### 附件 6 Mutual Recognition

# Mutual Recognition August 2014





#### **Our Mission**

We are the guardians of our Nation's borders.

We are America's frontline.

We safeguard the American homeland at and beyond our borders.

We protect the American public against terrorists and the instruments of terror.

We steadfastly enforce the laws of the United States while fostering our nation's economic security through lawful international trade and travel.

We serve the American public with vigilance, integrity and professionalism.

# **Objectives**

- What is Mutual Recognition (MR)
- The process of achieving MR with other supply chain security programs.
- Why it benefits the international trade community
- Why it benefits each supply chain security program and/or Customs Agency

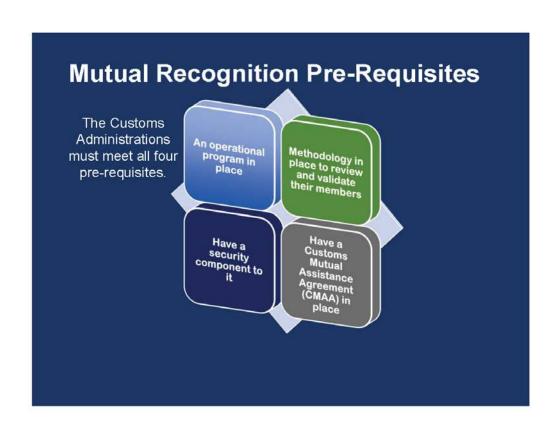


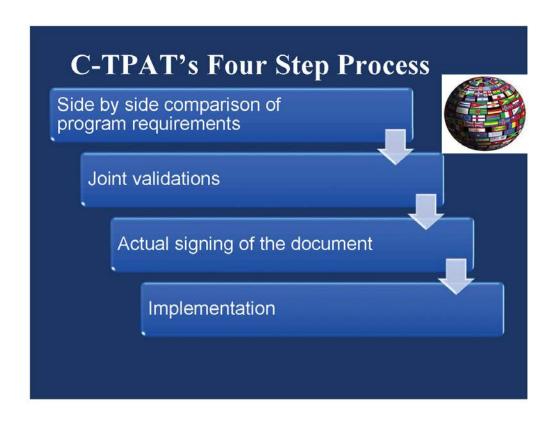




# **Mutual Recognition**

- MR means that the security requirements/standards of the industry partnership program, as well as its verification procedures, are the same or compatible with those of the potential MR partner
- MR is a long term goal
  - Customs, AEO Programs & Trade Community must realize the time, effort and resources that goes into achieving MR.





Evaluation
Identification of Benefits
Criteria Comparison
Validation Observations
Formalization
Negotiation
Signature
Implementation
Maintenance



# MRA: Benefits (Trade)

- Companies will go through fewer validations
  - ""Audit fatigue"
- Validation and revalidation process will be quicker
- •When applicable, companies will receive similar treatment from countries where MR has been achieved

# **MRA:** Benefits (Government)

- •Resources (time and money) would be better allocated.
  - •Lower probability of on-site visits for MR Partner
- •Validation and revalidation process will be quicker and smoother.
- •Will lead to the establishment of true end-to-end global security.

# **Questions?**

**Steve Krupinsky** 

**Chief C-TPAT- International Branch** 

Washington D.C.

202 344 1180

STEVEN.P.KRUPINSKY@cbp.dhs.gov



### 附件 7 NEEC Program Presentation



















#### **Background**







- As a result of the terrorist attacks of September 11<sup>th</sup>, 2001, some customs procedures were modified to obtain a better control of the players who participate in the international supply chain. The United States, in particular, developed a certification program of the supply chain.
- In 2005, the World Customs Organization (WCO) introduced SAFE Framework to develop the Authorized Economic Operator Program (AEO).
- AEO is a certification granted by a customs authority to a company that proves to be committed to the security of its logistic chain through the implementation of security standards and systems.
- Mexico attached to SAFE Framework on 2005.
- In 2012, the New Scheme of Certified Companies is introduced (NEEC), the Mexico's AEO Program, which includes the security standards recommended by the WCO.

#### **New Scheme of Certified Companies**



- It is a voluntary scheme, designed in coordination with the private sector, looking forward to implement the best practices based on the international security standards.
- Through NEEC, the Authority certifies that all procedures and controls, implemented by the players of the logistic chain, guarantee the security during the goods exchange. In return, the companies are granted benefits to increase their levels of competitiveness and foster their operations.
- Objectives:
  - To strengthen foreign trade
  - To optimize the international logistic chain
  - To promote competitiveness of the Mexican companies
- As up to day, NEEC certifies manufacturing companies, land carrier companies and customs brokers. Soon, other players of the logistic chain are to be included, as well as industrial parks, sea terminals and courier companies.

3

#### Why NEEC?



NEEC aims to improve the security of the commercial chain ensuring, at the same time, the flow of certified goods through the borderline.

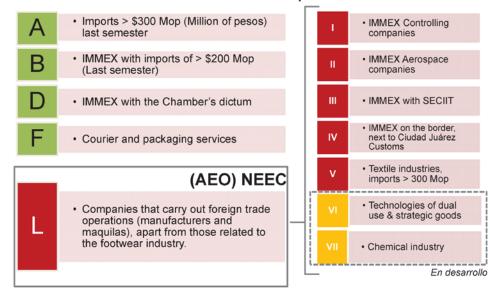
#### A NEEC Company gets:

- Operative security improved in situ.
- Better reputation as a low risk company before the authority.
- A better understanding of the customs requirements and speed up in its trade operations.
- A better communication between the employees and the authority
- Same language with world logistic players and Mutual Recognition benefits.
- Inclusion of more than 36 logistic-customs benefits and preference in tax programs.

#### **Certified Companies**



#### General Overview on the Scheme of Certified Companies in Mexico



#### **NEEC Requirements**



#### **Customs**

3 years of Foreign Trade operations

#### Tax

Positive tax opinion

#### Security

 Accomplish with the 11 security & safety standards (in every facilities) established by the WCO.

- I. Supply Chain Planning
- II. Physical Security
- III. Physical Access Controls
- IV. Trade Partners
- V. Process Security
- VI. Customs Managements
- VII. Containers, Trailers and Semitrailers Security
- VIII. Personnel Security
- Information and Documentation Security
- X. Training and Awareness
- XI. Research and Incidents Management

#### **NEEC Benefits**



#### Direct:

- the national territory.
- Customs clearance by each passenger gates, without entering the subsidized customs areas (Hand Less inspections.
- Priority for physical as well as documental inspections.
- Express lines (USA-Mexico) and (Mexico-USA).
- Assignment of a specialist person and a NEEC advisor.
- Reduction of the risk level associated to its foreign trade operation.
- Transferences facilitation between IMMEX companies within Carrier).

#### Indirect:

- Operative security improved in situ.
- Better procedures and communication between the personnel and the authorities.
- Benefits of mutual recognition with companies of other countries.
- Reduction in the number of security events.
- Reduction in insurance premiums
- Easiness to correct customs declaration and change of regime.
- More remaining time of temporary imports.

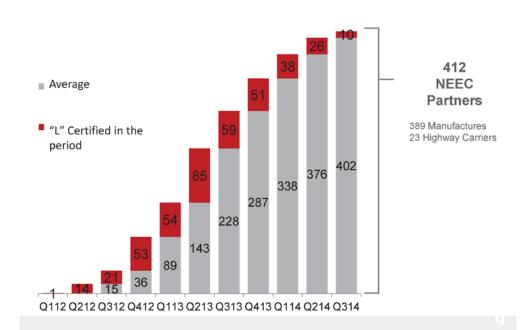
#### **NEEC in Figures**



- NEEC Companies carry out operations through 40 out of 49 customs throughout the country and execute more than 1.5 million importing and exporting crossings annually.
- For importation, NEEC Companies have exclusive lines in 6 out of the 10 main border customs which represent 73% of the total operations into the Mexican Republic.
- Since the beginning of the program, NEEC Companies have reduced their customs inspection time at a 27%.
- In 2013, NEEC Companies represent 41% of the total amount of the non-oil trade in the country, so, nowadays, "certified safe trade" represents around 283 billion dollars in importations and exportation.

#### **NEEC in Figures**

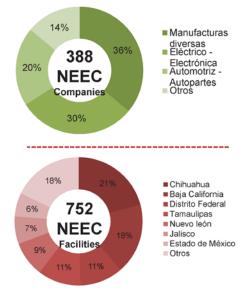




#### **Empresas NEEC**



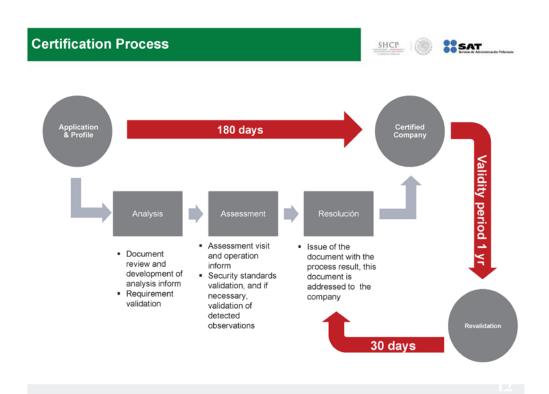
- At July 31th, 2014, 444 applications were received (not including land carriers), of which:
  - 388 applications were authorized under NEEC "L" Section
  - 34 applications are in process
  - 12 applications were withdrawn
  - 10 applications were solved with negative answer
- All 444 applications cover 865 facilities
- All 388 NEEC certified companies have 752 facilities
  - 275 facilities out of 752 are C-TPAT



#### **Target Population**

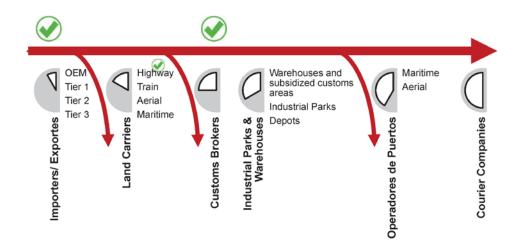


- Companies, according to its features, that represent a potential universe to join NEEC:
  - 950 companies, approximately, registered in the certified companies' census which validity ends in one year.
  - Out of the, approximately, 87,000 companies registered in the importers' census, 40% presents a positive tax liabilities compliance, which represents 35,000 companies.
- The NEEC subscription procedure has 3 stages: Analysis, Operative Assessment and Resolution. This procedure is carried out in 140 labor days (6 months). Nowadays, we take an average of 120 days and we are still working to reduce that time.
- We certified those companies that accomplish the document and physical requirements established in the corresponding Subscription Application and Security Profile.



#### Implementation of the Certification Strategy





#### Why subscribing NEEC?



This program eases and speeds up goods transportation, it protects cargo and improves imports and exports times by increasing the level of competitiveness of the participating carriers.

#### A NEEC Trade Partner has:

- Customers increase/ List of trustworthy company
- Establishment of security processes where they did not exist
- Capacity for the companies to carry out self-assessments in the security processes
- Reduction in logistic chain disruptions
- Reduction in theft risk and cargo damage
- The employees are focused on security process
- Customs clearance Improvement
- Personalized treatment by the authority

14

#### **Trade Partner Integration**



#### Action Plan towards the integration of the Certified Trade Partner

Stage 1 Profile elaboration and pilot test	Stage2 Requirement proposal and benefits	Stage 3 Modification proposal in RCGMCE*	Stage 4 Publication
•Draft elaboration of the Security profile. •Selection of the participants for the pilot test. •Profile definition of the Trade Partner.	•Review of the registration requirement proposal •Integration of a proposal of possible benefits	•Working group of different SAT areas. •Discuss and define the benefits for this sector. •Review and approval of the proposal of modification for the RCGMCE*	•RCGMCE* publication

\*Rules in General Terms of Foreign Trade

15

#### **Key Actions**

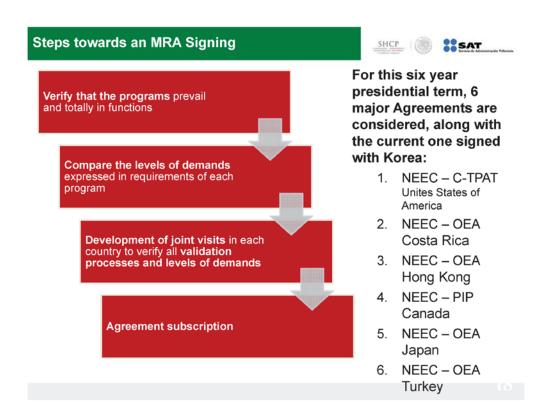


- To make contact with foreign authorities to exchange information related to certain issues;
- To have permanent consultation with the private sector about important topics in customs matter that need to be simplified and to facilitate the liabilities compliance;
- To carry out residence visits, audits, inspections, surveillance acts, verifications and other activities that are established in the tax and customs regulation to verify the liabilities compliance in customs matter derived from authorizations and concessions;
- To coordinate security programs and act as a link with other Institutions and authorities of foreign governments to adopt measures and the implementation of programs and projects on security that customs authorities should implement along with federal, state or local authorities.

#### **Mutual Recognition Agreement**



- Mexico has the strongest AEO program in Latin America
- For this reason, several countries have approached Mexico in order to celebrate Mutual Recognition Agreement (MRA)
- An MRA signing allows the recognition between two AEO programs and the compatibility of their requirements level. Countries recognize the certified companies of its counterpart as reliable. It brings the development of new trade chains between nations and more benefits for the companies
- On March 11th, 2014, an MRA between Mexico AEO (NEEC) and Korea AEO was signed. The first one in Mexico and in Latin America.
- We are in the last working stage to sign a similar Agreement with USA and its C-TPAT Program. Once this MRA is signed, the benefits will be more visible as well as the customs operative facilitation for NEEC Certified Companies that participate in trade operations in this country



#### **Next Steps**



- SAT, through the Customs General Administration, will continue to strengthen NEEC with a strategic vision that gathers the players of the supply chain's efforts. In order to do that, the following actions will take place:
- To design a regulatory framework to continue the certification of other trade partners within the supply chain
  - To specialize and increase the number of NEEC personnel to improve service. During the last year, the number of personnel has increased 20%
  - To strengthen technical and personnel response capacities
  - Subscription of Mutual Recognition Agreement with our major trade partners to expand markets
  - Paperwork facilitation by electronic means
  - Development of a customs infrastructure for safe trade
- By the end of a six-year term, we estimate to have 500 importing exporting certified companies, 250 land carriers, 200 customs brokers and 50 various trade partners

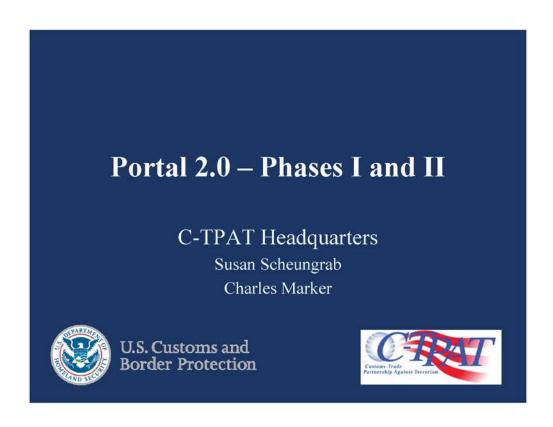




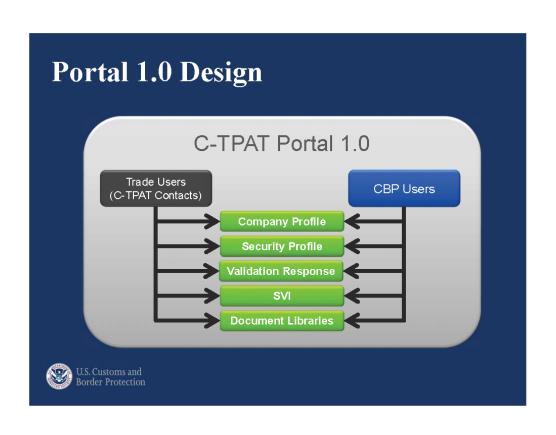
Aldo Gonzalez Ruiz

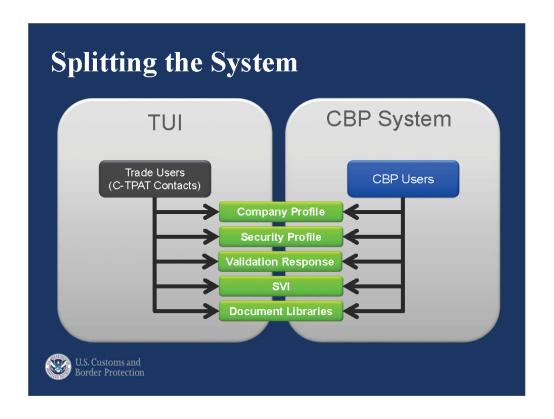
Administrator of Certification and Facilitation Programs Customs General Administration | TAS aldo.gonzalezr@sat.gob.mx

### 附件 8 Portal 2.0 Workshop









### Phase I

- All data will transfer to new Portal
- All C-TPAT contacts become Portal 2.0 Users
- Trade Accounts
  - One for every active C-TPAT account
  - Contains Company info, addresses, and contacts
  - Designed as a multi-program application, account management and partner monitoring
- Internet Explorer compatibility

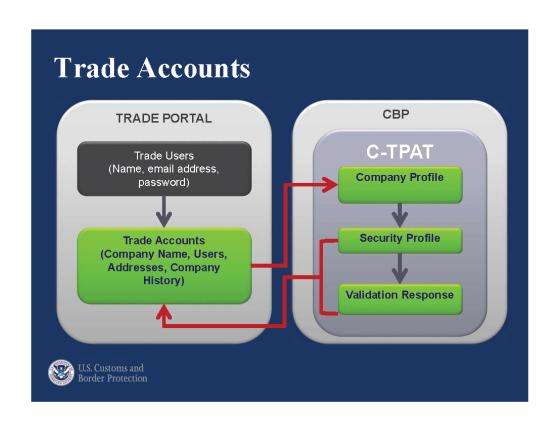


### Portal 2.0 Users

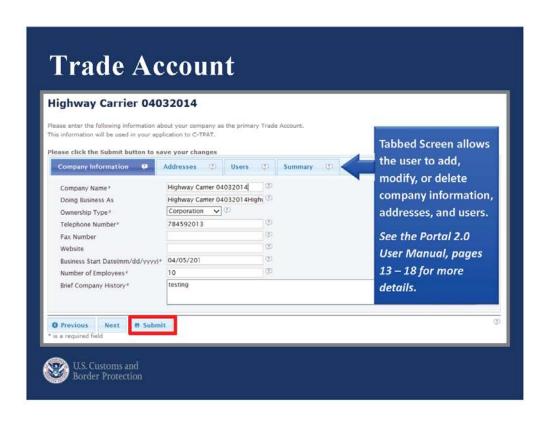


- Access is user-oriented
- All C-TPAT Portal 1.0 contacts will become Portal 2.0 trade users
- All passwords will have to be reset when Phase I is deployed
- All users must provide responses to three security questions (used to reset passwords in future)
- A user can be associated with one or many Trade Accounts
- Users with more than one account that have the same email address will no longer be required to log out to switch accounts



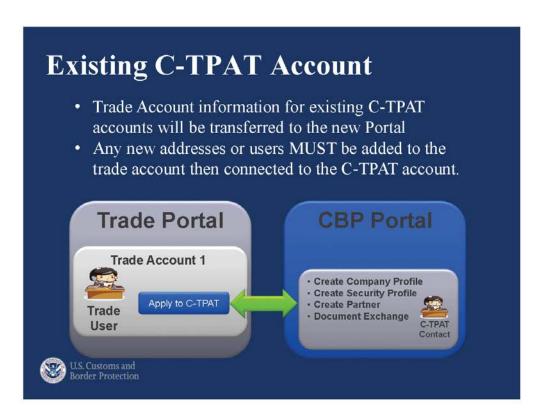




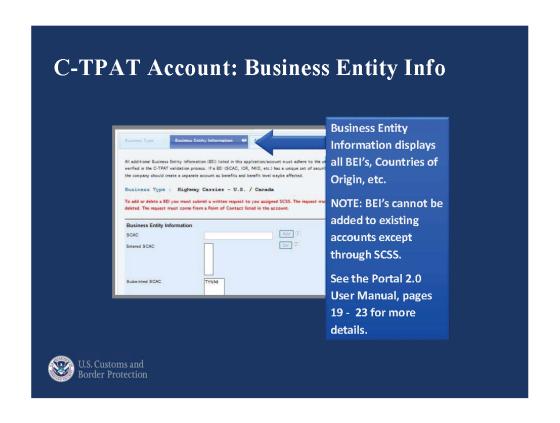


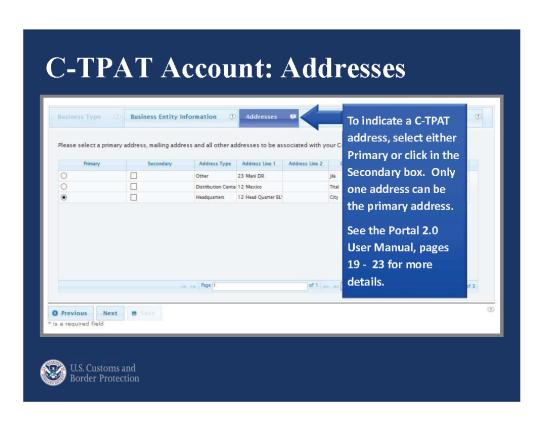




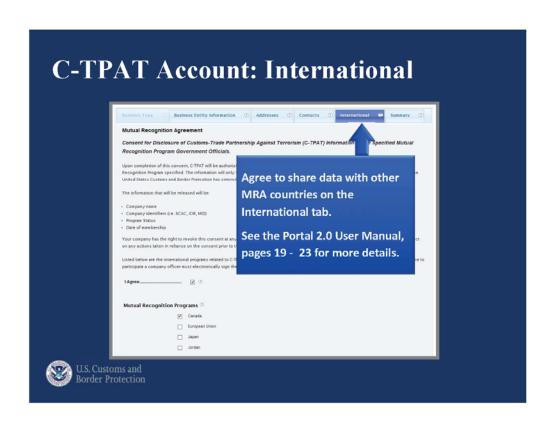


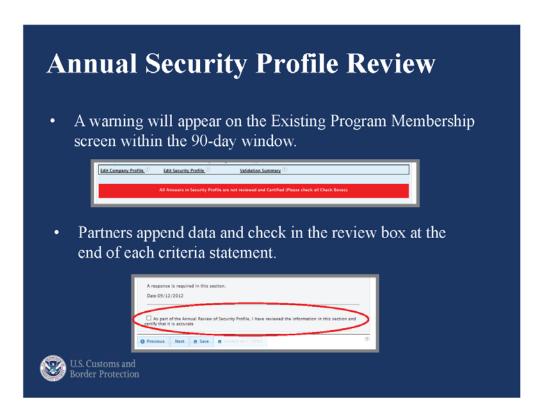


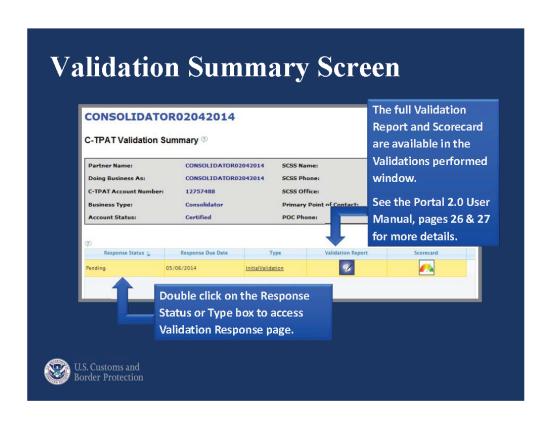








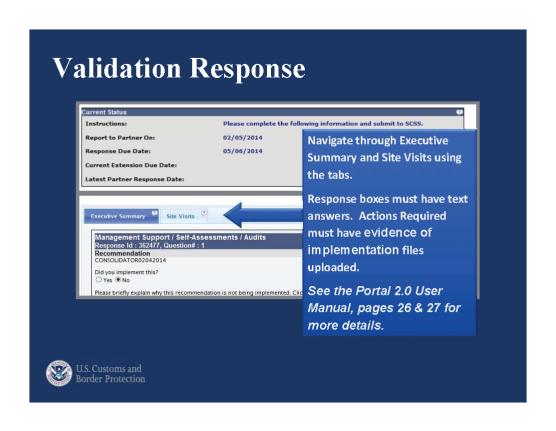


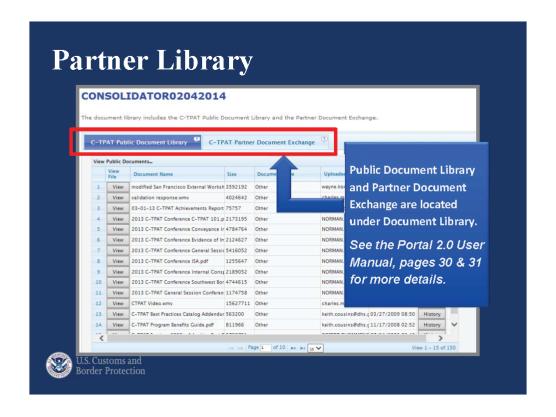


# Validation Response

- Validations operate the same way as Portal 1.0
- Screens rebuilt using different technology
- Ability to attach documents per Recommendation/Action Required



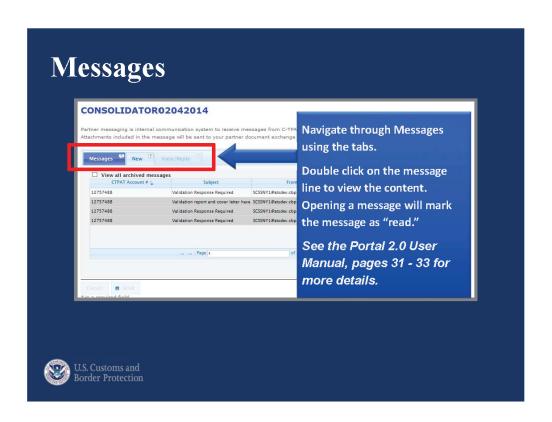


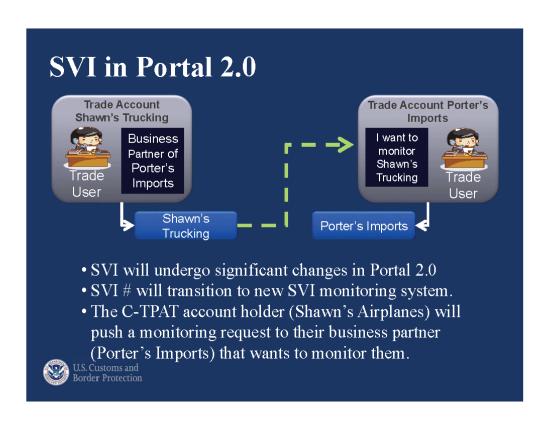


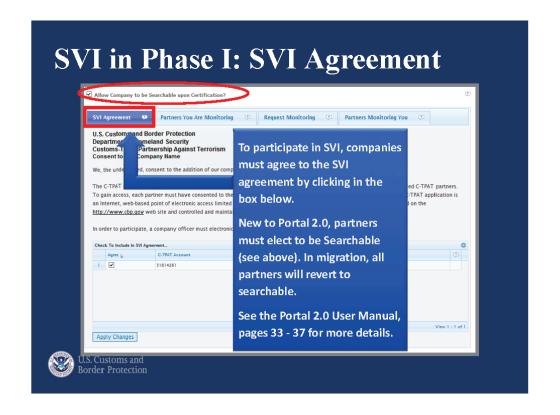
# Messages

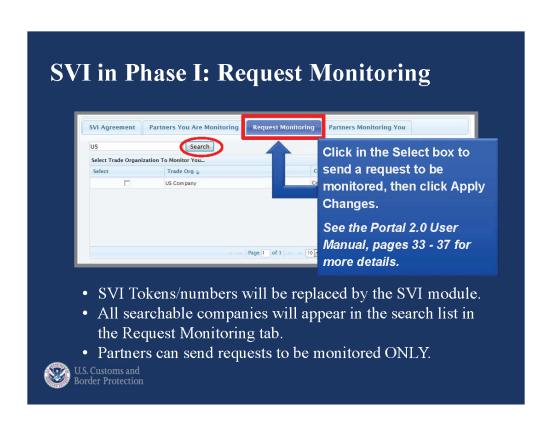
- Replaces the Direct Messaging for Trade users, as a method of contacting your SCSS.
- We use this as a way of automatically notifying partners of Security Profile Reviews
- In Phase II we will introduce Tasks for the Trade to accompany C-TPAT lifecycle events (i.e., Annual Review, Validation Response, etc.)













### SVI in Phase I: Partners Monitoring You



• Trade will be able to see the Partners Monitoring them – this is new functionality for trade partners.

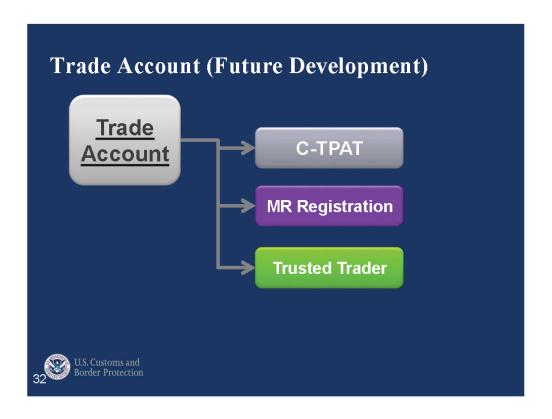


### Phase 2

- New Trade Homepage
- Trade Account Operations
  - Ability to Link Trade Accounts to create relationships
  - Ability to Merge Trade Accounts to better manage multiple C-TPAT accounts
- Multi-mode Security Models
  - Broker/Consolidator, for example
- C-TPAT Account Operations
  - Merge C-TPAT accounts the same security procedures
  - Expand C-TPAT account to include an eligible Business type







# **Security Model**

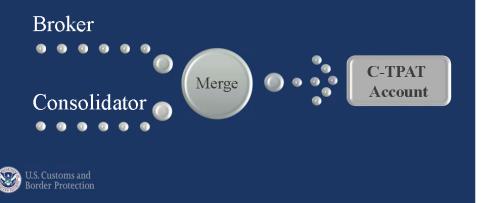
**<u>Definition</u>**: Security Model is a C-TPAT Account in Portal 2.0 Phase 2.

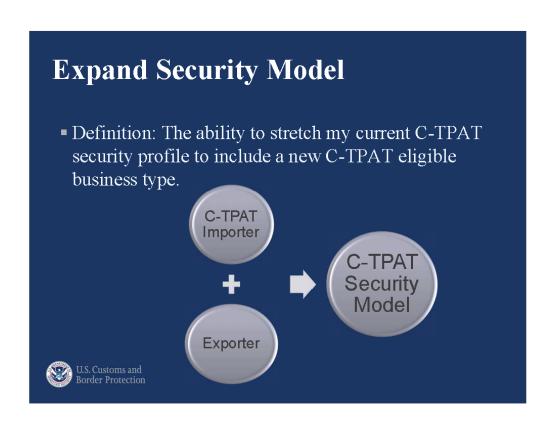
- Includes:
  - company profile, BEI's and security profile, which could be multimode, e.g., broker/consolidator
- Multi-modal:
  - C-TPAT Partner with multiple C-TPAT accounts that have identical security practices and procedures.
  - C-TPAT Partners will be given the opportunity to merge, expand, and duplicate existing accounts.



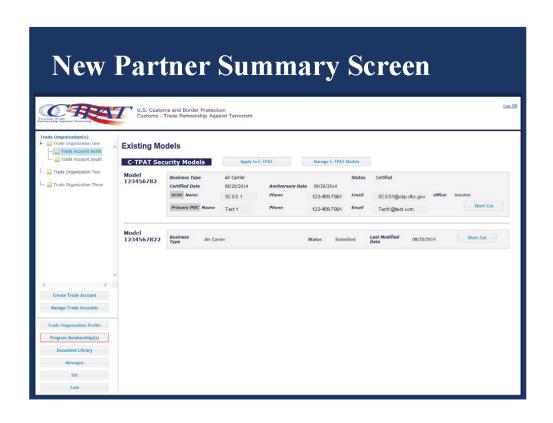
# **Merge Security Model**

Definition: The ability to consolidate 2 security models (BEI, Company and Security Profile) into one multi-mode security profile.

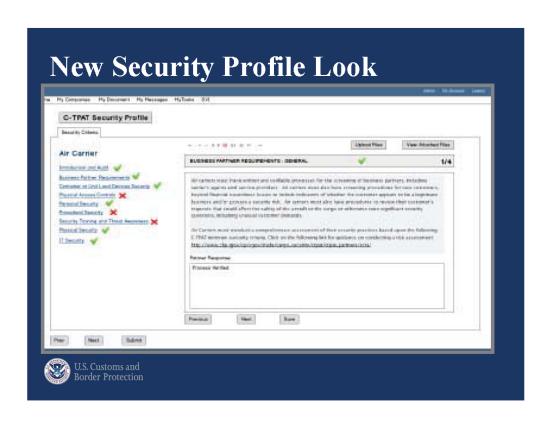


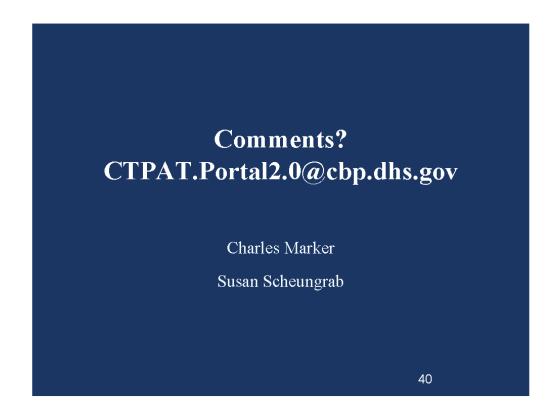














#### **Our Mission**

We are the guardians of our Nation's borders.

We are America's frontline.

We safeguard the American homeland at and beyond our borders.

We protect the American public against terrorists and the instruments of terror.

We steadfastly enforce the laws of the United States while fostering our nation's economic security through lawful international trade and travel.

We serve the American public with vigilance, integrity and professionalism.

