Cloud Computing: A New Era for Customs and Trade

ICT Procurement

Why is Government So Different?

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Target Issues

How do you identify and select the appropriate ICT solution(s) that support an administration's goals and meet its automation needs within the constraints of financing, infrastructure, ICT expertise and available skills?

How do you ensure that the solution procured fits within the associated (financial and opportunity) costs – of infrastructure, training, etc. – while also providing the necessary benefits of automation?
ICT Solutions Survey

Problem:
1. There doesn’t exist a comprehensive list of the solutions available for customs primary automation- this market is constantly growing.
2. Customs administrations and donors must therefore spend extensive resources to identify solutions, and many times do not take a needs-based, business-case approach to solution selection.
3. Donors and Customs do not have the information to know the options for procurement or the types of cost structures available when seeking solutions.
ICT Survey Process

- Survey of solution providers examining the range of solutions and the functionalities that are automated.
- Survey of pricing and payment mechanisms suggested by solution providers.
- Best practices research for ICT procurement.
Outcome 1 – Online Tool

- Functional and customizable mapping of solutions
- List of solutions surveyed, ability to compare solutions by functions offered
- Ability to see list of countries where solutions are currently implemented and access the website of the solution for more information
Outcome 2 - ICT Procurement Guide
Driving Real Change

• Accountability
• Competitive Supply
• Consistency
• Efficiency
• Fair-dealing
• Integration
• Integrity
• Informed decision-making
• Legality
• Responsiveness
Conclusion

Information and Needs-Based Assessment + Procurement Best Practices = Sustainable and Effective ICT Solutions
Please visit the Nathan Associates booth to receive a copy of the Guide and a demonstration of the Internet tool

http://www.tcboostproject.com/resources/tools/border/survey_results.php