



CAPACITY BUILDING WORKSHOP:

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# **CROSS BORDER PAPERLESS TRADE FACILITATION**

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Chair, Steering Committee  
Pan Asian eCommerce Alliance (PAA)



## ABOUT PAN-ASIAN E-COMMERCE ALLIANCE (PAA)

The Pan Asian e-Commerce Alliance (PAA) aims to promote and provide secure, trusted, reliable and value-adding IT infrastructure and facilities to enhance seamless trade globally.

PAA was founded in 2000, Current PAA Members comprise CAT of Thailand, CIECC of China, CrimsonLogic of Singapore, DNeX of Malaysia, InterCommerce of the Philippines, KTNET of Korea, NACCS of Japan, TEDMEV of Macao SAR, Tradelink of Hong Kong SAR, Trade-Van of Chinese Taipei and PT EDII of Indonesia. Combined customer base of the PAA members now exceeds 340,000 organizations, representing almost all active trading enterprises in the Asian market.

## PAA Declaration

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During the 45th meeting of PAA Steering Committee in Manila, Philippines, the PAA had the opportunity to discuss the proposed Regional Agreement/Framework Agreement on Facilitation of Cross-border Paperless Trade for the Asia Pacific Region by UNESCAP and are encouraged by the renewed engagement by UNESCAP members on paperless trade.

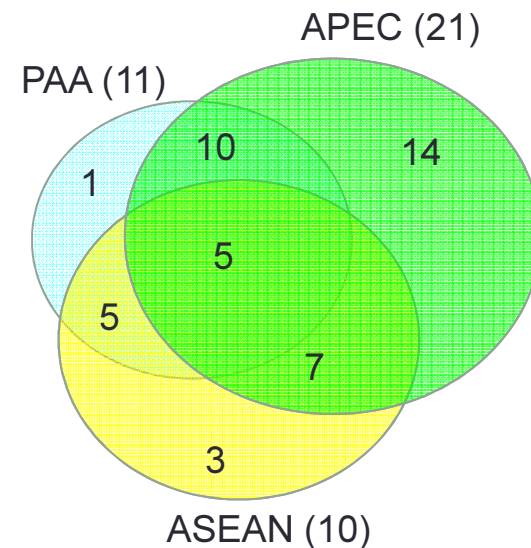
The PAA has been involved in a broad range of trade-related cross-border exchange of electronic data and documents. We would like to express our strong collective commitment to support the Regional Agreement/Framework Agreement on Facilitation of Cross-border Paperless Trade for sustainable intraregional trade facilitation.

- 6 Dec 2013 -

# Pan Asia eCommerce Alliance



1. **China** : CIECC
2. **Hongkong** : Trade Link
3. **Indonesia** : PT EDI Indonesia
4. **Japan** : NACCS/JASPRO
5. **Korea** : KNet
6. **Macau** : TEDMEV
7. **Malaysia** : DNeX/DagangNet
8. **Philippines** : InterCommerce
9. **Singapore** : CrimsonLogic
10. **Taiwan** : Trade Van
11. **Thailand** : CAT Telecoms

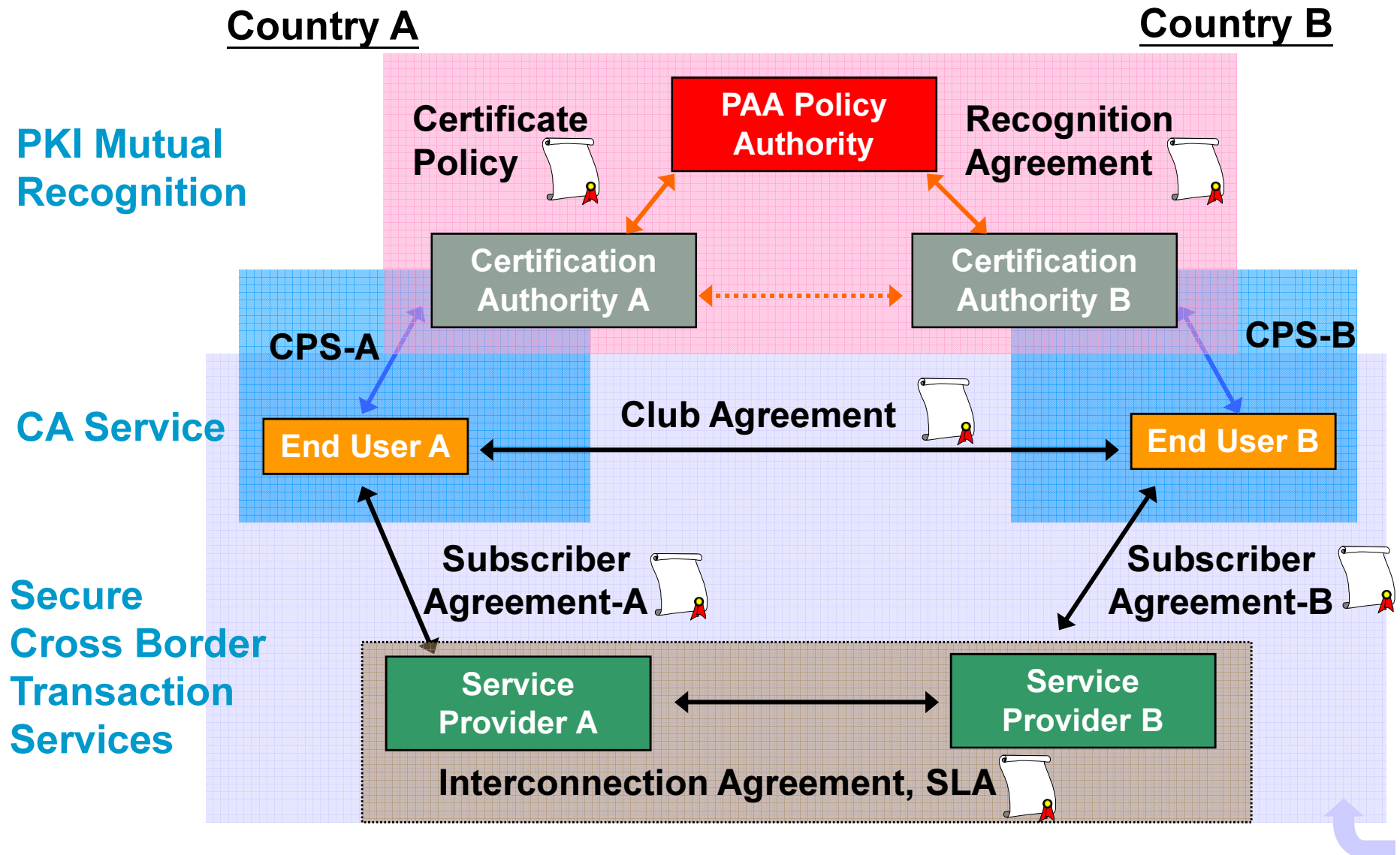


# PAA Value Proposition

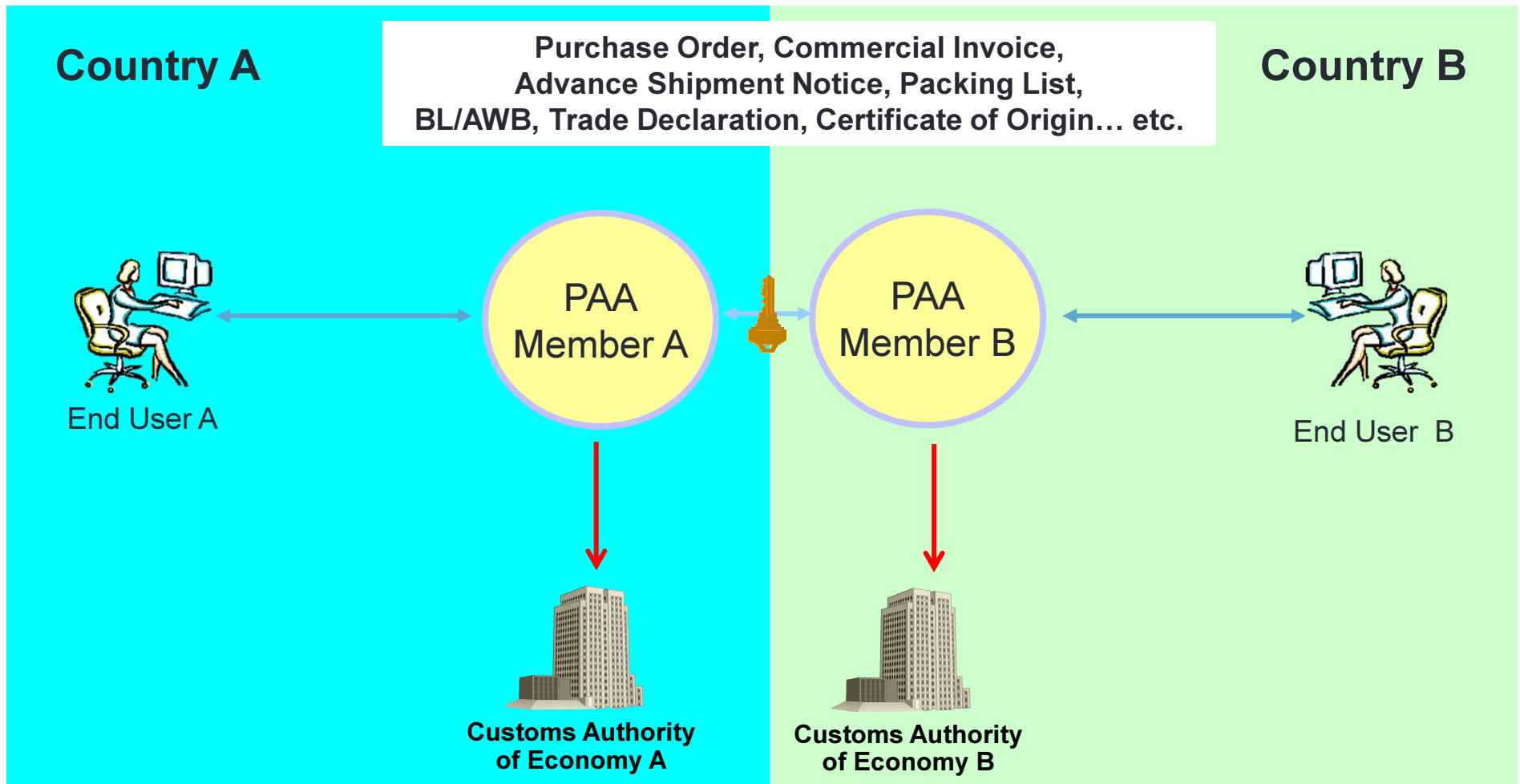
- Comprehensive PAA Legal Framework
  - Safe and secure electronic documents
  - Mutual recognition of CA/PKI
  - Dispute resolution
- Facilitate Information Exchange
  - Reduce administrative costs
  - Faster transactions
  - Opportunities for improved operations, inventory management and increased sales and revenues



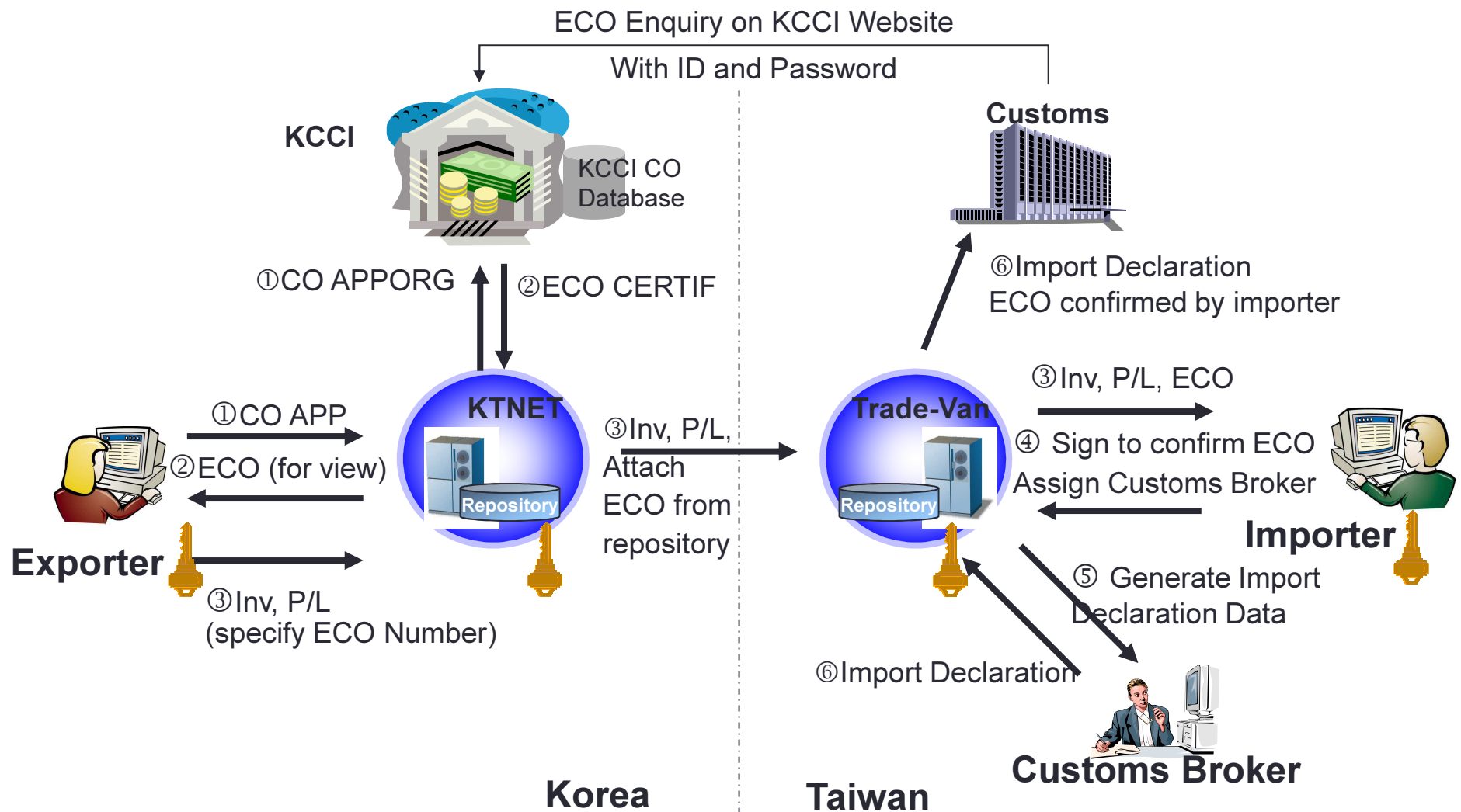
# PAA Legal Framework



# PAA Cross Border Information Exchange

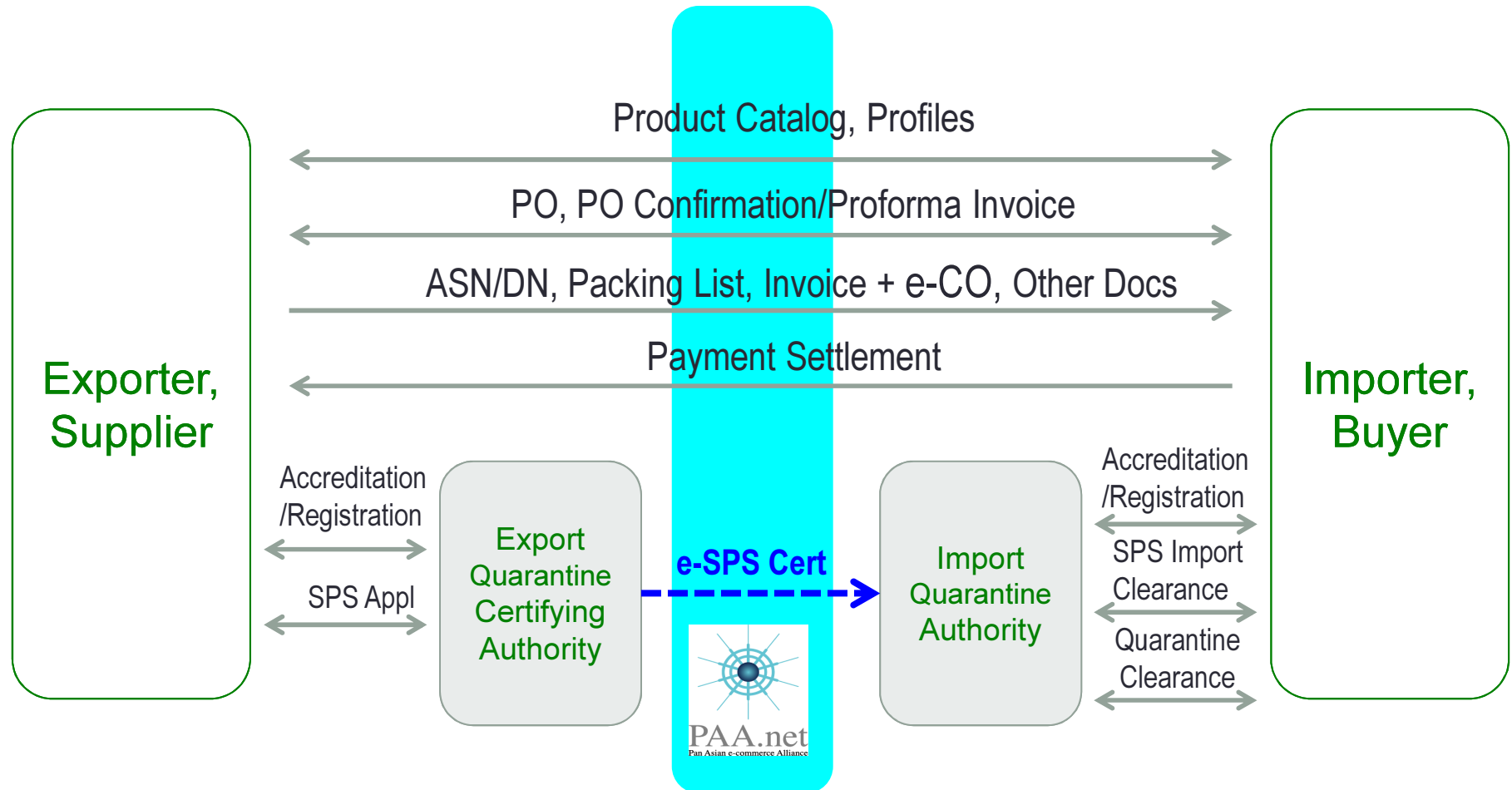


# ECO Exchange Scenario (Korea-Taiwan)



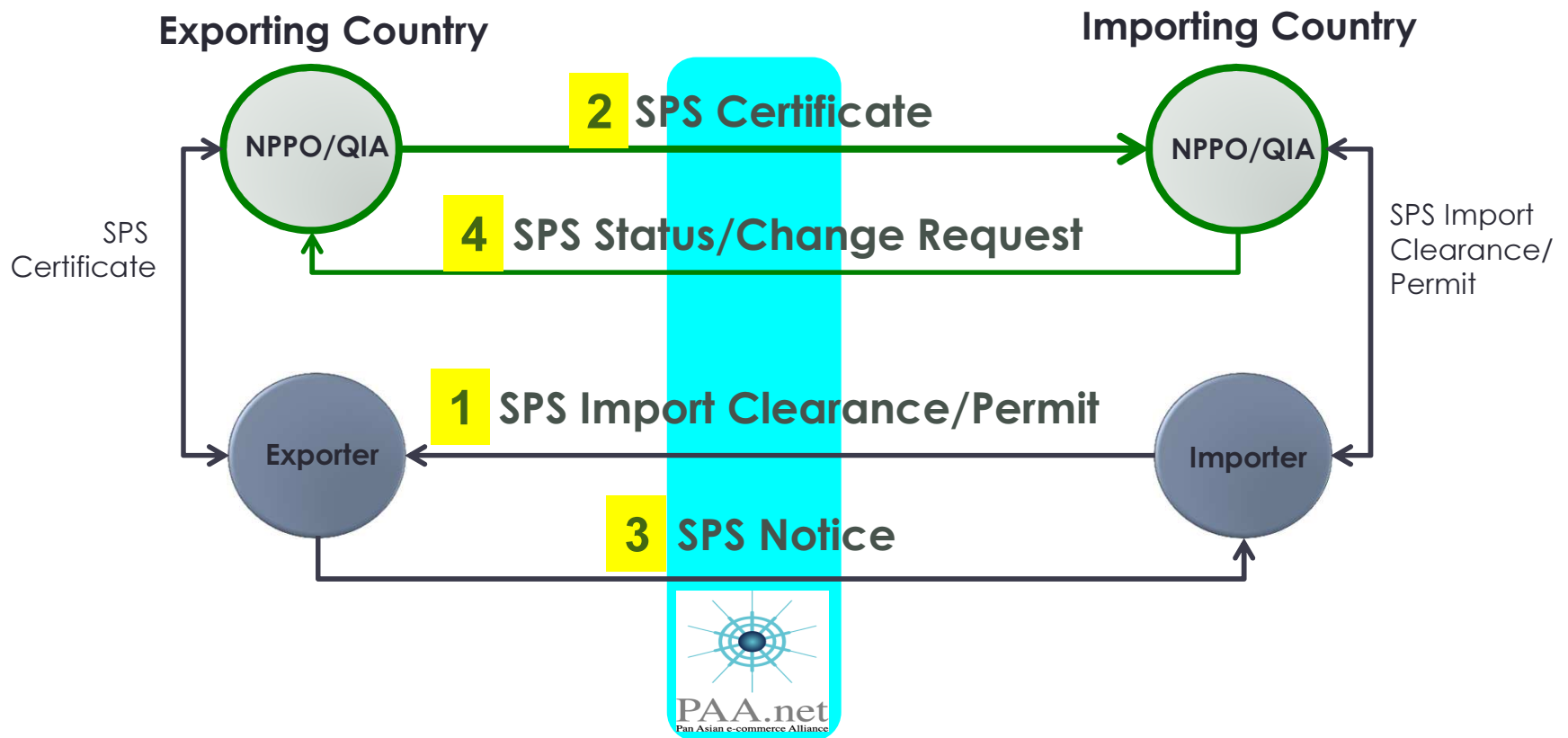


# Supply Chain and SPS



# Collaboration in Cross Border Trade

## E-SPS Exchange Model





PAN ASIA EXCHANGE  
eMarketplace of PAA

## WHAT IS PAN ASIA EXCHANGE?

Pan Asia Exchange (PAE) is a versatile B2B platform that provides access to thousands of buyers and sellers to showcase their products across Hong Kong, Taiwan, Singapore, Malaysia, Philippine, China & Macao easily.

The Pan Asia Exchange is an initiative of the Pan Asia E-Commerce Alliance (PAA), an alliance formed by 11 service providers authorised by Customs and other trade regulatory agencies in their respective economies, and providing secure, trusted, reliable and value-adding IT infrastructure and services to facilitate trade globally.





PAN ASIA EXCHANGE  
eMarketplace of PAA

# WHY PAN ASIA EXCHANGE?

Pan Asia Exchange leverages on the dominance and market niche that PAA members built in their respective economies to form a platform for global buyers to search for genuine suppliers from the world's most prolific trade hub.

## OUR UNIQUE VALUE PROPOSITIONS

- Trusted neutral marketplace for B2B sourcing of reliable Asian suppliers
  - Ability to verify suppliers and their trade transactions
  - Knowledge of Customs procedures and trade processes
- Collaboration with other trade, logistics and financial service providers



# What is available ...

- Technology

- Data standards or message specifications on commercial, transport, trade documents
- Data communication protocols, including data encryption and security
- Cloud services: SAAS and hosted applications, Information management

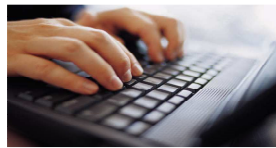
## Data is the Foundation



- Legal framework

- UNCITRAL Model E-Commerce Law
- Rules on the admissibility of electronic evidence in courts
- Regional, multilateral or bilateral arrangements

# Approach to adapting to Change



Advanced Manifest, ECO, SPS Certificates



Import  
Processes

- Risk Management
- Facilitate Clearance
- Re-use Data

- Simply '*compliance*', or ..
- Mustering resources for cross border trade

# Technical Issues

- ICT Infrastructure
  - Local and international bandwidth .. Internet “*Dead Spots*”
  - Cost and speed of Internet .. broadband and WiFi
  - Service providers: Data Centers, Cloud Services
- Adopting new systems, workflows
  - Integrating systems, sharing data
  - Cost, procurement of systems, system configuration, computer equipment, network and professional services
  - Adopting technologies to meet requirements

# Implementing CB PTF

- Support Champion/s and Stakeholders
- Innovate, maximize benefits - not just in document exchange per se, but integrate into trade processes
- Participate in various initiatives e.g. Advanced Manifest Submission, Certificate of Origin, SPS Certificate, and engaging experts to fast track implementation
- Set timelines for implementation



# Thank you ..

