



International Standards for Trade

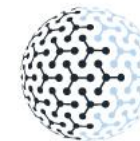
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GLOBAL TRADE PROFESSIONALS ALLIANCE

GTPA ECOSYSTEM



- build professional capabilities in trade
- advocate the benefits and opportunities of trade
- facilitate networking
- improve the performance and success of companies in global trade
- improve the trade process
- advance international development
- support the development of MSMEs and their access to global supply chains
- build professional capabilities in trade
- empower greater diversity through women-owned engagement in trade



Common Challenges Faced by SMEs Engaging in International Business and how these relate to Global Trade



- Leadership
- Capacity and Capability
- Access to information
- Access to finance

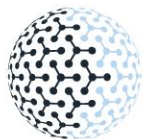


Leveraging international standards



- Enable global trade by creating a trusted global network underpinned by ISO standards
- Provide a platform for business to access overseas buyers and suppliers through a trusted recognised IEC standards
- Build business capabilities to improve performance and success of companies in global trade underpinned by ISO standards and to reduce barriers to trade arising through human error
- Advocate the benefits and opportunities of trade and facilitate business networking underpinned by ISO standards
- Supporting the development of business and access to global supply chains underpinned by ISO standards





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Leveraging international standards

- A lack of awareness of or information about the international opportunities available to them: ISO/IEC 17065 certification of global trading consulting services
- A lack of capability and capacity to engage in international trade: ISO/IEC 17024 certification of global trade professionals and ISO/IEC 17065 certification of globally trading businesses
- A lack of information on trade requirements, regulations and markets: ISO/IEC 17065 certification and the global marketplace
- Relatively higher costs of complying with regulation—not just those imposed by overseas governments but also regulations in their own country: ISO/IEC 17065 & ISO/PC 308 Value Chain Custody



Leveraging international standards



- Engage more SMEs in global markets and value chain integration:
ISO/IEC 17065 & ISO/ PC 308 Value Chain Custody



- Trade Facilitation costs and compliance - domestic and international:
ISO/IEC 7065 & ISO/PC 308 and related standards such as:

- IT-041 Blockchain and electronic distributed ledger technologies
- ISO//TC292 Security and resilience, and ISO 8000:2007 - Specification for security management systems for the supply chain, and associated standards





ISO/IEC 17024 - Lifting the Global Professionalism of Trade Professionals across Borders



- The establishment of ISO/IEC 17024 certification through the Global Trade Professional Programme (GTP Programme) benefits SMEs by checking relevant competencies and qualifications of individuals and by providing clear, professional development paths to ensure appropriate competencies are maintained and developed.
- While the GTP Programme is aimed at all trade professionals, it provides a significant advantage to SMEs (and supply chains incorporating SMEs) by facilitating the upskilling of individuals and businesses whilst providing access to a global network of trusted certified professionals and service providers.



ISO/IEC 17024 - Lifting the Global Professionalism of Trade Professionals across Borders



Certification of global trade professionals in the fields of:

- Trade Management
- Trade Policy
- Trade finance & Supply Chain Finance
- Trade Regulation & Compliance





ISO/IEC 17065 Globally Trading Business Certification - Trusted in Trade



- Applies to the globally recognised ISO/IEC 17065 certification as a trusted business with the relevant business systems and processes to deliver in an international market
- Profiles businesses as part of a globally trusted ecosystem
- Facilitates audit and compliance reviews of globally trading businesses to ensure the relevant systems and processes are in place and actioned
- Links to AEO schemes and other ISO standards and compliance regulations



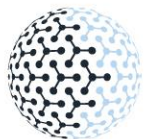
ISO/IEC 17065 Globally Trading Business Certification - Trusted in Trade



- Build customer confidence - that a business has the relevant systems and processes to be a trusted partner for engagement
- Gain competitive advantage by becoming a preferred trading partner
- Meet international regulation requirements at a lower cost
- More easily establish market access across the world by tapping into a global ecosystem as a trusted participant
- Improve business processes and procedures as part of ongoing development of a clear and sound export strategy
- Leverage the ISO Standard to identify competitive strengths and access areas for business growth

CHAIN OF CUSTODY



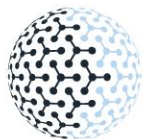


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ISO/PC 308



- Standardization in the field of Chain of Custody (CoC), including terminology, principles, requirements for and control systems used by supply chain actors with regards to the management of products in terms of their specified characteristics. The work is intended to be applicable to all products, whereas services are excluded.
- The objective of the committee is to define a generic CoC process framework, which serves a wide range of sectors, raw materials and end products, and covers specific product characteristics, to enhance the transparency, process efficiency and comparability of CoC models.



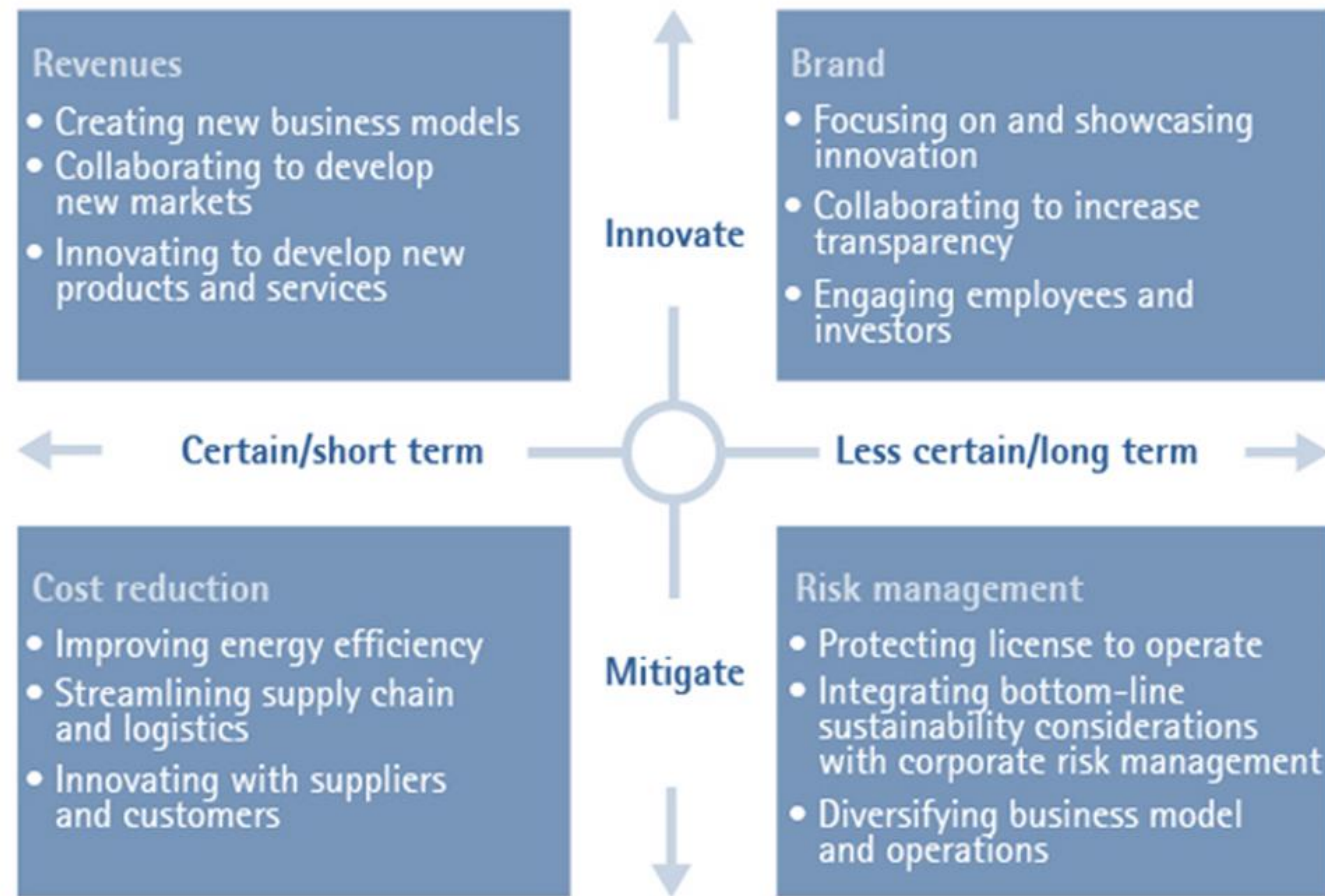
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Value Chain Integrity: Certification



- **Product safety and security** - harm controls, anti-tampering and substitution controls, security of value chain and logistics;
- **Social impact** - Modern Slavery Bill ethical behaviour; fair trade, child labour, fair pay and conditions, workplace health and safety, labour force diversity and empowerment, community engagement and support, and training;
- **Environmental impacts** - carbon footprint, environmental custodianship and management, environmental harm minimisation, EMS and regulatory compliance, resource utilisation and waste minimisation, reuse and recycle conformity;
- **Regulatory compliance** - Illicit trade, bribery and corruption, rules of origin;
- **Innovation** - innovation measures across the value chain, value chain collaboration and communication;
- **Data management** - cyber security, data protection and privacy, data localisation, data use principles;
- **Financial performance** - value chain liquidity, fair dealing and responsible margins;
- **Operations** - value to expected quality on time (Delivered in Full and On Time – DIFOT).

The case for business competitiveness



Source: Accenture analysis

UN Sustainable Development Goals

1. No Poverty - end poverty in all its forms everywhere



8. Decent Work and Economic Growth- promote sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all



10. Reduced Inequalities - reduce inequality within and among countries

12. Responsible Consumption and Production - ensure sustainable consumption and production patterns



16. Peace, Justice and Strong Institutions - promote peaceful and inclusive societies for sustainable development, provide access to justice for all and build effective, accountable and inclusive institutions at all levels.