

G20 NATIONS CASE STUDY

PREPARED FOR B20 2016

HEARING YOUR OPINION
IS NOT IMPORTANT
IT'S A MUST

“TRADE EFFICIENCY
IS VITAL TO REDUCE YOUR COST & INCREASE YOUR PROFIT”



SO FAR
86% OF G20 CITIZENS SIGNED ON
42% OF ASSESSMENTS COMPLETED



Trade Efficiency – The Foundation for Economic Growth

THE RULE

Learning from HISTORY while LEVERAGING 21ST CENTURY TOOLS

HISTORY...

Over 60 years ago, a trucker invented the cargo container. The cargo container secured goods against theft and damage, reduced the cost of trade and cut loading costs from USD 5.86 to USD 0.16 per ton. This innovation improved trade efficiency thus fueling decades of economic growth.

Today, with the digital economy, we can do it again.

LEVERAGING 21ST CENTURY TOOLS...

International organizations including the World Bank, WTO and UNCTAD have identified the following 6 key elements as the key to increase trade efficiency through technology thus reducing trade cost and increasing trade:

1. Integration: Connect with your trading partners faster at a lower cost while sharing shipment information in real time.
2. E-Documentation: Create, populate and submit documentation to your trading partners electronically avoiding unnecessary data entry, shipment delays and additional costs.
3. Processes: Mitigate potential business risk such as delays, breakdowns and external requirements changes by adopting simpler and common processes with your trading partners.
4. Tracking & Visibility: Obtain real-time shipment location and movement information with minimum technology required at no cost.
5. Competence: Meet your contractual and service obligations on time, with high quality at minimum cost.
6. Cargo Security: Establish a safe environment with ease of customs clearance through high compliance.

This represents the 21st Century 6 Elements Trade Efficiency Indicators (21-6-ETEI).


THE STANDARD

The Trade Efficiency Assessment (TEA)

The TEA must be from shelf-to-shelf since trade is an interdependent environment. In other words in order to decrease your cost and increase your profit, your trade partners must be part of this global effort. So far 42% of G20 trade partners have been already assessed and the remainder are in progress; 78% of which have no integrated system and 90% demand to increase their 21-6-ETEI efficiency.

For the first time ever the 21-6-ETEI have been grouped together and measured not based on a best in class standard rather based on what technology can make possible to increase the efficiency level of the 21-6-ETEI, at no cost to the end user.

THE TEAM



Public and private sector organizations from the G20 Nations in collaboration with GCEL are conducting a comprehensive survey of G20 Nations trade efficiency aimed at placing the world at the forefront of the 21st Century Trade Efficiency era. The survey responses will be reviewed by a team which includes representatives from the Public, Private and Academic organizations.



THE BENEFITS

This Assessment will diagnose the current state of trade efficiency and the level of modern technology utilization. In today's shipment flow from shelf to shelf, by understanding what technology makes possible today, we can:

- Identify both strengths and areas of improvement within each country, region and the world
- Reduce world annual trade cost by USD 1.3 trillion, and G20 Nations alone by USD 795 billion
- Increase world's trade by USD 1.2 trillion a year, leading to extensive job creation

HOW WILL YOU BENEFIT?

Once the 21-6-EETI reaches the optimal level you will achieve the Business Excellence level resulting in major benefits including the following:

- Reduce your landed import/export costs up to 30%
- Reduce your business operating cost up to 15%
- Increase your revenue and expand your exports through real business integration nationally and internationally
- Expedite and increase your trade finance
- Qualify for USD millions in SME grant funding through commitment to business excellence


The results and recommendations from the survey analysis will place your company at the forefront of the 21st century digital era.

Empowering The Digital Economy

The new millennium standard for growth benchmark is based upon what technology makes possible now and tomorrow and not based on yesterday's best in class .

G20 public, private and leading international organizations have recognized the importance of trade efficiency as a key to the prosperity of peoples, nations and the world as a whole. Efficient global trade decreases the cost of our food, clothing, and the materials we use to build our cities thereby impacting the daily lives of 7 billion people around the world. Enhancing trade efficiency through innovation provides a solid foundation to achieve sustained global economic growth.

Our future begins with every following hour and each hour is valued by the decisions we make. Join this global effort and make a positive difference in our time and for generations to come.



➤ *G20 Nations Case Study Team so far Includes:*

Public and IGOs

African Union
Australia Ministry of Commerce
Australia Ministry of Foreign Affairs & Trade
Australia Ministry of Infrastructure & Regional Development
Argentina Ministry of Interior
Argentina Ministry of Production
Argentina Ministry of Transportation
China National Develop. & Reform Commission (Integrated Transp. Research Instit.)
Canada Privy Council Office
Global Affairs Canada
India Ministry of Shipping
Indonesia Ministry of Trade
Indonesia Coordinating Ministry for Economic Affairs
Indonesia Ministry of Communication & Information Technology
Indonesia Ministry of Industry
International Islamic Trade Finance Corporation
Islamic Conference for Development of Trade
Italian Ministry of Economic Development
Italian Trade Agency
Kingdom of Saudi Arabia Ministry of Commerce & Industry
League of Arab States
Mexico Ministry of Economy
Mexico Ministry of Finance and Public Credit
Organization of American States
Saudi Customs
South Korea Ministry of Land, Infrastructure and Transport
South Korea Ministry of Ocean and Fisheries
Turkey Ministry of Economy
Turkey Ministry of Industry
Turkey Ministry of Transport

NGOs

Australian Chamber of Commerce and Industry (ACCI)
Business Unity South Africa (BUSA)
Brazilian Confed. of Trade & Business Associations (CACB)
Business Council of Canada
Canadian Association of Importers and Exporters
Canadian Society of Customs Brokers
China's Top 500 Foreign Trade Enterprises Club
China Material Storage and Transportation Association (CMSTA)
China Society of Logistics (CSL)
City Logistics Research Center in China (CLRCC)
Confederation of Customs Brokers of Mexico (CAAAREM)
Confederation of Indian Industry (CII)
Confederation of Mexican Industrial Chambers (CONCAMIN)
Confed. of National Chambers of Commerce, Services & Tourism (CONCANACO)
Council of Saudi Chambers (CSC)
Employers Confederation of the Mexican Republic (COPARMEX)
French Chamber of Commerce and Industry (CCI France)
Indonesian Chamber of Commerce and Industry (KADIN)
International Network for SMEs (INSME)
Union of Italian Chambers of Commerce, Industry, Handicraft and Agriculture (UNIONCAMERE)
Japan Chamber of Commerce & Industry (JCCI)
Korea Integrated Logistics Association (KILA)
Korean International Trade Association (KITA)
Mouvement of French Enterprises (MEDEF)
Supply Chain Management Association of Canada (SCMA)
Turkish Industry and Business Association (TÜSİAD)
Unión Industrial Argentina (UIA)

Academia & Private

C. D. Howe Institute
Deloitte
ESCP Europe
Frost & Sullivan
Indian Institute of Management Udaipur
Institute for International Studies & Training (IIST)
Institute Teknologi Bandung
Monterrey Instit. of Tech. & Higher Education (ITESM)
School of Traffic And Transport., Beijing Jiaotong Uni.
The Korea Transport Institute
The Nielsen Company
Universitas Mercatorum
University of Bosphorus
University of San Martin

