

行政院所屬各機關因公出國人員出國報告書
(出國類別：出席國際會議)

出席 2017 年 APEC
「探討影響微中小型企業進出口通
關作業之因素」研討會會議報告

服務機關：財政部關務署

姓名職稱：范設計員翔智

派赴國家：秘魯

出國期間：106 年 10 月 21 日至 10 月 28 日

報告日期：107 年 1 月 10 日

行政院暨所屬各機關出國報告提要

出國報告名稱：出席 2017 年 APEC「探討影響微中小型企業進出口通關作業之因素」研討會會議報告

出國計畫主辦機關：財政部關務署

出國人：財政部關務署 設計員 范翔智 電話：02-25505500 轉 2445

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出國期間：106 年 10 月 21 日至 10 月 28 日

出國地區：秘魯利馬

報告日期：107 年 1 月 10 日

關鍵詞：APEC、SCCP、Customs、MSMEs、Single Window Interoperability、AEO、e-Commerce、關務程序次級委員會、海關、微中小型企業、單一窗口國際介接、優質企業、跨境電子商務。

內容摘要：微中小型企業（Micro, Small and Medium Enterprises, MSMEs）係各國經濟成長及產業創新的推手，亦肩負提供眾多國內工作機會的責任，在全球化市場的潮流下，如何協助 MSMEs 轉型並參與國際市場，實為各國政府的重要課題。有鑑於此，秘魯海關主辦本次 APEC「探討影響微中小型企業進出口通關作業之因素研討會」，邀集各會員經濟體、世界銀行（World Bank）、美洲開發銀行（Inter-American Development Bank）與多位秘魯政府機關、商業協會及微中小型企業代表，從便捷 MSMEs 參與跨國貿易的觀點，分享相關政策措施及實務經驗，透過公私部門對話，深化政府與業者間夥伴關係，期望促進 MSMEs 國際化、全球化。

出席 2017 年 APEC

「探討影響微中小型企業進出口通關作業之因素」研討會會議報告

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壹、會議時間

106 年 10 月 23 日至 25 日

貳、會議地點

秘魯利馬希爾頓飯店 (Hilton Hotel, Lima, Peru)

參、我方與會代表

關務署關務資訊組 設計員 范翔智

肆、會議目的

為促進微中小型企業國際化，秘魯海關主辦本次 APEC 「探討影響微中小型企業進出口通關作業之因素」研討會 (Workshop to identify Factors Affecting Import and Export Clearance Processes made by Micro, Small and Medium Enterprises)，邀集各會員經濟體、國際組織與該國公私部門等代表，從跨國貿易便捷的角度，分享各國支持微中小型企業的政策、計畫或實務，進而協助微中小型企業參與國際市場。鑒於單一窗口為一項促進貿易便捷化的重要工具，且我國「關港貿單一窗口」已成功介接其他國家單一窗口系統，並持續相互傳輸與貨物進出口相關的電子文件，有效便捷兩方貨物往來，因此秘魯海關邀請我國擔任「單一窗口國際介接作為貿易便捷化機制」(SW Interoperability as a trade facilitation mechanism) 研討主題之與談人 (panelist)，分享我國在單一窗口國際介接的經驗與成果。

伍、2017 年 APEC 「探討影響微中小型企業進出口通關作業之因素」

研討會

一、會議主席

秘魯海關總署首長 Mr. Rafael García Melgar

二、出席代表

智利、中國大陸、日本、韓國、馬來西亞、墨西哥、菲律賓、中華臺北、泰國、越南、世界銀行 (World Bank)、美洲開發銀行 (Inter-American Development Bank) 代表與多位秘魯政府機關、商業協會及微中小型企業代表與會，共約 90 人。

三、會議紀要

(一) 會議背景、目標及議程

微中小型企業 (Micro, Small and Medium Enterprises, MSMEs) 為亞太地區經濟成長及產業創新的動力，依據 APEC 中小型企業工作小組 (Small and Medium Enterprises Working Group) 統計數據，在亞太地區，MSMEs 佔所有企業的比重約 97%，雇用超出 50% 的勞動力，貢獻 20%~50% 的國內生產總值 (GDP)，卻僅佔至多 35% 直接出口量，於是在全球化的潮流下，協助 MSMEs 國際化實為各國政府的重要課題。

有鑑於此，2015 年 APEC 提出並積極推動長灘島行動計畫 (Boracay Action Agenda)，希冀促進 MSMEs 參與區域及全球貿易，2016 年秘魯海關為落實該行動計畫在關務次級程序委員會 (Sub-Committee on Customs Procedures, SCCP)，提出辦理「探討影響微中小型企業進出口通關作業之因素」研討會的計畫，本項計畫將舉行國際研討會，並完成盤點各國情形的問卷調查及總結報告。研討會的主要目標如下：

1. 盤點各國 MSMEs 在進出口過程中所適用的程序及法規待遇。
2. 探討在全球供應鏈上影響進出口過程的因素及實務。
3. 蒐集各會員經濟體在提供 MSMEs 特別待遇的經驗。
4. 研擬本項計畫的總結報告—找出已知關鍵因素的可行解決方法，並提出實施的建議事項。

研討會 (議程如附件 1) 主要分為 4 項研討議題及 1 項分組討論活動。

(二) 議題 1：微中小型企業問卷調查結果

第一部分由本項計畫總監 Mrs. Rita Caballero Vargas 報告 MSMEs 問卷調查結果 (簡報如附件 2)，該問卷旨在調查 APEC 各會員經濟體對 MSMEs 的相關制度及實務，調查結果重點摘要如下：

1. MSMEs 在進出口通關所面臨的主要問題：
 - 複雜的通關程序 / 過多通關文件 (Complicated customs procedures / excessive documentation)。
 - 缺乏關於進出口通關程序的輔導 (Lack of guidance on import/export procedures)。
 - 欠缺對出口物流的相關知識 (Lack of knowledge of logistics services for export)。
 - 有限的財務資源 (Limited financial resources)。

- 取得融資部分：過高的財務擔保成本（Access to financing: high cost to access to guarantees）。
 - 缺少對 MSMEs 計畫的支持（Lack of support for MSMEs programs）。
 - 雇用通關代理人導致成本增加（Using Customs Broker services increases costs）。
2. 韓國係唯一對 MSMEs 制定相關海關法規的會員經濟體，如該國 MSMEs 可享有分期繳納稅款（Divided payment of taxes）或延長納稅期限（Extension of term for tax payment）等特別待遇。
 3. 有關 MSMEs 享有進/出口貨物稅賦優惠，智利對 MSMEs 出口該國原產貨物（originating goods）提供出口稅賦優惠；越南依進口貨物種類（by the type of imported goods）給予 MSMEs 不同進口稅賦優惠。
 4. 關於協助 MSMEs 進出口通關的最佳實務，對智利而言，當進口貨物價值低於 1 千美元，或是出口貨物價值低於 2 千美元時，該國 MSMEs 無需雇用報關代理人；韓國提供該國 MSMEs 關於自由貿易協定（Free Trade Agreement, FTA）的諮詢及培訓課程，並支持 MSMEs 取得優質企業（Authorized Economic Operator, AEO）認證；秘魯特別提供簡易出口機制，以促進該國 MSMEs 出口貨物。
 5. 節錄部分會員經濟體對提供 MSMEs 特別待遇的觀點，澳洲表示 MSMEs 可適用於該國現行任一種企業便捷機制，因此不需要給予特別待遇；日本指出已有 WTO 貿易便捷化協定（Trade Facilitation Agreement, TFA），毋須提供 MSMEs 特別待遇；墨西哥認為海關法規不可為 MSMEs 設立特別待遇，對所有企業應一視同仁；惟有韓國認為政府應以政策支持 MSMEs 發展。

（三）議題 2：促進微中小型企業國際化之因素

第二部分聚焦於探討幫助 MSMEs 參與全球市場的政策措施，由秘魯海關 Mr. Jyns Ordoñez Torres 擔任主持人，邀請多位秘魯政府機關、韓國、智利、日本及越南等代表分享該國促進 MSMEs 國際化的最佳實務。

1. 秘魯稅務機關代表 Ms. Claudia Suárez Gutiérrez 介紹該國對 MSMEs 的稅務制度及措施，在賦稅方面，MSMEs 可享有延後繳納增值稅（Value-Added Tax, VAT）、退稅或分期繳納稅款等賦稅優惠待遇；另在便捷簡化措施方面，部分 MSMEs 可免除申報的義務，此外可利用 APP 或行動裝置錢包繳納稅款。

2. 續以「秘魯經驗：貿易便捷化工具促進 MSMEs 國際化」(Trade Facilitation tools contributed to MSMEs internationalization - Peruvian experience) 為主題邀請 3 位秘魯政府機關代表分享該國運用政策及實務協助 MSMEs 國際化的經驗。
 - 第 1 位為秘魯商業旅遊部代表 Mr. Luis Mesías Changa 簡介該國促成 MSMEs 參與全球價值鏈的貿易政策工具。
 - 第 2 位為秘魯海關代表 Mr. Iván Luyo Carbajal 介紹該國海關改善貨物進/出口流程的成果(簡報如附件 3)。在進口方面,提供進口商低成本的預先清關電子程序,以利貨物抵達隨即放行,促使進口通關時間由 100 小時降低為 48 小時;出口方面,依據出口電子發票,提供出口商低成本、快速及安全的程序,使出口通關時間由 23.7 小時下降為 12 小時,並且減省 130 萬的紙張。
 - 第 3 位為秘魯出口暨觀光推廣局(PROMPERU)代表 Mr. Luis Paz Torres 介紹該國支持出口業者的服務或工具,例如,提供多元諮詢服務與訓練課程,並在融資、品管、物流或市場進入等方面實施企業輔導計劃,另外建置入口網站便利業者取得貿易相關資訊或文件。
3. 韓國海關代表 Mr. Seoung Hoon EOM 以「韓國經驗：運用特別海關法規促進 MSMEs 國際化」(Promoting MSMEs internationalization through a special Customs legislation - Korean Experience) 為題分享該國協助 MSMEs 的方法(簡報如附件 4)。韓方主要從出口、稅賦及 AEO 等面向支持 MSMEs。
 - 出口方面,建置原產地證明書管理系統、提供運用自由貿易協定的訓練/諮詢學程及設置海外通關支援中心。
 - 稅賦方面,准許部分 MSMEs 延長納稅期限與分期繳納稅款、提供退稅及協助欠稅的 MSMEs 並給予改過的機會。
 - AEO 方面,支應 AEO 顧問費用,或是 MSMEs 可享有不同認證標準。
4. 兩位智利代表以「智利經驗：MSMEs 出口稅賦優惠」(Tax Benefit on the Exportation of MSMEs, Chilean Experience) 為題分享該國經驗。第 1 位是智利對外推廣局(ProChile)代表 Mr. Lucio Romero Baeza 分享該國支持中小型企業(PYMEs)的 3 項計劃,第 1 項為 PYME Export,成立 15 個區域諮詢/訓練中心,就近協助當地出口業者參與國際貿易。第 2 項為 Digital Export,推動 MSMEs 運用電子商務平台銷售貨物。第 3 項為 Women Export,促進女性企業領導人參加

國際商業會議及研討會；第 2 位為智利海關代表 Ms. Lina Meneses Espinoza 介紹協助 MSMEs 通關的海關法規。

5. 日本海關代表 Mr. Shoji Oguri 以「MSMEs 如何受益於 AEO 計劃？」(AEO Programme, how could MSMEs benefit?) 簡介該國 AEO 計劃執行情形(簡報如附件 5)，至 2017 年 10 月止，日方現有 641 家 AEO 廠商(含進/出口商、倉儲、報關及物流業者)，以進口為例，AEO 廠商可享有預先申報/及早放行、彙總繳納稅費或減少貨物查驗等優惠措施。為協助 MSMEs 取得 AEO 認證，日本海關依廠商規模不同提供客製化服務，並在早期事前諮商階段，無償提供專人諮詢或訓練。另自 2016 年放寬部分 AEO 認證要求，如允許廠商可委外辦理教育訓練或內部稽核。
6. 韓國海關代表 Mr. Seoung Hoon EOM 以「韓國經驗：MSMEs 的 AEO 計劃」(AEO Programme for MSMEs, Korean Experience) 分享該國海關在協助 MSMEs 取得 AEO 認證的經驗與措施(簡報如附件 6)。例如在財務方面，替 MSMEs 支付與 AEO 認證相關的顧問諮詢費用，或是與商業銀行洽簽合作備忘錄，便利 MSMEs 向銀行申請低利貸款，以備妥 AEO 認證要求的設施。此外 MSMEs 亦可享有較寬鬆的 AEO 認證標準，藉由上述措施支持 MSMEs 取得 AEO 認證。
7. 越南海關代表 Mrs. Nguyen Pham Nhu Ha 介紹該國支持 MSMEs 發展的貿易措施(簡報如附件 7)。其中該國為遵循 WTO 貿易便捷化協定，建置越南貿易資訊單一入口(Vietnam Trade Information Portal)，匯集各邊境機關資訊，有效便利公、私部門取得貨物進出口法規與、通關程序、或旅客入出境等資訊，提昇資訊透明度及法規遵循度。

(四) 議題 3：影響微中小型企業國際化之觀點

第三部分討論重點為影響微中小型企業國際化的障礙，由秘魯利馬商會(Lima Chamber of Commerce)代表 Mr. Carlos Posada Ugaz 擔任主持人，並邀請 3 位講座分享其觀點與建議事項。

1. 第 1 位秘魯學者專家 Mr. Juan Carlos Mathews Salazar 說明現今 MSMEs 所面臨的挑戰與機會，分別為市場優先(market always first)、體制架構：法規與程序(institutional framework)、持續創新(permanent innovation)、策略聯盟(strategic alliances)、品牌發展策略(brand development strategy)、市場區隔(segmentation)及人力資源(human resources) 8 項重點待公私部門攜手合作處理。

2. 第 2 位為世界銀行代表 Mr. Enrique Fanta Ivanovic 表示由於國際貿易交易涉眾多公/私部門，且跨國運輸過程所需文件繁雜，造成 MSMEs 在物流或報關代理人等部分需付出較多的成本，建議海關應公開進出口相關資訊，並逐一簡化貨物通關程序，藉此改善 MSMEs 在跨國交易的不利之處。
3. 第 3 位為秘魯出口促進委員會（COMEXPERU）代表 Mr. Omar Guerra Zavaleta 介紹該委員會幫助 MSMEs 運用電子商務平台進行跨境交易的經驗與成果，並以一家專門生產羊駝（alpaca）製品的微型企業為範例，說明該微型企業如何透過電子商務平台（阿里巴巴）將其產品行銷至全世界，以拓展國際市場並逐年提高其營業額。

（五）議題 4：促進微中小型企業國際化之工具

第四部分研討促進微中小型企業國際化的機制或實務，由秘魯商業便捷研究機構(Instituto de Facilitación del Comercio)代表 Mr. Eduardo García-Godos 擔任主持人，研討過程重點摘錄如下：

1. 太平洋聯盟經驗：以單一窗口國際介接合作為貿易便捷化機制（SW Interoperability as a trade facilitation mechanism, Pacific Alliance Experience）議題，邀請美洲開發銀行代表 Mr. Domingo Frez 及勁升邏輯公司（CrimsonLogic）代表 Mr. Gustavo Davis 擔任講座。

Mr. Domingo Frez 分享智利、哥倫比亞、墨西哥及秘魯等 4 個太平洋聯盟成員國進行中的單一窗口國際介接合作專案，專案目標係運用成員國的單一窗口系統線上傳遞植物檢疫證明書（Phytosanitary certificate）、原產地證明書（Certificate of Origin）或其他電子文件，以便捷太平洋聯盟成員國間貿易往來（簡報如附件 8）。

Mr. Gustavo Davis 簡介 CrimsonLogic 公司在拉丁美洲及加勒比海地區的資訊服務成果，說明該公司承作前述太平洋聯盟的單一窗口國際介接合作專案的成果與展望（簡報如附件 9），同時指出聯合國歐洲經濟委員會第 36 號建議文件—單一窗口國際介接（UNECE Recommendation N°36: Single Window Interoperability）的重要性，並建議可參酌該文件進行國際介接合作。

2. 國際商會（International Chamber of Commerce, ICC）代表 Ms. Claudia Cornejo Mohme 介紹 ICC 與 WTO 共同提案的小型企業冠軍（Small Business Champions）倡議，該倡議將找出 MSMEs 參與國際市場的標竿案例，並透過 ICC/WTO 平台公開分享其成功經驗及創

新理念，俾利全世界 MSMEs 借鏡學習。

3. 我方代表以「中華台北單一窗口國際介接經驗」(Chinese Taipei's experience on Single Window Interoperability) 為主題，分享我國「關港貿單一窗口」在國際介接合作的進展(簡報如附件 10)，內容包括國際介接合作的實施步驟、對商民與政府機關的效益及未來方向，具體說明我方運用單一窗口跨境傳輸貨物的電子原產地證明書，以協助企業貨物順暢通關，促進我國貿易便捷及安全。

(六) 分組討論

最後一部分為分組討論活動，我方與韓國、日本、泰國代表、以及 4 位秘魯海關人員為第 6 小組成員，討論的主題為「你認為是否必需對電子商務建立一個差別化的海關待遇，以及應如何規範？」(Do you consider it is necessary to establish a differentiated Customs treatment for e-Commerce and how should this be regulated?)，經熱烈討論後，小組結論簡述如下(簡報如附件 11)：

世界上約 95% 的企業為 MSMEs，由於 MSMEs 常缺乏人力、財務或資通科技等資源，導致 MSMEs 不易參與國際貿易，但是隨著電子商務興起，運用電子商務平台已成為 MSMEs 跨足國際貿易的一項利器。海關可提出支持電子商務發展的措施，如鬆綁/建立相關管理法規，簡化電子商務貨物通關流程等，藉此促進 MSMEs 進入國際市場；另一方面，因應與日俱增的跨國電子商務交易，海關亦須面臨風險管理、事後稽核、或人力資源配置等挑戰，並提出傾聽商民意見、公私部門偕同成立管理委員會或研擬電子商務國際標準等建議事項。

陸、心得與建議事項

一、各國海關對於微中小型企業的重視程度略有差異

據研討會中觀察，各國海關對於微中小型企業（MSMEs）的重視程度略有不同，韓國、秘魯及智利積極從法規鬆綁、稅賦優惠、AEO 認證或能力建構等方面協助 MSMEs。以韓國為例，部分符合資格的 MSMEs 在賦稅上可享有分期繳納稅款或延長納稅期限等特別待遇，另在 AEO 認證方面，韓國海關對 MSMEs 訂有較寬鬆的 AEO 認證標準，或是提供與 AEO 關聯的財務支援；至秘魯與智利亦常辦理能力建構等訓練計畫協助該國 MSMEs，如開設運用電子商務平台參與國際市場的訓練課程。另一方面，部分國家（澳洲、日本或墨西哥）認為 MSMEs 可適用既有的貿易便捷化機制，且基於公平原則應對所有不同規模的企業一視同仁，因此無不需提供其他額外特別待遇。

二、海關可思考是否在關務程序上適時協助微中小型企業

過去數十年來，臺灣整體經濟成長仰賴於我國中小型企業持續蓬勃發展，根據經濟部 2017 中小型企業白皮書發布資料顯示，2016 年我國中小型企業家數超過 140 萬家，占全體企業約 97.7%，中小型企業就業人數達 881 萬人，占全國就業人數約 78.1%，顯見中小企業的重要性。伴隨貿易全球化的潮流，如何協助中小型企業參與國際市場，確實為政府機關重要課題，而海關肩負貨物進出口通關管理職責，可思考是否借鏡其他 APEC 會員經濟體支援 MSMEs 的最佳實務，從而在關務程序上提供 MSMEs 適當特別待遇，便利其順暢進入全球市場。例如，可參酌韓國海關對中小型企業採用不同的 AEO 認證標準，俾利中小型企業通過 AEO 認證並享有通關優遇。

三、單一窗口國際介接合作的現況與未來

隨著各國單一窗口逐漸發展成熟穩定，部分國家開始與其貿易夥伴運用單一窗口資訊系統即時傳輸貿易證明文件，以便捷彼此貨物往來，同時確保資料的正確、完整及安全性。例如，東南亞國家協會（Association of Southeast Asian Nations, ASEAN, 下稱東協）提出東協單一窗口（ASEAN Single Window）倡議，旨在連結整合各成員國的國家單一窗口，藉由即時交換電子文件，加快貨物進出口通關，達成區域經濟整合的目標；另一例為拉丁美洲的太平洋聯盟（Pacific Alliance）推動成員國之間的單一窗口國際介接合作專案，實行原產地證明書及植物檢疫證明書等電子文件交換，顯見單一窗口國際介接合作已蔚為趨勢。

配合我國與中國大陸簽署「海峽兩岸經濟合作架構協議（Economic Cooperation Framework Agreement, ECFA）」，2014 年 4 月起，財政部關務

署與經濟部國際貿易局共同合作，經由「關港貿單一窗口」介接陸方單一窗口（中國電子口岸），實施 ECFA 貨物原產地證明書的電子資料交換作業，有效節省兩岸貨物通關的時間與成本。綜觀臺陸雙方單一窗口介接合作之成功因素主要有下列 3 點：

- 法規方面：在 ECFA 的框架下，兩岸海關簽署「海峽兩岸海關合作協議」，並於協議中明定建立與 ECFA 貨品貿易有關的海關電子資訊交換系統，為雙方單一窗口介接合作打下穩固的法律根基。
- 業務方面：關務署與國際貿易局合作進行與 ECFA 貨物原產地證明書相關的業務流程簡化，並對進出口業者與關務署所屬各關的第一線關員辦理宣導及訓練課程，從而幫助所有關係人熟悉新業務運作流程，確保業務順暢實施；另基於兩岸海關堅實合作共識，臺陸雙方召開多次交流會議，擬定工作期程，並討論各項議題及解決方案，有效促使跨境業務整合。
- 資訊方面：關港貿單一窗口為一個完善的境內外資訊交換平台，不僅訂有符合國際標準的一致性資料項目定義與格式，亦支援多元的即時或批次資料交換通訊協定，例如，ebXML Messaging Service (ebMS)、Secure File Transfer Protocol (SFTP)、Web Service 及 Message Queue (MQ)，以因應境內外各機關（構）資訊交換需求，俾利與國際接軌。

鑒於目前我國單一窗口國際介接合作似遭遇瓶頸，可能原因為國內其他政府機關尚無跨境文件交換之業務需求，為持續運用單一窗口拓展國際關務合作，建議可依循 ECFA 的成功經驗，利用未來我國與其他貿易夥伴國家洽談雙邊/多邊自由貿易協定 (Free Trade Agreement, FTA) 的機會，伺機表達與該國交換貿易證明文件的意願，冀望運用實質業務需求，有效拓展我國單一窗口國際介接合作機會。

另外，假使未來需與他國進行單一窗口國際介接合作，可參酌下列建議事項：

- 成立推動組織，建立整體執行過程的決策、監督及管控機制，確立治理模式 (Governance model) 的運作方式。
- 取得他國共識並簽署合作協議，作為國際介接合作的法律基礎。
- 識別利益關係人，蒐集並評估其需求，據以簡化整合境內外業務流程。
- 參考國際標準調和境內外資料項目，導入資通訊科技建置相關系統。
- 對所有利益關係人實行全面訓練及宣導，確保業務順暢上線執行。

柒、附件

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PROGRAMME

Workshop to Identify Factors Affecting Import and Export Clearance Processes made by Micro, Small and Medium Enterprises (MSMEs)

23 - 25 October 2017
Hotel Hilton Lima Miraflores, Lima - Peru

DAY 1: Monday, 23 October 2017

08:30 – 09:00	Participants' registration
OPENING REMARKS	
09:00 – 09:05	Welcome Remarks by Mr. Rafael García Melgar National Deputy Superintendent of Customs
09:05 – 09:10	Welcome Remarks from Business Sector by Mr. Juan Varilias Velásquez President of the Exporters' Association - ADEX
09:10 – 09:20	Opening Remarks by Mr. Víctor Shiguiyama Kobashigawa National Superintendent of Customs and Tax Administration - SUNAT
OFFICIAL PHOTO	
09:20 – 09:25	Group photo for all participants
09:25 – 09:40	COFFEE BREAK
SESSION 1: OUTCOMES OF QUESTIONNAIRE COMPLETED BY APEC ECONOMIES	
09:40 – 09:55	Outcomes presentation Ms. Rita Caballero Vargas APEC SCCP Project Overseer

SESSION 2: FACTORS PROMOTING MSMEs INTERNATIONALIZATION

10:00 – 10:10	<p>Introduction by Moderator</p> <p>Mr. Jyns Ordoñez Torres National Deputy Superintendency of Customs – Peru</p>
10:10 – 10:25	<p>Tax Regimes and Measures for MSMEs</p> <p>Ms. Claudia Suárez Gutiérrez National Deputy Superintendency of Taxation - Peru</p>
10:25 – 11:10	<p>TRADE FACILITATION TOOLS CONTRIBUTING TO MSMEs INTERNATIONALIZATION – PERUVIAN EXPERIENCE</p> <p>Trade policy instruments for the insertion of MSMEs into global value chains Mr. Luis Mesías Changa Ministry of Commerce and Tourism - Peru</p> <p>Tools for Customs Facilitation Mr. Iván Luyo Carbajal National Deputy Superintendency of Customs - Peru</p> <p>Exporting Route Mr. Luis Paz Torres PROMPERU</p>
11:10 – 11:25	<p>Promoting MSMEs internationalization through a special Customs legislation – Korean Experience</p> <p>Mr. Seoung Hoon EOM Korea Customs Service</p>
11:25 – 11:55	<p>Tax Benefits on the Exportation of MSMEs, Chilean Experience</p> <p>Speaker 1: Mr. Lucio Romero Baeza Pro Chile</p> <p>Speaker 2: Ms. Lina Meneses Espinoza National Customs Service - Chile</p>
11:55 – 12:10	<p>Presentation by a Peruvian MSME</p> <p>Mr. Ernesto Cisneros INKA MAKI</p>
12:10 – 13:50	LUNCH

13:50– 14:30	<p>Comments Panel, Questions & Answers</p> <p>Ms. Wan Saadah Mohamed Muhibbuddin Royal Malaysian Customs Department</p> <p>Mr. Carlos Scarneo Sotomayor Peruvian Association of Foreign Trade Facilitation</p> <p>Mrs. Nguyen Pham Nhu Ha General Department of Viet Nam Customs</p>
14:30 – 14:45	<p>AEO Programmes, how could MSMEs benefit?</p> <p>Mr. Shoji Oguri Japan Customs</p>
14:45 – 15:00	<p>AEO Programme for MSMEs, Korean Experience</p> <p>Mr. Seoung Hoon EOM Korea Customs Service</p>
15:00 – 15:15	COFFEE BREAK
15:15 – 15:30	<p>Trade Facilitation Measures for MSMEs Development</p> <p>Mrs. Nguyen Pham Nhu Ha General Department of Viet Nam Customs</p>
15:30 – 16:10	<p>Comments Panel, Questions & Answers</p> <p>Mr. Ma Biao General Administration of Customs of the People’s Republic of China</p> <p>Mr. Mohd Syukri Ahmad Royal Malaysian Customs Department</p> <p>Mr. Gustavo Romero Murga National Deputy Superintendency of Customs - Peru</p>
18:30 – 21:30	WELCOME CEREMONY

DAY 2: Tuesday, 24 October 2017

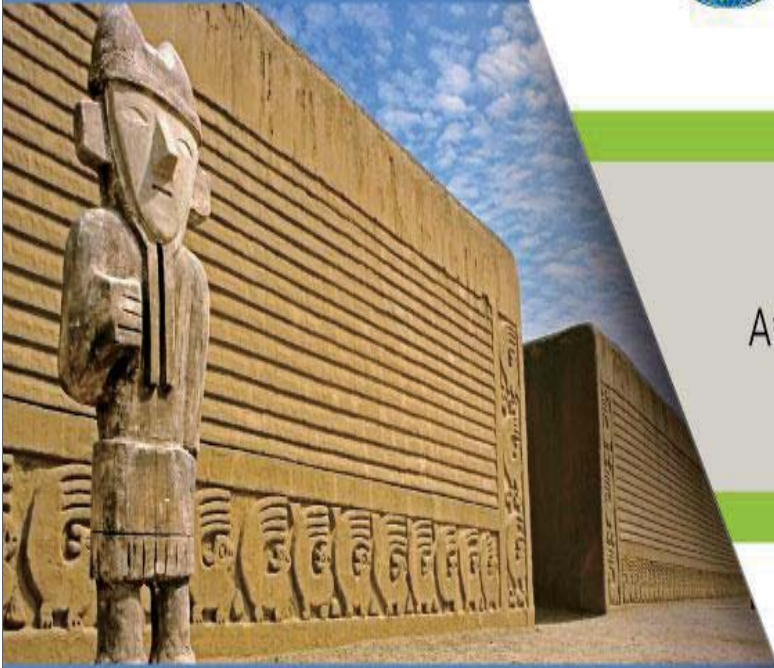
08:30 – 09:00	Registration
SESSION 3: PERSPECTIVES ON FACTORS AFFECTING MSMEs INTERNATIONALIZATION	
09:00 – 09:10	Introduction by Moderator Mr. Carlos Posada Ugaz Lima Chamber of Commerce
09:10 – 09:25	Challenges and opportunities for MSMEs Mr. Juan Carlos Mathews Salazar Universidad San Ignacio de Loyola
09:25 – 09:40	World Bank's perspective on the factors affecting clearance in import and export processes made by MSMEs Mr. Enrique Fanta Ivanovic World Bank
09:40 – 09:55	Opportunities from e-commerce to MSMEs Mr. Omar Guerra Zavaleta PYME Peruanas al Mundo COMEXPERU
09:55 – 10:15	COFFEE BREAK
10:15 – 11:00	Comments Panel, Questions & Answers Ms. Lina Meneses Espinoza National Customs Service - Chile Mr. Rafael Del Campo Quintana Exporters' Association – ADEX Mr. Carlos Abuid Heresi Peruvian Association of Express Service Companies - APESE
11:00 – 11:15	Presentation by a Peruvian MSME Ms. Nancy Montoya Soriano ALPACA MONTOYA

SESSION 4: TOOLS THAT CONTRIBUTE TO INTERNATIONALIZATION OF MSMEs

<p>11:15 – 11:30</p>	<p>Introduction by Moderator</p> <p>Mr. Eduardo García-Godos Instituto de Facilitación del Comercio</p>
<p>11:30 – 12:00</p>	<p>SW Interoperability as a trade facilitation mechanism, Pacific Alliance Experience</p> <p>Speaker 1: Mr. Domingo Frez Consultant on the Pacific Alliance Project Inter-American Development Bank</p> <p>Speaker 2: Mr. Gustavo Davis CrimsonLogic</p>
<p>12:00 – 12:15</p>	<p>Presentation by a Peruvian MSME</p> <p>Ms. Tiffany Yañez URIN HUANCA</p>
<p>12:20 – 12:35</p>	<p>ICC-WTO Small Business Champions</p> <p>Ms. Claudia Cornejo Mohme ICC Peru</p>
<p>12:35 – 14:00</p>	<p>LUNCH</p>
<p>14:00 – 14:40</p>	<p>Comments Panel, Questions & Answers</p> <p>Mr. Hsiang-Chih Fan Chinese Taipei Customs</p> <p>Mr. Enrique Fanta Ivanovic World Bank</p> <p>Mr. Emmanuel Ortega Aguilar General Directorate of Foreign Trade – Mexico</p>
<p>14:40 – 15:00</p>	<p>COFFEE BREAK</p>

DAY 3: Wednesday, 25 October 2017

08:30 – 09:00	Registration
GROUP WORK	
09:00 – 10:00	Work Table Distribution Group Comments of the assigned topics
10:00 – 10:15	COFFEE BREAK
10:15 – 11:45	Preparation of each group presentations
11:45 – 13:00	Presentation of conclusions reached by each group
CLOSING REMARKS	
13:05 – 13:15	Closing Remarks by Mr. Rafael García Melgar National Deputy Superintendent of Customs – Peru
13:30 – 15:00	LUNCH



CHAN CHAN - LA LIBERTAD - PERU

Workshop to Identify Factors Affecting Import and Export Clearance Processes made by MSMEs

Outcomes of MSMEs Questionnaire

Ms.Rita Caballero
APEC SCCP Project Overseer



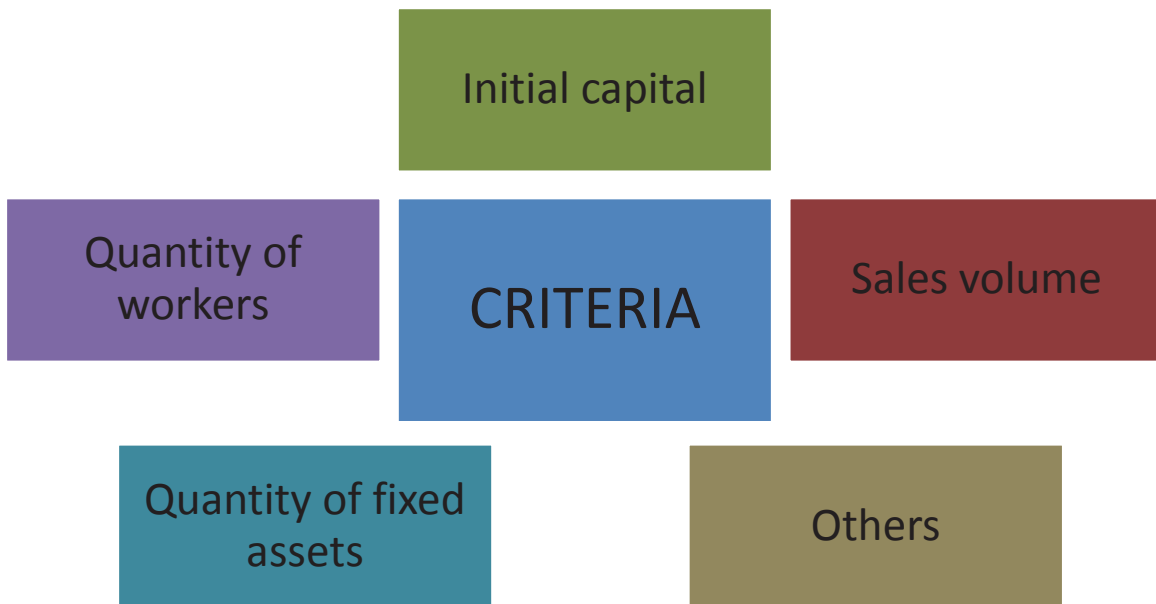
QUESTIONNAIRE

- ▶ CIRCULATED → 21 SCCP MEMBER ECONOMIES
- ▶ ANSWERED → 15 ECONOMIES

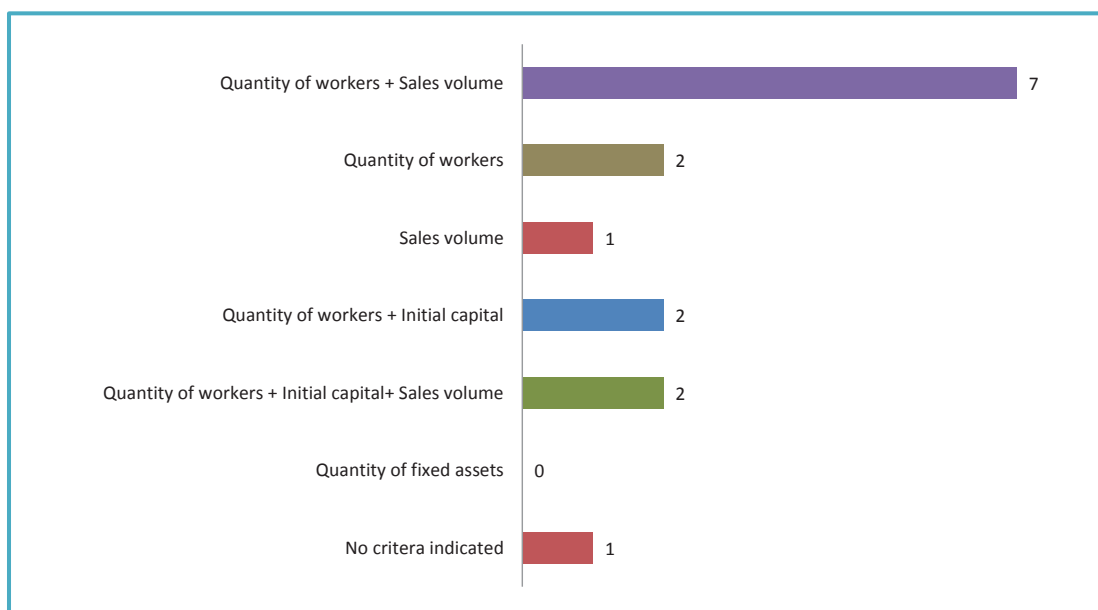


Q1

WHAT ARE THE FACTORS QUALIFYING A COMPANY AS MSMEs IN YOUR ECONOMY?



Q1: WHAT ARE THE FACTORS QUALIFYING A COMPANY AS MSMEs IN YOUR ECONOMY?



Q2: IS THERE SPECIAL OR DIFFERENTIATED CUSTOMS LEGISLATION FOR MSMEs IN YOUR ECONOMY?

Q3: WHICH FACTORS DETERMINE A DIFFERENTIATED SPECIAL TREATMENT IN YOUR ECONOMY?

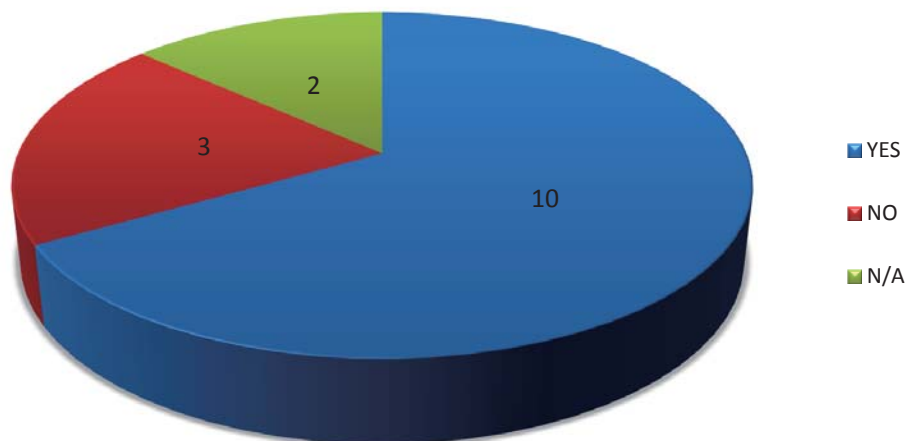
ONLY ONE ECONOMY → KOREA

Regarding :

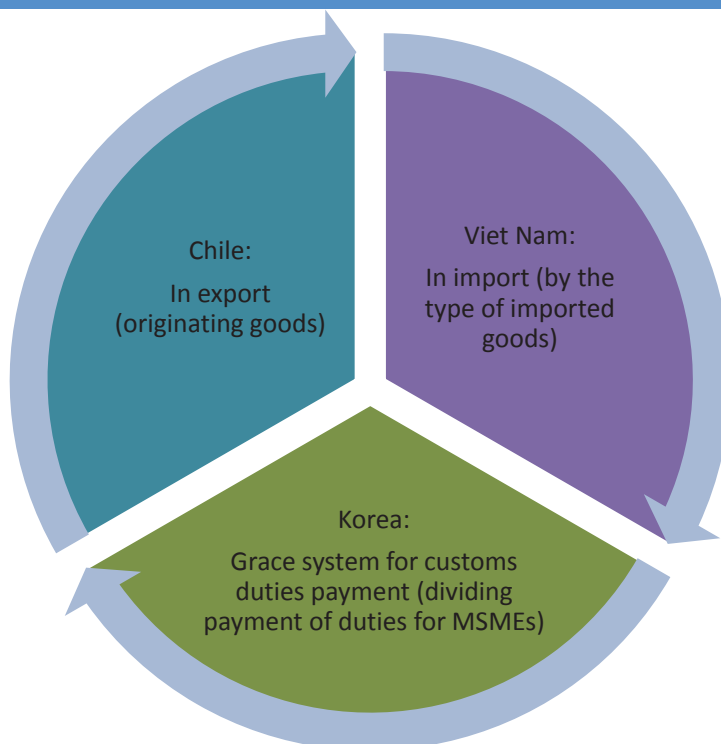
- ▶ Divided payment of taxes
- ▶ Extension of term for tax payment
- ▶ Benefits depending of certain conditions (AEO)



Q4. IN YOUR ECONOMY, IS THERE ANY OTHER DIFFERENTIATED REGULATION (NOT NECESSARILY CUSTOMS) FOR MSMEs THAT REPRESENTS AN ADVANTAGE OR BENEFIT FOR THIS KIND OF COMPANIES?



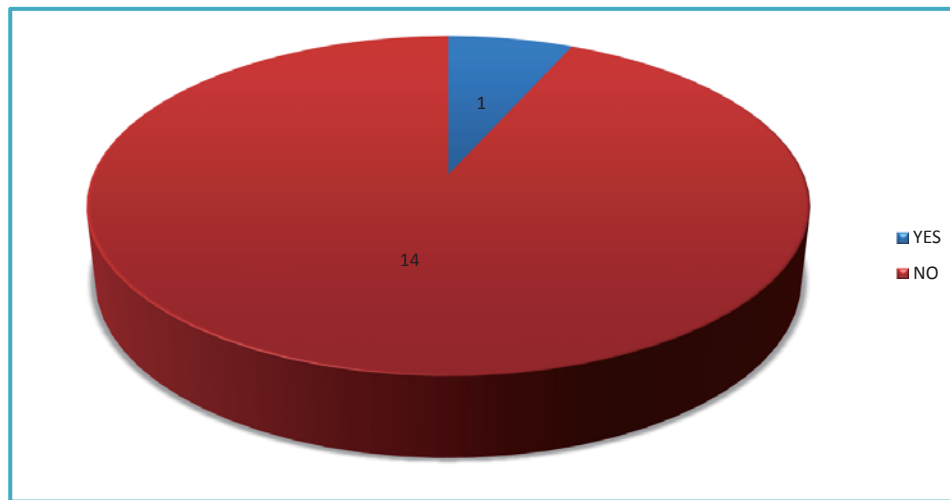
Q.6: IN YOUR ECONOMY, DO MSMEs IMPORTING OR EXPORTING GOODS HAVE ANY TAX BENEFITS?



ECONOMY	Q.8: BEST PRACTICES IN YOUR ECONOMY FOR IMPORTS AND EXPORTS MADE BY MSMEs
CHILE	<ul style="list-style-type: none"> ▶ No Customs agent: Imports < US\$ 1,000 Exports < US\$ 2000 ▶ Non-traditional exports: Simplified return system ▶ Release of goods without prior tax payment, subject to guarantee grant.
KOREA	<ul style="list-style-type: none"> ▶ Provides advising and orientation programs on FTA. ▶ Support to obtain AEO certification.
PERU	Easy Export: Mechanism specially created to promote MSMEs exports.



Q11. IS THERE A DIFFERENTIATED TREATMENT IN ASSISTANCE AND GUIDANCE IN CUSTOMS MATTERS TO EXPORTERS AND IMPORTERS THAT THE CUSTOMS ADMINISTRATION GRANTS TO MSMEs?



Q12: EXPLAIN WHAT KIND OF ASSISTANCE IS GIVEN TO MSMEs AND ITS SCOPE

KOREA

- ▶ Assistance or differentiated guidance for AEO MSMEs.



Q.13 WHAT SPECIAL OR DIFFERENTIATED TREATMENT DO YOU THINK SHOULD BE GIVEN TO MSMEs TO BOOST THEIR DEVELOPMENT AND GREATER PARTICIPATION IN FOREIGN TRADE? EXPLAIN.

Features that should be matter of special treatment are the following;

- ▶ Provide access to information.
- ▶ Differentiated Legislation for AEO MSMEs.
- ▶ Guidance: use and benefit of FTAs, rules of origin.
- ▶ Capacity building.
- ▶ Simplification of export and import related procedures (certifications).
- ▶ Tax benefits: reduction/suspension of taxes.



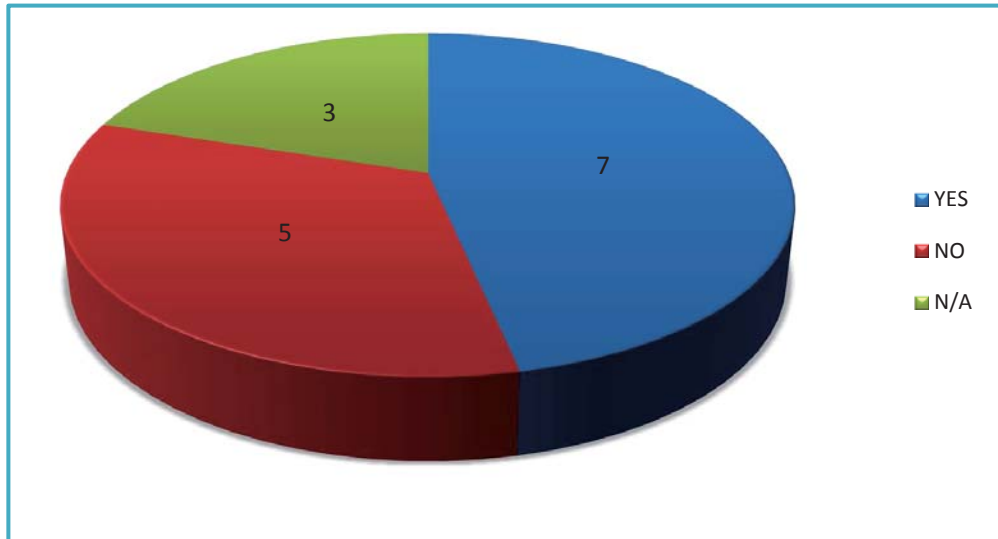
Q.14: INDICATE THE MAIN PROBLEMS YOUR ECONOMY HAS IDENTIFIED FOR MSMEs TO IMPORT AND EXPORT.

Economies identified the following problems:

- ▶ Complicated customs procedures (excessive documentation)
- ▶ Lack of guidance (on import / export procedures)
- ▶ Lack of knowledge of logistics services for export
- ▶ Limited financial resources
- ▶ Access to financing: high cost to access to guarantees.
- ▶ Lack of support for MSMEs programs
- ▶ Using Customs Broker services increases costs



Q16: AT IT LEVEL, DO YOUR ECONOMIES PROVIDE FACILITIES OR BENEFITS TO MSMEs SUCH AS FACILITATING LINES OF COMMUNICATION OR PROVIDING COMPUTER SYSTEMS?



Q.16: AT IT LEVEL, DO YOUR ECONOMIES PROVIDE FACILITIES OR BENEFITS TO MSMEs SUCH AS FACILITATING LINES OF COMMUNICATION OR PROVIDING COMPUTER SYSTEMS?

Two economies have specific IT platforms for MSMEs:

- ▶ Malaysia: Several platforms available to MSMEs.
- ▶ Peru : "Integrated Foreign Trade Information System" - SIICEX



Q.17: IN YOUR ECONOMY, CAN MSMEs THAT IMPORT GOODS REQUEST THE ISSUANCE OF ADVANCE VALUATION RULINGS (VAR)?

YES (12)



NO (3)



Q19. IN YOUR ECONOMY, GOODS IMPORTED BY MSMEs ARE VALUED IN CONCURRENT OR POSTERIOR CONTROL?

CONCURRENT AND POSTERIOR (2)

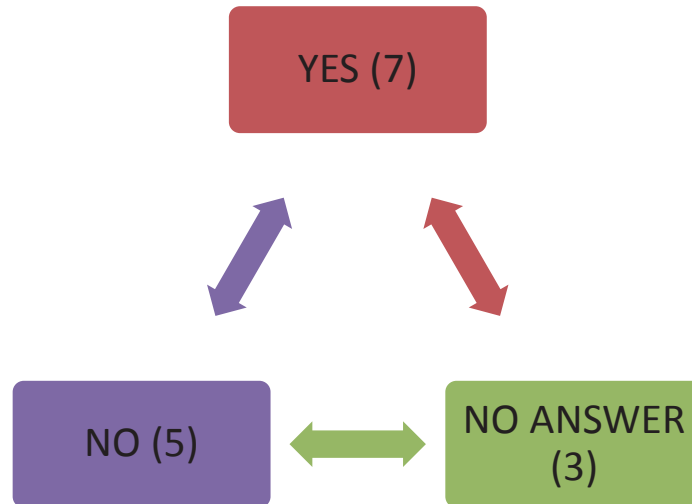
ONLY CONCURRENT (5)

NO ANSWER (3)

ONLY POSTERIOR (5)



Q.20: IN YOUR ECONOMY, GOODS IMPORTED BY MSMEs THAT ENTERED AS POSTAL AND/OR COURIER SHIPMENTS ARE SUBJECT TO A SIMPLIFIED VALUATION PROCEDURE?



ECONOMY	Q21. ADDITIONAL COMMENTS ON MSMEs THAT WERE NO CONSIDERED IN QUESTIONS ABOVE
AUSTRALIA	MSMEs may adhere to facilitation mechanisms applicable to any kind of existing Enterprise, hence there is no need for differentiated treatment.
JAPAN	By having the ATF, there is no need for a differentiated treatment for MSMEs
MEXICO	Customs legislation does not set apart a treatment for MSMEs. It is the same one for all kinds of companies.
KOREA	Government should adopt support policies for MSMEs





Thank you!





TOOLS FOR MSMEs



IMPORTS and EXPORTS

PERU, OCTOBER 2017

CONTENT

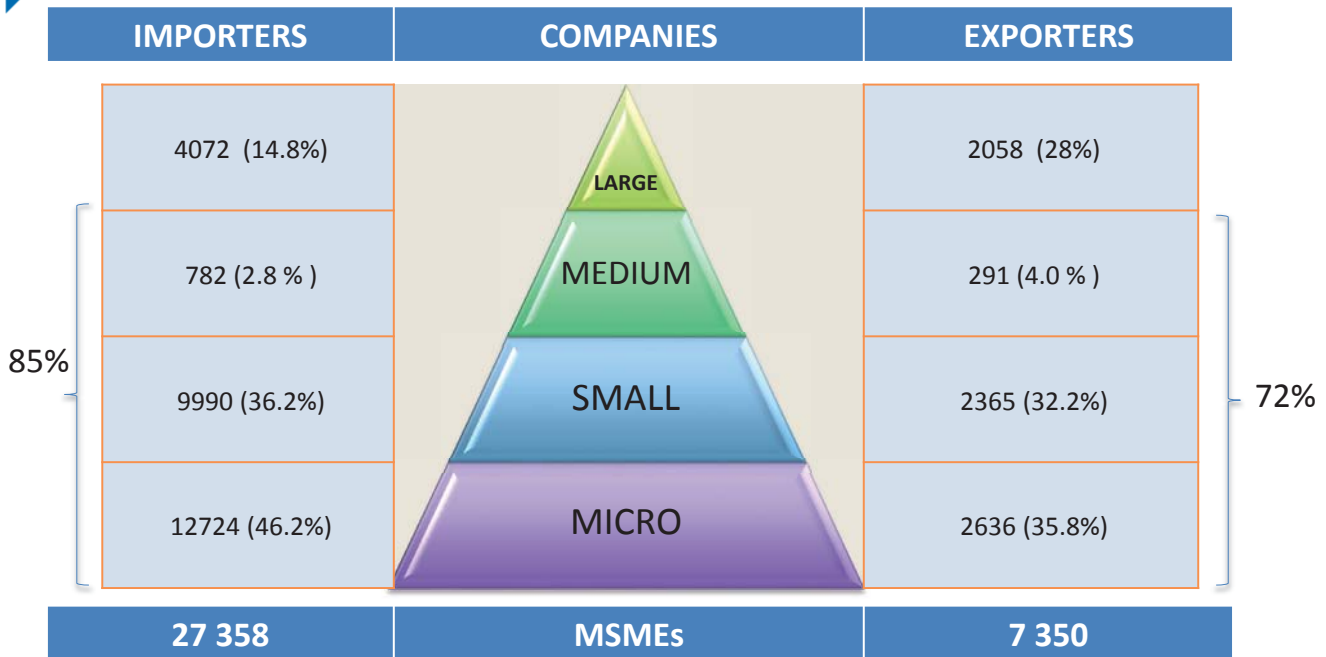


Segmentation of operators participating in foreign trade

Best global customs practices

Action lines to improve MSMEs competitiveness

Foreign trade by type of company

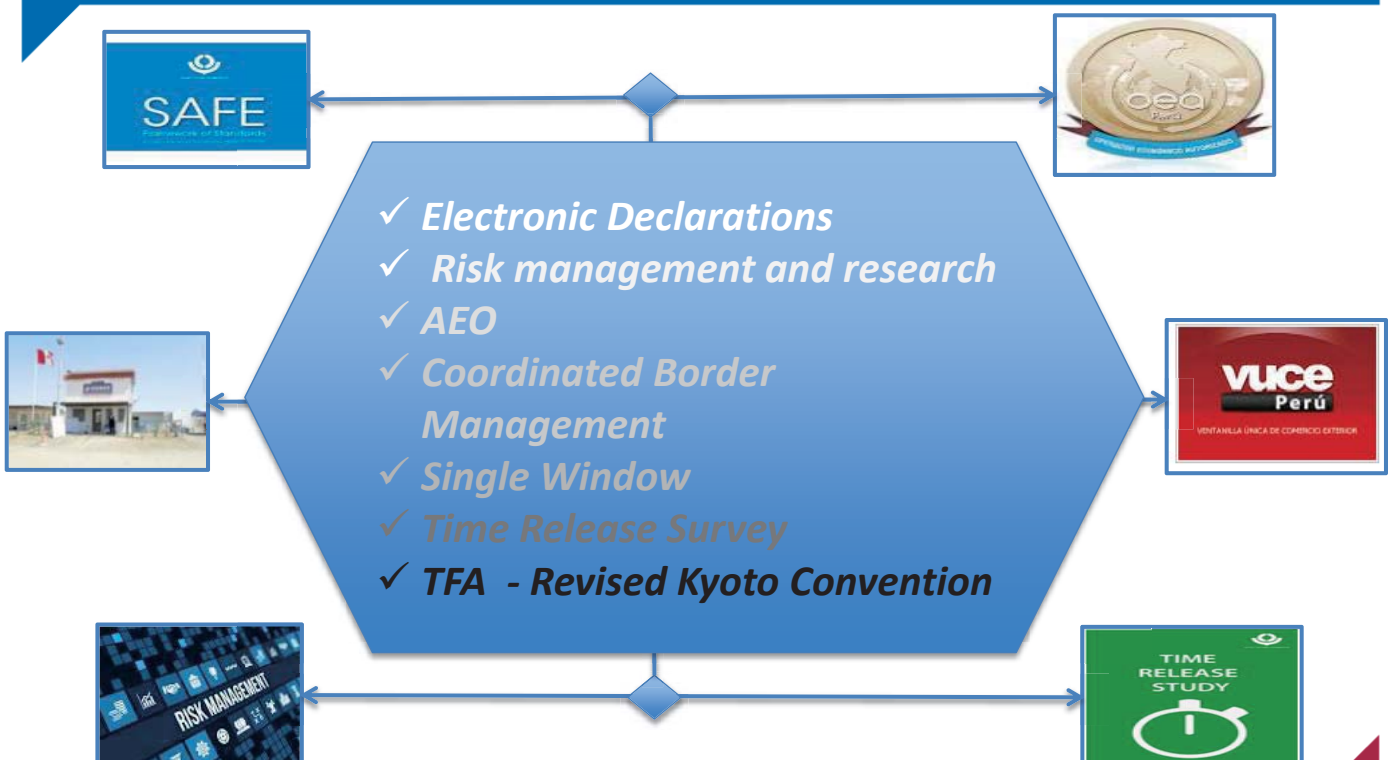


Source: SUNAT

3



WCO Customs indicators of excellence being implemented in Peru

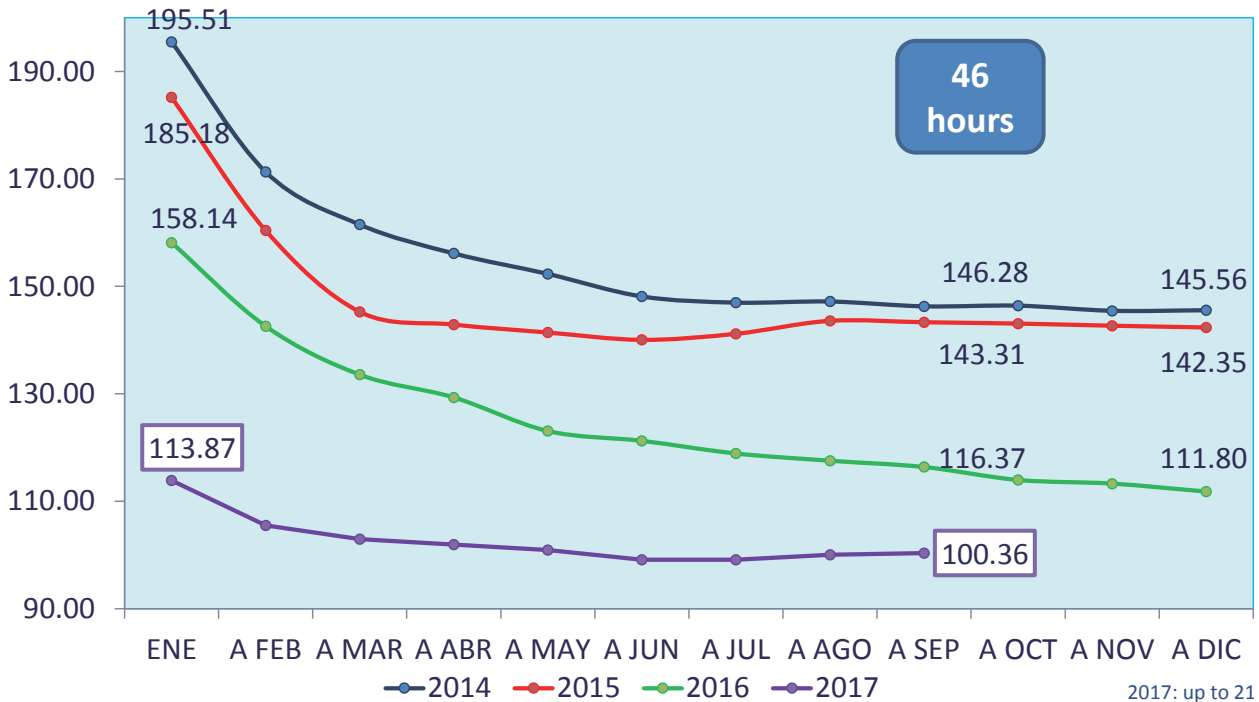


4

Outcomes on Total Time of Goods Release 2014 - 2017



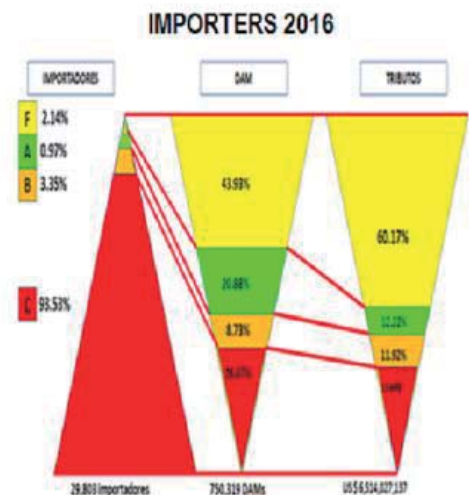
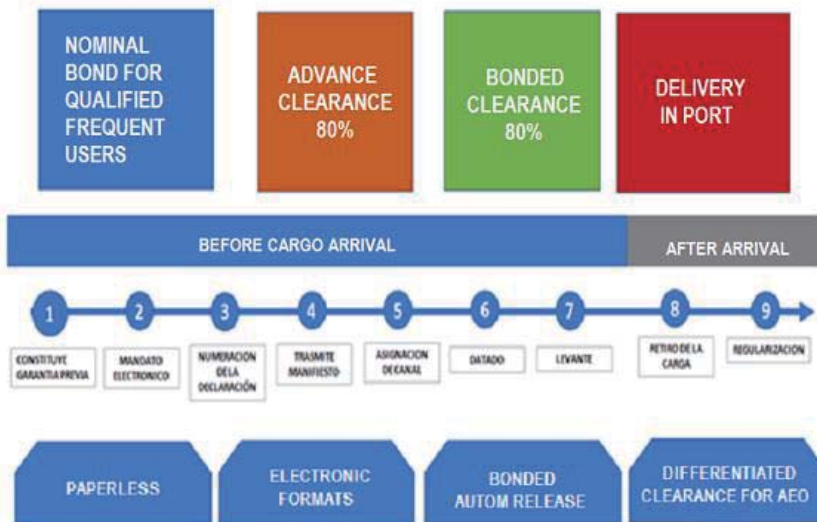
At national level (Accumulated)



Improvement of import process



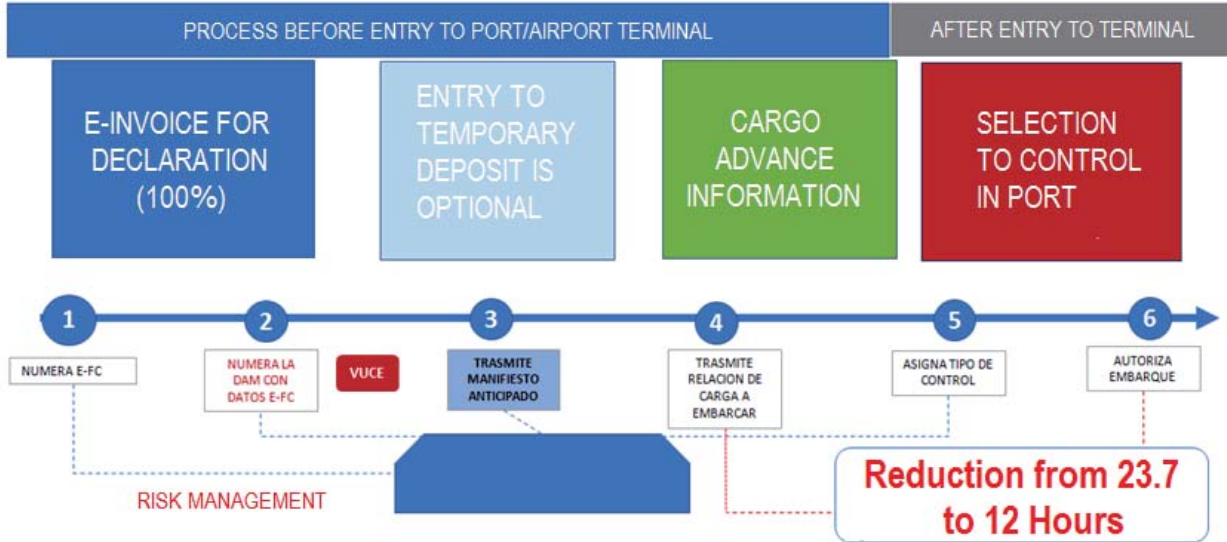
PURPOSE	BENEFITS	DELIVERABLES
Create low-cost e-processes for importers based on advance clearance, bonded with release at arrival.	Reduce clearance time in import from 100 to 48 Hours	Advance declaration with nominal bond, 100% electronic clearance, profiling rationalization



Improvement of export process



PURPOSE	BENEFITS	DELIVERABLES
Create low-cost, fast and safe processes for exporters based on export e-invoice.	Reduce clearance time in Final Export to 12 Hours and eliminate 1.3 MM of paper	Electronic mandate, e-invoice, advance manifest, control in port, conclusion, dated, rectification and electronic cancellation. Integration with other processes



Network of customs services



Electronic export clearance up to USD 5,000



Mobile solutions for cargo tracking in import/export



Exofficio postal clearance and direct distribution

Banco	Horario de Atención
Banco BCP	04:00 a 20:00
Banco Interbank	01:00 a 18:30
Banco Continental	01:01 a 18:57
Scotiabank	07:00 a 18:30
citibank	08:00 a 18:30
Banco BofA	06:45 a 18:59 20:11 a 22:45
Banco Financiero	01:00 a 18:30

Electronic payment gateway and prior bond



Interoperability with government agencies



AEO Certification Program

THANK YOU!

Promoting MSMEs internationalization through a special Customs legislation

- Korea's Experience -

Workshop to identify Factors Affecting Import and Export Clearance Processes made by Micro, Small and Medium Enterprises (MSMEs)
23-25 October 2017, Lima, Peru



Table of Contents



- I. Overview**
- II. KCS's experience to promote MSME**
 - 1. Export Support for MSMEs**
 - 2. Tax related support for MSMEs**
 - 3. AEO Support**



I. Overview

2

Overview

MSME

- Micro, Small and Medium-sized Enterprises
- It represents on average, 95% of companies in almost every country around world¹
- They concentrate around 60% of jobs in developed countries and 80% in developing countries²
- And are estimated to account for 60% to 70% of the global GDP³
- The participation of MSMEs in international trade has emerged as an important issue in the WTO

¹ World Trade Report 2016: Levelling the trading field for SMEs, WTO, 2016

² Evaluation of the World Bank Group's targeted support for small and medium enterprises", Independent Evaluation Group (IEG) approach paper, World Bank, 2013

³ Small and Medium-Sized Enterprises and Decent and Productive Employment Creation, OIT, 2015

Overview

Key Challenges & obstacles

- MSMEs are more disadvantage in terms of **finance, information, human resource** than large corporations
- The MSMEs face **significant obstacles to participate in international trade**
- That prevent MSMEs from developing export activities and growth
- It is very important that various **institutional and policy support** for MSMEs

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II. The best practice of KCS to support MSMEs

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KCS's experience to support MSMEs

Three approaches to support MSMEs

① Export support for MSMEs

- FTA Origin Management System
- Education program for C/O
- FTA Consulting Program
- Oversees Clearance Support Center

② Tax related support for MSMEs

- Extension of due date for tax
- Installment Payment of tax for MSMEs
- Supporting tariff refund
- Support program for delinquent tax payer

③ AEO Support

- Support for MSMEs qualification for AEO
- AEO Authorized standard relaxation
- Self Test tool for MSMEs to qualify AEO

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KCS's experience to support MSMEs

1) Support for export of MSMEs (Support for MSMEs to utilize FTA)

- The MSMEs is lack of experts to utilized FTA
- Basic and essential system to utilize FTA for MSMEs

① System Support (C/O management System)

- Origin calculation
 - Automatic Determination of Satisfaction with Origin of export goods
- C/O related document issue
 - C/O certificate of origin, etc
- Storage function
 - C/O related documents

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KCS's experience to support MSMEs

1) Support for export of MSMEs (Support for MSMEs to utilize FTA)

- The MSMEs is lack of experts to utilized FTA
- Education programs on FTA utilization for MSMEs

② Education program to utilize FTA

- Korea Institute of Origin Information
 - Public Institution for FTA & C/O
 - Provide FTA education programs
(FTA PASS System training course, Program for C/O verification)
- Education program by Private Corporation (Customs Association)
 - Make a contract with Customs Association to provide FTA education program

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KCS's experience to support MSMEs

1) Support for export of MSMEs (Support for MSMEs to utilize FTA)

- The MSMEs is lack of experts to utilized FTA
- Consulting programs on FTA utilization for MSMEs

③ Consulting program to utilize FTA

- Import & Export business Support Center
 - Established 5 business support center in Customs
(Located 5 local HQ to support Import/Export companies)
 - Provides consultant on FTA, AEO, Oversea Clearance support
- FTA Consulting Team
 - For MSMEs which is difficult to visit Customs
 - Visits to MSMEs directly to provide consultation

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KCS's experience to support MSMEs

1) Support for export of MSMEs

- The MSMEs is lack of information on export
- Provide various services on export related issues

④ Overseas Clearance support Center

- Established to support export companies
 - Provides various services on export related issues for MSMEs
- Information on
 - Trading partner countries information on export/import
 - Trading partner countries tariff information
 - Point of contact of Customs attache
 - The Customs Act(regulation) on personal effect (164 countries)

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KCS's experience to support MSMEs

2) Tax related support for MSMEs

- The MSMEs are in a weak financial position
- Provide various tax related measures to MSMEs

① Extension of due date & divided payment for tax

- Eligible MSMEs
 - MSMEs that are temporarily difficult in financial situation during import clearance stage
- Requirement for support (examples)
 - A record with import for the last 2 years
 - No record with tax delinquency, no violation of Customs law, etc
- Benefit
 - Extension of due date or divided payment for tax without security (Within 50%, up to 6 months)

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KCS's experience to support MSMEs

2) Tax related support for MSMEs

- The MSMEs are lack of information on export related tax refund
- The MSMEs are lack of legal capacity to request tax refund

② Support for tax refund (Drawback)

- Overpaid tax refund
 - The Customs find overpaid tax and refund it to MSMEs (by Customs collector's authority)
- Provide information on tax refund
 - providing real-time tax refund information to MSMEs
 - Automatic notification by system during export declaration

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KCS's experience to support MSMEs

2) Tax related support for MSMEs

- Support for MSMEs which is in delinquent state
- Provide opportunity to MSMEs with possibility of revival

③ Support for delinquent MSMEs

- Delinquent MSMEs
 - Tax delinquents have difficulty with normal financial transactions and Import clearance activities
- Beneficiary
 - MSMEs which submitted plan for tax payment and approved by Customs
- Benefit
 - Permission for import activities for temporary
 - Suspend from repossession and foreclosure

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KCS's experience to support MSMEs

3) AEO related support for MSMEs

- The MSMEs have difficulties in AEO certification
 - Provide various support programs for MSMEs to get AEO
- Financial support for MSMEs to get AEO
 - Provide **financial support** for AEO consulting cost if MSMEs meet certain requirement
 - Different **certification criteria** for MSMEs
 - MSMEs apply different accreditation standards to large companies
 - Administrative support
 - Provide **consulting program** for AEO
 - Established **self-test system** for MSMEs for Self-diagnosis₁₄



Thank you!



“AEO Programme, how could MSMEs access to them?”

Workshop to identify factors affecting import and export clearance processes made by micro, small and medium enterprises (MSMEs)

Shoji OGURI

**AEO Specialist, Japan Customs/
WCO Technical and Operational Adviser (AEO)**



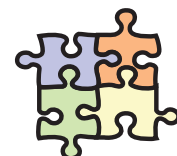
**Asia-Pacific
Economic Cooperation**

*23-25 October 2017
Lima-Peru*

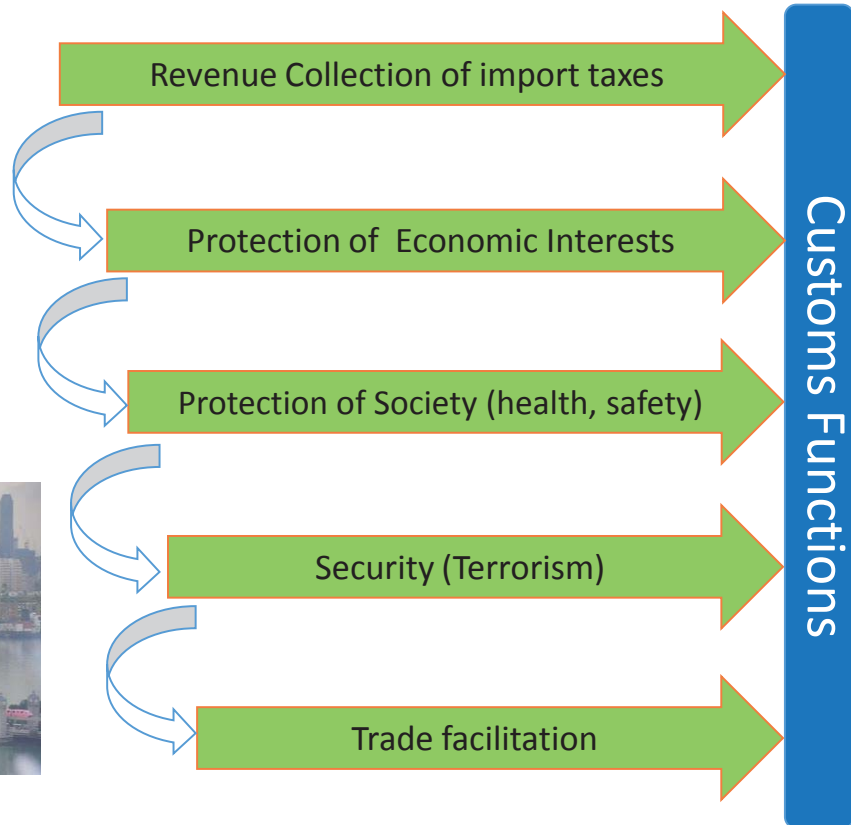


Outline

- WCO SAFE Framework of Standards and AEO
- AEO programme in Japan
- Access to MSMEs in Japan
- Challenges and Benefits for MSMEs
- Main Conclusions



Introduction

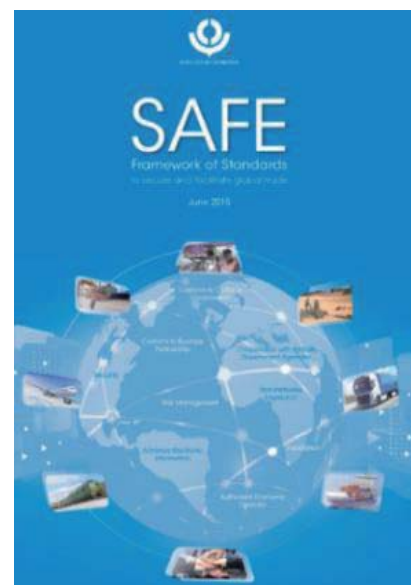


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SAFE FoS and AEO - Definition -

Authorized Economic Operator :

“...a party involved in the international movement of goods in whatever function that has been approved by or on behalf of a national Customs administration as complying with WCO or equivalent supply chain security standards. AEOs include inter alia manufactures, importers, exports, brokers, carriers, consolidators, intermediaries, ports, airports, terminal operators, integrated operators, warehouses, distributors”.



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SAFE FoS and AEO - History -

Attacks in NY (Sep 11, 2001)



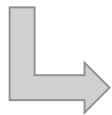
Introduction of C-TPAT in the US (2001)



Development of international standards

<WCO Council Sessions>

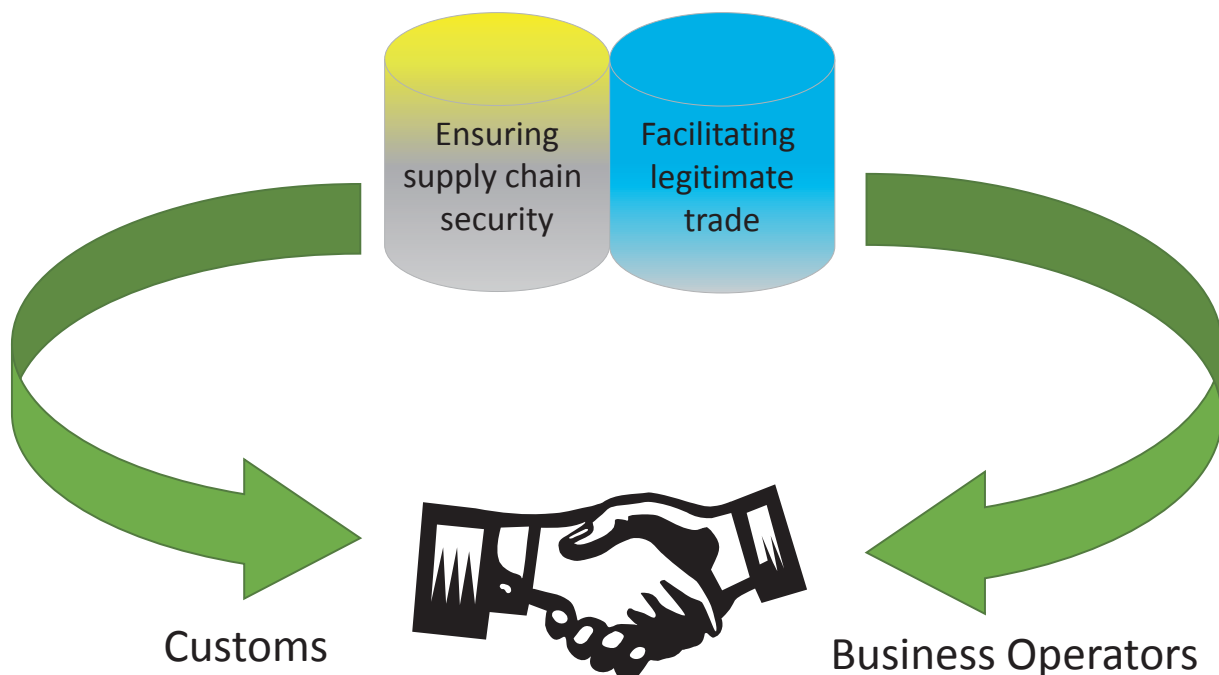
- Adoption of SAFE Framework of Standards which includes the concept of AEO program (2005)
- Adoption of AEO Guidelines (2006)
- Addition of AEO Guidelines to SAFE Framework of Standards (2007)



Introduction of AEO Program in various countries

5

SAFE FoS and AEO - Objective -



*Approach through the Customs to Business
Partnership/Communication*

6

SAFE FoS and AEO - Requirements -

SAFE FoS Annex IV

A.	Demonstrated Compliance with Customs Requirements	H.	Conveyance Security
B.	Satisfactory System for Management of Commercial Records	I.	Premises Security
C.	Financial Viability	J.	Personnel Security
D.	Consultation, Co-operation and Communication	K.	Trading Partner Security
E.	Education, Training and Awareness	L.	Crisis Management and Incident Recovery
F.	Information Exchange, Access and Confidentiality	M.	Measurement, Analyses and Improvement
G.	Cargo Security		

7

SAFE FoS and AEO - Benefits -

Benefits to Customs

- Share security responsibilities with private sector
- Better use of limited resources (Channel resources to high risk cargo)

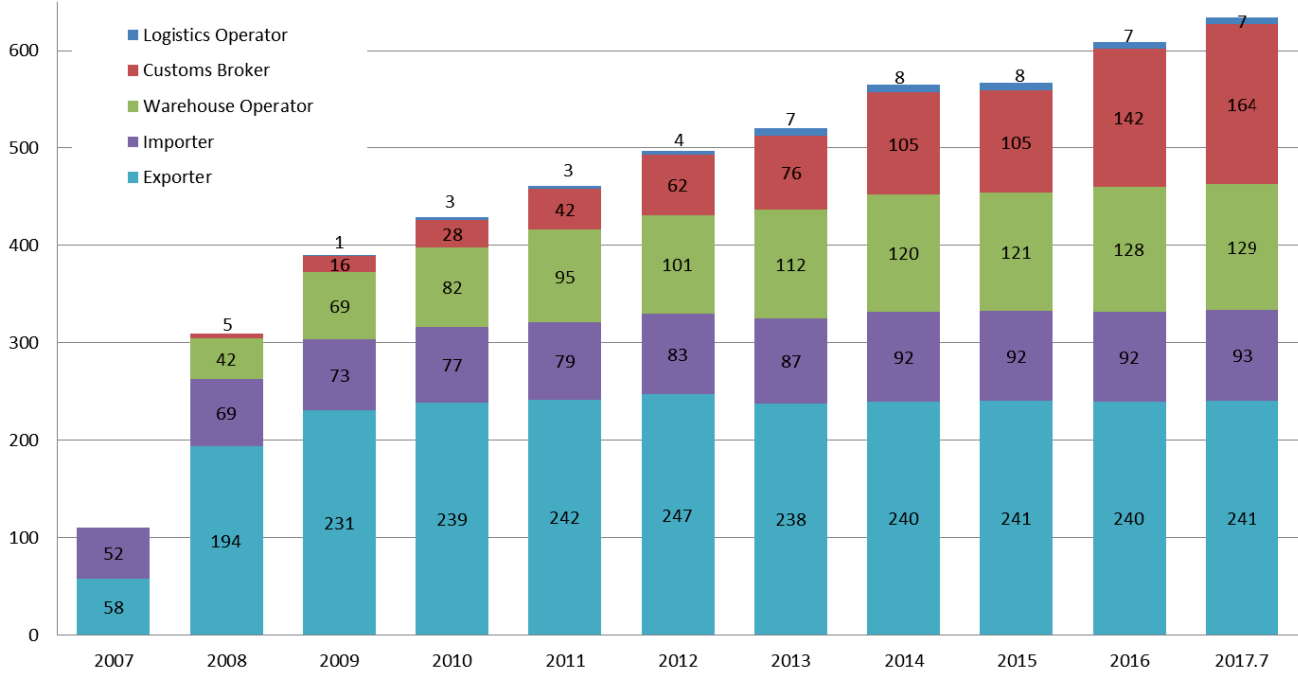
Benefits to Companies

- Expedited processing and release of shipments (Reduce time and lower cost)
- Priority Customs' processing during a period of elevated threat conditions
- Branding : recognized as a reliable, predictable and consistent partner (Improve competitive edge)
- Improved supply chain visibility and inventory management

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AEO programme in Japan ①

(as of Oct, 2017)



	Exporter	Importer	Warehouse Operator	Customs Broker	Logistics Operator	Total
AEOs	242	93	129	170	7	641

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AEO programme in Japan ②

Requirements

Consistent with "WCO SAFE FoS"

- Compliance record
- Proper ability to conduct operations
- Cargo/conveyance/premises security
- Compliance Program
 - organizational set-up
 - due Customs procedures
 - internal audit
 - contracting parties requirement
 - communication with Customs
 - crisis management
 - financial integrity
 - education/training

etc.

Benefits (Example)

Authorized Importers

- Pre-arrival lodgment of import declaration and pre-arrival import permission – early release of cargo
- Reduced examination and inspection
- Periodical lodgment of duty/tax payment declaration

Authorized Exporters

- Remote Customs clearance procedures
- Reduced examination and inspection

Authorized Warehouse Operator

- Free monthly fee
- Establishment of a new Customs warehouse only by notification

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Access to MSMEs in Japan

- Same AEO requirements are applied to all operators regardless of the scale of companies. *Tailor-made (flexible)* approaches are taken by Customs according to the characteristics of each operator.
 - Information sharing with private sectors in regards to AEO programme (e.g. Web-site, Seminars/Workshops, Training to companies)
 - Allocate Customs Account Manager* to each operator from the early stage of prior consultation with *no fees*.
- *Role of the Customs Account Manager
→Consultant, Help desk, Trainer., etc.
- Eased requirements in 2016 to allow operators to outsource some areas of the AEO requirements (e.g. education, internal audit), aiming that more MSMEs can easily access to the AEO programme.

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Challenges and Benefits for MSMEs

Challenges

- Initial and maintenance cost on security investments
- Limited human resources to achieve and maintain AEO standards
- Negative influence of the centralized organization structure (e.g. relying on one individual to make decisions)

Benefits

- Some security investments can be less burdensome than large companies
- MSMEs may achieve some AEO requirements easier than large companies (e.g. training, internal audit)
- Effective leadership by the management, flexible decision-making and quick improvement

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Main Conclusion

- AEO is intended to embrace all those business entities involved in the international supply chain.
- Objective of AEO is to ensure supply chain security and facilitate global trade through the Customs to Business partnership.
- The vast majority of the supply chain is composed of MSMEs and they represent a vital part of the business community. More promotion is needed to convince MSMEs of the benefits of AEO programmes.
- There are some challenges for MSMEs, however there are other areas for MSMEs access to the programme easier than large companies.
- Tailor-made (flexible) approach by Customs can be considered to overcome the challenges for MSMEs.

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Thank you very much



Continuing cooperation between Customs and business representatives is a vital process for the success of the AEO programme.



AEO Program for MSMEs - Korea's Experience -

**Workshop to identify Factors Affecting Import and Export Clearance Processes made by Micro, Small and Medium Enterprises (MSMEs)
23-25 October 2017, Lima, Peru**



Table of Contents



- I. Overview
- II. KCS's AEO Program for MSMEs



I. Overview

2

Overview

AEO

- Authorized Economic Operator

What Does AEO mean?

- An AEO is standing for the Authorized Economic Operator
- If a company, In accordance with authorizing criteria of law compliance, Internal Control system, financial solvency and security management
- The Customs provide various kind of benefits such as reduced inspection, fast clearance service

3

Overview

Key Challenges & obstacles

- MSMEs are more disadvantage in terms of **finance, information, human resource** than large corporations
- The MSMEs face with difficulty **AEO Certification**
- That prevent MSMEs from **developing export activities and growth**
- It is very important that various **institutional and policy support for MSMEs** to participate in AEO program

4



II. KCS's AEO Program for MSMEs

5

KCS's AEO program for MSMEs

AEO Programs to support MSMEs

① Financial support 1
(Consulting cost)

② Financial support 2
(MOU with commercial
bank to support MSMEs)

③ Mitigated criteria
For MSMEs

④ Education &
Workshop program

⑤ Administrative support
for MSMEs
(Self-test tool)

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KCS's AEO program for MSMEs

1) Financial support for MSMEs (1)

① Financial support program for MSMEs

- Since 2011, KCS has supported MSMEs to certify AEO
 - It provide consulting cost to MSMEs (Maximum \$14,000)

	2011	2012	2013	2014	2015	2016	Total
Budget	\$521,000	\$782,000	\$782,000	\$956,000	\$669,000	\$486,000	\$4,196,000
Number of companies	9	16	19	57	46	32	179

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KCS's AEO program for MSMEs

2) Financial support for MSMEs (2)

① MOU with commercial bank to support MSMEs

- When MSMEs apply for AEO certification, It may needs **additional facility cost** to prepare AEO certification
 - It costs **around \$13,000** to prepare relevant facilities for AEO certification
 - For MSMEs, **these costs are burdensome**
- KCS conclude a MOU with commercial bank to provide **low interest loan** to MSMEs

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KCS's AEO program for MSMEs

2) Financial support for MSMEs (2)

② Contents of MOU

- KCS provide the name list of selected MSMEs to bank
- The bank provide **low interest loan** to the MSMEs for additional facilities for AEO certification

	Number of cases	Amount of loan (Approximately)
2015	15	\$22,000,000
2016	29	\$48,000,000

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KCS's AEO program for MSMEs

3) Mitigated Criteria for MSMEs

① Concept

- Unlike large companies, MSMEs have difficulty in preparing AEO certification
- The KCS introduced mitigated AEO certification criteria for MSMEs

	Number of criteria	Outcome
2016	762	19.2% reduced criteria
2017	616	

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KCS's AEO program for MSMEs

3) Mitigated Criteria for MSMEs

② Outcome

- It reduced the time for AEO certification a total of approximately 4 months
 - Companies Preparation time for AEO application (reduced approximately 1.6 months)
 - Time for certification process (reduced approximately 2.4 months)

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KCS's AEO program for MSMEs

4) Workshop & Education program

① Workshop for MSMEs

- Provide *advance workshop program* for MSMEs which prepares AEO certification

Around 50 of CEOs, staffs, consultants were invited in 2016

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KCS's AEO program for MSMEs

4) Workshop & Education program

② Education program for MSMEs

- Provide education program for AEO managers of AEO certified MSMEs
 - Around 440 of Managers, high level staffs were invited in 2016

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KCS's AEO program for MSMEs

5) Administrative support

① Self-test tool System

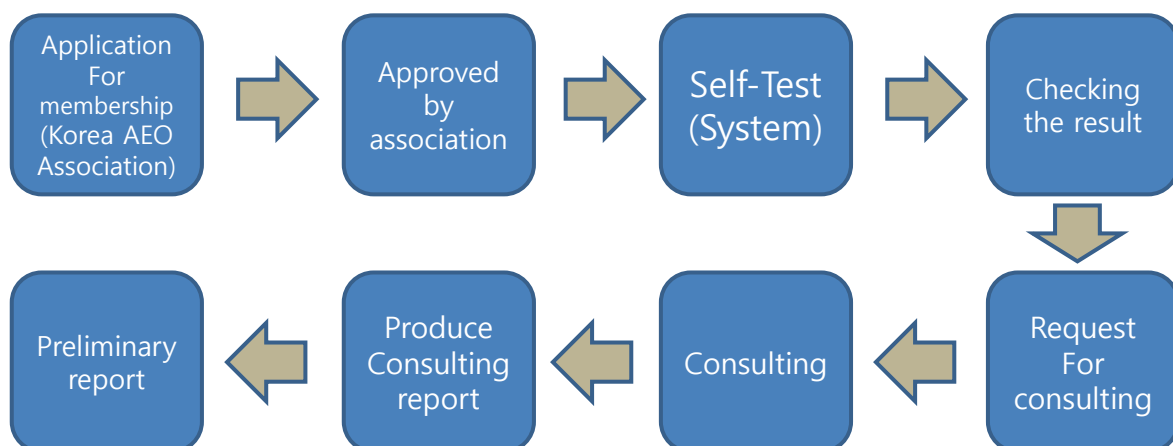
- To support MSMEs' AEO certification, KCS established **AEO Self-test program in 2014**
 - Through self-test program, the MSMEs can proceed **preliminary procedure** for AEO certification
 - It enables the cost and time saving for MSMEs

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KCS's AEO program for MSMEs

5) Administrative support

② Self-test tool System (procedure)



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KCS's AEO program for MSMEs

5) Administrative support

③ Consulting

- To support MSMEs' AEO certification, Korea AEO Association provide Consulting program
 - Conduct consulting procedure based on self-test result
 - The Korea AEO Association provide at least 3 times consultation for requesting MSMEs

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Thank you!

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TRADE FACILITATION MEASURES FOR MSMEs DEVELOPMENT

Mrs. Nguyen Pham Nhu Ha
Viet Nam Customs

Lima, Peru 23-25 October, 2017



CONTENT

1. Definition of MSMEs
2. Role of MSMEs
3. Factors effect the MSMEs' growth
4. Current status of MSMEs' growth in Viet Nam
5. Solutions to MSMEs of Vietnamese Government and Viet Nam Customs

1. MSMEs' Definition

* By World Bank

Enterprise Category	Headcount (Annual Work Unit)	Registration Capital
Micro	1 -9	< \$42,300
Small	10-49	> \$42,300
Medium Sized	50-249	> \$42,300

* By Viet Nam

Sector	Micro enterprises	S mall-sized enterprises		Medium-sized enterprises	
	Number of employees	Total capital (\$)	Number of employees	Total capital	Number of employees
1. Agriculture, forestry and fishery	< 10	< 1 million	10-200	1-5 million	200-300
2. Industry and construction	< 10	< 1 million	10-200	1-5 million	200-300
3. Trade and Service	< 10	< 0.5 million	10-50	0.5 – 2.5 million	50-100

2. Role of MSMEs

- MSMEs role as one of key factors of the economy. MSMEs account for more than **97%** total enterprises;
- Contributing to **31%** of GDP; **33%** national revenue, generate about **62 %** jobs for employees;
- Using mainly local material;
- Increasing the dynamic and effectiveness of the economy (generating higher production volumes, increasing exports).

3. Factors effect the MSMEs growth

- Market;
- Investment;
- Finance (Credit policy);
- Tax, Customs policy;
- Technology;
- Human resource.

4. Current status of MSMEs development in Viet Nam

- Small scale, less capital;
- Lack of financial and marketing support;
- The technology level of MSMEs is low;
- The limited linkage between enterprises, lack of ability to connect the international market.
- No habit to participate in the production Network.
- Main economic sectors:
 - Manufacturing sector is relatively low for Asia Pacific.
 - Trade and services are the largest sector.



MSMEs in Viet Nam (cont)

- Challenges:
 - Slowly accessible to law, regulation related to import - export
 - Lack knowledge of procedures: declaration, classification, valuation, rule of origin (especially those in foreign countries),
 - Can not afford to employ experts
 - Poor E-customs environment



5. SOLUTIONS to MSMEs of Vietnamese Government and Viet Nam Customs



Doing Business in Viet Nam

Topics	DB 2017 Rank	DB 2016 Rank	Change in Rank
Overall	82	91	9
<u>Getting Electricity</u>	121	111	10
<u>Registering Property</u>	24	21	3
<u>Getting Credit</u>	96	101	5
<u>Protecting Minority Investors</u>	59	58	1
<u>Paying Taxes</u>	32	29	3
<u>Trading Across Borders</u>	87	118	31
<u>Enforcing Contracts</u>	167	178	11
<u>Resolving Insolvency</u>	93	108	15

Source: World Bank



Doing Business in Viet Nam

Indicator	Viet Nam	East Asia & Pacific	OECD high income
Time to export: Border compliance (hours)	57	51	15
Cost to export: Border compliance (USD)	309	396	160
Time to export: Documentary compliance (hours)	83	75	5
Cost to export: Documentary compliance (USD)	139	167	36
Time to import: Border compliance (hours)	64	59	9
Cost to import: Border compliance (USD)	268	421	123
Time to import: Documentary compliance (hours)	106	70	4
Cost to import: Documentary compliance (USD)	183	148	25

Source: World Bank

5.1. SOLUTIONS at Governmental level

a. For 2016- 2020

First, focus on controlling inflation, stabilizing macro-economy

- **Implement monetary policies cautiously and flexibly;**
- **Keep inflation below 10%;**
- **Encourage exports and control imports and limit trade deficit;**
- **Use tax policies flexibly to encourage the production, business and exports, decreasing and limiting exports of minerals, agricultural products and raw and unprocessed forestry;**

For 2016-2020 (cont)

Second, focus on restructuring the economy, innovating growth models with efficiency and competitiveness

- **Focus on tasks of restructuring the economy (public investment, financial system and banks, businesses)**
- **Economic restructuring associated with innovating growth models**
- **Concentrate resources on agricultural and rural development**
- **Ensure supply of sufficient power for production and consumption**

b. For long term

- (i) Financial Assistance
- (ii) Supporting technique and technology
- (iii) Promoting the market expansion
- (iv) Supporting the development of human resource of MSMEs

(i) Financial Assistance

- Encouragement policy of investment
- Establishment of guarantee fund
- Establishment of development Fund
- Supporting the rate for MSMEs medium – term and long term of loan

(ii) Supporting technique and technology

- Encourage investment of technological renovation and renewal of technical equipment according to the strategy development and production expansion of MSMEs.
- Raise the technology capability of MSMEs through programs to support research, technological development to produce new products, technology transfer.
- Development of Science and Technology for an annual national funds to support MSMEs innovation, technological capacity building.

(iii) Promoting the market expansion

Annually, relevant ministries, branches, local planning, arranging the funding for the implementation of the promotion activities to expand the market for MSMEs

(iv) Supporting the development of human resource of MSMEs

Organizing training courses, seminars, workshops on enterprises management in the financial crisis and how to attract the capital through the business plan.



5.2. Customs measures for MSMEs

- **Amended Customs Law 2014, Decrees and Circulars on customs procedures**
 - E-customs;
 - Standardization and simplification of customs procedures (TFA, Revised Kyoto Convention, TPP...);
 - Reduction of international trade transaction costs;
 - Increase opportunities for MSMEs to integrate into global value chains (GVC) by removing administrative burdens
- **Promulgation and publication of the customs legislation to the stakeholders**
 - Customs website;
 - Workshop, training course for MSMEs;



Customs measures for MSMEs (cont)

- **Simplification and modernization customs procedure**
 - Introduction customs automation system (VNACCS/VCIS) over the country:
 - 34/34 regional customs departments; 24/7 services;
 - *Free end-use software for MSMEs*
 - Quick response: 1-3 seconds
 - *Easy access for MSMEs*
 - E-payment by connecting with Treasury and Banks;
 - Review and delete 19 unnecessary customs procedures, simplify 46 customs procedures;



Customs measures for MSMEs (cont)

- **Simplification and modernization customs procedure**
 - Decrease the number of supporting documents in customs dossier
 - Export: Customs declaration, Commercial Invoice, Technical standards certificate
 - Import: Customs declaration, Commercial Invoice, Bill of Lading, Certificate of Origin, Technical standards certificate
 - Electronic submission of supporting documents;



Customs measures for MSMEs (cont)

- **Advance Ruling:**
 - Classification
 - Origin
 - Valuation MethodRulings are valid for 3 years.
→ Useful tool for MSMEs
- **Threshold of duty exemption for express consignment (mainly e-commerce): less than 50 USD;**



Customs measures for MSMEs (cont)

- **Decrease customs clearance time:**
 - Document checking: less than 2 hours
 - Physical inspection: less than 8 hours
 - Container scanner
 - Package scanner (express consignment, e-commerce)
- **National single window and ASEAN single window**
 - Connected with 11 border agencies (license and technical standard certificate);
 - Technical Connection with 4 ASEAN members.



Customs measures for MSMEs (cont)

- **Development of e-Port**
 - Electronically data exchange between customs and port operators
 - Reduce of time and cost for private sector: no printed document, no customs stamp...
- **E-manifest**
 - Online submission of manifest (airlines, shipping lines, including consolidators)
 - input for customs declaration



Customs measures for MSMEs (cont)

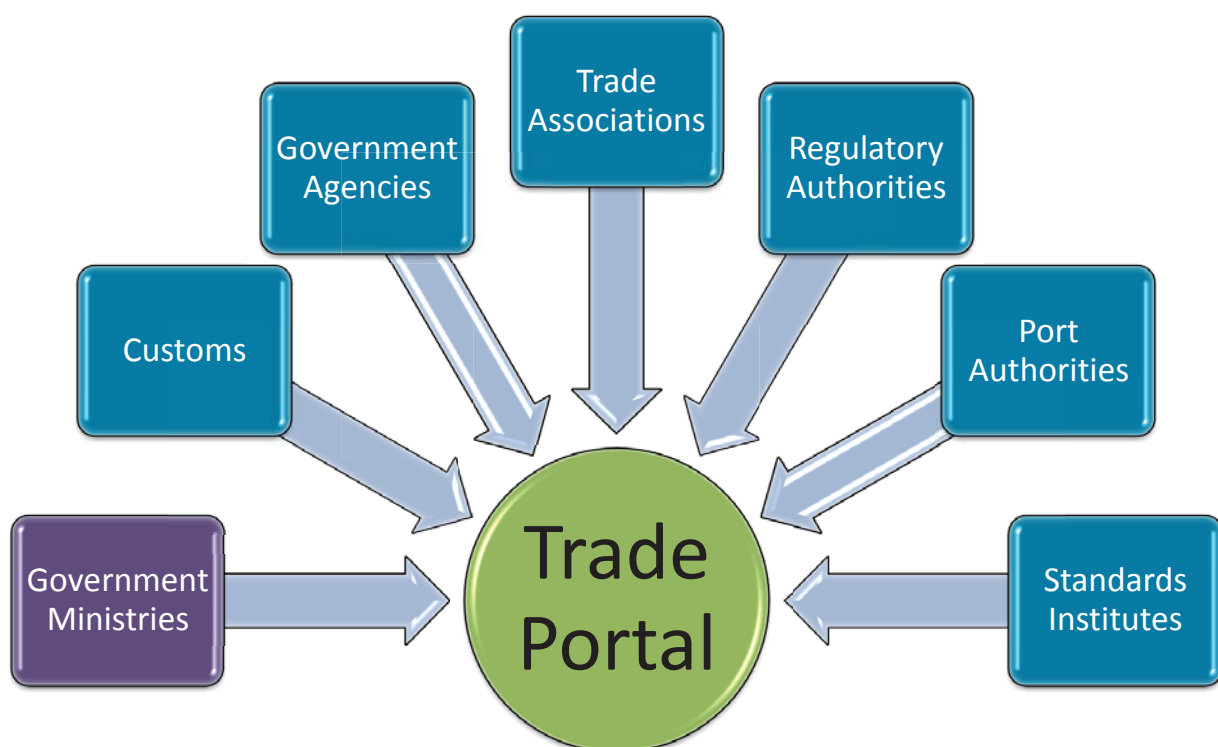
- **Viet Nam Trade Information Portal**
 - ◆ One-stop point, providing an accessible, logical, helpful window for traders to access regulatory and procedural information;
 - ◆ Important step to improving predictability and transparency of trading laws and processes;



Customs measures for MSMEs (cont)

- **Viet Nam Trade Information Portal**

- ◆ In line with Vietnam's commitments to requirements of WTO to comply with Article 1 of Trade Facilitation Agreements and Article X of GATT;
- ◆ Tool for GoV and other stakeholders to help reduce, modernize and simplify regulations in accordance with international best practice;





VTIP: Why?

The goal of VTIP is to support the growth of trade and enhance employment and economic growth. To achieve this goal it is necessary to deliver a range of benefits:

- Improve** the **transparency**, **predictability** and **availability** of trade related information
- Increase** the **level of compliance** to legislation and regulation
- Increase** the **speed** at which business may be transacted
- Reduce** the **cost** of doing business
- Reduce** **bureaucracy**



VTIP: How?

How will the Portal work?

- ◆ VTIP is designed for importers, exporters, logistics providers, and related Government agencies
- ◆ To provide easy access to legislation, standardized procedures, and tariff related information
- ◆ It will reduce the risk of misunderstanding and confusion related to import and export transactions that may increase logistics delays at borders
- ◆ It will help to make import and export much easier

29

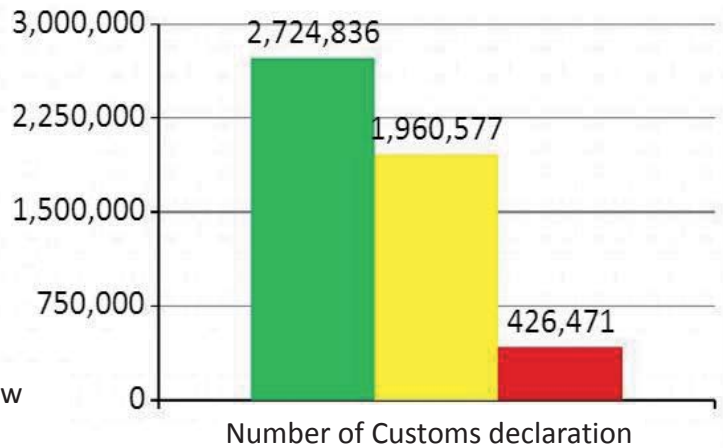
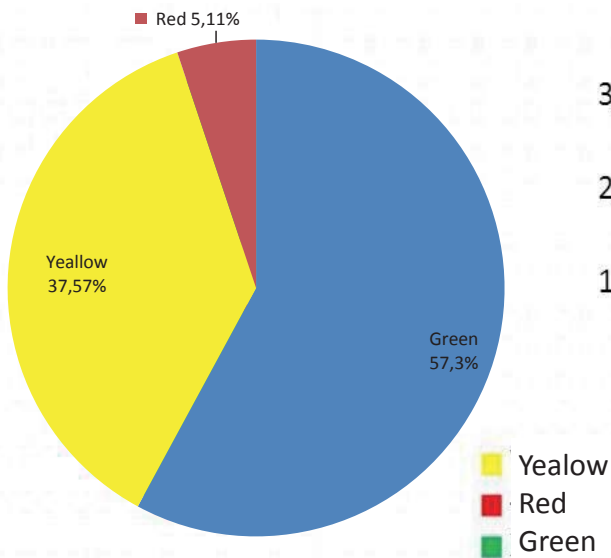
<http://www.vietnamtradeportal.gov.vn/>

The screenshot shows the homepage of the Vietnam Trade Information Portal. The browser address bar displays "www.vietnamtradeportal.gov.vn". The page features a large banner image of a port at night with the text "VIETNAM Trade Information Portal". Below the banner is a navigation menu with links: Home, About Us, Guide to Trade, FAQs, Contact Us, and Help. The main content area includes a "Welcome to the Vietnam Trade Information Portal" section with a paragraph about Vietnam's history and economic growth. There are two images: one of a traditional Vietnamese gate and another of a large stone structure. A "Member Area" sidebar on the right contains login fields for Email and Password, a "Remember me" checkbox, and a "Login" button. Below the login fields are links for "Register" and "Forgot Password". A "Search this Site" section includes a search input field and a "Search" button. The "Contents" section has a heading "A Quick Intro" and a snippet of text: "he proxy server is e fusing onnections". At the bottom, there is a "Search Trade Information" field and a system tray showing the time as 9:08 AM on 10/6/2017.

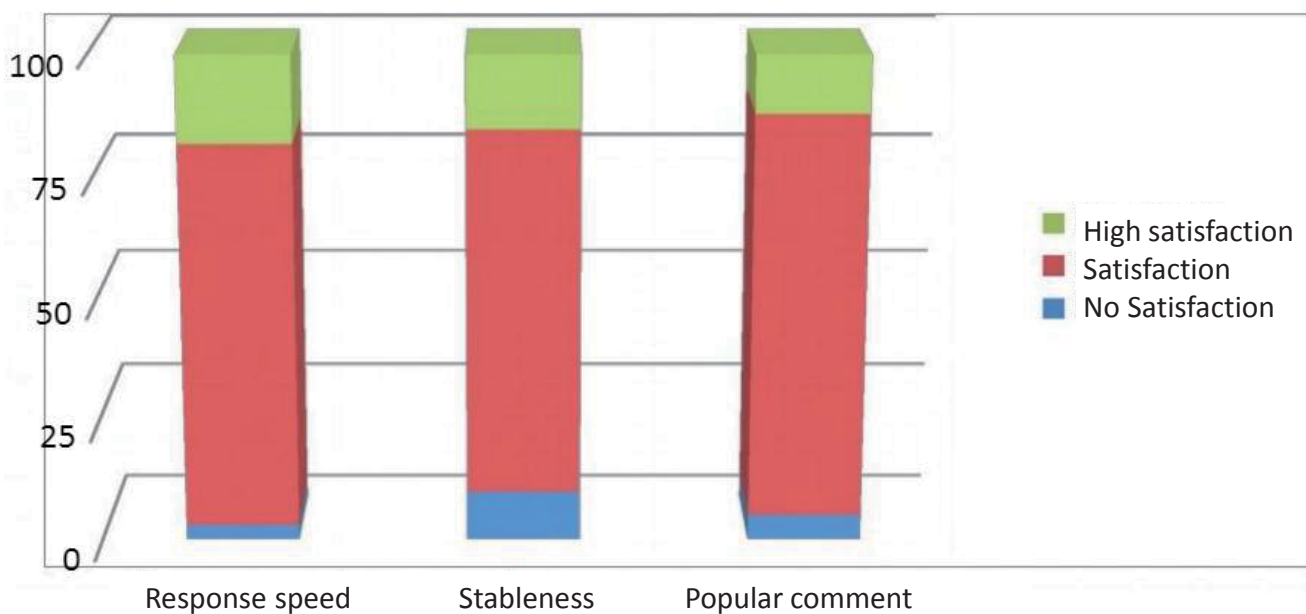


Customs declaration channeling From 01/01/2017 to 15/8/2017

Total number: **6,600.000** declarations



Responses from private sector on automation system





THANK YOU!

Email: hanpn@customs.gov.vn

APEC

WORKSHOP TO IDENTIFY FACTORS AFFECTING
IMPORT AND EXPORT CLEARANCE PROCESSES
MADE BY MSME

**SINGLE WINDOW INTEROPERABILITY
AS A TRADE FACILITATION MECHANISM**

PACIFIC ALLIANCE EXPERIENCE

DOMINGO FREZ DENEGRI, IADB CONSULTANT

23 TO 25 OCTOBER 2017

LIMA, PERU

AGENDA

- BACKGROUND
- INTEROPERABILITY PROJECT PACIFIC ALLIANCE
- INTEROPERABILITY MODEL
- TECHNOLOGY AND ELECTRONIC DOCUMENT
- BILATERALS AND MULTILATERALS AGREEMENTS
- PROJECT PROGRESS
- HARMONIZATION of CERTIFICATES AND USE OF STANDARDS
- WORKING METHODOLOGY
- CRITICAL FACTORS OF SUCCESS
- NEXT STEPS

BACKGROUND

Based on the guidelines and agreements of the IV SW Network Meeting held in Santiago de Chile in December 2013, it is defined:

- Design and implement a system that facilitates the integration between SWs of each country in Pacific Alliance: Chile, Colombia, Mexico and Peru.
- Implement Point-to-Point Integration.
- Two interoperation points (sending information and acceptance or rejection or notifications) between the source country and the destination country.
- Implement a pilot, which should guide the integration of the network for the other countries of the region, considering the level of progress in the implementation of its SWs and the existence of the regulatory framework.

INTEROPERABILITY PROJECT (IOP) PACIFIC ALLIANCE

"Promote the use of the electronic commerce windows of each of the countries of the Pacific Alliance, and their interoperability, as an instrument to facilitate cross-border trade, through electronic data interchange, including those contained in sanitary, phytosanitary , of origin and others required in the context of international commercial transactions ".

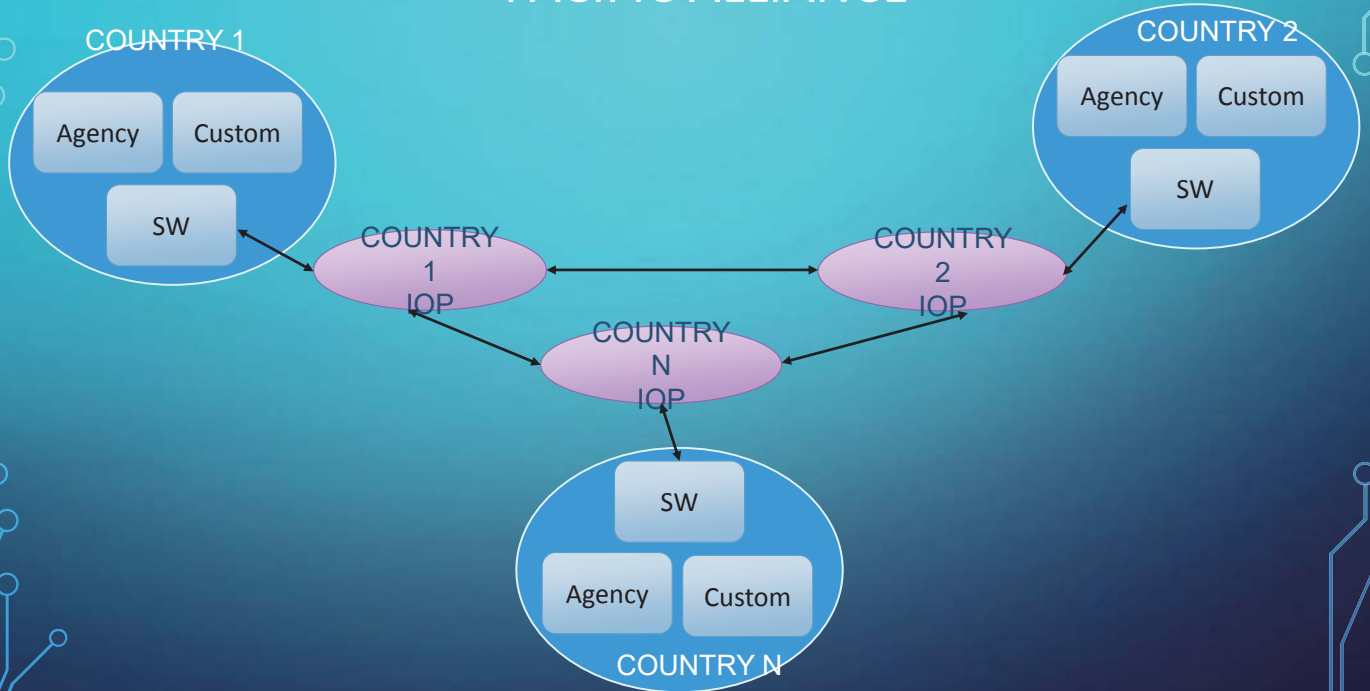
OBJECTIVES OF THE INTEROPERABILITY PROJECT

- Promote the use of the unique trade windows of each of the countries involved
- Support the public and private sector to facilitate cross-border trade
- Exchange relevant certificates and information online
- Be a reference to generate a step-by-step guide for the rest of the countries that wish to integrate
- Generate the necessary knowledge for the exchange of data and documents involved in international trade

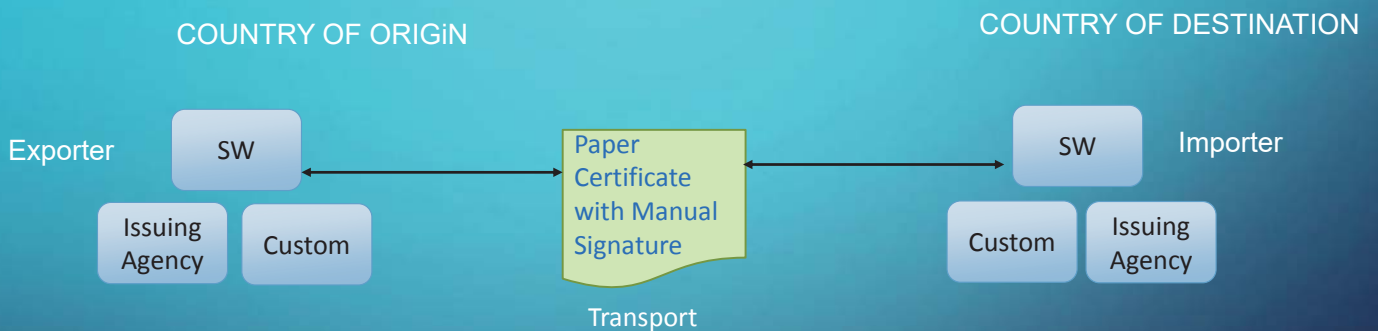
GUIDELINES IOP

- Increase speed and opportunity of transactions, safety, avoid fraud, reduce risk
- Include all the information of the Certificates and information of other documents
- Use standards (de facto)
- Use proven and secure platforms and technologies
- Reuse existing solutions
- Focus on the most relevant information and processes
- Promote common processes rather than differences
- Promote the interchange between agencies and government entities
- Use of computing methodologies focusing on quality

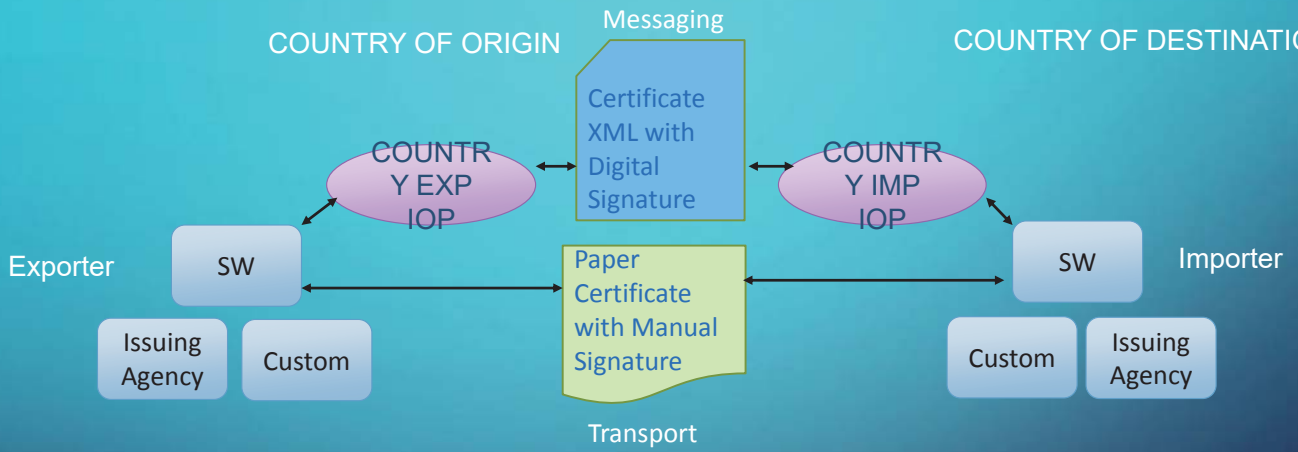
INTEROPERABILITY MODEL PACIFIC ALLIANCE



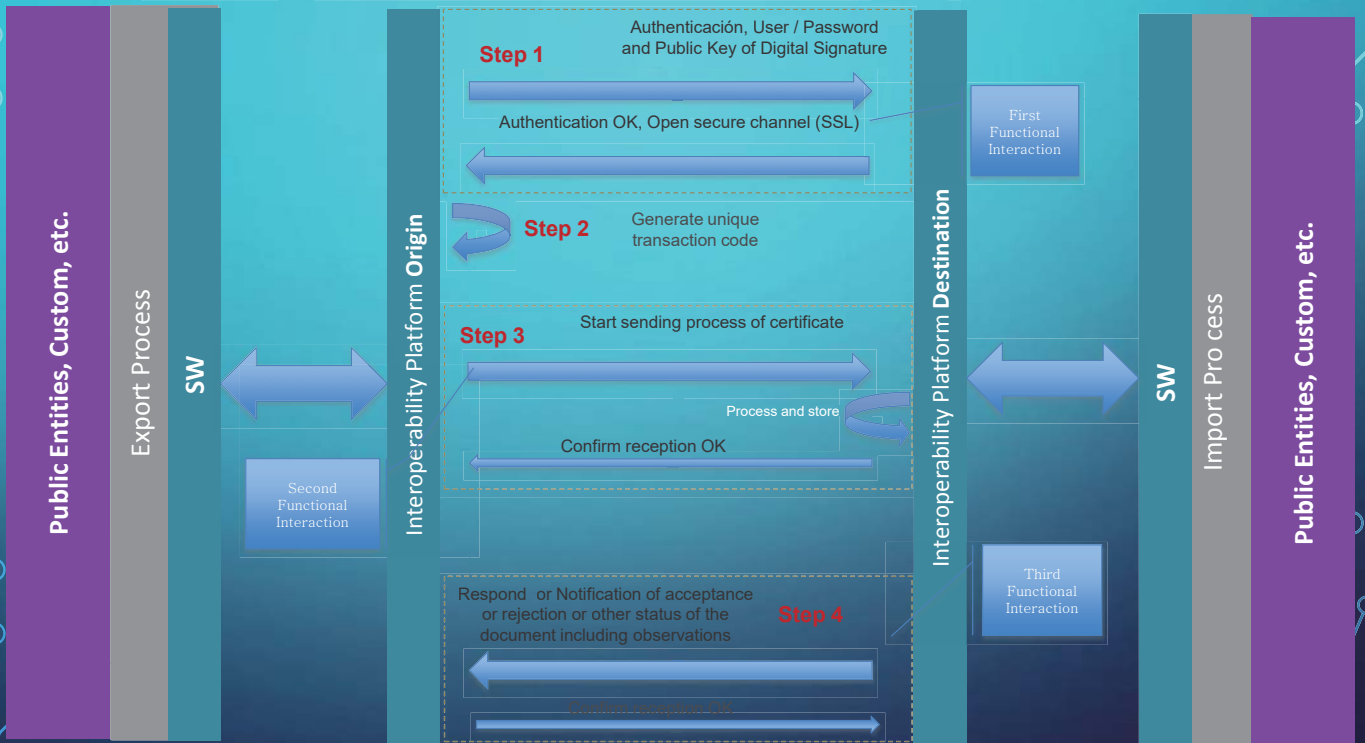
WITHOUT INTEROPERABILITY



WITH INTEROPERABILITY



IOP – INTEROPERABILITY FLOW



CHARACTERISTICS IOP

- Standardized Electronic Document Format
- Standardized Data and Metadata
- Authentication with Digital Signatures
- Transactional Router
- Messaging level: sending and receiving messages
- Business Processes level: sending certificates, business responses and notifications
- Governance of interoperability
- Secure Internet Services Platform

TECNOLOGY AND ELECTRONIC DOCUMENT

- Use of XML (eXtensible Markup Language / Lenguaje de Marcas Extensible)
 - Tree structure, with tags that are elements and groups of elements
 - Define Tags Occurrences: 0 (optional), 1 (mandatory), N (repeatable)
 - Define Tags Contents: characters, numbers, free text, lists
- Digital Signature
 - Modality of digital signature, 1 or more signatures (exporter, entity, etc.)
 - Formal recognition of digital signatures
 - Sign documents at the origin and verify signatures at the destination
- SOAP (Simple Object Acces Protocol) / Web Services
 - Defines electronic document exchange (XML)
 - Access to Web Services (Internet)

BILATERAL AND MULTILATERAL AGREEMENTS

- Existence of bilateral agreements between countries
- Existence of agreements under the Pacific Alliance
- Governance definition of the Pacific Alliance Interoperability Project
- Definition of governance related to the introduction of improvements, modifications and evolutions on electronic documents and business procedures

PROJECT PROGRESS

1. Interoperability of the Phytosanitary Certificate operating in the 4 countries of the Pacific Alliance, as of June 2016
2. Interoperability of the Certificate of Origin in 3 of the 4 countries as of October 2017. Chile starts testing in December 2017
3. Improvement plan and analysis of business cases and procedures
4. Initial definition of continuing with Customs Declaration Information. In analysis of the technical teams and in the evaluation of the opportunity.
5. Alternative to continue with the interoperation of the Zoosanitary Certificate.

HARMONIZATION OF CERTIFICATES AND USE OF STANDARS

- Digital Signature
- Phytosanitary Certificate: subset of UN/CEFACT D13B
- Use of Phytosanitary Certificate states transition:
 - Certificate of Origen: based on ALADI Version 1.8.1, named AP 1.0
 - Use of Certificate of Origen states transition:
- OMA

WORKING METHODOLOGY

- Definitions at the highest level of the Pacific Alliance, periodic reports
- Multidisciplinary teams in each country: business, computer, legal and suppliers
- IADB Team: project leader, professional consultants and developer company
- Phases:
 - Harmonization of Certificates: information and processes
 - Gap analisis of each country and budgeting
 - Development of each country and global project
 - Testing
 - Operation in production environment
 - Support and maintenance
 - Current and future governance (without IDB)

WORKING METHODOLOGY

- Local Projects :
 - Arrangements to the SW
 - Arrangements or enhancements to agency issuing systems
 - Implementation of new procedures
 - Improvement of infrastructure, data centers, communications, etc.
- Local country plans
- IADB Global project plan
- Involvement of all agencies: SW's, sanitary entities and issuing agencies, customs, Ministries of Commerce or Economy

CRITICAL FACTORS OF SUCCESS

1. The countries involved must have a mandate at the highest level to ensure priority, allocation of resources and alignment of the various agencies involved in the foreign trade process
2. Assign multidisciplinary teams, with decision-making capacity, leadership and technically trained in the different areas of the project
3. Ensure budget to support the project, both in its implementation and in its permanent operation
4. Each country must have: (1) a regulatory framework that allows interoperation (ideally with one of the countries that is already operating IOP); (2) with regulatory on Digital Signature; and (3) with a SW integrated at least to the sanitary agencies and Customs of its country

NEXT STEPS IOP

1. Improvement of procedures (eg, paperless, incentives and universality), continuous improvement: information, processes and standards
2. Implement the interoperability of Customs Declaration Information or Zoosanitary Certificate
3. Incorporation of new countries into the Interoperability Platform. Ongoing Costa Rica, in talks Uruguay and MERCOSUR. Ad hoc methodology has been developed
4. Working on future governance

APEC

!!! MUCHAS GRACIAS !!!

SINGLE WINDOW INTEROPERABILITY AS
A TRADE FACILITATION MECHANISM
PACIFIC ALLIANCE EXPERIENCE

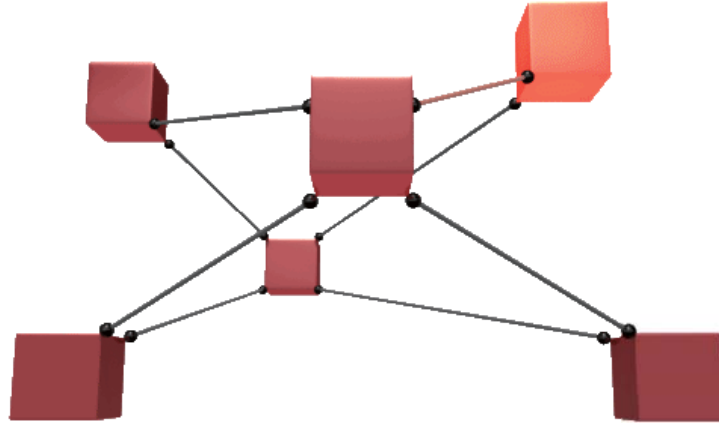
DOMINGO FREZ DENEGRI, IADB CONSULTANT

23 TO 25 OCTOBER 2017

LIMA, PERU



Alianza del Pacífico



Interoperability of

Single Electronic Windows (SEW) for Foreign Trade



Gustavo Davis
Regional Manager
Country Manager (Panama)

AGENDA

About us

Global Projects

Interoperability Platform IOP

Our SEW in LATAM and Caribbean

ABOUT US

We help governments world wide to design and run innovative and sustainable services to collaborate more seamlessly with their citizens and ecosystem.

Our Regional Head Quarters for LATAM are located in City of Knowledge, Panama.



Shareholders



AGENDA

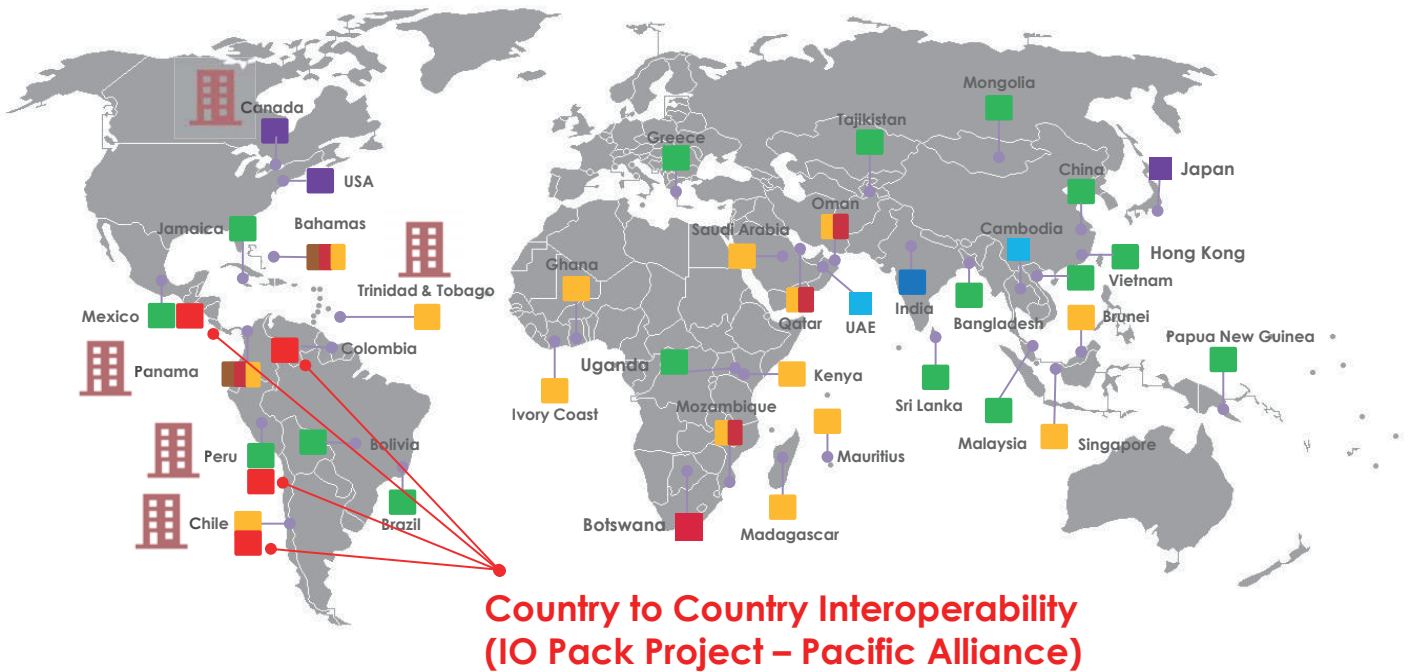
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LATAM and
Caribbean

Interoperability
Platform
IOP

GLOBAL PROJECTS – TRADE FACILITATION



- Single Electronic Windows
- Port Community Systems
- Consulting
- Others
- Customs Management Systems
- Free Trade Zone Systems
- ASP Services

AGENDA

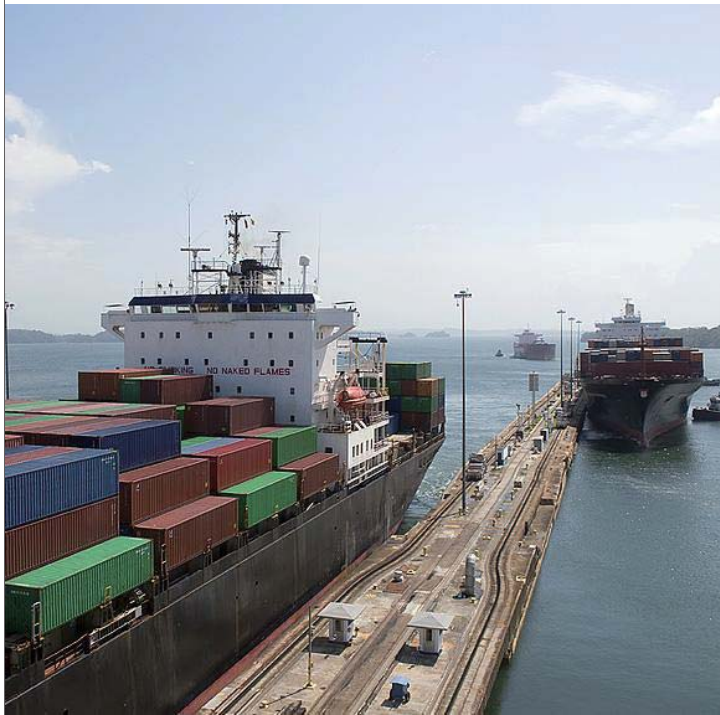
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IOP

COMMERCIAL MOVEMENT ELECTRONIC DECLARATION (DMCE)



Panama

Customer:
Colon Free Zone Administration

Solution:
A system that enables e-submission of declarations and documentation to the CFZ administration and Customs.

Interfacing enabled with other Government stakeholders and banks .

Result:
Enhanced efficiency and security.



CUSTOMS MANAGEMENT SYSTEM



Panama

Customer:
National Customs Authority

Solution:
A Single Customs Window System for the creation, dispatch, approval and follow-up of declaration forms, permits and reference information, handling dispatch of manifests and declaration forms for goods entering and leaving the country. Provide safe and reliable exchange of information between Customs, Consenting Bodies, Brokers, Traders, Freight Agents and Carriers.

Result:
Streamlining the processes of customs, and reducing errors that strengthen operations and business relationships.

SINGLE ELECTRONIC WINDOW FOREIGN TRADE (VUCE)



Panama

Customer:
Ministry of Industry & Commerce

Solution:
A Single Window System that electronically links the trading community and government agencies. The System will streamline trade processes, facilitates data exchange between approving agencies and customs for the issuance of license and permits, while reducing the barriers to international trade.

Result:
Trade processes are expected to be streamlined, with enhanced seamless exchange of information and operational efficiencies.



TTBIZLINK

Trinidad and Tobago

Customer:
Government of the Republic of Trinidad and Tobago

Solution:
One-stop business facilitation system that links up private stakeholders and government agencies to process applications seamlessly.

Result:
Improved operational efficiency and transparency of government services.



INTEGRATED FOREIGN TRADE SYSTEM (SICEX)



Chile

Customer:
Ministry of Finance

Solution:
SICEX is a single window system that streamlines foreign trade export, import and transit of goods in Chile.

Result:
Streamlined trade process, improved traceability of goods, the risk of tampering and forgery of products are also lowered. Overall improvement to the efficiency of the trading communities and enhancement of the country's competitive edge.



SINGLE ELECTRONIC WINDOW DESIGN CONSULTANCY



Bolivia

Customer:
Ministry of Productive Development and Plural Economy

Solution:
Consultancy Services for mapping and optimization of the foreign trade processes. Design and architecture proposal for a SEW.

Result:
Roadmap with Foreign Trade Processes mapped, suggested optimization, and architecture and design proposal for a SEW for Foreign Trade.

DIAGNOSTIC STUDY FOR IMPLEMENTING A PORT COMMUNITY SYSTEM



Peru

Customer:
National Ports Authority

Solution:
Consultancy Services for mapping and suggesting an optimization of the Foreign Trade Processes, actors and documentation, and IT architecture proposal, for implementing a Port Community System for the Port and Logistics Community of Callao.

Results:
Roadmap of proposed optimization of the mapped processes, services and documentation of Callao Port Logistics Community, mapped. In addition, architectural proposal and roadmap for the implementation of a Port Community System.

SEW + CMS + SEZ PLATFORM



Bahamas

Customer:
Ministry of Finance

Solution:
A platform based in CrimsonLogic's Trade Facilitation Product (TFP). The platform will have 5 core system components:

- Customs Automated Management System
- Horizontal Risk Management System
- OGA Information Management Systems
- Application Integration Platform
- Management Information System (MIS)

Result:
further reduction in clearance time of imported goods and declarations; reduction of the administrative cost of collecting revenue; Improved electronic reception of advance and total cargo manifests; facilitate 'One-time Submission' of documents and online payments; facilitate information interchange with our Port Community Systems; Real Time Data harmonization, Information, Statistics and Reports; risk management approach to Border Management and Interventions; and International and Regional Systems Interoperability.

AGENDA

About us

Global
Projects

Our SEW in
LATAM and
Caribbean

Interoperability
Platform
IOP

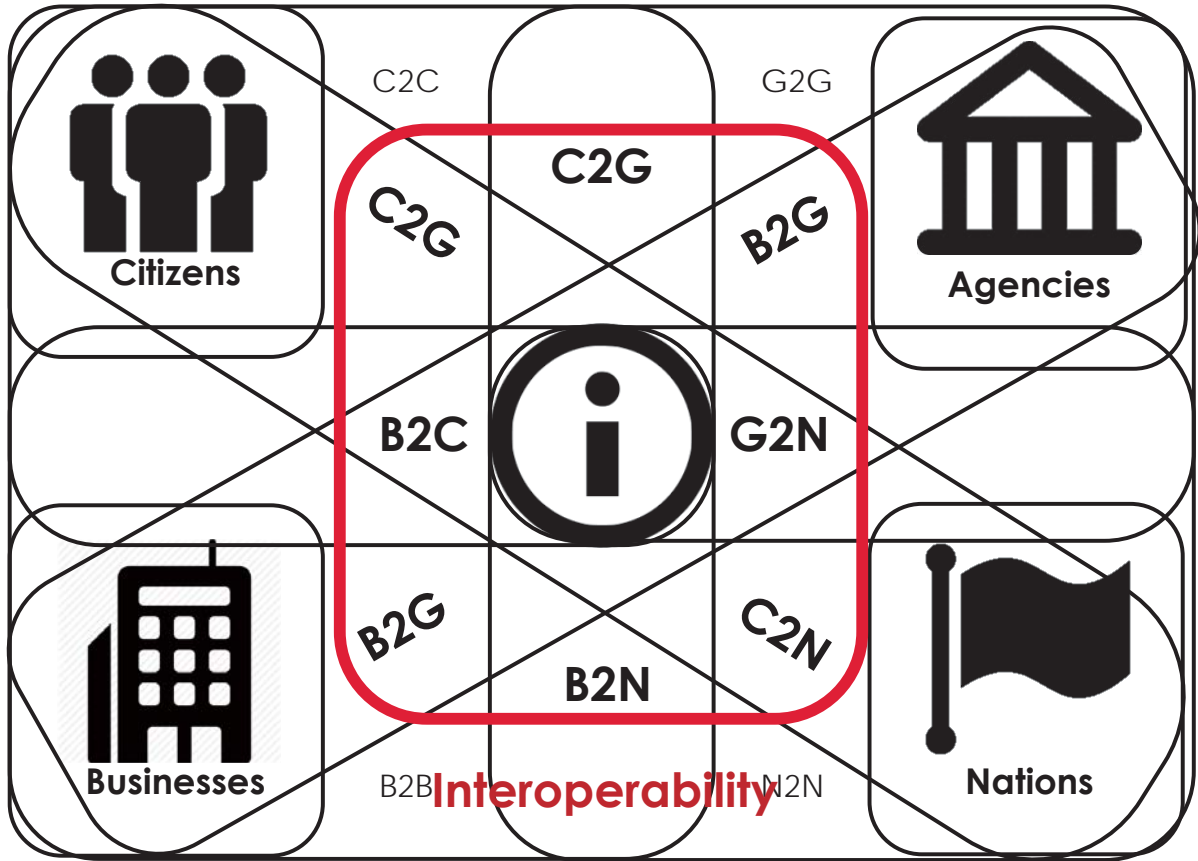
INTEROPERABILITY

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INTEROPERABILITY - RELATIONSHIPS



INTEROPERABILITY - RELATIONSHIPS

United Nations **ECE/TRADE/CCEFACT/2017/6**
 Economic and Social Council Distr.: General
23 January 2017
Original: English

Economic Commission for Europe
 UNECE Executive Committee
 Centre for Trade Facilitation and Electronic Business
 Twenty-third session
 Geneva, 3-4 April 2017
 Item 7(a) of the provisional agenda
 Recommendation and standards
 Recommendations for approval

Recommendation N°36:
Single Window Interoperability
 Submitted by the UNCEFACT Bureau

Summary

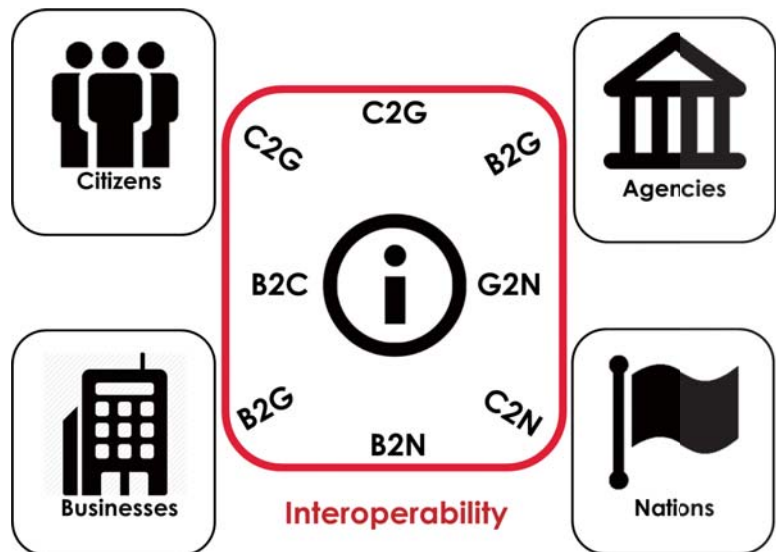
Following the conclusion of the World Trade Organization's (WTO) Trade Facilitation Agreement (TFA) in 2012, many governments, supported by their business community, are increasingly demanding interoperability between National Single Windows, whether bilaterally or at the regional level. The aim of interoperability should be to exchange accurate, complete data speedily, seamlessly and securely, and to the greatest benefit for operators and users.

The purpose of this Recommendation is to highlight the issues and offer options for the establishment of Single Window interoperability, whether the national facility is operated by the public or the private sector, and to give examples of best practice. It is based on the provisions of Recommendations n°23 on Single Window implementation, n°24 on data simplification and standardization, and n°25 on the enabling legal environment for Single Window implementation, and makes reference to relevant international tools and standards, including UNCEFACT standards.

The target audience is predominantly government, but the individual recommendations, the guidelines and the identification of good practice are equally valid within the business community.

Document ECE/TRADE/CCEFACT/2017/6 is submitted and was mandated in document ECE/CTC/2015/7 (Chapter II, Sub-Chapter A, paragraph d)(i) b) to the twenty-third session of the UNCEFACT Plenary for approval.

GE.17-00996(D)



UN/CEFACT Recommendation No.36:
Single Window Interoperability

✓ Social Impact

INTEROPERABILITY OF SINGLE ELECTRONIC WINDOWS FOR FOREIGN TRADE

Customer:

Pacific Alliance and Interamerican Development Bank (IADB)

Solution: IOPack

An interoperability platform to connect the Single Window of Foreign Trade of the Pacific Alliance member countries: Chile, Colombia, Mexico and Peru.

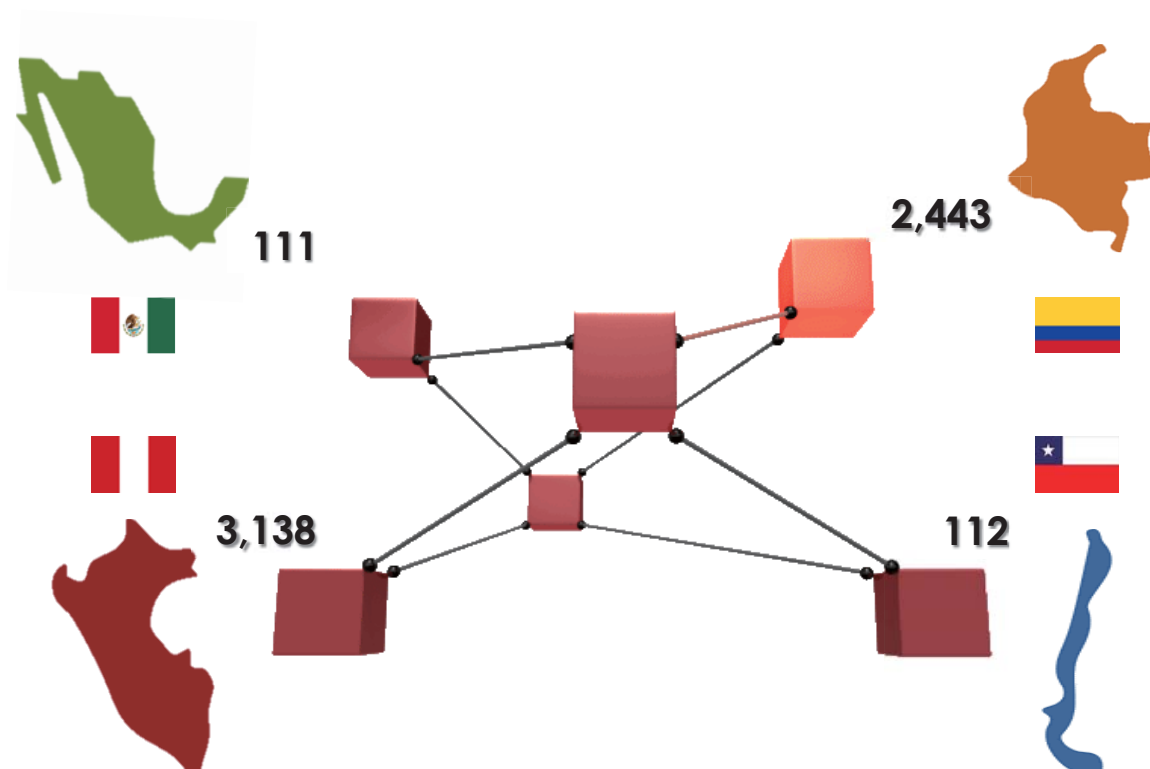


**Alianza del
Pacífico**

Scope:

- Phytosanitary Certificates
- Certificates of Origin and Determination
- Customs Declarations

IOPACK PHYTO CERTS IN 2017



INTEROPERABILITY OF SINGLE ELECTRONIC WINDOWS FOR FOREIGN TRADE

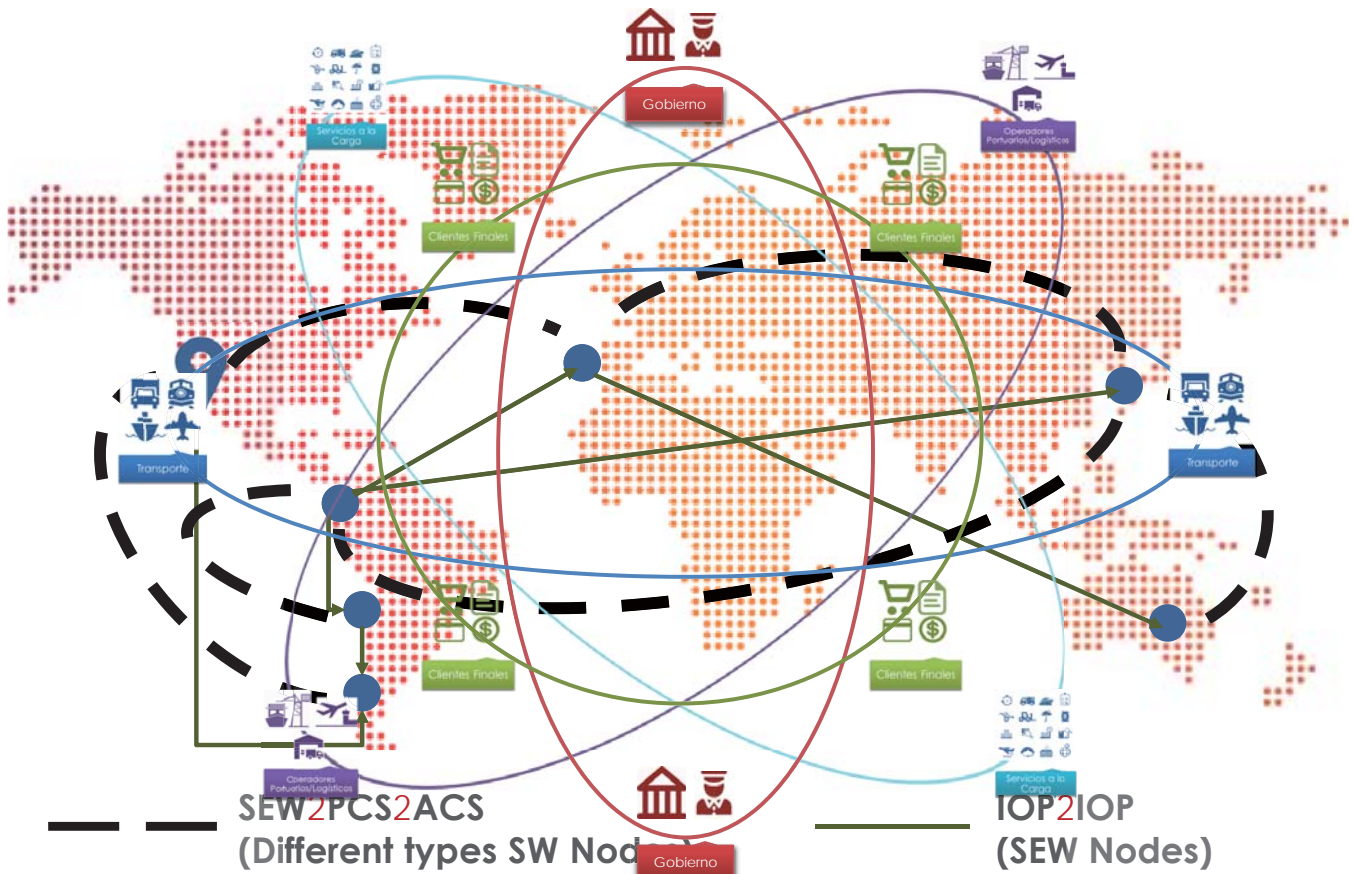
Next steps:

- ✓ More countries
- ✓ Electronic Commercial Bill integration
- ✓ Trade Visualization System
- ✓ IOP2IOP (SEW Nodes)
- ✓ SEW2PCS2ACS (Different types SW Nodes)



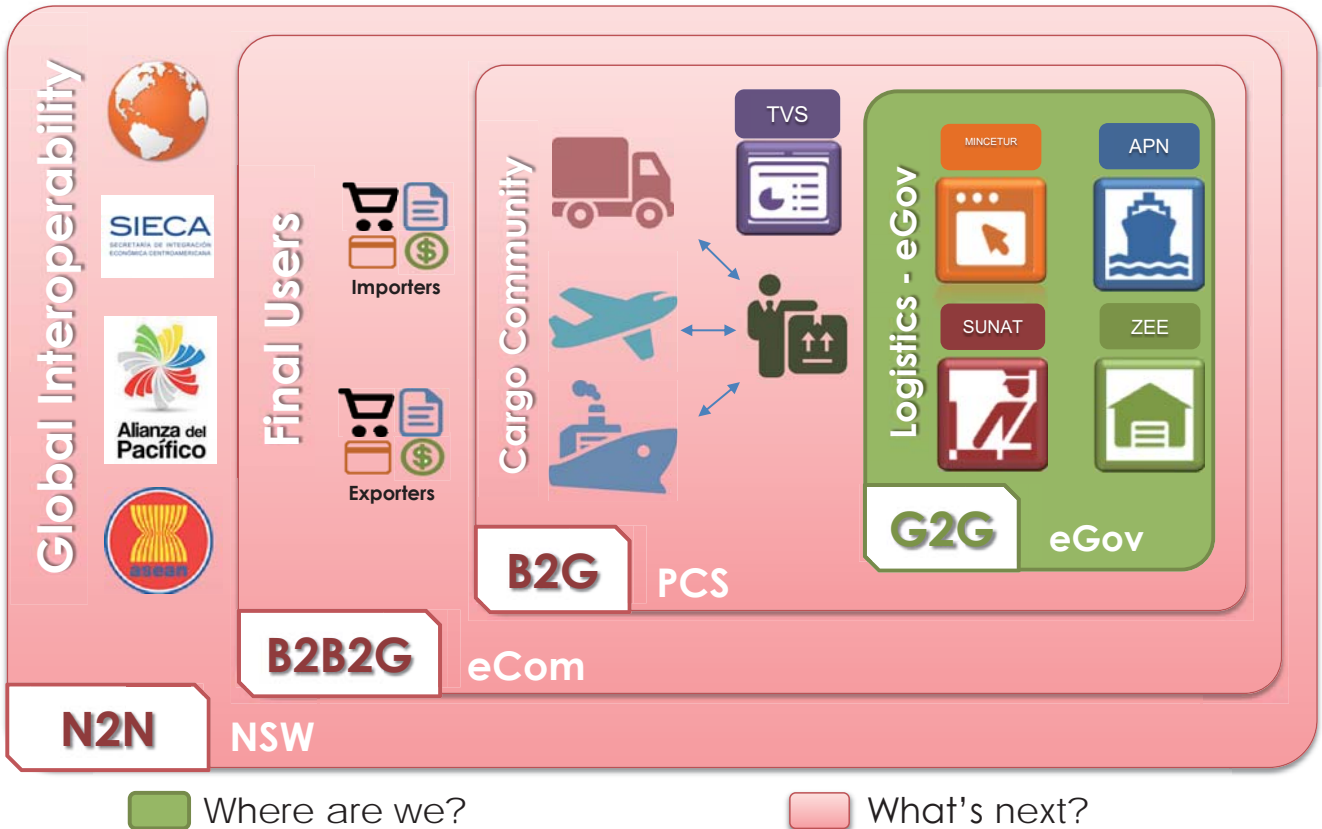
**Alianza del
Pacífico**

COMPLEX SCENARIOS EXPECTED - Examples

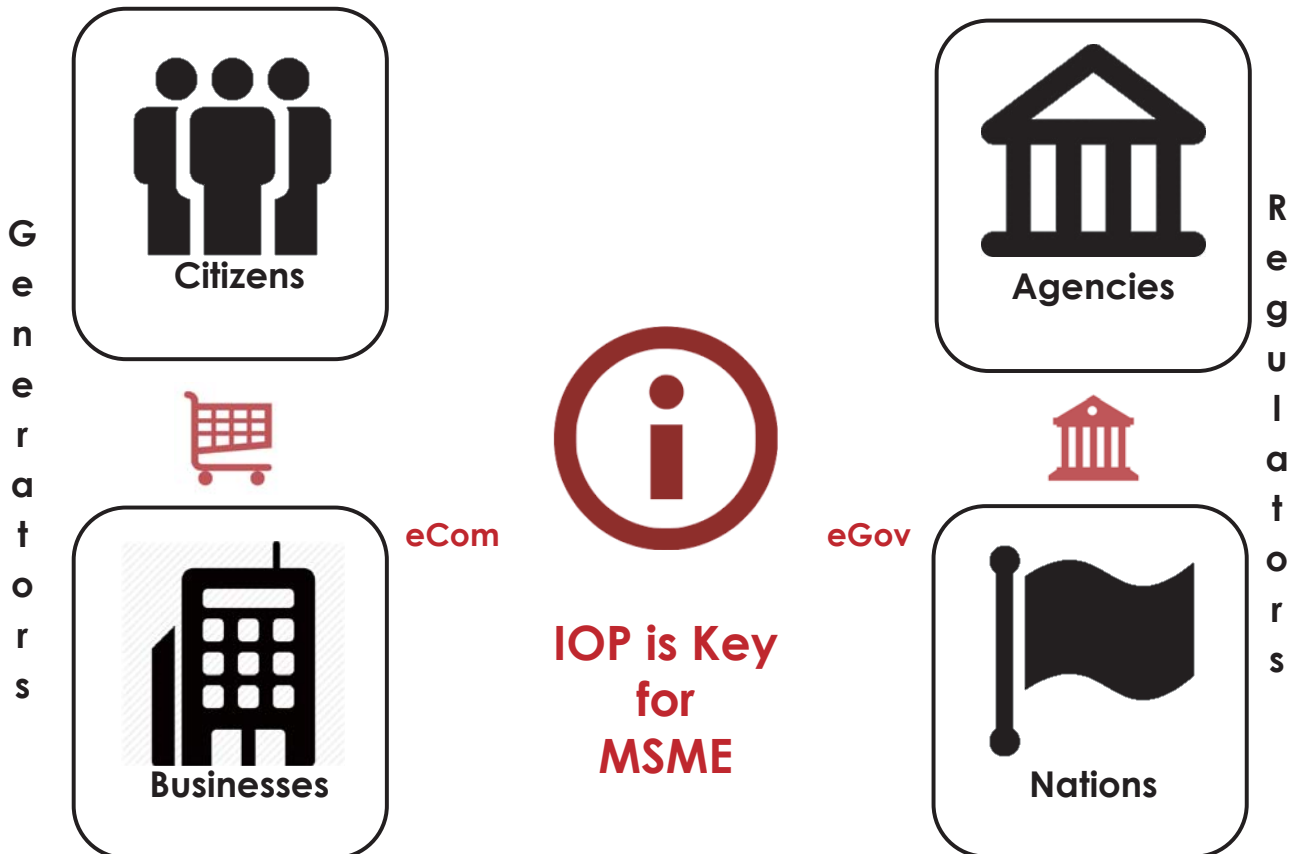


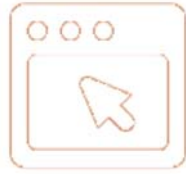
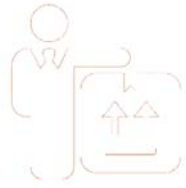
Peru LogisTIC

► Tech-Logistics Future of Peru

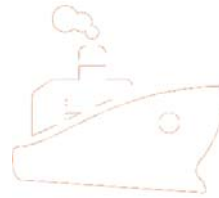
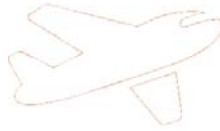


INTEROPERABILITY IS THE **KEY FOR MSME**





Gracias



Chinese Taipei's experience on Single Window Interoperability

Lima, Peru

October 24, 2017

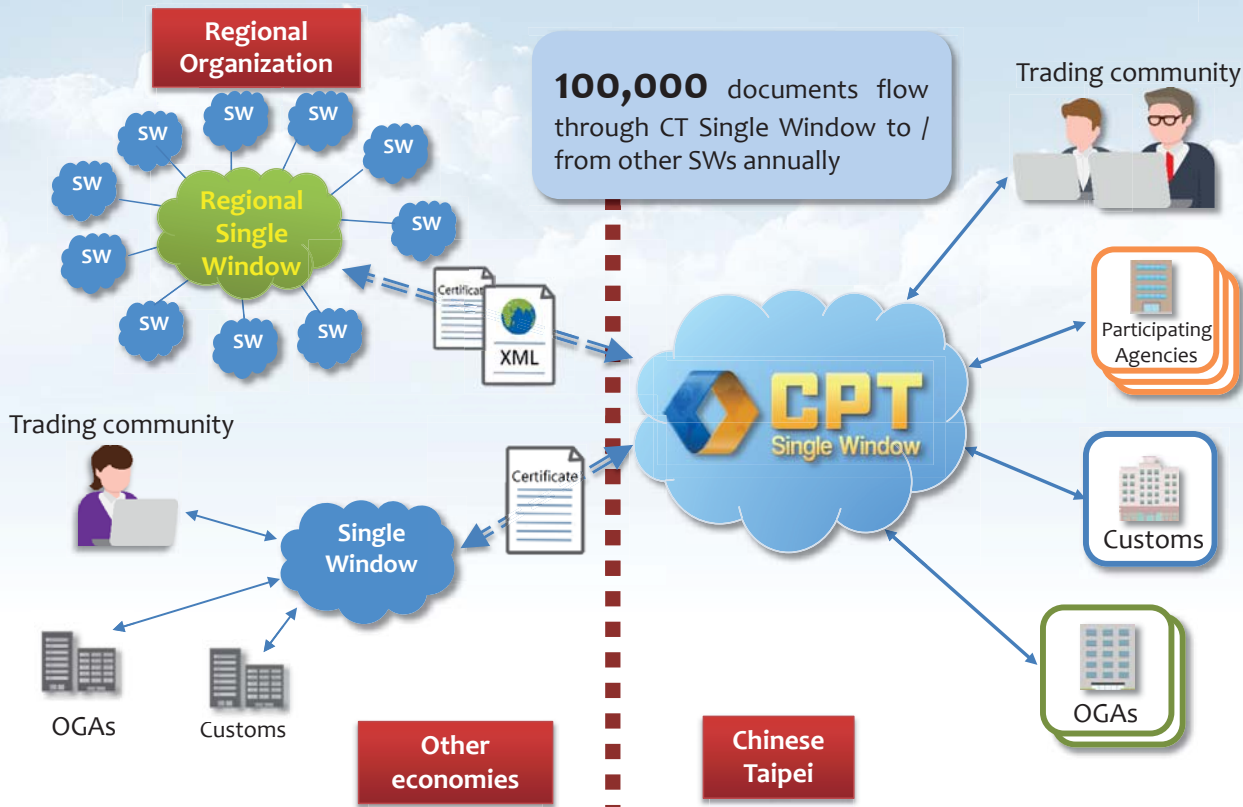
Chinese Taipei Customs



Steps to achieve SW Interoperability

1. Establishment of bilateral agreement
2. Analysis of business needs
3. Business process reengineering
4. ICT implementation
5. Training courses and propaganda

Chinese Taipei SW Interoperability



3

Benefits of SW Interoperability

➤ Traders

1. Streamlined application for Certificate of Origin (CO) when exportation of goods
2. Exemption from submission of paper CO when importation of goods

➤ Government agencies

1. Expedited verification of CO
2. Enhancement of data quality (i.e. accuracy, complete, integrity, timely)

4

Conclusions

➤ Lessons learned

1. Political will
2. Consensus and mutual respect

➤ Way forward

1. More information (e.g. SPS, AEO)
2. Adoption of new technology (e.g. Blockchain)

5



Thanks for your attention !



6

Do you consider it is necessary to establish a differentiated Customs treatment for e-Commerce and how should this be regulated?



Lima, Peru
October 25, 2017
Team 6

1

Table of content

1. Why differentiated treatment for e-Commerce?
2. How can we support e-Commerce?
3. Challenges
4. Conclusions

2

Why differentiated treatment for e-Commerce?

1. MSMEs represent on average 95% of companies in almost every country around the world
2. MSMEs face significant obstacles to participate in international trade
3. Due to the lack of relevant resources such as human, finance, technology
4. e-Commerce is an important tool for MSMEs

3

How can we support e-Commerce?

1. Simplified procedures
2. Adopt legislation to e-Commerce
3. Financial support from government to develop commercial infrastructure
4. Share best practices from other economies

4

Challenges

1. Difficulties in risk management
2. Customs capacity to handle increased volume of trade
3. Post clearance audit

5

Conclusions

1. Listen to the private sector
2. Establishment of committee including government and industry of MSMEs
3. It is necessary to develop global standard on e-Commerce

6

