



UNESCO ESCAP
Economic and Social Commission for Asia and the Pacific

National trade facilitation strategy: Experiences of other countries

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Workshop on National Trade Facilitation Strategy of Kyrgyzstan and Business Process Analysis (BPA) Foundation Training
Bishkek, 14 June

Agenda

- Review the national trade facilitation strategies developed by other countries:
 - Greece
 - Thailand
 - Lao PDR
- Discuss the implications for Kyrgyzstan




National Trade Facilitation Strategy and Roadmap
October 2012

"25 actions to reduce time to export by 50% and costs by 20% by 2015, thus leading to 10% increase in exports' value, 1.7% increase of the GDP and 80,000 new jobs"

Hellenic Republic - October 2012
Ministry of Finance
Ministry of Foreign Affairs
Ministry of Development, Competitiveness, Infrastructure, Transport and Networks
Ministry of Rural Development and Food

In cooperation with the Ministry of National Defence, the Ministry of Education, Religion, Culture and Sports; the Ministry of Environment, Energy and Climate Change; the Ministry of Health; the Ministry of Public Order and Citizen Protection; and the Ministry of Maritime Affairs and the Aegean.

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Vision Statement

- The Trade Facilitation (TF) reform is set to change trading across borders for Greece. It will bring a radical simplification of all related procedures thus reducing the time and administrative costs for the exporting companies, while setting the framework to implement a single integrated information system (Single Window). Exporters will benefit by easily importing raw materials and exporting their own goods and services. Foreign investors will be attracted by the opportunity to invest in a country that allows them to easily export anything produced by their investment. Also, Greece will be able to take advantage of its geographical location and become a hub for the region's international trade.*

Phase I: Scope, Understanding, Mandate

- Duration: 3 Months, carried by an initial, ad-hoc task force with limited mandate
- Strategy for Phase I: Scoping
 - ✓ Assessment of Greek TF situation (high level missions, use of external experts, building focal points in Greek administration)
 - What is the overall situation compared to other EU member countries, what are the core issues and which domains?
- Strategy for Phase I: Better understanding of decision makers
 - ✓ Ministries: raise capacity in the Greek ministries on TF measures, objectives and implementation issues
 - "Sell" TF to policy makers: Why will voters honour TF reforms?

Phase I (cont.): Mandate

- High level conference presenting the findings
 - Present the **assessment of the current** situation in the country to all key stakeholders
 - Present **international experiences** and put the findings into a context
 - Get **consensus** that change is needed
 - Present next work items: development of a national TF strategy (**Roadmap**)
 - Get an **official mandate** to develop the Roadmap (Objectives, resources, timetable,...)
 - Identify ministry/minister that will **sponsor** the Roadmap

Phase II: National TF Roadmap

- The Greek TF Roadmap was developed between July and October 2012
- By the end of 2012 it had been approved by the Greek Prime Minister and the Troika
- It is the basis for the implementation of the national TF reform programme 2013 to 2015

The Greek National TF Roadmap (II)

Assessment of the current situation

- Current economic and trade policy background
- List of high level issues that need to be addressed, relating to
 - Export time and costs
 - Trade documents and information exchange
 - Trade procedures
 - Other issues of concern



The Greek National TF Roadmap (III)

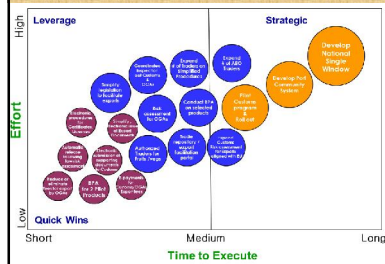
Key Performance Indicators (KPI)

- How do measure where we are right now and how the reforms impact on our objectives?
- Find a set of indicators (National statistical office, World Bank DoingBusiness.org, ...)
- Examples:
 - Time/documents for export,
 - Number of physical inspections
 - Number of AEO
 - Implementation of certain services in Customs IT systems,
 - ...

The Greek National TF Roadmap (IV)

Prioritization of action and implementation phases

- Identify list of actions
- Prioritise actions (time to implement, impact on KPI)
- Derive detailed action plan and time table
- Define governance structure
- Resources



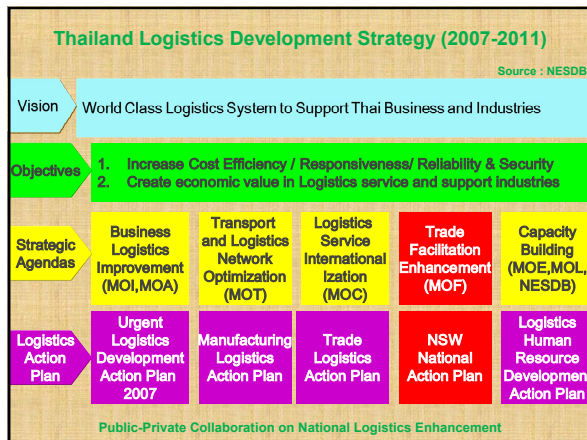
Phase III: Implementation of the Roadmap

- First outcomes (April 2013):
 - Process Analysis for export of feta and kiwi fruit
 - Quick findings fast tracked through Parliament

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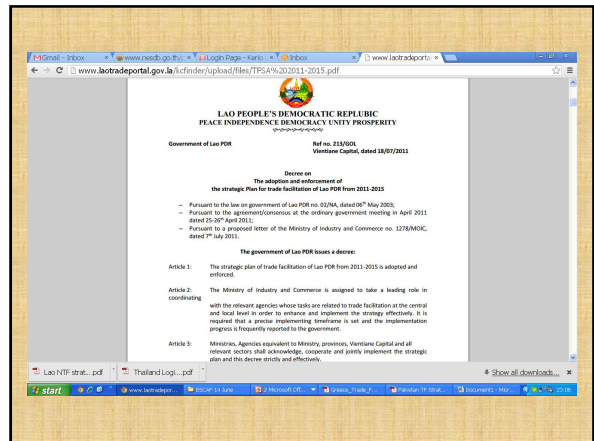
4. Trade Facilitation Enhancement (Thailand)

- **Goal:**
 - To reduce operators' import and export handling costs
- **Hosts:**
 - Ministry of Finance, Ministry of Commerce, Ministry of Agriculture and Cooperatives, Ministry of Science and Technology, Ministry of Information Technology and Communications, Ministry of Health, National Economic and Social Development Board, and the Thai Federation on Logistics
- **Major Strategies:**
 - 4.1 To develop e-Logistics and Single Window Entry into a central system in order to provide import/export and logistics services; to link information in a G2G, G2B and B2B basis.
 - KPIs:
 - Less processing time for import or export documentation.
 - Lower transaction costs for importers and exporters.
 - Less use of paper in the process as part of a move towards a paperless system.

4.2 - 4.5

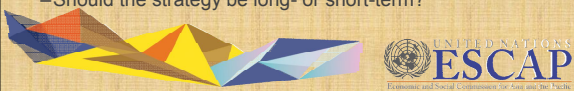
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- Review the national trade facilitation strategies developed by other countries:
 - Greece
 - Thailand
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- Discuss the implications for Kyrgyzstan
 - Which ministry should take the lead to develop TF strategy?
 - What are the main challenges for develop TF strategy?
 - Should the strategy be long- or short-term?



Thank you!

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