



Development/role of the single window in trade facilitation and the advent of regional single windows

2nd National Training Workshop on
establishment of Single Windows in Sudan
5 -7 Mar 2013
Khartoum, Sudan

Jonathan Koh
Director
Trade Facilitation Centre of Excellence
CrimsonLogic Pte. Ltd.

1. Introduction to CrimsonLogic
2. Trade Facilitation / Single Window Concepts
3. Single Window Basics
4. Single Window – “Under the Hood”



CrimsonLogic is a trusted partner to governments around the world.

- Design and run innovative and sustainable services for governments to serve their citizens more effectively and seamlessly.
- Work closely with our customers to enhance their e-services continually, to drive adoption and usage of these e-services.

Shareholders



International Enterprise Singapore
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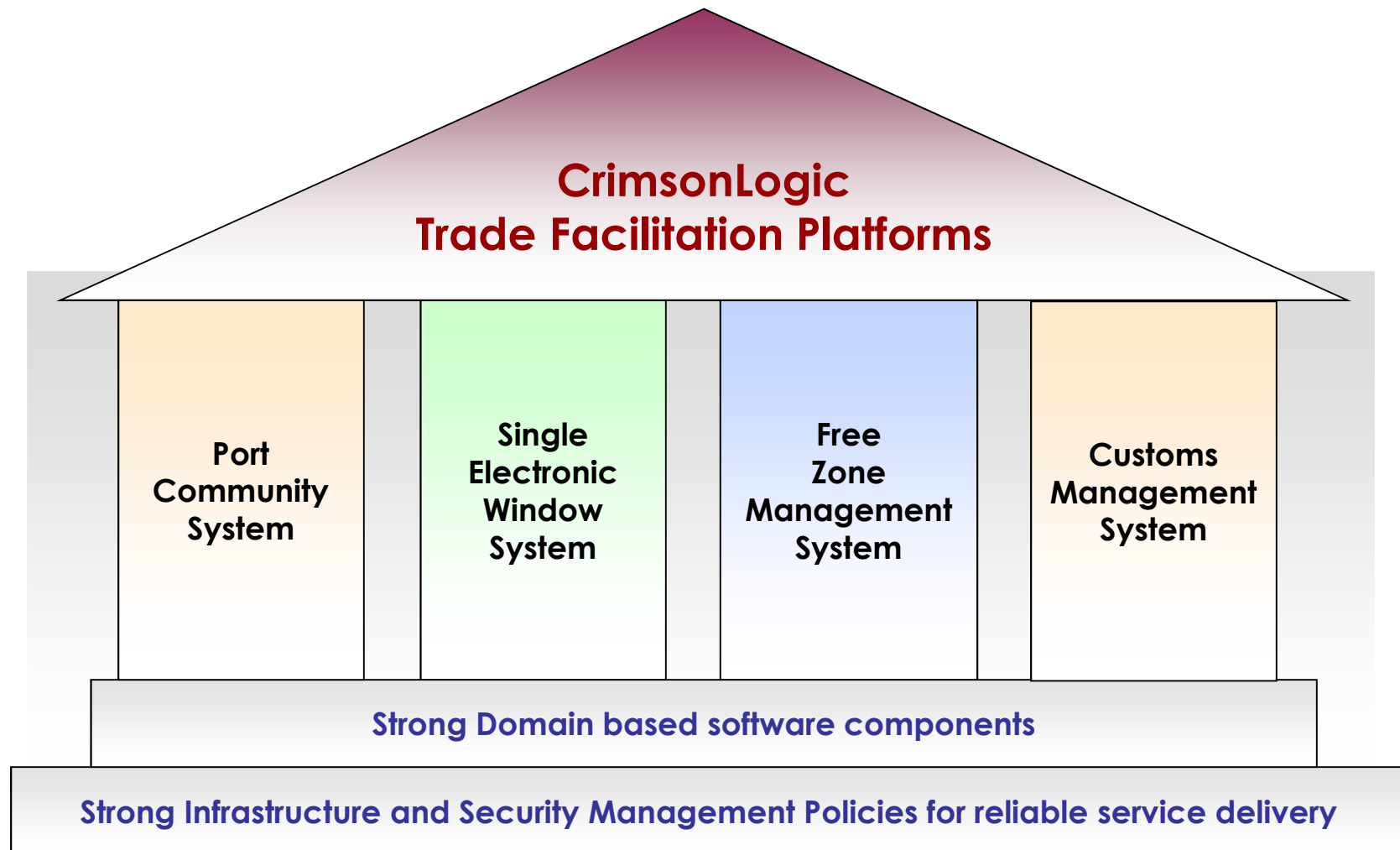
Civil Aviation Authority of Singapore



PSA Corporation



Singapore Telecoms



CrimsonLogic's International Track Record

	Country		Project	Year	Business Model
1	Singapore		TradeNet [®] / TradeXchange	1989	PPP
2	Mauritius		Mauritius TradeNet	1994	PPP
3	Ghana		Ghana Community Network	2002	PPP
4	Saudi Arabia		SaudiEDI	2002	PPP
5	Panama		Panama Canal Authority	2004	Self Funded
6			Colon Free Trade Zone	2008	Self-Funded
7			Panama Customs	2009	Self-Funded
8	Madagascar		Madagascar (GASNET)	2007	PPP
9	India		Port Community System	2007	Self-Funded
10	Ivory Coast		Ivory Coast TradeNet	2008	PPP
11	Qatar		Qatar Customs Clearance Single Window	2008	Self Funded
12	Trinidad & Tobago		Trinidad & Tobago Single Electronic Window	2010	Self Funded
13	Mozambique		Mozambique TradeNet	2010	PPP
14	Chile		Chile Single Window	2012	Funded



Single Window Concepts

Value drivers

Clearance
speed

Cost of trade

Security &
compliance

Productivity

Enabling strategies

Fundamental strategies

1. Disengage payment process from physical transaction
2. Enable and encourage electronic information input and submission
3. Develop public-private partnership models with trading community
4. Integrate internal governance process across relevant departments
5. Enhance collaborative teaming

Leading practices

6. Adopt a risk management-based compliance approach
7. Implement and/or encourage preclearance and pre-certification programs
8. Integrate revenue collection into industry payment reconciliation processes
9. Implement strategic targeting programs
10. Exploit new technologies to streamline port and clearance procedures
11. Integrated service delivery/whole of government

Emerging trends

12. Adopt virtual border clearance activities
13. Adopt standardized international payment methods
14. Consolidate and apply all available data to improve interdiction
15. Develop business partner capabilities with key industries
16. Develop new/expand international partnerships
17. Develop public-private information sharing mechanism

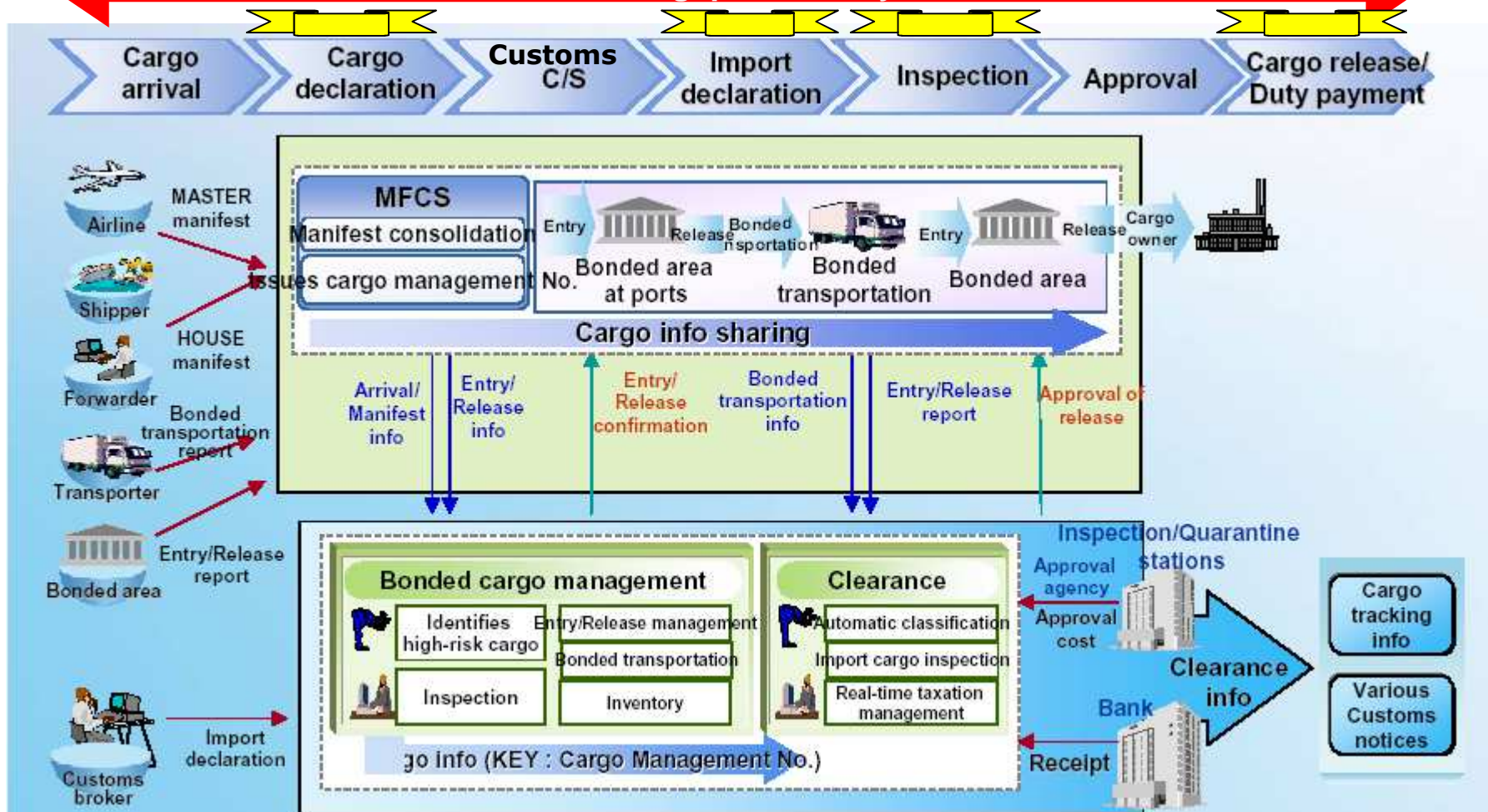
**Trade Facilitation = reducing
the Speed bumps in the global
supply chain**



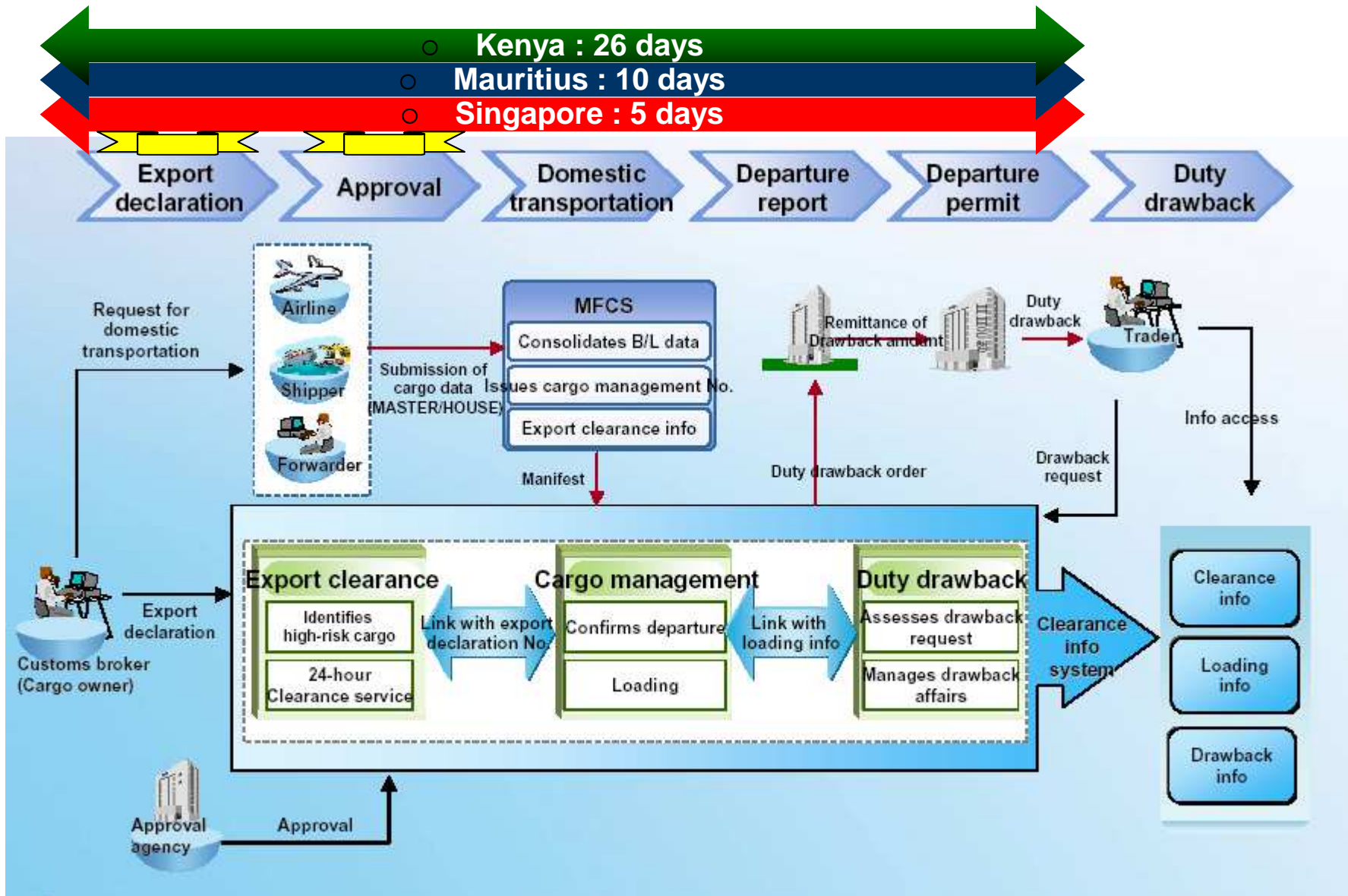
End-to-End Import Process

Potential for Improvement

- Kenya: 26 days
- Mauritius : 10 days
- Singapore : 4 days



End-to-End Export Process

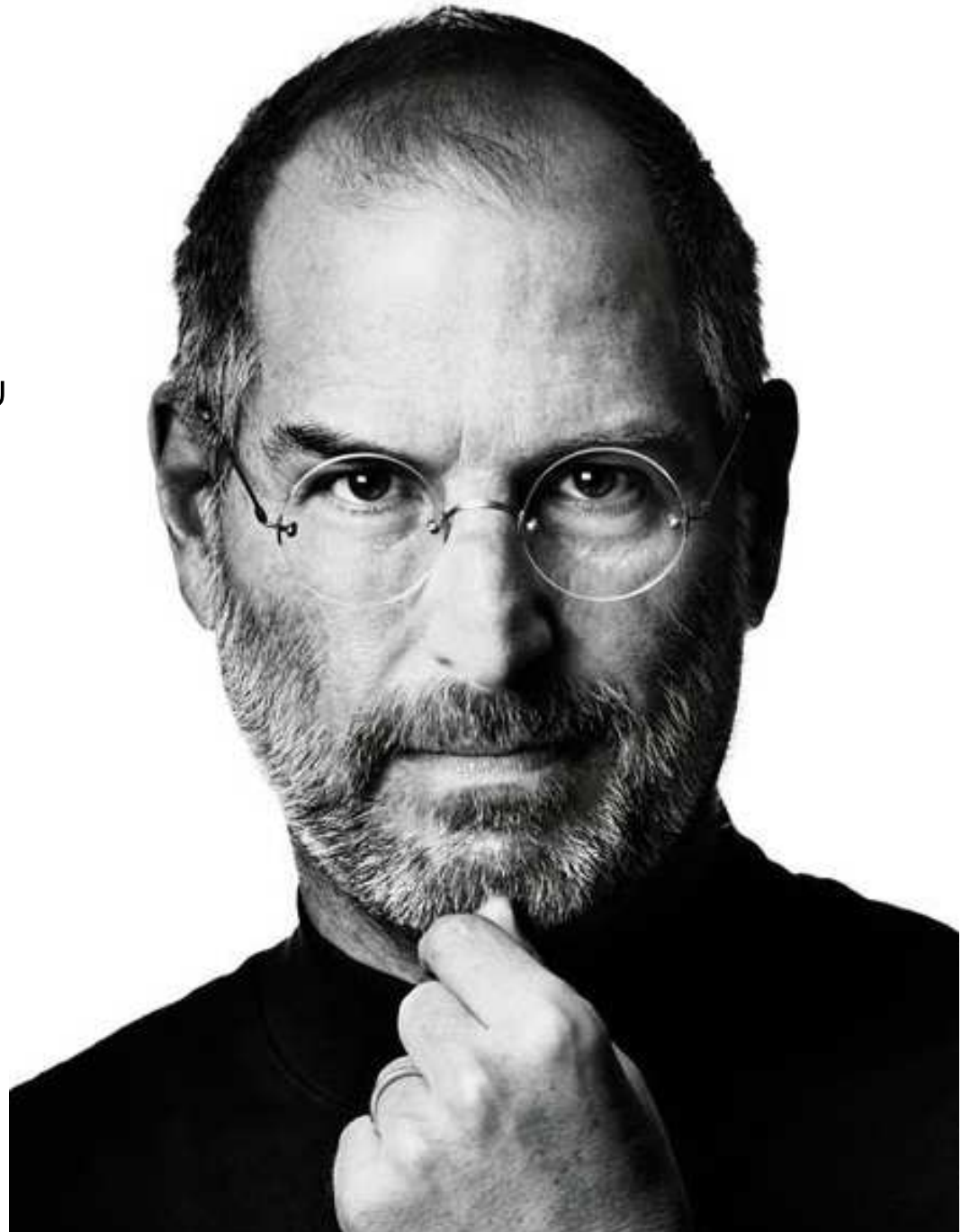


The image features a dark blue background with a grid of office windows. The central window shows two people in a meeting. The text "So what's 'National Single Window'" is overlaid on the grid.

So what's
"National Single Window"

“A lot of times, people don’t
know what they want until you
show it to them.”

Steve Jobs, Businessweek, 1998



“A Single Window is a *facility* that allows parties 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”.

UNECE Recommendation 33

Recommends Governments to establish Single Window for Cross Border Trade

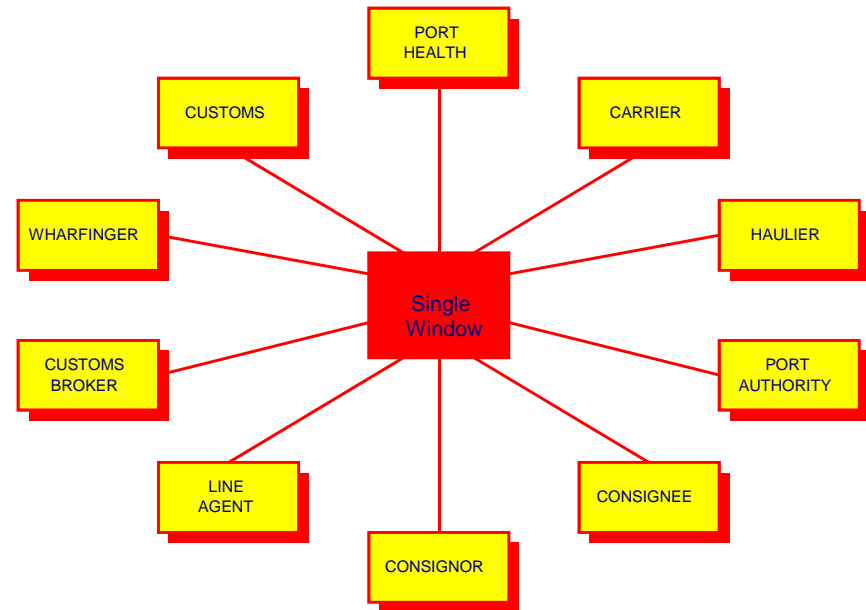
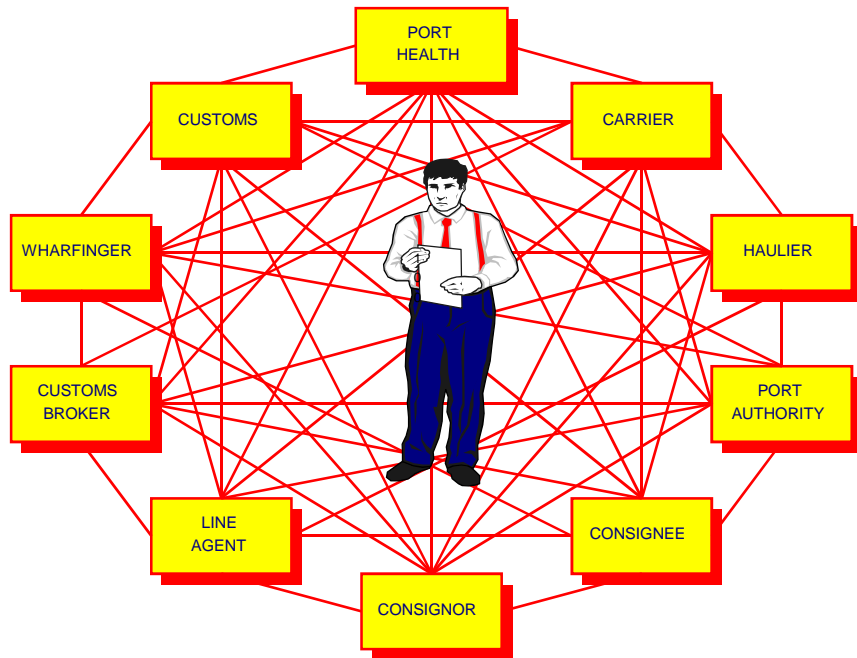
Defines features:

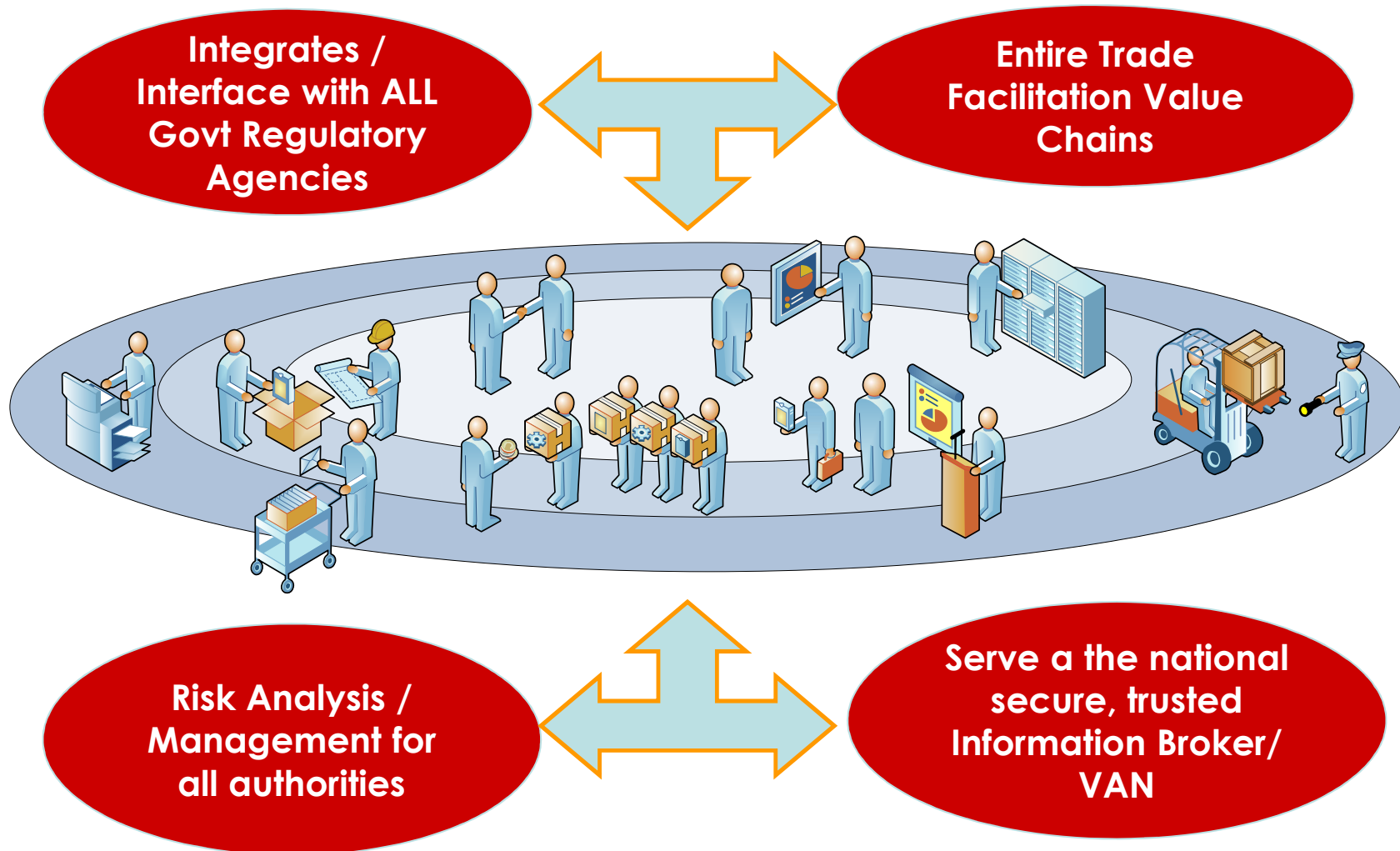
- ... one time submission
- ..of standardized information and documents
- sharing of information amongst government agencies;
- coordinated controls and inspections of the various governmental authorities;
- Allow payment of duties and other charges;
- Be a source of trade related government information.

Single Window Concept

From

To





Integrated Trade Facilitation Strategy – including Single Window

- ❑ **Trade Facilitation - Facilitate: to make trade easy or easier**
- ❑ **Fundamental component of trade and economic development strategy (TF in WTO etc)**
- ❑ **Single Window is not an end in itself**
- ❑ **SW is not a technology system!**

- ❑ SW is essentially a **political / organizational / procedural framework** for trade facilitation and export development
- ❑ A call to a **new way of doing business** – based on government – government agency and **government to business partnership** for economic development
- ❑ ... that can **provides major economic benefits** to all parties

Real Focus:

Reducing the economic impact of regulatory processes on cross border trade

- Each additional day of delay (e.g. because of trade logistics procedures) reduces trade by at least 1%

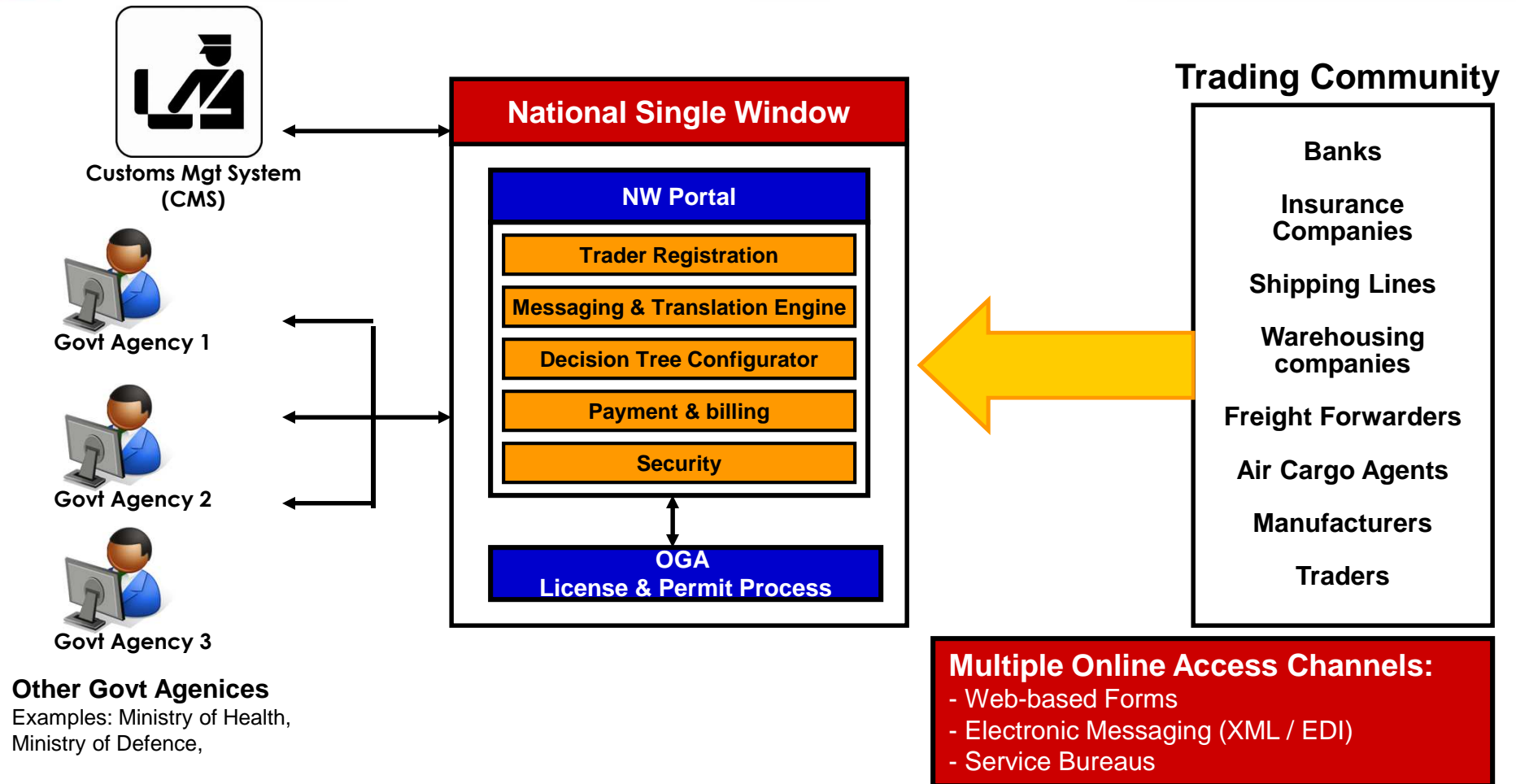
Source: Simeon Djankov, Caroline Freund, and Cong S. Pham. (2007). *Trading on Time*. Washington, D.C.: World Bank.

- Direct and Indirect Cost from import/export-related procedures and required documents is **up to 15% of product cost.**

Source: OECD. (2003). *Quantitative Assessment of the Benefits of Trade Facilitation*. Paris: OECD Publications

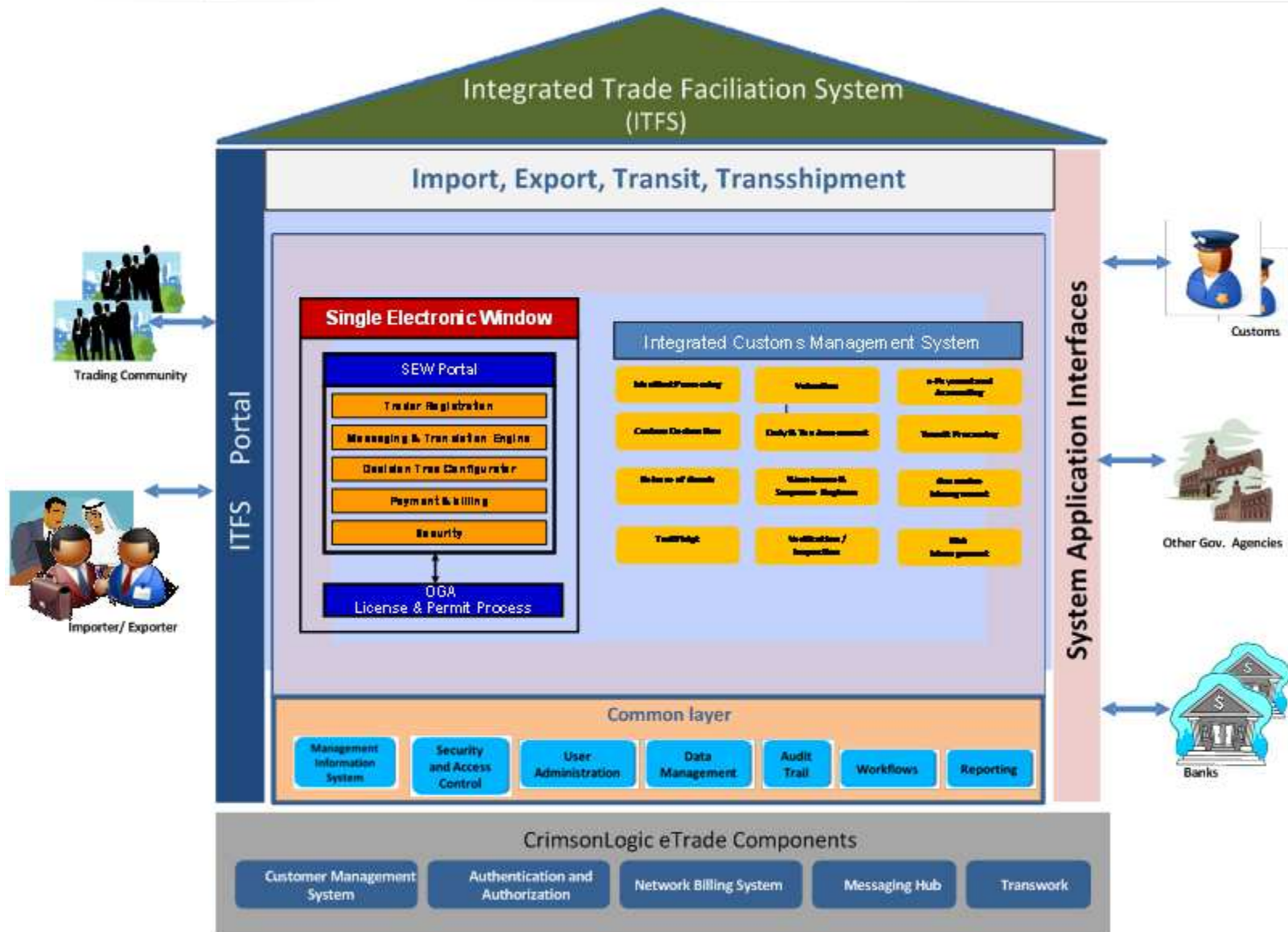


Single Window - Under the Hood

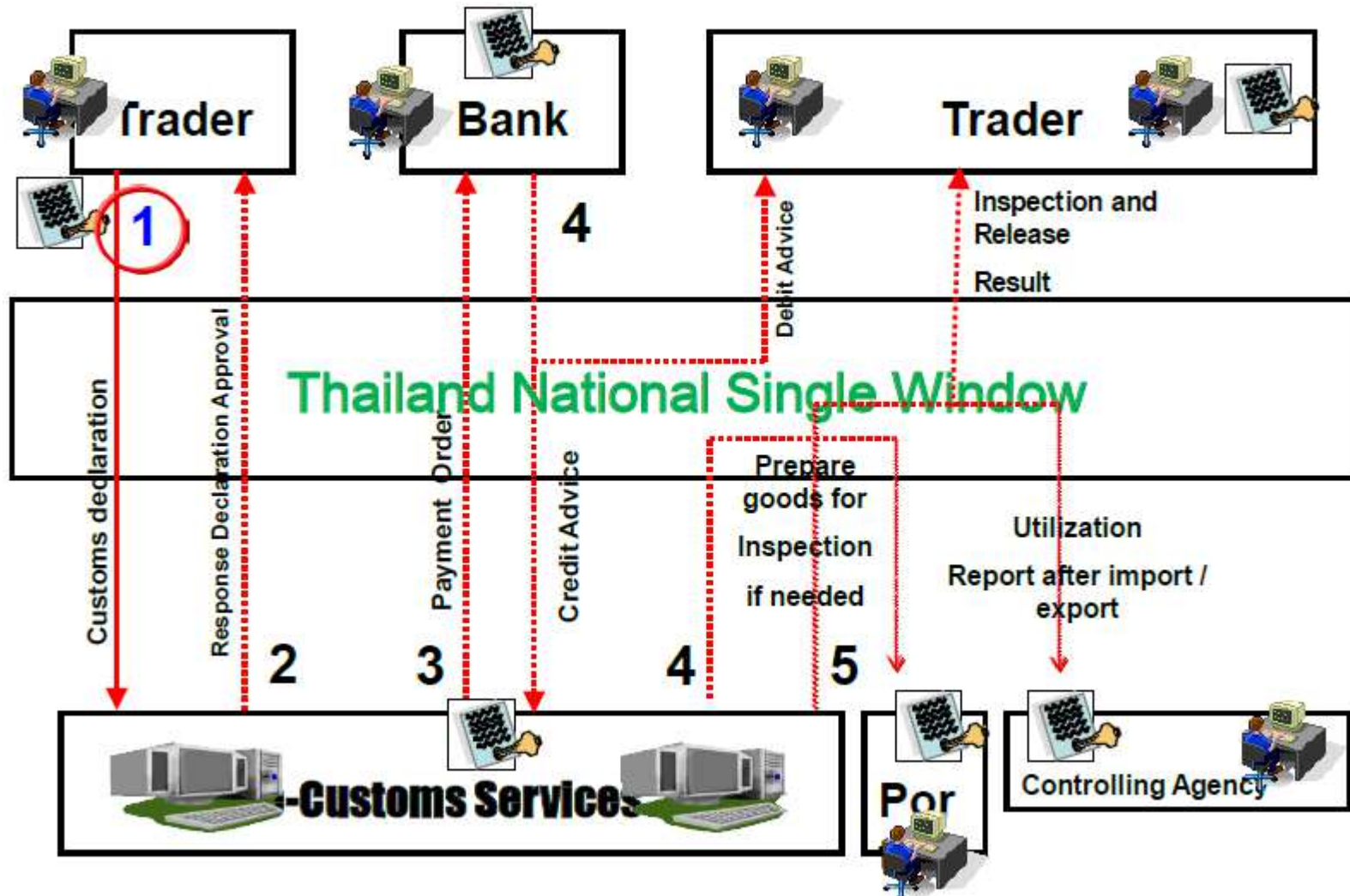


Communication Campaigns	Customer Relationship Management			
	Call Centre	Training	Technical Support	Service Bureau

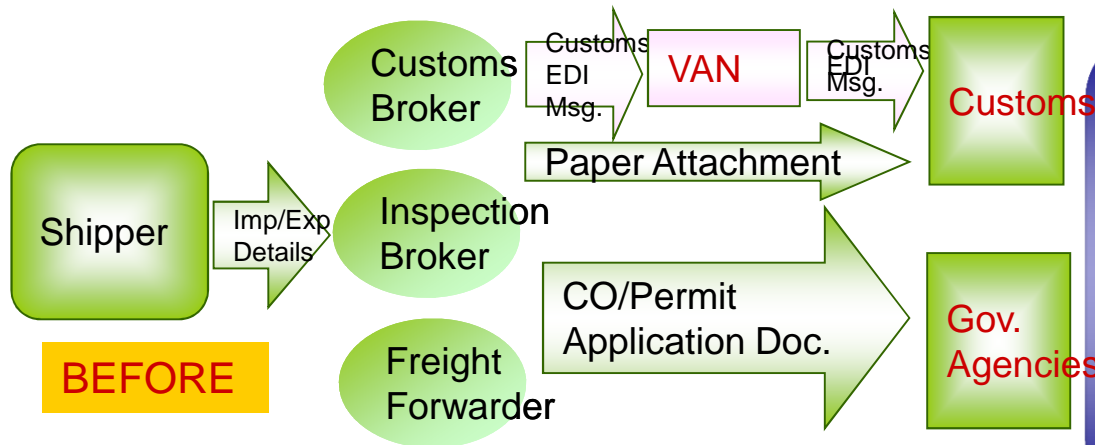
Seamless SW + CMS Architecture for TF



Cargo Clearance Processing – Thailand SW

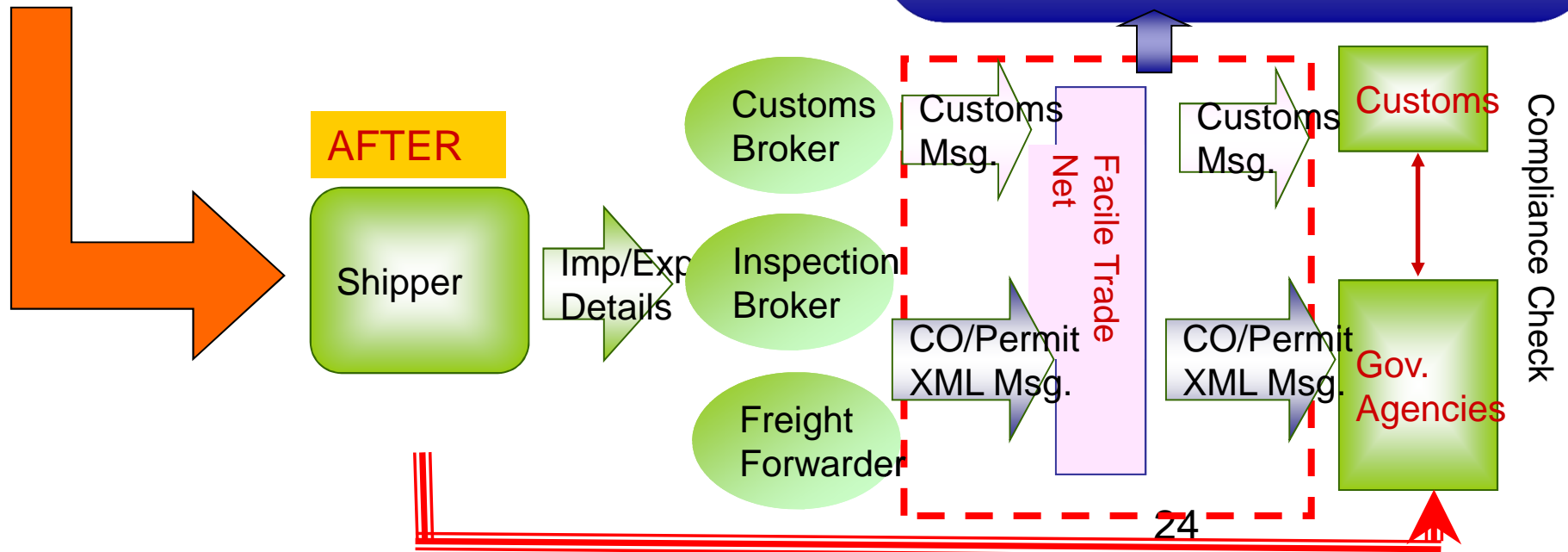


Cargo Clearance Processing – Taiwan SW



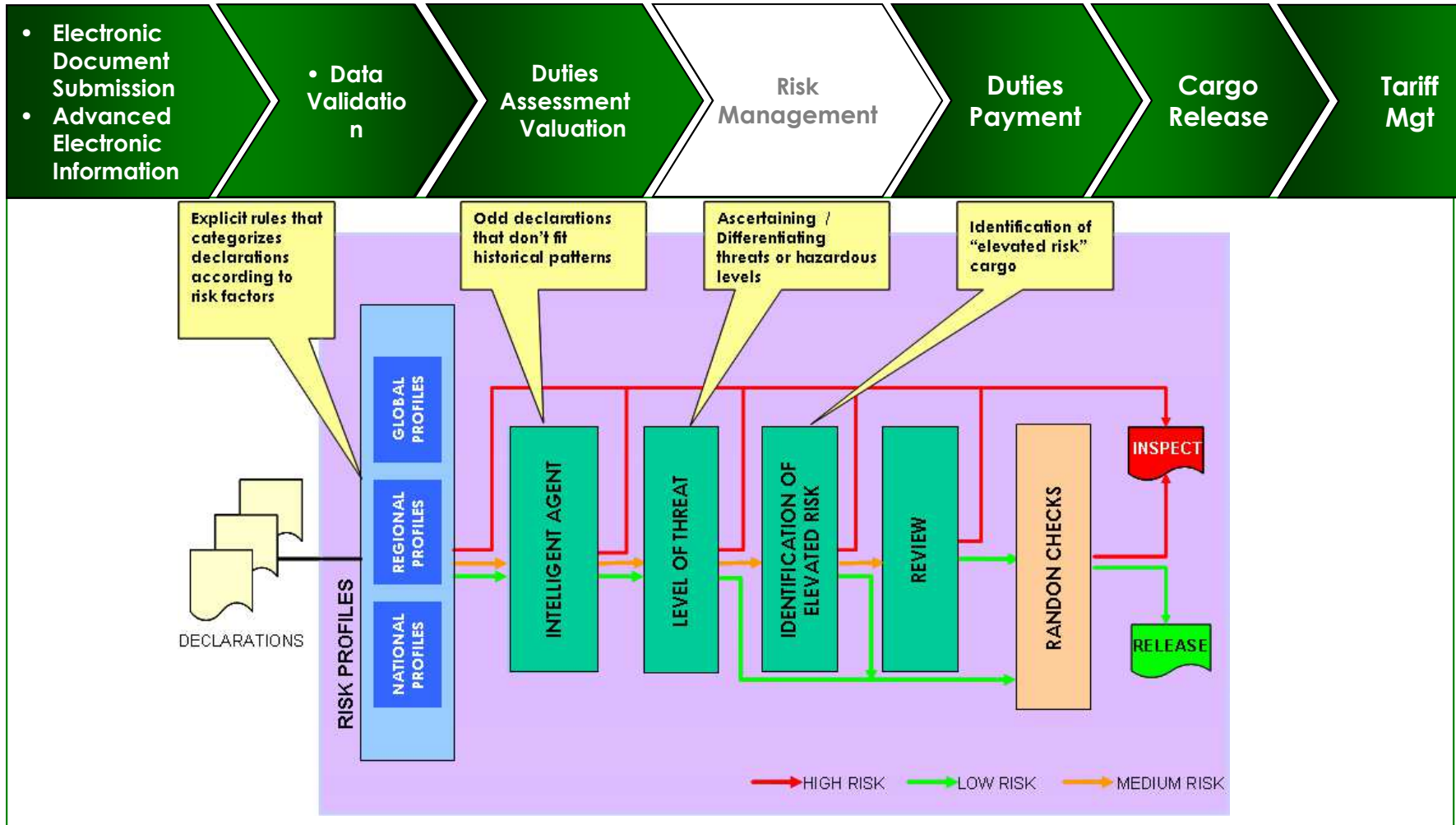
Benefits:

1. One time entry
2. Reduce discrepancy between documents, speed up customs clearance process
3. Verify supporting documents to avoid application rejection and hence to reduce application time
4. Provide single window total solution
5. Provide message status inquiry





Risk Management in the Single Window

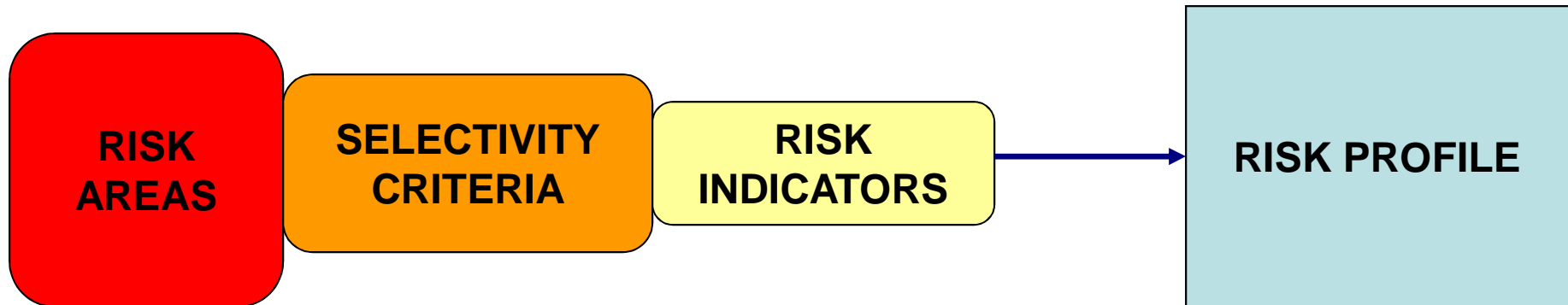


NEED TO FACILITATE TRADE

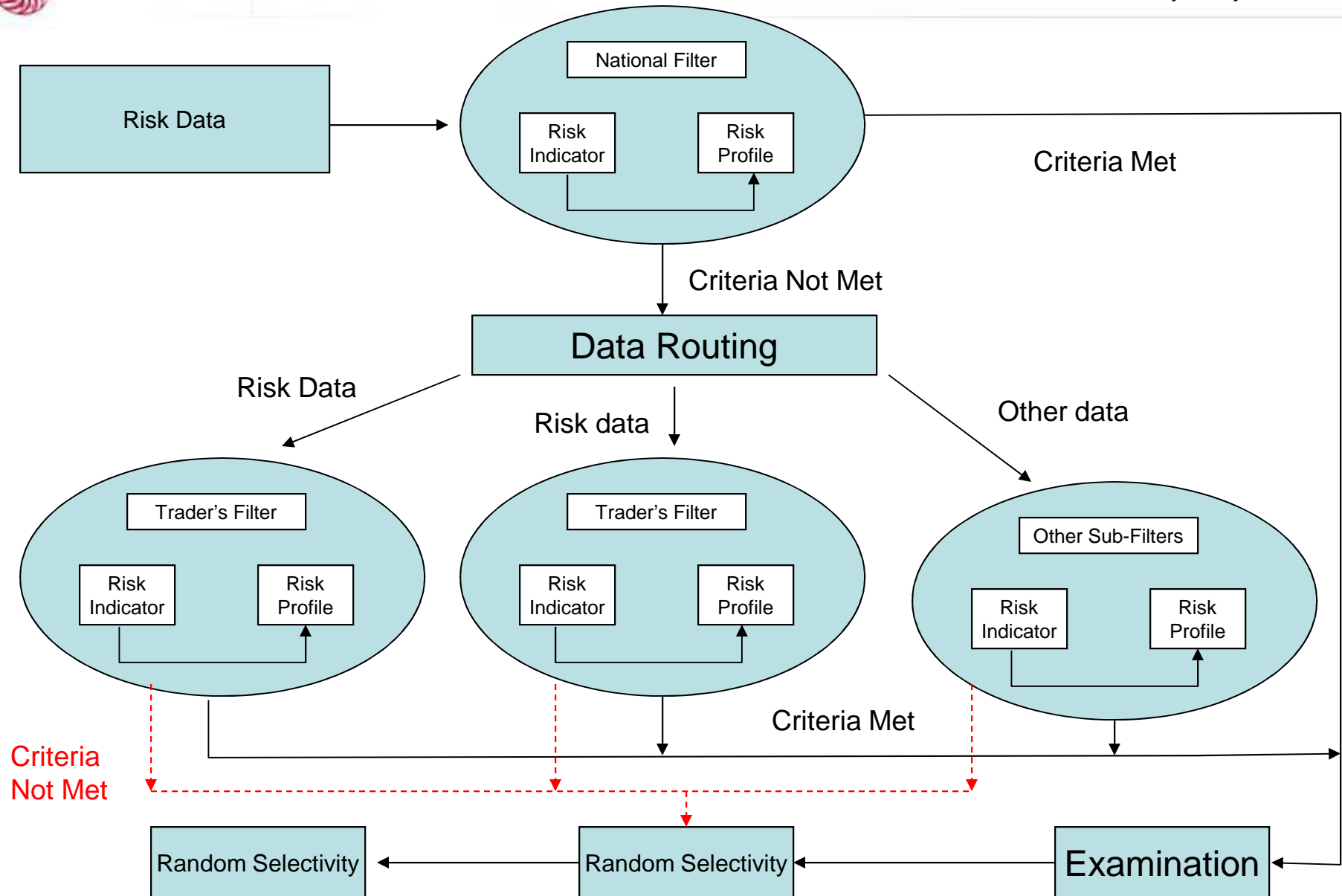


Regulatory agencies today are increasingly required to provide extensive facilitation while maintaining control over the goods movement.

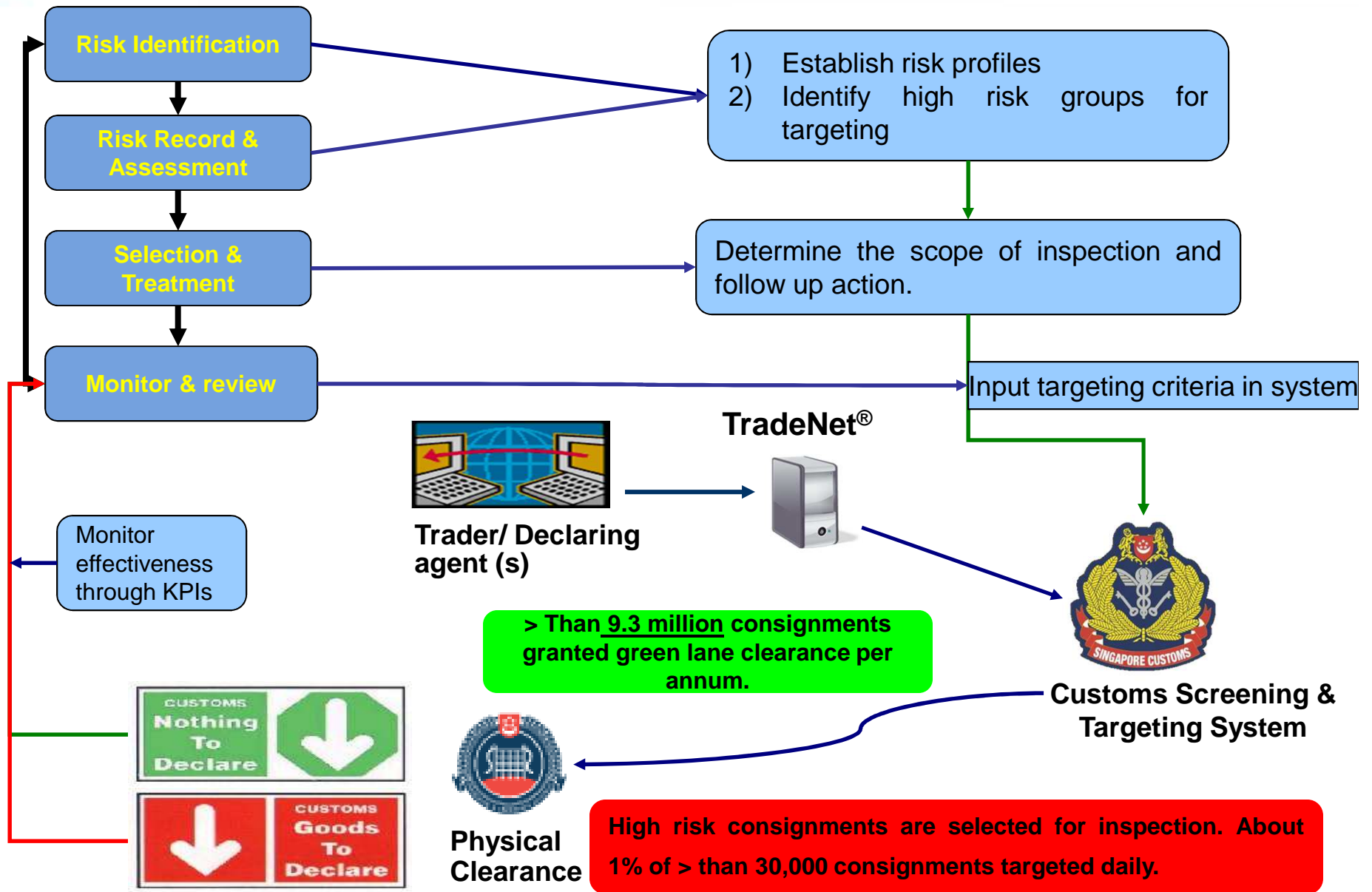




Type of Risk	General Information used	Specific details of risk	Combination of Risk Indicators
Smuggling	<ul style="list-style-type: none"> • Routing • Gross Weight • Company Details 	<ul style="list-style-type: none"> • THBKK, MYKUL (e.g.) • between 1 & 5 tons • PO box address 	= Importers with PO box address with imports from THBKK or MY KUL and a gross weight between 1 & 5 tons
VAT / GST	<ul style="list-style-type: none"> • kind of goods • Unit Price • Taxable Status 	<ul style="list-style-type: none"> • HS 84XXXXXX • Less than \$2 per NMB • Non-Taxable 	= Non – taxable importer of HS 84XXXXXX goods with a unit price less than \$2 per NMB.



Example: Risk Management in Pre-Clearance





Suggestions
for way
forward

- Focus on the end game – trade facilitation for export and economic development
- Establish an Implementation Plan – with SMART objectives .. and benchmarks ...and a High Level (inclusive) Steering Committee ... with a strong review mechanism

- Step by step approach – initial gains and longer term gains
- Simplify – automate - integrate
- Use of International Standards
- Leadership and partnership – think win-win

- Establishing a Single Window is not a panacea to solving all trade facilitation issues
 - New ways for doing business
 - Change mind-sets
 - Political will

- Single Window implies a “Whole of-Government” / “Connected Government”
 - Integrating Customs and all Govt Agencies involved in trade regulatory requirements
 - G2G / B2G

Thank you

contact:

Koh Tat Tsen, Jonathan

Director

Trade Facilitation - Centre of Excellence



CrimsonLogic

Solutions. Simplified.

CrimsonLogic Pte Ltd

31 Science Park Road

The Crimson

Singapore 117611

Main: [65] 6887 7888

DID: [65] 6887 7633

Mobile: [65] 8233 0321

Fax: [65] 6778 5277

jonathankoh@crimsonlogic.com

www.crimsonlogic.com

(Regn: 198800784N)