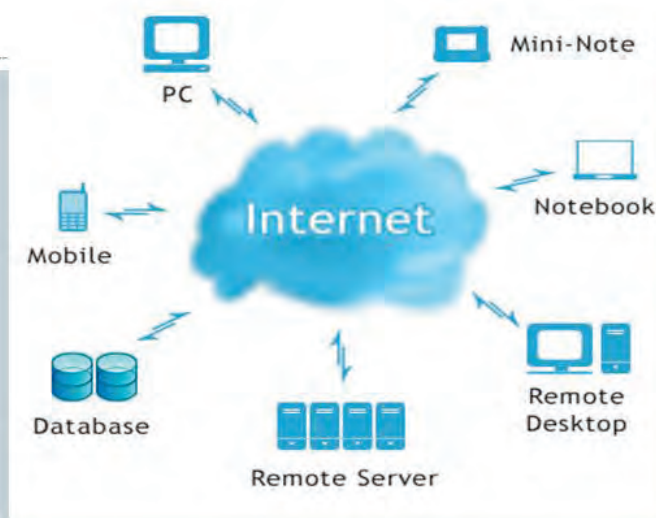
CLOUD COMPUTING

Cloud computing is a model for enabling convenient, on demand network access to a shared pool of configurable computing resources (e.g., networks, servers, storage, applications, and services) that can be rapidly provisioned and released with minimal management effort or service provider interaction.

CLOUD COMPUTING

Cloud computing is a model wherein software and data is stored in a shared pool of servers and can be accessed through the Internet

CLOUD COMPUTING



Advantages of Cloud Computing

- Minimal Hardware Requirements
- Simple to Operate - No need for large IT Staff
- Minimizes Up Front, Upgrading, and Maintenance costs
- Easy Access and Deployment
- Redundant, Safe and Secure
- Always up to date

Streamlining the Supply Chain

- Enables DIRECT linkage between every part of the Supply Chain
- Minimizes the use of middlemen
- Provides a venue to compare suppliers
- Reduces overall costs
- No complicated software necessary

Shorten the Supply Chain

Manufacturer



Wholesaler/
Brokers/
Middlemen



Customers

Shorten the Supply Chain

Manufacturer



Customers

Exclusive Procurement Websites



BayanTrade

HOME SERVICES CUSTOMERS PARTNERS NEWS CAREERS COMPANY CONTACT US

BayanTrade is the premiere Knowledge Process Outsourcing service provider with domain expertise in Supply Chain Management

CLIENT LOGIN

- BT Procure
- BT Source
- MarketSite
- Supplier Directory

OUR WORLD CLASS SERVICES

eProcurement+

- e-Catalog
- e-Bidding
- Advisory Services

[Learn more](#)

SAP Consulting

- BT Builder
- SAP Implementation

[Learn more](#)

Global Solutions Delivery Center

- Buyer and Supplier Adoption
- SAP Application Support

[Learn more](#)

BayanTrade Academy

- Foundation Modules
- Best practices and Workshops
- Certification courses

[Learn more](#)

NEWS AND EVENTS

Sept. 20, 2010
Megaworld Corporation set to implement BT Properties

This page has been visited 65616 times.

Copyright 2002 - 2008 bayantrade.com All Rights Reserved

B2B Supplier Market Place



Alibaba.com

Search for products, suppliers, and services

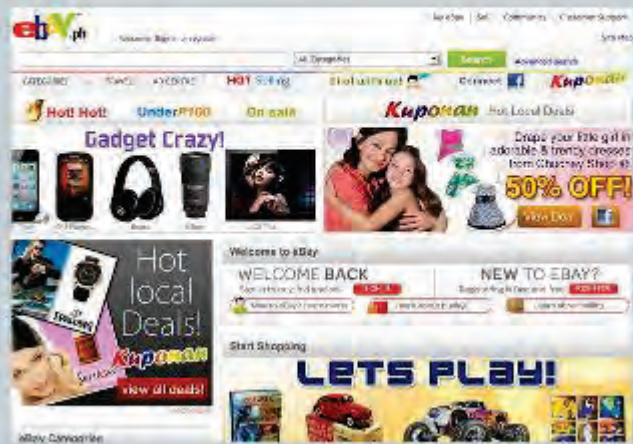
Browse featured Factory Audited Gold Suppliers

Hot Products

- Gold & Silver Jewelry
- Beauty Products
- Children's Clothing
- Home Textiles
- Office Supplies
- Medical Equipment
- Food & Beverage
- Automotive Parts
- Construction Machinery
- Industrial Machinery
- Transportation
- Energy
- Electronics
- Chemicals
- Plastics
- Metals
- Textiles
- Leather
- Wood
- Paper
- Printing
- Telecommunications
- IT & Software
- Services

Alibaba.com is the world's largest B2B marketplace. It connects buyers and suppliers from over 200 countries and regions. The platform offers a wide range of products and services, including raw materials, machinery, and consumer goods. It also provides various services such as trade assurance, logistics, and financing.

B2C Supplier Market Place



Online Classified Ads



Key Success Factors

- Simple to Use
- Trust or Certification System
- Incentives Support from Government
- Increase Internet Awareness
- Increase Internet Penetration Rates
- Publicity Campaign to Increase Momentum

END

m) Supply Chain Connectivity – E-commerce as a Main Driver and Integration Tool – Context of the Project



Project Background: Current Status

- There are many challenges to designing an adequate policy and regulatory environment for the digital economy, especially in the APEC region which is regarded as being the most dynamic in terms of economic growth
- The share of electronic commerce transactions in total trade within the region is still small, but the potential efficiency gains that can come from its growth are huge
- There is much to be done in terms of capacity building and public policy design to reap the benefits of an increasing adoption of information technologies in commercial processes
- The Electronic Commerce Steering Group (ECSG) promotes the development and use of electronic commerce by creating legal, regulatory, and policy environments in the APEC region that are transparent, predictable, and consistent
- Almost every economy in the world has recognized the potential contribution ICT could make to economic development
- It requires an adequate context in terms of regulation and public policy, would help economies evaluate their regulatory frameworks and public policies oriented to facilitate the uptake of ICT



Co-sponsoring APEC Economies

- 1) Canada
- 2) Chinese Taipei
- 3) China
- 4) Viet Nam



Tasks of the Project

- to collect and analyze the information about the current status of supply chain "soft infrastructure" in APEC region. This information would be important for further implementations and integrations of SCC systems in APEC member economies
- to hold an APEC Workshop to share experience, analyze the current status of "soft infrastructure" of supply chain connectivity, consider e-commerce in the context of supply chain connectivity
- to involve APEC member economies and relative international organizations to discuss the ways for improvement of the "soft infrastructure" of supply chain by e-commerce tools implementation



Supply Chain Connectivity as an Up-to-date Initiative in APEC

- TFAP II
- Supply Chain Initiative Action Plan
- APEC Supply Chain Connectivity Framework

**ECOS is coordinating forum for overcoming of Checkpoint 5 and 6
Supply Chain Initiative Action Plan**

ECOS is responsible for:

- Assessment of best practices in paperless trade
- Study of achieving of e-documents in paperless trade
APEC Supply Chain Connectivity Framework



Supply Chain Connectivity Initiative

- APEC senior officials Singapore in 2009 have launched the Supply-Chain Connectivity Initiative (SCI)
- Beyond just looking at reducing tariffs and non-tariff barriers as well as removing regulatory impediments to businesses, APEC officials are now studying ways to ensure a seamless flow of goods and services from the time they leave the factory to the time they reach the customer
- It is part of APEC's aim to speed up regional integration.



Supply Chain Connectivity Framework

- **Chokepoint 5: Burdensome customs documentation and other procedures (including for preferential trade):**
 - Assessment of best practices in paperless trade. (ECSG/PTS);
 - Study on archiving of e-documents in paperless trade. (ECSG/PTS);
 - Alignment with UN/EDIFACT International Standards for Electronic Commerce/Paperless Trading. (ECSG & SCCP)
- **Chokepoint 6: Underdeveloped multi-modal transport capabilities; inefficient air, land, and multimodal connectivity**



Supply Chain Connectivity Action Plan

Electronic Commerce Steering Group is Coordinating sub-fora for overcoming of Chokepoint 5 in the field of:

- To explore the possibility of implementing electronic certificates of origin issued by an authority among the APEC members when applicable, i.e. under preferential agreements;
- To further develop electronic certificates of origin Pathfinder;
- To develop other initiatives for paperless trading by studying best practices and sharing information, etc.

Other responsible fora are: CTI, SCCP, MAG



Supply Chain Connectivity Action Plan

Electronic Commerce Steering Group is Coordinating sub-fora for overcoming of Chokepoint 6 in the field of:

- Discuss within relevant fora (e.g. CTI, SCSC, ECSG, SCCP, TPTWG) and hold seminars and workshops for enhancing "supply chain visibility" to determine the feasibility of constructing an information network to share cargo status information in the multi-modal logistic;
- Discuss a possible information network for sharing cargo status for improving multi-modal logistics and global supply chain;
- Conducting capacity building activities for facilitating implementation of the guidelines mentioned above to enhance "supply chain visibility".

Other responsible fora are: CTI, TPTWG, SCCP, SCSC



The Workshop Context

- **Supply Chain Connectivity – Positions of International Organizations**
- **Supply Chain Connectivity – Positions of Academies and Business. Projects Implemented and Further Perspectives**
- **The Current Status of Supply Chain "Soft Infrastructure" in APEC Member Economies: Informational Systems, Regulation and Licensing, Governance, Safety**
- **APEC Cross-Fora Activities: Action Plan SCI Fulfillment**



The Workshop Finalizing

- Discussions
- Opinion sharing
- Conclusions
- Recommendations



**Thank you very much for your assistance
and cooperation!**

Ministry of Telecom and Mass Communication of the Russian Federation

Project Overseer Mr. Alexey A. Domrachev

✉ AlekDomrachev@gmail.com

☎ +7 (499) 503-97-44

I-Techno, Ltd

Project Director Mr. Sergey Kozlyakov

✉ info@i-techno.biz

☎ +7 (495) 797-89-80 (int. 147)

Association for Cooperation with Nations of Asia and Pacific Region

Project Leader Ms. Anastasia Filichkina,

✉ Filichkina@ACNPartnership.ru, Ana_Filichkina@mail.ru

☎ +7 (495) 617-4238



n) Transboundary Trust Space as a Component of an International e-Commerce Soft-Infrastructure

Transboundary trust space as a component of an international e-commerce soft-infrastructure

Manufacture and sale spheres

- Researches-and-Development
- Design of products
- Manufacture
- Marketing
- Sale
- Distribution
- Service



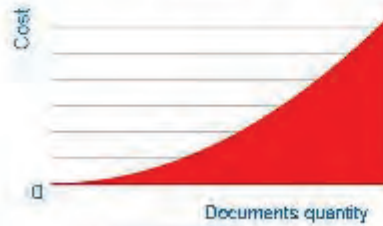
Documents in a logistical chain of the international trade standardized UN/CEFACT (1/8)



WHY REVISIONS OF INCOTERMS?

- «The main reason for successive revisions of Incoterms has been the need to adapt them to contemporary commercial practice...
- Further, in the 1990 revision of Incoterms, the clauses dealing with the seller's obligation to provide proof of delivery permitted a replacement of paper documentation by EDI-messages provided the parties had agreed to communicate electronically... »

Logistics costs of document circulation



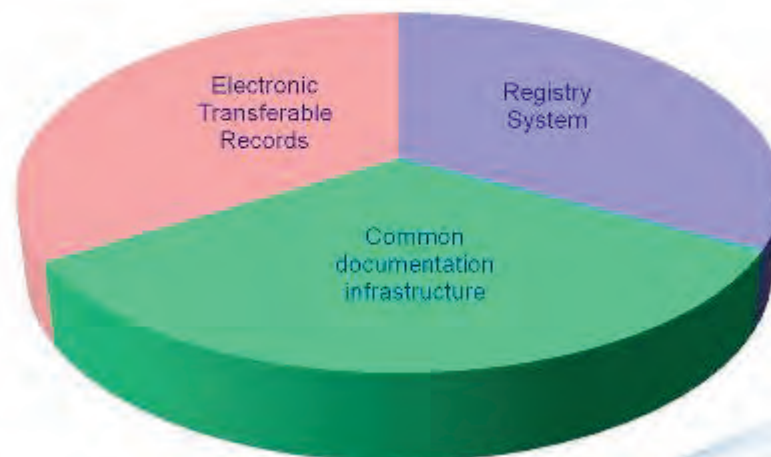
Document as a Unit



Documents as a Cloud



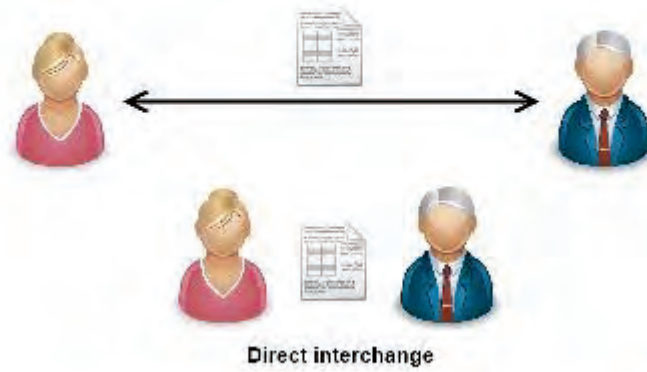
Components of a model of cross-border e-legal document circulation



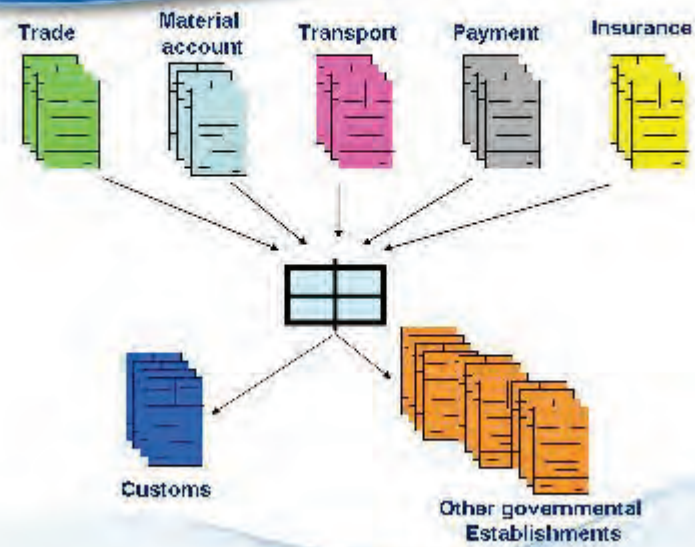
Common document circulation infrastructure



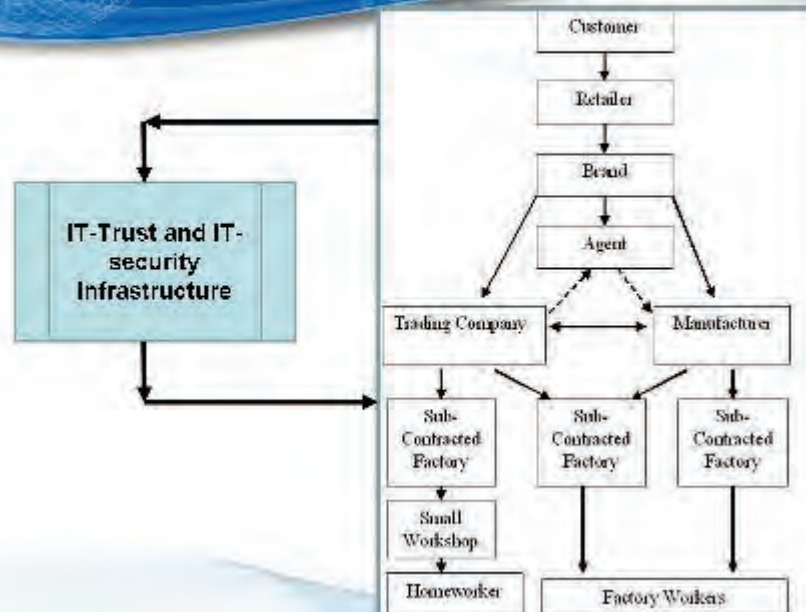
Direct interchange



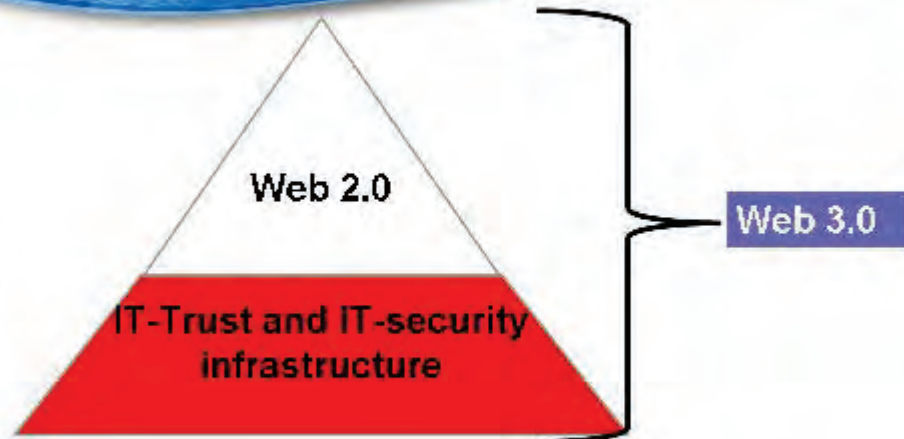
ETR (documents as a Cloud) in single window concept



IT-Trust and IT-security infrastructure in GVCs



Web 3.0 initiative



Documenting services

- Signature service 
- Time service 
- Place service 
- Notarial service 
- Apostile service 
- Payment service 
- Subjects legal statuses monitoring 
- Storage of entrusted data service 

Gas transporting networks as supply chain



Gas transporting networks as supply chain

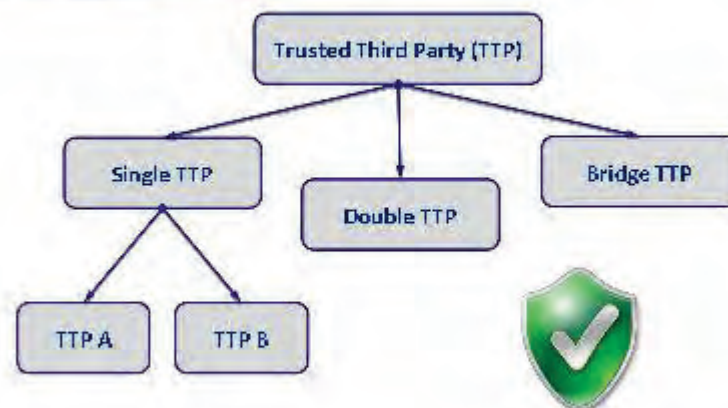


CFR Cost and Freight (...named port of destination)

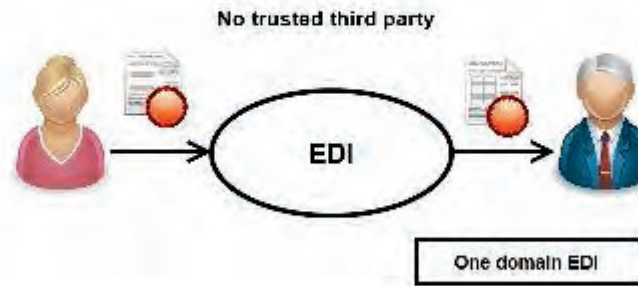
THE SELLER'S OBLIGATIONS		THE BUYER'S OBLIGATIONS	
A1 Provision of goods in conformity with the contract		F1 Payment of the price	
A2 Licences, authorizations and formalities		F5 Insurance, a minimum one and for others	
A3 Contracts of carriage and insurance		F6 Contracts of carriage and insurance	
A4 Delivery		F4 Loading/delivery	
A5 Transfer of risks		F3 Unloading/delivery	
A8 Division of costs		D6 Division of costs	
A7 Notice to the buyer		E7 Notice to the seller	
A8 Proof of delivery: transport document or equivalent electronic message		F8 Proof of delivery: transport document or equivalent electronic message	
Where the seller and the buyer have agreed to communicate electronically, the document referred to in the preceding paragraphs may be replaced by an equivalent electronic data interchange (EDI) message.		The buyer must secure the transport document in accordance with A8 F1 in conformity with the contract.	
A8 Checking - packaging - marking		D8 Inspection of goods	
A10 Other obligations		E9 Other obligations	

CFR	CIF	CIP	CPT	DAF	DDP	DDU
DEQ	DES	EXW	FAS	FCA	FOB	

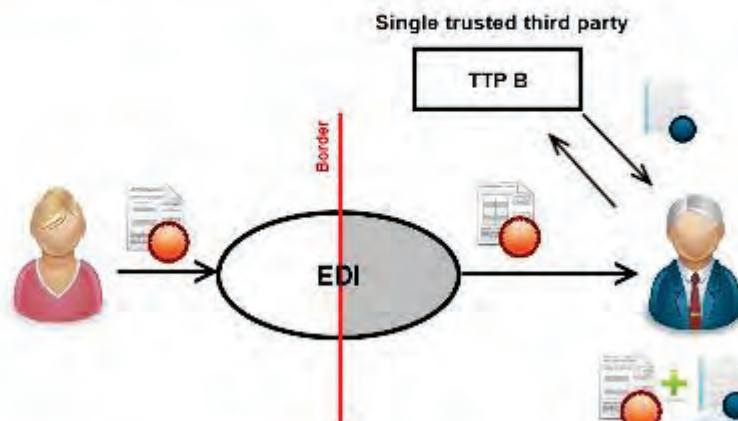
TTP Variants



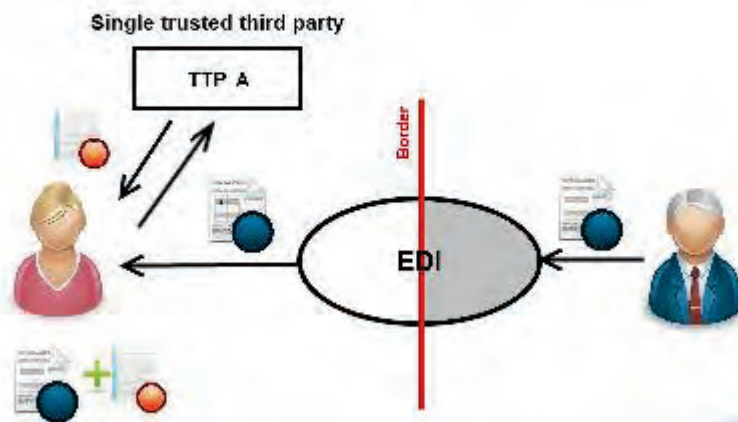
No TTP



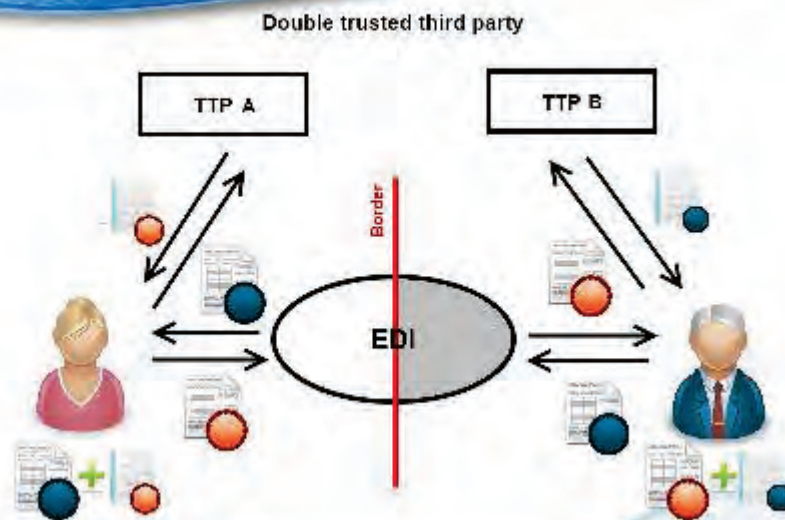
TTP B



TTP A



Double TTP





The Application of E-Commerce to the International Supply Chain Connectivity: Example of e-transportation Platform & e-trading Platform of Chinese Taipei

The Application of E-Commerce to the International Supply Chain Connectivity: Example of e-transportation Platform & e-trading Platform of Chinese Taipei

Prof. Lee, Tzong-Ru(jiun-Shen)
Marketing Department
National Chung-Hsing University
Taichung, Taiwan , ROC

2/10/2017

Application of E-Commerce to the International Supply Chain Connectivity in Taiwan

When we mention to the Logistics, it includes two parts, Passenger Transport and Cargo.

Passenger
Transport



Civil
Aeronautics
Administration,
MOTC R.O.C.

Cargo



Trade- Van
Information
Service Co.

2/10/2017

2

Part 1. Passenger Transport

Civil Aeronautics Administration, MOTC R.O.C.

3/11/2015

5

Civil Aeronautics Administration, MOTC R.O.C.

Real time Departures and Arrivals data

Airline	Flight No.	Departure	Schedule	Continue Time	Actual Arrival Time	Gate	Terminal	Status
BT	302	LZH	09:00		09:00			On Time
GE	999	MZG	09:00		09:00			On Time
AE	362	MZG	09:15		09:15			On Time
BT	809	MZG	09:30		09:30			On Time
BT	887	KHH	09:30		09:30			On Time
IS	907	MAS	09:30		09:30			On Time
BT	894	TTT	09:30		09:30			On Time
CT	022	MZG	10:00		10:00			On Time
BT	336	MFK	10:10		10:10			On Time
GE	232	KHH	10:20		10:20			On Time
AE	392	TTT	10:40		10:40			On Time
AE	102	KHH	10:45		10:45			On Time
GE	522	MZG	10:50		10:50			On Time
FF	007	KHH	11:10		11:10			On Time
BJ	390	LZH	11:40		11:40			On Time
IC	004	MAS	11:50		11:50			On Time
GC	2122	KHH	12:10		12:10			On Time
DT	002	MZG	12:15		12:15			On Time
AE	104	KHH	12:15		12:15			On Time
BT	885	KHH	12:40		12:40			On Time

Taiwan Taoyuan International Airport
 Subordinate Organizations
 Taipei Songshan Airport
 Kaohsiung International Airport

Nankun Airport
 Beijing Airport

4

Civil Aeronautics Administration, MOTC R.O.C.

Use the Departures and Arrivals data to provide value-up service

If the flight delay:

Advantages:



2011/3/15

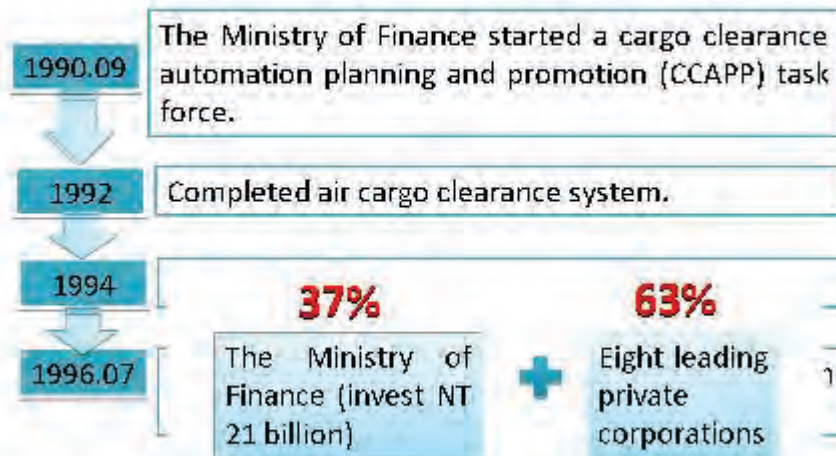
5



2011/3/15

6

Trade-Van Information Services Co.



2/10/2013

7

Trade-Van Information Services Co.

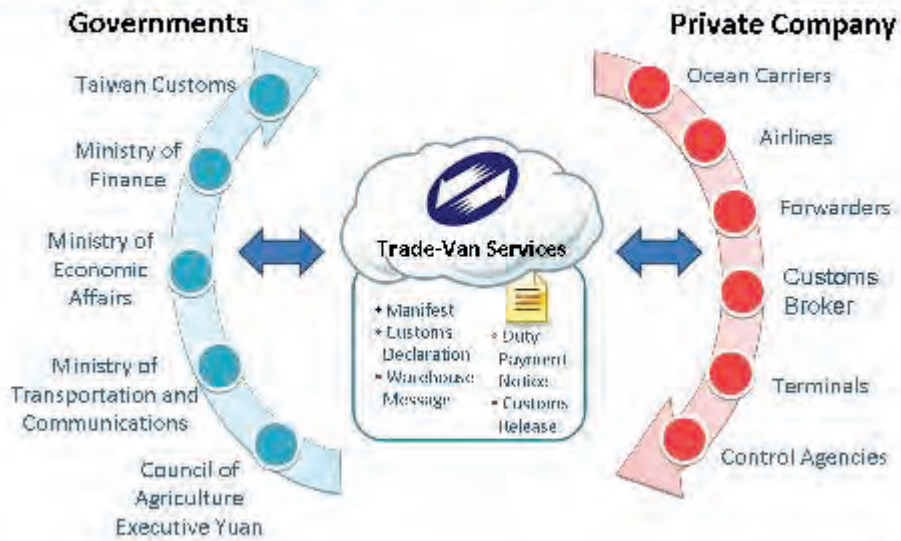
The concept of EDI information exchange network has already be adopted by Australia, New Zealand, Singapore, and Japan few years ago.

Although it's not the first company to involve in EDI information exchange network in Asia, Trade-Van is the one completely following rules of the UN/EDFACT (United Nations/Electronic Data Interchange For Administration, Commerce and Transport) of Customs Clearance Automation.

2/10/2013

8

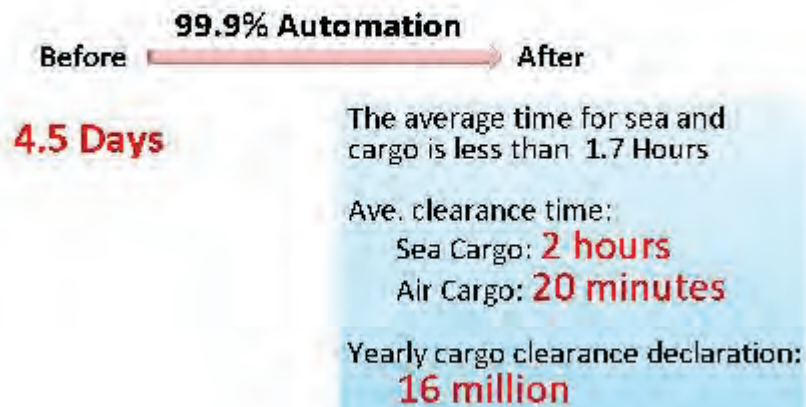
Trade-Van Information Services Co.



21/11/2015

5

Trade-Van Information Services Co.

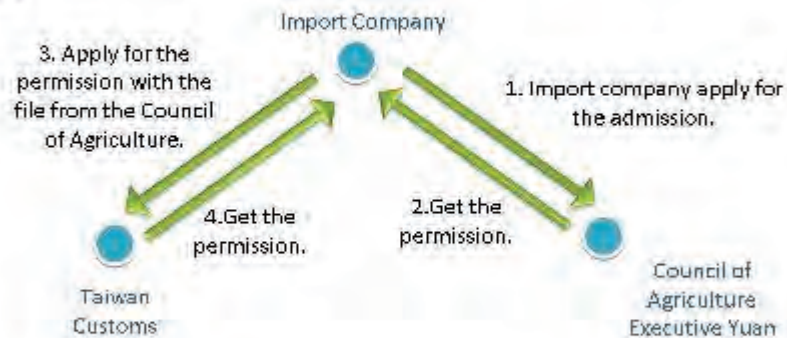


21/11/2015

6

Trade-Van Information Services Co.

Before

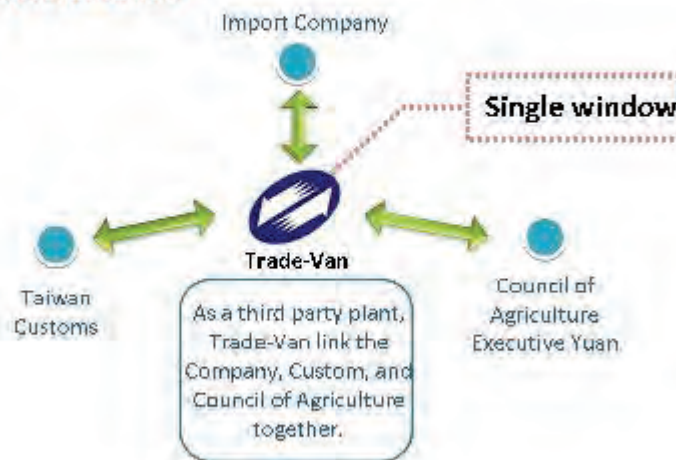


2/10/2013

Single window

Trade-Van Information Services Co.

After 99.9% Automation



2/10/2013

2

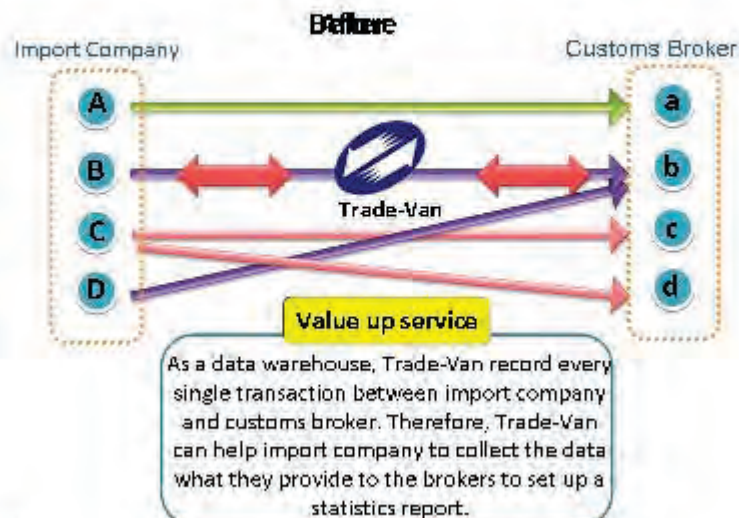
Trade-Van Information Services Co.



2/10/2013

1/1

Trade-Van Information Services Co.



2/10/2013

1/1

Trade-Van Information Services Co.



Value up service

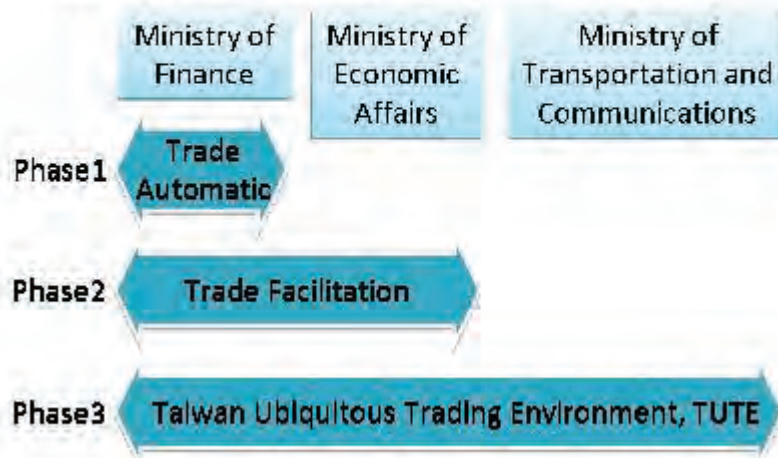
When Trade-Van receive the cargo manifest, it can be provide not only to Taiwan Customs, but also to container operating company. So that, they can control the container volume to make sure they have enough space to keep all the containers.

2010/2011

5

Trade-Van Information Services Co.

History of paperless trade environment In Taiwan



2010/2011

6



2011/3/15

7

Q & A

2011/3/15

8

o) E-freight as a part of E-commerce



E-freight as a part of E-commerce

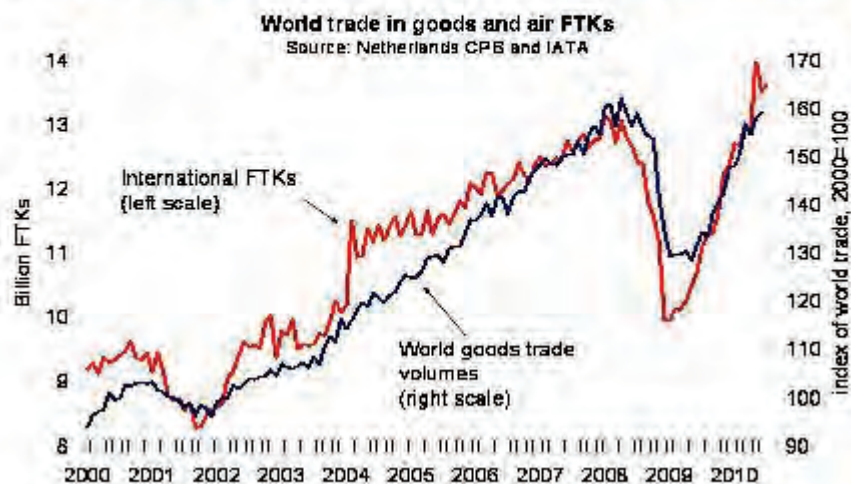
Vladimir D. Zubkov

- Vice-President, Relations with International Organizations, Volga-Dnepr Group of Companies, Moscow;
- Board Member of The International Air Cargo Association – TIACA;
- Member of IATA Industry Affairs Committee

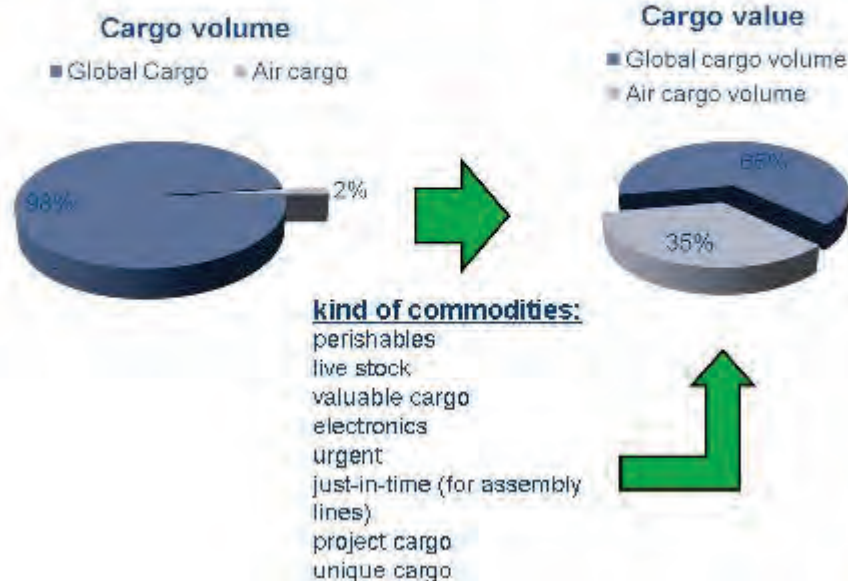


Is really E-freight a part of E-commerce ???

Freight is a barometer of state of the commerce



Air cargo is only 2% in the global volume,
but 35% in terms of its value



The industry is ready for “e”

WCO, FIATA, ICAO, CITES, TIACA, IATA, IT providers ...
worked together toward the same vision to ensure a paper-free infrastructure is available.

20 multimodal standard
electronic messages available

300+ airports in 31 countries
and 4 domestic markets ready

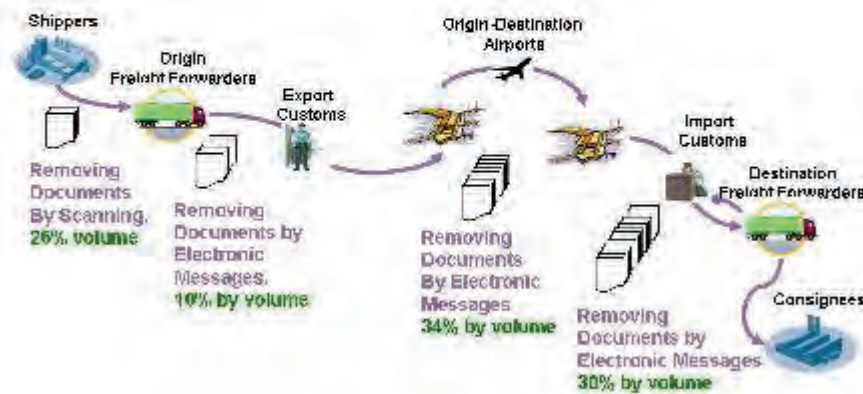


- ### Height

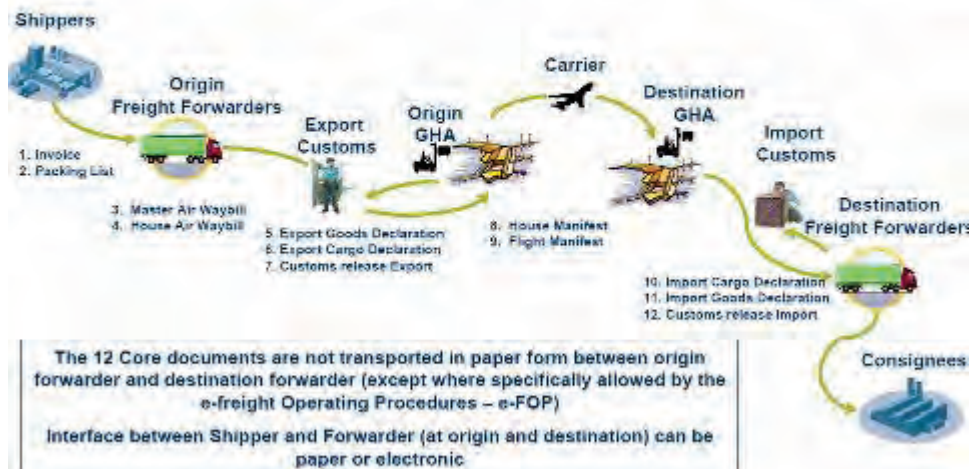
e-freight end-to-end data flow –for general cargo



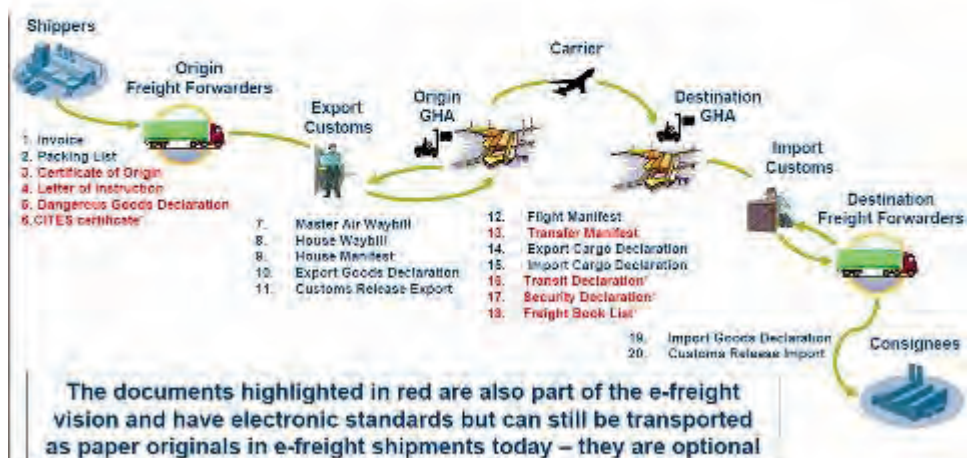
E-freight: what happens with the documents



Scope e-freight (12 core documents)



Scope e-freight (8 optional documents)



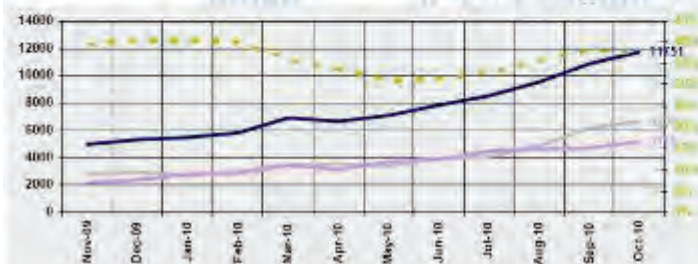
e-freight: Why do it?



- **Cost:**
Eliminate paper handling and processing cost (eliminates data re-capture)
- **Time:**
Reduced freight "wait time"
- **Quality:**
Unified Quality Management Standards
- **Visibility:**
Quality electronic messaging for tracking status of freight
- **Sustainability:**
Contribute to environment by reducing paper consumption

E-freight status 2011

44 Locations LIVE	104 Major Airports LIVE	20 Standards Developed
--------------------------------	--------------------------------------	-------------------------------------



↑ 54% in volumes since June 2010

↑ Still just the beginning: less than 1% global market



What is required for e-freight to work?

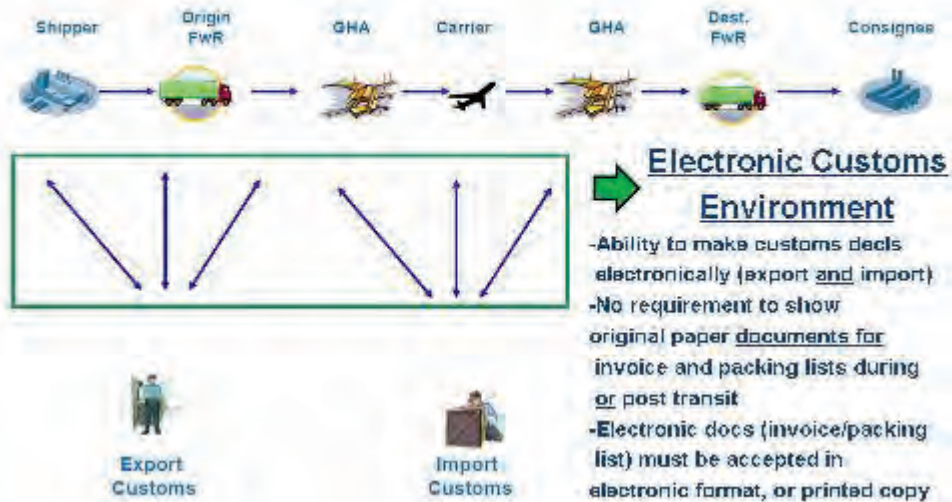


**E-freight requires three components
to work in the supply chain**

- 1) Electronic customs environment**
- 2) Electronic communication between
forwarder, airline and ground handler**
- 3) Electronic communication between
forwarder at origin and
forwarder/consignee at destination**



1) Electronic customs environment



Типовые бизнес-процессы и документы авиакомпании в регулярных грузовых авиаперевозках

Международный таможенный транзит



МТТ:

1. Генеральная декларация
2. Полётный манифест
3. Транзитный манифест (TRM)
4. Информация об особых категориях грузов

ВТТ:

1. Генеральная декларация
2. Сертификат происхождения товара
3. Разрешения на перевозку грузов по таможенной территории России
4. Транзитный манифест/декларация
5. Декларация таможенной стоимости грузов
6. Документы об оплате таможенных платежей и пошлин

Примечание:

Необходимо подтверждение нулевой ставки НДС на международные транзитные грузы, которая регулируется ФНС. Возможна уплата обеспечения таможенных платежей в качестве гарантии при выдаче условного выпуска (ст.341 ТК).

Типовые бизнес-процессы и документы авиакомпании в регулярных грузовых авиаперевозках

Внутренний таможенный транзит

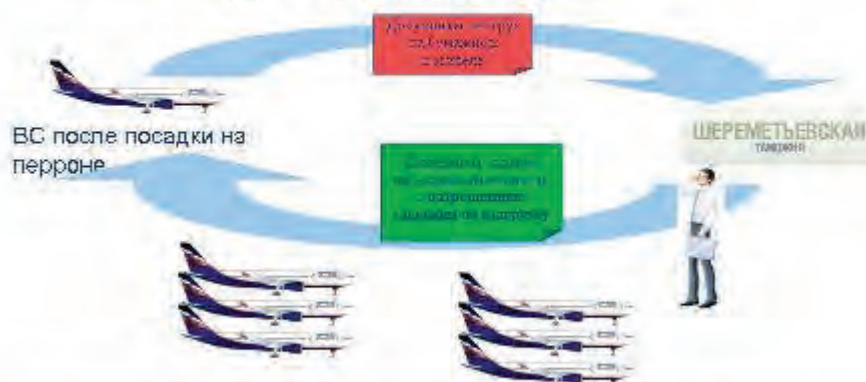


1. Генеральная декларация
2. Сертификат происхождения товара
3. Разрешение на перевозку грузов по таможенной территории России
4. Транзитный манифест/декларация
5. Декларация таможенной стоимости грузов
6. Документы об оплате таможенных платежей и пошлин

17

Получение разрешения таможи на выгрузку груза - текущее состояние

Ручная подготовка бумажных носителей документов с последующим
представлением в таможенный орган



Подача документов на бумажных носителях в таможену после прибытия
ВС и получение разрешения на выгрузку грузов занимает от 15 до 40 мин.

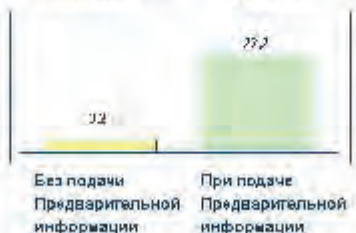
18

Получение разрешения таможи на выгрузку груза - эксперимент 2009

Средняя задержка начала разгрузки воздушного судна
(минут)



Сдвигание графика окончания разгрузки воздушного судна
(минут)



- Всего в ходе исследования были получены данные по 2067 рейсам
- Из них 1519 – с грузом (74%)
- На 700 рейсов было получено предварительное разрешение на выгрузку (46%)
- При получении предварительного разрешения на выгрузку значительно (в 3-7 раз) улучшаются временные показатели начала и окончания разгрузки воздушных судов

При получении предварительного разрешения на выгрузку значительно улучшаются временные показатели начала и окончания разгрузки ВС

Получение разрешения таможи на выгрузку груза - перспектива



Подача документов на груз в электронном виде позволяет получить разрешение на выгрузку груза до посадки ВС.

Декларирование ВС: текущее состояние, перспектива

Ручное формирование и передача в таможенный орган документов оформляемого воздушного судна на бумажном носителе:

- генеральная декларация,
- грузовой манифест и авианакладные,
- почтовый манифест,
- загрузочная и пассажирская ведомость,
- декларация о припасах и заявление с перечнем припасов

Ручная подготовка бумажных носителей документов с последующим представлением в таможенный орган



Декларирование ВС подачей документов на бумажных носителях требует значительных людских и материальных ресурсов, а также занимает много времени

21

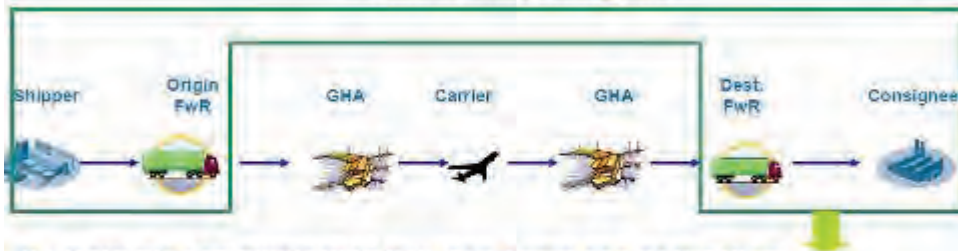
2) Electronic communication between forwarder, airline and handler



2) Electronic communication between FF-Airline-GHA

- Ability to communicate FWB and FHL information between FF-Airline-GHA systems (or capture information on airline web portal)
- e-AWB agreements signed and implemented (currently optional for e-freight but mandatory as of Jan 2013)
- Procedures defined between FF-GHA-Airline to accept freight at acceptance counter (origin) and for freight delivery (destination) without original paper docs (may require use of a shippers delivery note or warehouse receipt)

3) Electronic communication between origin and destination forwarder/consignee



3) Electronic communication between origin and destination forwarder/consignee

- Ability of origin forwarder to communicate key documents to destination forwarder, broker and shipper electronically (house air waybill, invoice, packing list)
- Ability to archive documents electronically (e-Archiving)
- Once the above are in place, the forwarder does not need to provide these documents to the airline for carriage to destination (Elimination of the document pouch for general cargo documents, reduced pouch for other cargo that needs special cargo docs in the pouch)

What are the key e-freight challenges?

e-freight -Key challenges



e-freight -Key challenges



e-freight -Key challenges



e-freight -Key challenges



E-freight project: active participants



October 2010 - 32 pilot projects in the world

The Russian challenge for tomorrow...

Losing ground vs G20 countries and other BRIC states

	2010	2009
Singapore	1	1
Hong Kong	2	2
Korea, Republic	27	26
China	48	49
India	84	76
Brazil	87	87
Russian Federation	114	109

World Economic Forum
Global Enabling Trade
Report 2010



- **Hong Kong**, the first e-AWB hub: **30%** of the air freight from Hong Kong is using the e-AWB
- **Hong Kong** is the leading e-AWB market in the world
- e-AWB is being rolled-out by cargo airlines in **Korea** (Korean Air), **Singapore** (Singapore Airlines), **Chile** (LAN), **USA** (Delta Airlines)
- e-AWB can be used in Canada, Japan, Malaysia, New Zealand, Chinese Taipei, Mainland China, Mexico, Peru
- **e-AWB is not legally feasible in 7 APEC countries** as their government did not ratify MC99 international treaty allowing the usage of an electronic contract of carriage: Brunei, Indonesia, Papua New Guinea, Philippines, Thailand, Russia, Vietnam

32



- APEC countries shall promote the usage of e-AWB to fasten and secure the transportation of freight by air and make the economic area even more efficient
- The 7 countries that have not ratified MC99 treaty yet are strongly encouraged to do so to facilitate, speed and strengthen the air freight movements within the area
- Airlines and freight forwarders shall be encouraged to pursue the e-AWB rollout in the 14 APEC countries that are ready

33



The International Air Cargo Association

TIACA – the major partner of IATA in the implementation

Working to advance
the world of air cargo

To find out more about TIACA, go to
www.tiaca.org



Who are members of TIACA

- Airlines
- Freight Forwarders
- Shippers
- Logistics Service Providers
- Integrators
- Airports
- Ground Handling Agents
- General Sales Agents
- Aircraft Manufacturers
- Trucking Organizations
- Technology Providers
- Courier & Express Operators
- Industry Media

There is no alternative to E-freight in aviation



p) UNECE (UN/CEFACT) Tools and Standards on Trade Facilitation and E-Business for Supply Chains

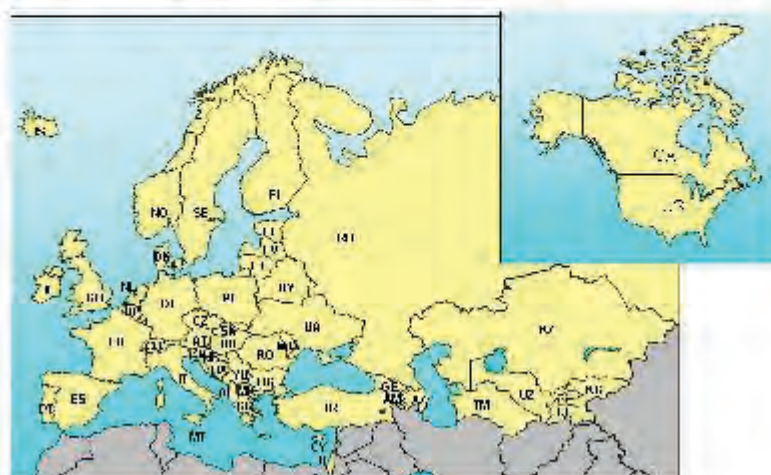


UNECE (UN/CEFACT) Tools and Standards on Trade Facilitation and E-Business for Supply Chains

Sergueï Kouzmine
UNECE (UN/CEFACT programme élément)
San Francisco, 19 September 2011



**50 - 60 % of World Trade
is between UNECE Member States**





UNECE Legal Instruments

- Conventions/Agreements (environment, transport, ...)
- Regulations (construction of vehicles, transport of dangerous goods, ...)
- Standards (agriculture, electronic commerce/transactions, ...)
- Recommendations/Good practices (on regulatory matters, market surveillance, trade, ...)



Supply Chains and E-needs

- Defined and Structured information
- Harmonized paper documents
- Agreed e-format for transfer and submission of trade, finance and regulatory data
- Harmonized, simplified procedures (in particular, regulatory)
- Traceability (if required, ... regulatory)

Consumer, market and regulatory needs



Strengthening the capacity of Developing and Transition Economies to link to Global Supply Chains through the reduction of Trade Obstacles

Executing Agencies:

UNECE in partnership with the other four Regional Commissions (, UNECA, UNECLAC, UNESCAP, UNESCWA) and in collaboration with UNDP

Countries:

Selected countries from all five regional areas

Beneficiaries:

Ministries of Trade, Economy, Transport & Finance; Customs & Control Authorities; Trading Companies; Chambers of Commerce, Industrial, Trade & Logistics Associations; Trade & Customs Training Centers

Duration:

September 2011 – September 2013



Simplification: Time to export and import

Region	Time to Export (days)		Time to Import (days)	
	DR 2011	DR 2007	DR 2011	DR 2007
Central Asia	11	11	11	12
East Asia & Pacific	14	14	14	26
Latin America & Caribbean	18	22	21	27
Middle East & North Africa	19	19	14	32
South Europe & Central Asia	27	31	14	34
Sub-Saharan Africa	32	37	38	47
World Bank	31	36	34	38
Global Average 2010	23.1		25.8	

Source: World Bank Doing Business 2011



WHY Trade Facilitation?

- Cost of inefficient border formalities
- TF costs and companies competitiveness
- Advanced logistics and just in time manufacturing regimes, expectations for prompt and predictable goods clearance
- International commitments (i.e. at WTO)
- Competition for foreign investment
- Regional trading agreements (customs regimes)
- Importance of good governance
- National security and consumer safety (role of customs and border agencies)



UN/CEFACT e-Document Standards

- UN Layout Key for Trade Documents (ISO 6422; UNECE Recommendation 1)
- United Nations Trade Data Elements Directory (UNTD/ISO7372)
- UNEDIFACT (ISO 9735)
- UN/CEFACT Core Component Technical Specification
- UN/CEFACT XML Naming & Design Rules
- UN/CEFACT Core Components Library
- UN/CEFACT Codes Recommendations
- UNECE Trade Facilitation Recommendations

Future: more than 60 ongoing projects and current UN/CEFACT reorganization



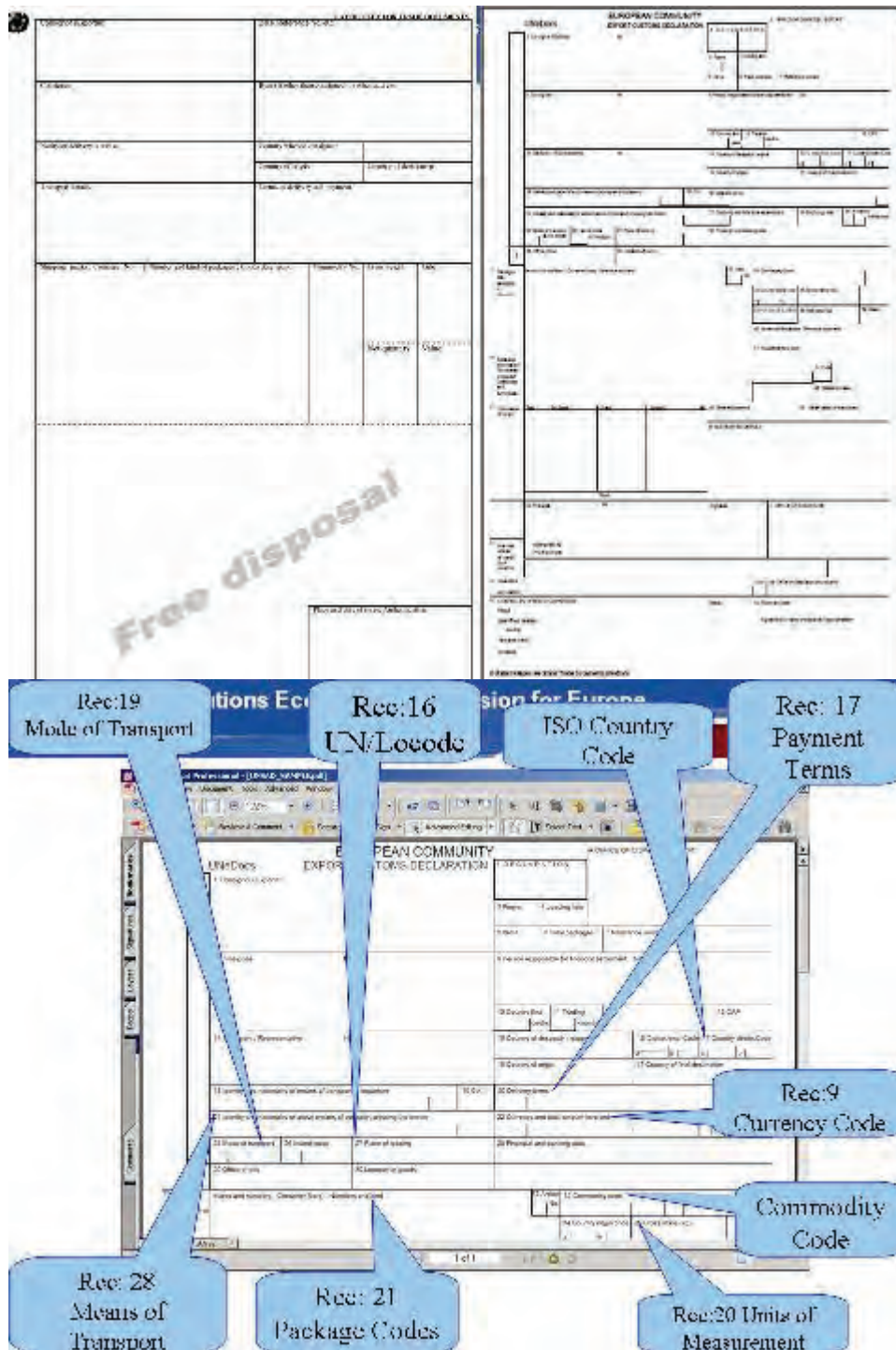
UN/CEFACT Compendium of Trade Facilitation Recommendation (35 published)

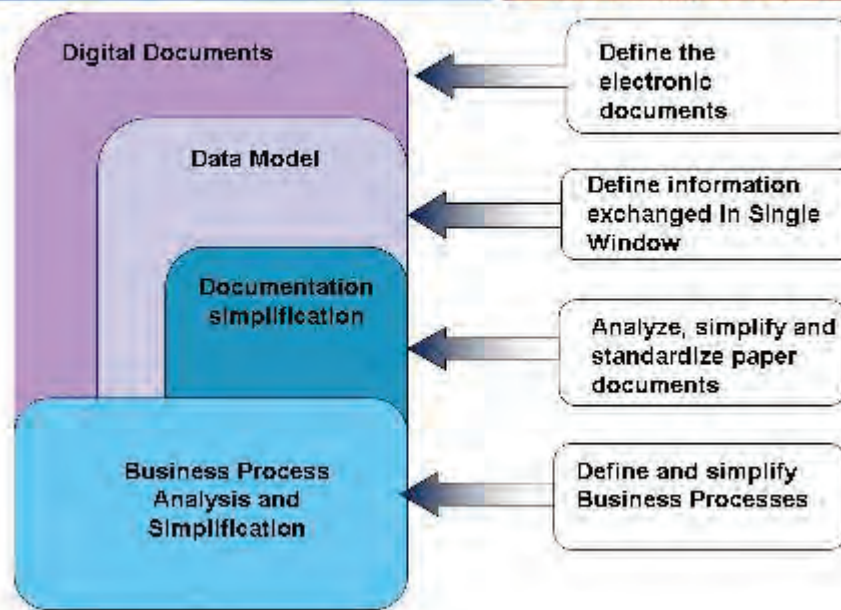
- Recommendation 1 - UN Layout Key for Trade Documents (ISO 6422)
- Recommendation 4 - National Trade Facilitation Bodies
- Recommendation 16 - UN/LOCODE: Code for Trade & Transport Locations
- Recommendation 18 - Facilitation Measures Related to International Trade Procedures
- Recommendation 25 - Use of UN/EDIFACT (ISO 9735)
- Recommendation 33 - Guidelines on Establishing a Single Window (SW)
- Recommendation 34 - Data harmonization for SW
- Recommendation 35 - Legal Framework for Single Window



UNLK: Layout Key for Trade Documents

Consignor (Exporter)	Date, Reference No., etc.	
Consignee	Buyer (if other than consignee) or other address	
Notify or delivery address	Country whence consigned	
Transport details	Country of origin	
	Country of destination	
Shipping marks; Container No.	Commodity No.	
	Gross weight	
Number and kind of packages; Goods description	Cubes	
	Net quantity	
	Value	
Free disposal		More particular needs in individual applications
		Place and date of issue; Authentication





APEC region – UNECE cooperation

- AFACT (former Asian EDIFACT Board)
- TF ASEAN workshop (K-Lumpur, Nov. 2008)
- Business Process Analysis Guide
- UN Next (group on paperless trade)
- Data Harmonization Guide (*under preparation*)
- Asia-Pacific TF Forum (Seoul, 4-5 Oct.2011)
- Major UNECE partner at region - ESCAP

What we can do together with APEC ?



Towards smart regulation (and enhancing supply chains)

Over the past 5 years, economies that rank high on the ease of trading across borders have:

1. Introduced or improved **electronic data interchange systems**
2. Introduced or improved **risk-based inspections**
3. Improved **customs administration**
4. Reduced **number of trade documents**
5. Improved **procedures at ports**
6. Introduced or improved **single window**
7. Implemented **border cooperation agreements**



Source: WU World Economic Forum, 2006



In summary

Trade facilitation and e-standards:

- Give businesses a competitive edge
- Allow greater integration in the global economy
- Enhance government efficiency and revenues
- Opportunities for APEC-UNECE projects ?
- What is needed for supply chains ?
- To prepare « check list » for supply chains (standards, recoms,...) ?



Contacts:

Serguei Kouzmine
UNECE Global Trade Solutions Section
serguei.kouzmine@unece.org
www.unece.org/trade

q) Current Status of Vietnam e-Commerce and Online Public Services



Agenda

- IT-driven trade facilitation milestone for traditional international trade model?
- Cross-border B2C e-commerce vs. traditional B2B model in China?
- Does the current international trade supply chain meet the new B2C online e-trade model?
- What are the challenges?
- What are the opportunities
- Conclusions and implications



Milestone on IT-driven trade facilitation in China



- Oct, 1995, EDI International Trade Service Center (MOFTEC)
- Feb, 1996, CIECC was established, and in charge of National Gold Gate Project
- Dec, 2000, E-Port Pilot project (Beijing Customs)
- Aug, 2001, Nation-wide implementation of E-Port project
- Oct, 2001, State Council called for integration of data exchange for customs (Da Tong Guan)
- Oct, 2004, Shanghai Easipass Platform: regional integration of international trade data for customs

Cross-border B2C e-commerce vs. traditional B2B model in China?



TOTAL TRADE

- 2972 billion US Dollar total (2010), No. 3 in global trade
- Around 25% annual growth rate

ONLINE B2C

- Small percentage, less than 1 percent of total trade
- Over 100% annual growth rate



Emerging Cross-border E-commerce

The third party online trading platform for cross-border e-commerce is developing very fast, e.g.

- [Alibaba-Aliexpress](http://Alibaba-Aliexpress.com)
- Dhgate.com
- [Dinodirect](http://Dinodirect.com)
- Globalmarket.com

Cross-border Online Sellers

- Lightinthebox.com
- [Dealextreme](http://Dealextreme.com)
- TradeTang.com









Cross-border E-commerce from/to China



- Internet Retailer detailed that the countries with the most international e-commerce sales through PayPal are Hong Kong (96%), **mainland China (90%)**, Japan (71%) and Canada (55%).
- By Paypal, mainland China accounts for 50% of Asian cross-border e-commerce (1 million Chinese users by 2010)
- DHgate.com alone achieves cross-border online transaction of 6 billion USD in 2010

What Matters to Sell Online To Overseas Market?



- **COST OF DELIVERY**
 - At least 7-15 days (EMS normal delivery)
 - Cost of delivery is too high
- **HANDLING PROCESS AND COMPLIANCE**
 - 2200 handling points and procedures from manufactures to consumers

Cross-border E-commerce Supply Chain Service

- Cross-border e-commerce supply chain service providers
 - <http://www.4px.cn/>
 - <http://www.chukou1.com/>



- They are in cooperation with EMS, UPS, DHL, and Ebay, Paypal, etc.

Online Cross-border Payment



Imp/Exp Process Outsourcing Service



Improving Global Supply Chain and Connectivity

- Cargo congregation
- Overseas warehousing system
- Outsourcing imp/exp process
- Open account trade financing
- DELIVERY
 - 3-10 days (1-3 days to the east coast, 3-5 days to the west coast in the US)
 - The cost of delivery is much cheaper

Ebay: Make Chinese Exporters Easy to Sell Online to Overseas Market



Conclusions and implications

■ Conclusions

- Cross-border e-commerce is one of the key drivers for global supply chain improvement and connectivity
- Quick response, visibility, minimum inventory, forecasting demand, and JIT delivery require the integration of information by connecting various parties and systems.

■ Implications:

- Border control and compliance regulation for trade flow
- Supply chain integration with public sectors

Thanks



Jian Wang

Advisor for CIECC and APEC E-commerce
Alliance

Professor, University of International Business
and Economics (UIBE),

wangjian@uibe.edu.cn

r) Supply Chain Connectivity and Cross Border E-commerce-China's experience



Agenda

- IT-driven trade facilitation milestone for traditional international trade model?
- Cross-border B2C e-commerce vs. traditional B2B model in China?
- Does the current international trade supply chain meet the new B2C online e-trade model?
- What are the challenges?
- What are the opportunities
- Conclusions and implications



Milestone on IT-driven trade facilitation in China



- Oct, 1995, EDI International Trade Service Center (MOFTEC)
- Feb, 1996, CIECC was established, and in charge of National Gold Gate Project
- Dec, 2000, E-Port Pilot project (Beijing Customs)
- Aug, 2001, Nation-wide implementation of E-Port project
- Oct, 2001, State Council called for integration of data exchange for customs (Da Tong Guan)
- Oct, 2004, Shanghai Easipass Platform: regional integration of international trade data for customs

Cross-border B2C e-commerce vs. traditional B2B model in China?



TOTAL TRADE

- 2972 billion US Dollar total (2010), No. 3 in global trade
- Around 25% annual growth rate

ONLINE B2C

- Small percentage, less than 1 percent of total trade
- Over 100% annual growth rate



Emerging Cross-border E-commerce

The third party online trading platform for cross-border e-commerce is developing very fast, e.g.

- [Alibaba-Aliexpress](http://Alibaba-Aliexpress.com)
- Dhgate.com
- [Dinodirect](http://Dinodirect.com)
- Globalmarket.com

Cross-border Online Sellers

- Lightinthebox.com
- [Dealextreme](http://Dealextreme.com)
- TradeTang.com









Cross-border E-commerce from/to China



- Internet Retailer detailed that the countries with the most international e-commerce sales through PayPal are Hong Kong (96%), **mainland China (90%)**, Japan (71%) and Canada (55%).
- By Paypal, mainland China accounts for 50% of Asian cross-border e-commerce (1 million Chinese users by 2010)
- DHgate.com alone achieves cross-border online transaction of 6 billion USD in 2010

What Matters to Sell Online To Overseas Market?



- **COST OF DELIVERY**
 - At least 7-15 days (EMS normal delivery)
 - Cost of delivery is too high
- **HANDLING PROCESS AND COMPLIANCE**
 - 2200 handling points and procedures from manufactures to consumers

Cross-border E-commerce Supply Chain Service

- Cross-border e-commerce supply chain service providers
 - <http://www.4px.cn/>
 - <http://www.chukou1.com/>



- They are in cooperation with EMS, UPS, DHL, and Ebay, Paypal, etc.

Online Cross-border Payment



Imp/Exp Process Outsourcing Service



Improving Global Supply Chain and Connectivity

- Cargo congregation
- Overseas warehousing system
- Outsourcing imp/exp process
- Open account trade financing
- DELIVERY
 - 3-10 days (1-3 days to the east coast, 3-5 days to the west coast in the US)
 - The cost of delivery is much cheaper

Ebay: Make Chinese Exporters Easy to Sell Online to Overseas Market



Conclusions and implications

■ Conclusions

- Cross-border e-commerce is one of the key drivers for global supply chain improvement and connectivity
- Quick response, visibility, minimum inventory, forecasting demand, and JIT delivery require the integration of information by connecting various parties and systems.

■ Implications:

- Border control and compliance regulation for trade flow
- Supply chain integration with public sectors

Thanks



Jian Wang

Advisor for CIECC and APEC E-commerce
Alliance

Professor, University of International Business
and Economics (UIBE),
wangjian@uibe.edu.cn

s) The Contribution of Uniform Trade Law to Supply Chain Connectivity: UNCITRAL Texts and Electronic Single Window Facilities



Luca Castellani
Secretary, Working Group IV (Electronic Commerce)
UNCITRAL Secretariat

Importance of legal framework for international supply chain

- Each step of the international supply chain is covered by legal provisions
- Different applicable laws create uncertainty in cross-border trade
- Uncertainty translates in additional costs:
 - to manage contracts
 - to solve disputes, including at the enforcement stage.



Importance of legal framework for international supply chain

- **Solution: adoption of uniform texts**
 - incorporating prevailing international legal standards;
 - reflecting modern business practice;
 - compatible with all legal systems.



Establishment of UNCITRAL

- In 1966, the United Nations General Assembly establishes the United Nations Commission on International Trade Law (UNCITRAL)
- **UNCITRAL mandate:** promote the harmonization and modernization of international trade law
- **UNCITRAL is the core legal body of the UN system in the field of international trade law**



UNCITRAL texts and the supply chain

UNCITRAL texts cover most steps of the supply chain in business-to-business transactions:

- electronic commerce
- international transport of goods
- international payments
- international sale of goods
- international commercial arbitration and conciliation



Example of relevance of UNCITRAL text for the international supply chain

United Nations Convention on Contracts for the International Sale of Goods, 1980 (CISG):

- 77 States parties, including 12 APEC member economies
- provides uniform rules on the obligations of seller and buyer
- applies by default to contract concluded by business located in contracting States, unless parties agree otherwise



Example of relevance of UNCITRAL text for the international supply chain

International procurement of goods with delivery by instalments is a standard contract in supply chain:

- interruption due to natural / political causes is a possibility;
- need to factor that event in the supply chain and to mitigate its consequences.



Example of relevance of UNCITRAL text for the international supply chain

Benefits arising from the applicability of the CISG to the contract of sale:

1. Clarity in applicable law;
2. Controlling principles:
 - Flexibility in contractual management;
 - Duty to cooperate.



Example of relevance of UNCITRAL text for the international supply chain

Benefits arising from the applicability of the CISG to the contract of sale (continued):

3. Elements favourable to seller:

- Common notion of exemption (hardship/force majeure);
- Duty to mitigate damages.

4. Elements favourable to buyer:

- Anticipatory breach;
- Possibility to recover losses for cover purchases as damages.



Legal framework for e-transactions in APEC member economies

Three relevant UNCITRAL texts:

1. Model Law on Electronic Commerce (1996)
2. Model Law on Electronic Signatures (2001)
3. UN Convention on the Use of Electronic Communications in International Contracts (2005)



Legal framework for e-transactions in APEC member economies

Model Law on Electronic Commerce (1996)

- Sets fundamental principles for e-transactions and e-contracting
- Adopted in the vast majority of APEC member economies



UNCITRAL United Nations Commission on International Trade Law

Legal framework for e-transactions in APEC member economies

Model Law on Electronic Signatures (2001)

- Enables and facilitates the use of all types of electronic signatures;
- Has inspired the legislation of several APEC member economies



UNCITRAL United Nations Commission on International Trade Law

Legal framework for e-transactions in APEC member economies

UN Convention on the Use of Electronic Communications in International Contracts (2005)

- Updates previous UNCITRAL texts
- Facilitates effectively cross-border electronic exchanges
- Removes obstacles to use of e-communications in existing treaties
- Some APEC member economies among early adopters



Electronic single window facilities in APEC member economies

Electronic single window facility :

"a facility that allows parties involved in trade and transport to lodge standardized information and documents with a single entry point to fulfil all import, export, and transit-related regulatory requirements"

(UN/CEFACT recommendation 33)

"tool to simplify and make more efficient and effective the data submission process for import and export operations"

(UN/CEFACT recommendation 35)



Electronic single window facilities in APEC member economies

Possible benefits arising from use of electronic means in single windows:

- reduced administrative burdens and input errors thanks to data sharing;
- faster information flows with increased predictability of trade-related timelines;
- enhanced risk management for control and enforcement purposes;
- positive impact on revenue collection.



UNCITRAL United Nations Commission on International Trade Law

Electronic single window facilities in APEC member economies

Current prevailing approach to single windows:

- national facilities being deployed;
- cross-border facilities under study;
- technical aspects (interoperability) are a primary concern;
- increasing awareness of the need for legal uniformity, but not yet a priority
 - (see results of APEC SCCP Single Window Report of September 2010);
- when legal matters are addressed, they are seen from the public law perspective (regulatory/enforcement);
- only very advanced single windows are starting to seek integration with B2B flows (trade facilitation).



UNCITRAL United Nations Commission on International Trade Law

Electronic single window facilities in APEC member economies

- Electronic single windows require both technological and legal solutions
- Additional legal challenges for cross-border facilities
- Countries with common framework for B2B e-transactions and e-government have an advantage
- Widespread adoption of Electronic Communications Convention will create favourable conditions for e-SW
 - Legal uniformity for B2B transactions;
 - Possible extension of uniform regime to B2G transactions and beyond.
- Further studies under way; latest effort by UN NEXt (UN ESCAP)



Electronic single window facilities in APEC member economies

- APEC Single Window Implementation Guide (July 2009)
 - refers to potential legislative changes;
 - suggests alignment to international legal standards;
 - recommends adoption of UN/CEFACT rec. 33, then complemented by UN/CEFACT rec. 35 that suggests:
 - "15. The United Nations legal codification work in electronic commerce undertaken by UNCITRAL should be taken into account and used whenever possible as the benchmark for developing the Single Window legal infrastructure for both national and international transactions".



Electronic single window facilities in APEC member economies

APEC supply chain connectivity framework and electronic single windows:

- **chokepoint 4: improving clearance of goods by customs;**
- **chokepoint 5: simplifying customs documentation**
 - equivalence to various functions of paper documents (original, signed, etc.); e-archiving.



Conclusions

- Electronic single windows are directly relevant for APEC supply chain connectivity
- Need to broaden current approach to enhance trade facilitation:
 - focus also on legal framework
 - encompass B2B transactions
- APEC member economies in ideal position to adopt uniform law of electronic transactions and the Electronic Communications Convention
- Economic benefits are evident
- We are ready to work together



Further information

UNCITRAL's website:
<http://www.uncitral.org/>
is available in all 6 UN official languages
or contact directly
luca.castellani@uncitral.org

Many thanks for your attention!



t) Case Studies of Pan Asian E-Commerce Alliance



Single Window, Asian Connection

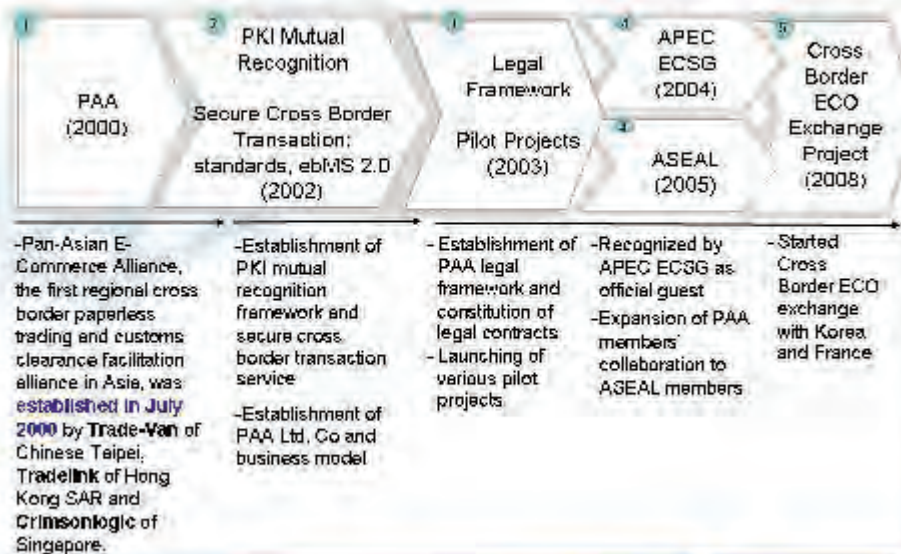
PAA Scenario



To promote and provide secure, trusted, reliable and value-adding IT infrastructure and facilities to enhance seamless trade globally

PAA.net

PAA Milestone



PAA.net

Our Value Proposition

- **Help companies compete through secure electronic cross border trading services**
 - **Connect directly to trading partners and logistic providers**
 - **Reduce administrative costs**, purchasing costs, courier cost
 - **Speed up transactions**
 - Potential for "better" operations/inventory management
 - Potential for higher sales volumes/revenues
 - **Backed by comprehensive legal framework**
 - Accept electronic documents
 - Accept digital signatures
 - Dispute resolution process

e.g. electronic P.O. confirmed and signed by Chinese Taipei supplier legally binding in HK and vice versa.



PAA Projects

- **B2B Projects: Commercial Documents Exchange**
 - Electronic commercial documents (Purchase Order, Commercial Invoice, Packing List, Advanced Shipment Notice) exchanged in textile industry between Chinese Taipei and Hong Kong
- **B2B2G Projects: Automated Manifest/Declaration Service**
 - Air Way Bill data from Chinese Taipei, Hong Kong delivered to Korea to be generated into Korean Import Air Manifest
 - Air Way Bill, commercial invoice and export customs declaration data from Korea delivered to Chinese Taipei to be generated into import declaration
- **ECO Project**
 - ECO exchange between Chinese Taipei and Korea
- **Global Visibility Project**
 - Cross border container tracking between Asia and Europe



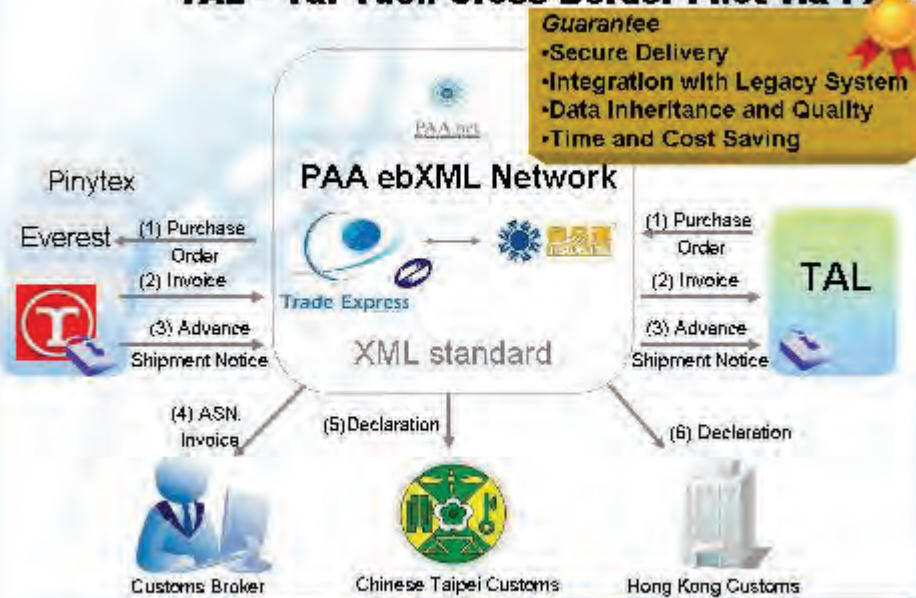
Case Study 1

TAL

Major textile manufacturer in Hong Kong



TAL – Tai Yuen Cross Border Pilot via PAA



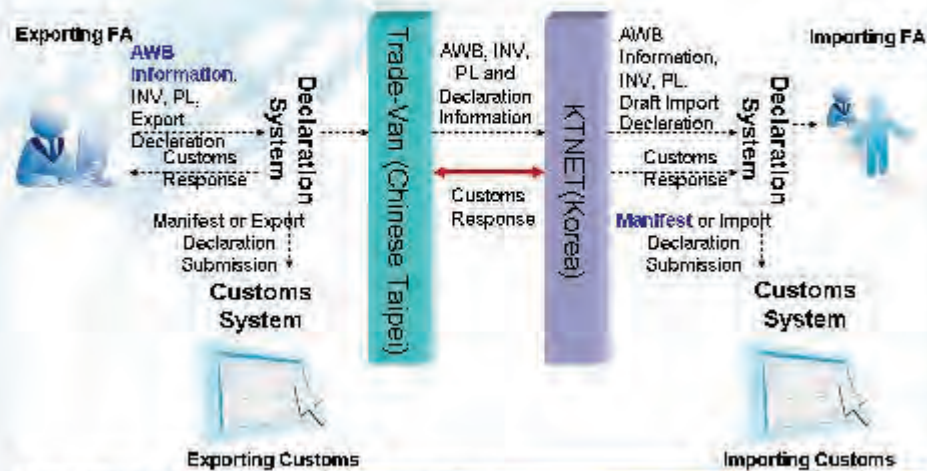
Case Study 2

Freight Forwarder

A new logistics management model



Extended Freight Forwarder Scenario



Monthly 3,000-4,000 live transactions!



The PAA Value Proposition

- EFFICIENT OPERATIONS – Trade **data can be reused** resulting in time savings in documents preparation
- REGULATORY INTEGRATION - **Integrated with Government services** (e.g. Trade Declarations) provided by PAA member
- ERROR FREE OPERATIONS – Automated reuse of trade data transmitted from trading partners result in **reduction of errors** caused by multiple data re-entry
- SECURITY - Secure electronic transaction with overseas trading partners – **no additional development** works or data mapping
- NEUTRAL RELIABLE PLATFORM – Common or **neutral** e-platform for **reliable** and **secure** document delivery
- STRONG PAA LEGAL FRAMEWORK - Backed by comprehensive contractual arrangement



Case Study 3

Electronic Certificate of Origin Exchange Project

A public and private partnership model



APEC Pathfinder Project

- ECO pathfinder is the most active pathfinder project under APEC ECSG
- A ECO project (an example of **Public Private Partnership**) between **MKE** (public sector), **KITA** and **KTNET** (private sector) of Korea and **BOFT**, **MOF** (public sector), and **Trade-Van** (private sector) of Chinese Taipei was initiated.
- ECO exchange model between Korea and Chinese Taipei has been adopted by APEC member economies as a best practice for cross border paperless trading

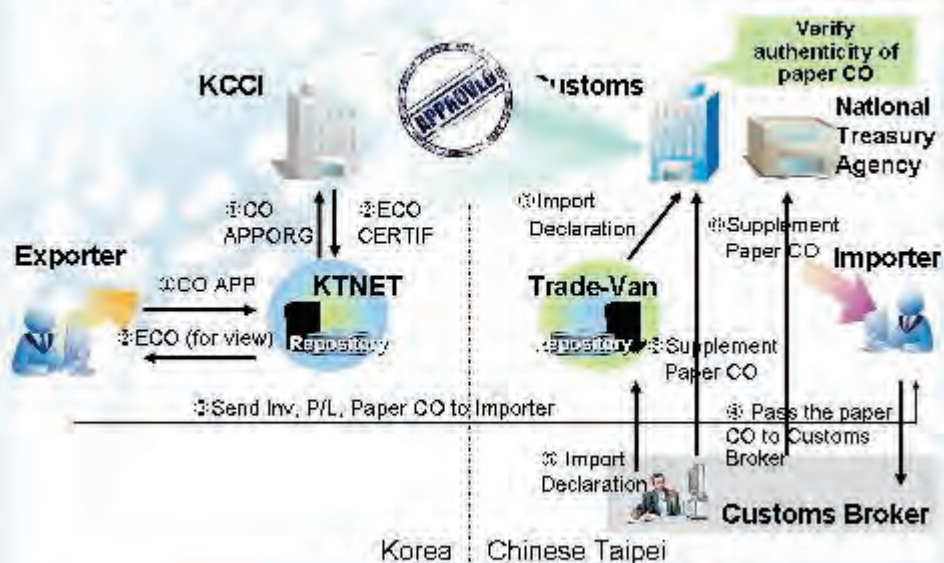
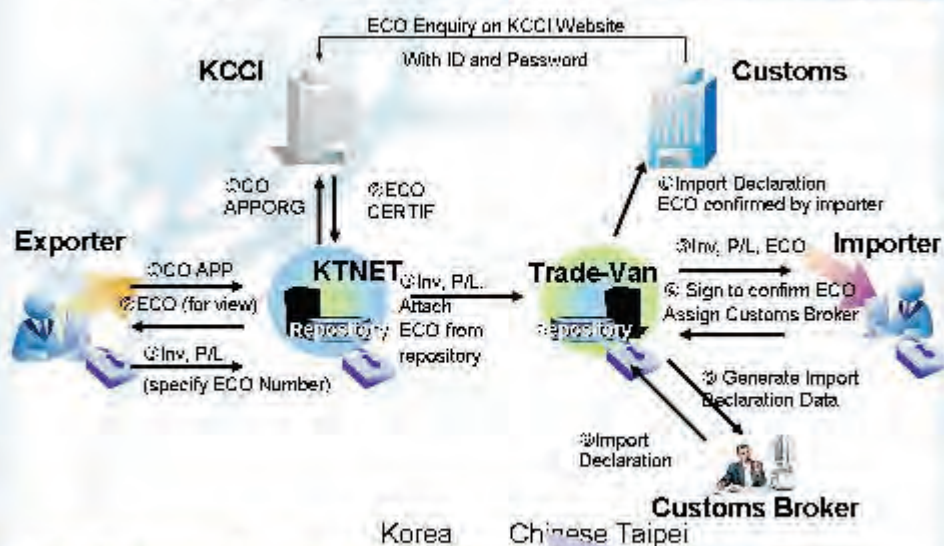
 PAA.net

Objectives of the Project

1. To **facilitate cross border electronic transaction**
2. To **streamline the customs clearance process**
3. To help traders with **ease of use e-trade application** for cross border trade
4. To increase more business opportunity and improve business relationship between Korea and Chinese Taipei
5. To **increase competitive edges** of Korean and Chinese Taipei traders

 PAA.net

Paper C0 Scenario [Korea ▶ Chinese Taipei]

**ECO Scenario** [Korea ▶ Chinese Taipei]

New developments: cross border eSPS exchange

Benefits to Government

- Be the **leader** in trade facilitation among other countries (APEC, WCO, EU)
- Guarantee the **authenticity** of the cross border documents, reduce percentage of fake CO
- Reduce effort in paper CO verification
- Speed up customs clearance process
- Better service to international traders



 PAA.net

Benefits to Exporters/Importers

Exporter

- Save time and costs (*courier express US\$23*) in applying and sending over paper CO
- No need to get a stamp/seal on the CO from Taipei Trade Representative Office in Korea → save tremendous time (*in average 3 days*) and costs (*US\$17 per stamp, transportation cost US\$20-40*)
- Transmit cross border documents in a secure online environment
- Better service to their buyers

Importer

- Speed up customs clearance process
- Expedite cargo pick up → saving warehouse cost
- Guarantee of authentic CO

 PAA.net

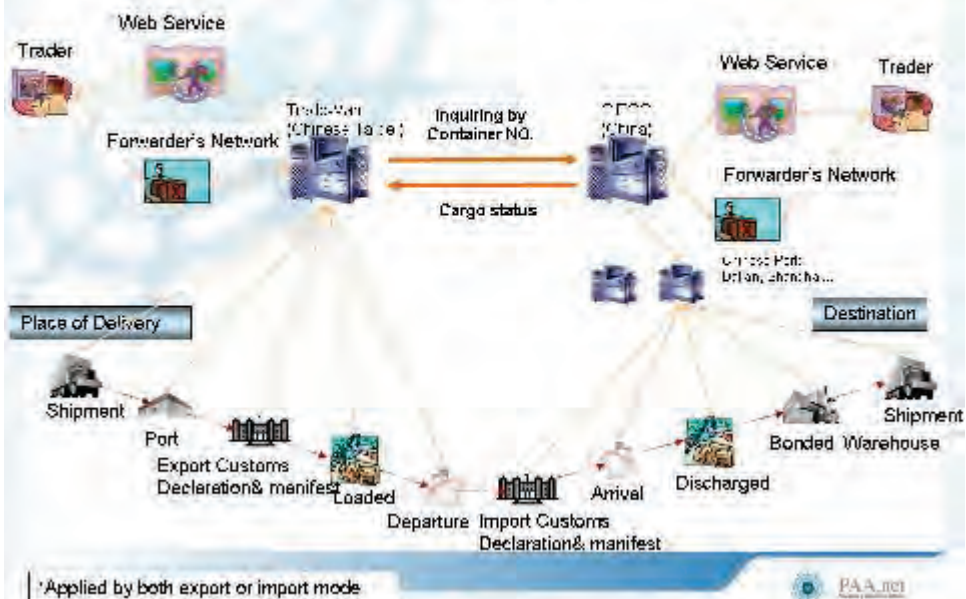
Case Study 4

Global Visibility

Cross Border Cargo Tracking



PAA Cargo Visibility Service



PAA's Achievements

- Has established **robust legal framework** which covers the liability of each parties, service level, dispute resolution process etc. for the exchange of **digitally signed electronic documents**
- Has developed **PKI mutual recognition framework** to support secure cross border transaction
- Has created **message standards** for both commercial and government related documents
- Has completed interconnectivity test among members using **ebMS v2.0** messaging service handler
- Has created business model and charging scheme
- Has recruited users from different industries for various projects



Conclusion

- PAA, the first regional alliance of service providers facilitating paperless trade, customs and logistics
- PAA is serving 150,000 organizations, representing almost all active trading enterprises in the Asian market
- Welcome to visit us at www.paa.net



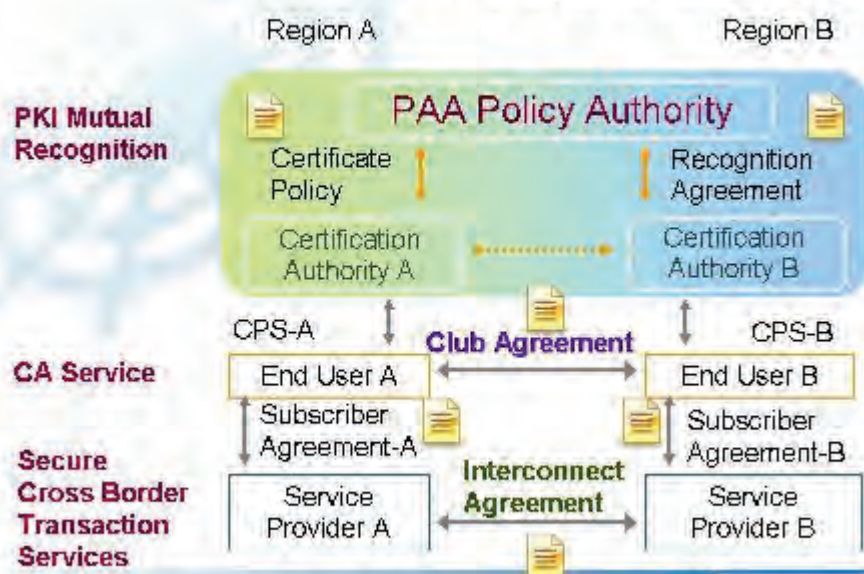
Thank You!

Comment?

*For further information, kindly contact alicia.say@trudevan.com.tw
TEL: 886 2 3789 5762*



PAA Legal Framework



PKI Mutual Recognition

Pan Asian Certificate Policy Authority



Supported Documents

- Purchase Orders
- Advance Shipment Notice
- Packing List
- Commercial Invoice
- Air Way Bill
- Bill of Lading
- Delivery Order
- Trade Declarations
- Electronic Certificate of Origin
- Shipping Order
- Processing Trade (China)

