

# Dematerialization of international trade procedures

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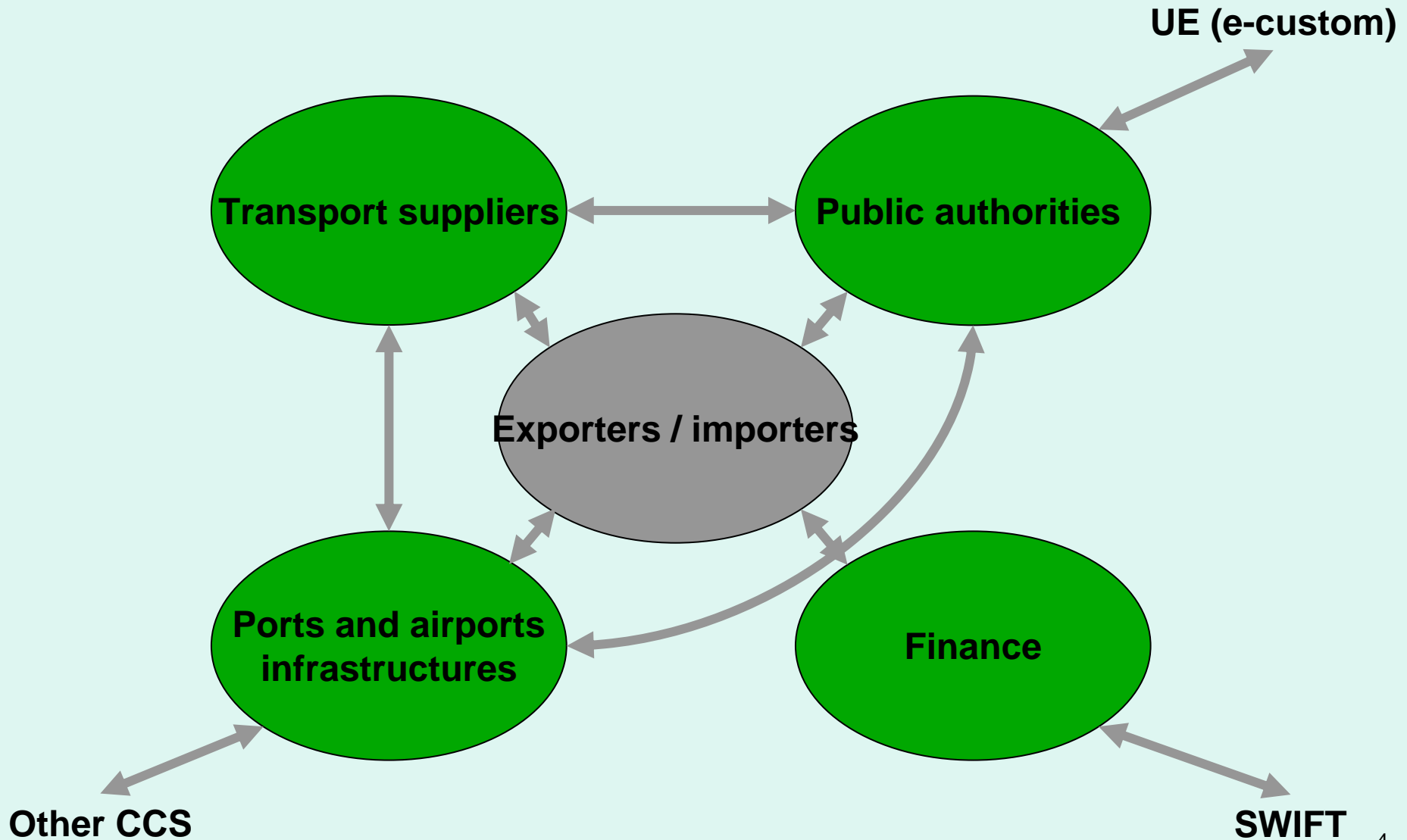
# Context

- **Dematerialization is trendy**
  - More an organizational & simplification purpose than an IT problem
- **With a double stake**
  - To simplify trading firms life and reduce their costs
  - To improve competitiveness and attractiveness of the French supply chain
- **Including the international environment**
  - EU e-Customs connectivity program
  - Security regulation for import and export
  - Private international programs implementation (e.g. IATA e-Freight)
  - Foreign platforms emergence... and competition

# France background

- **France is already experienced in terms of dematerialization**
  - French customs DELT@ system (SAD dematerialization since 2007)
  - Chamber of commerce portal
  - French ports Cargo community systems (AP+)
  - Bank systems
  - Contribution to international normalization
- **This *bottom up* development don't benefit to all the actors**
  - It leads to an isolated organization, a local solution lacking of coherence

# 5 types of actors



# The firms' point of view

- **As many dematerialization projects as actors**
  - => Everyone dematerializes his doorstep but it is still a long way from a single window, even a B2G single window
- **Very various opinions depending on the firms size**
  - Large groups using service providers
  - SMEs
- **Suspicion of the platform concept...**
  - Openness ? Governance ? Earnings sharing ?
  - Till now, dematerialization has increased costs (digital archiving, information system adaptation...)

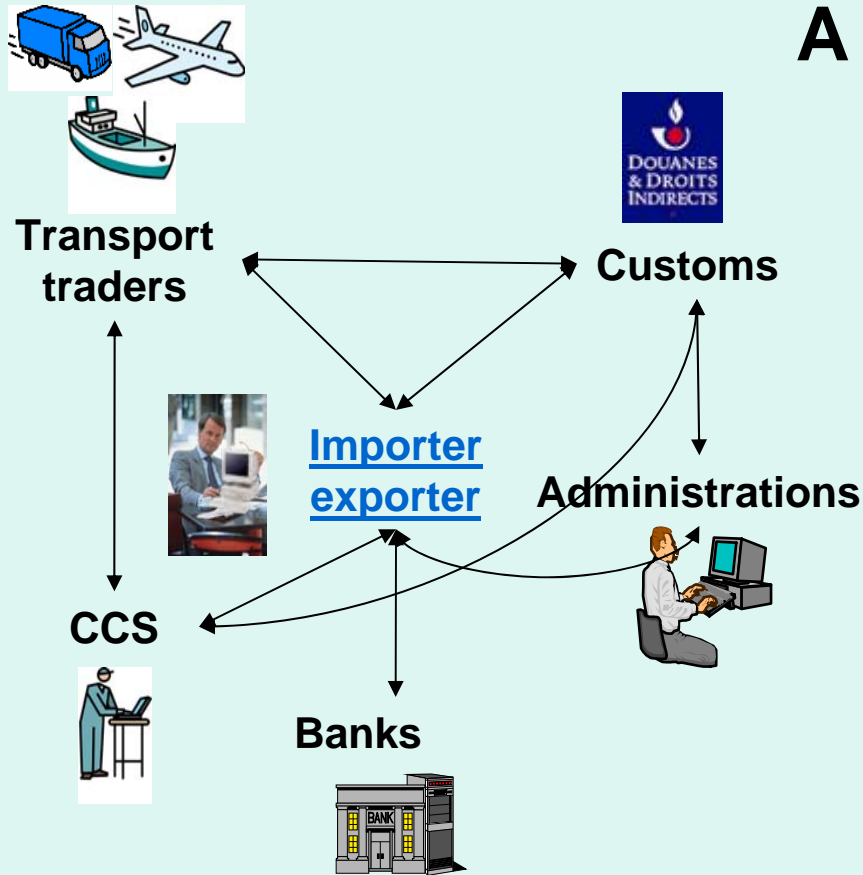
# Challenges (1/2)

- **Paper is costly but...**
  - Every firms don't necessarily consolidate this costs, making harder the evaluation of what they are ready to pay for
  - Surely, dematerialization will reduce these costs, but only when it is possible from end-to-end. Meanwhile...
- **... we have to expect an intermediate era, living with paper and paperless**
  - Unknown transition duration
  - Risks of increasing costs during the transition phase

# Challenges (2/2)

- **The two projects funded by the French government have shown that this is not a technical issue...**
  - ORANGE / AXWAY market study, PLACE INTERNATIONAL demonstrator
- **... but a French B2B single window is not reliable**
  - Unknown return on investment duration
  - Before talking about solution, we need to answer many questions : stakes for clients ? value added ? terms of service and prices ?
- **... legal aspects need changes to dematerialize**
  - Without forgetting simplification aspects...

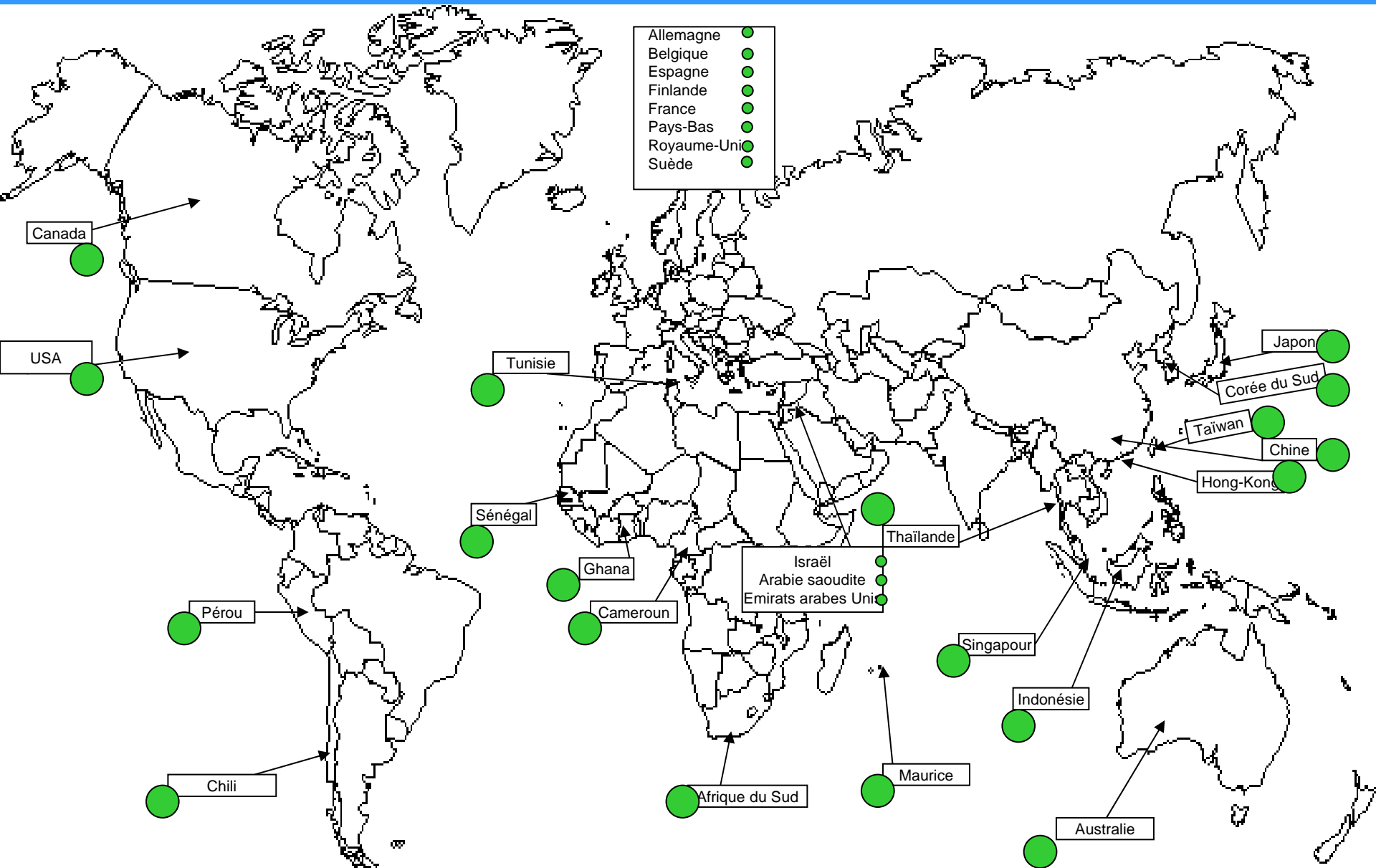
# International



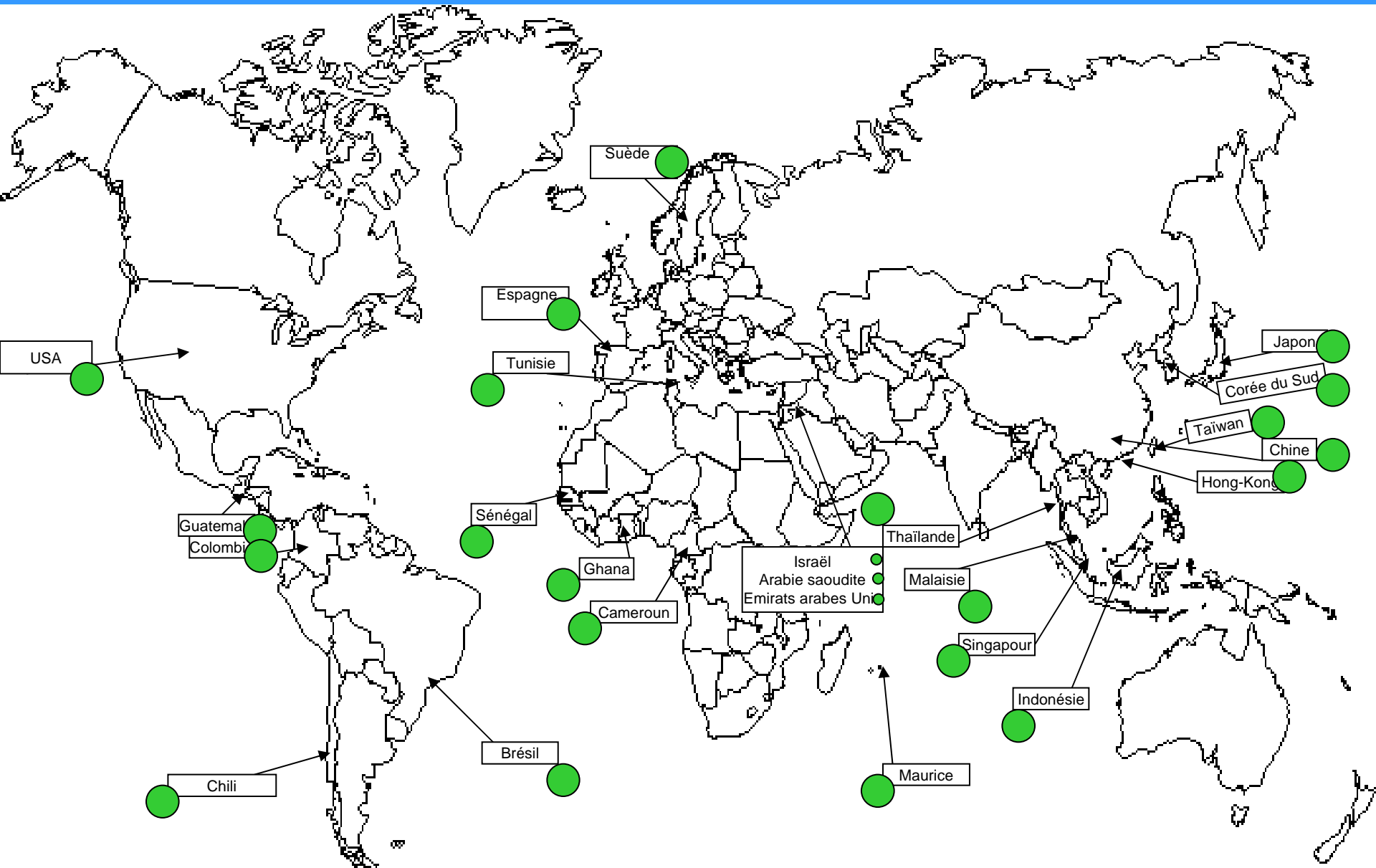
## A four level classification

- **N1** = dematerialized customs clearance system
- **N2** = N1 + ports and airports CCS infrastructures
- **N3** = N2 + government single window B2G (*Business to Government*)
- **N4** = N3 + B2B interface connected to banks, insurance companies, and other platforms

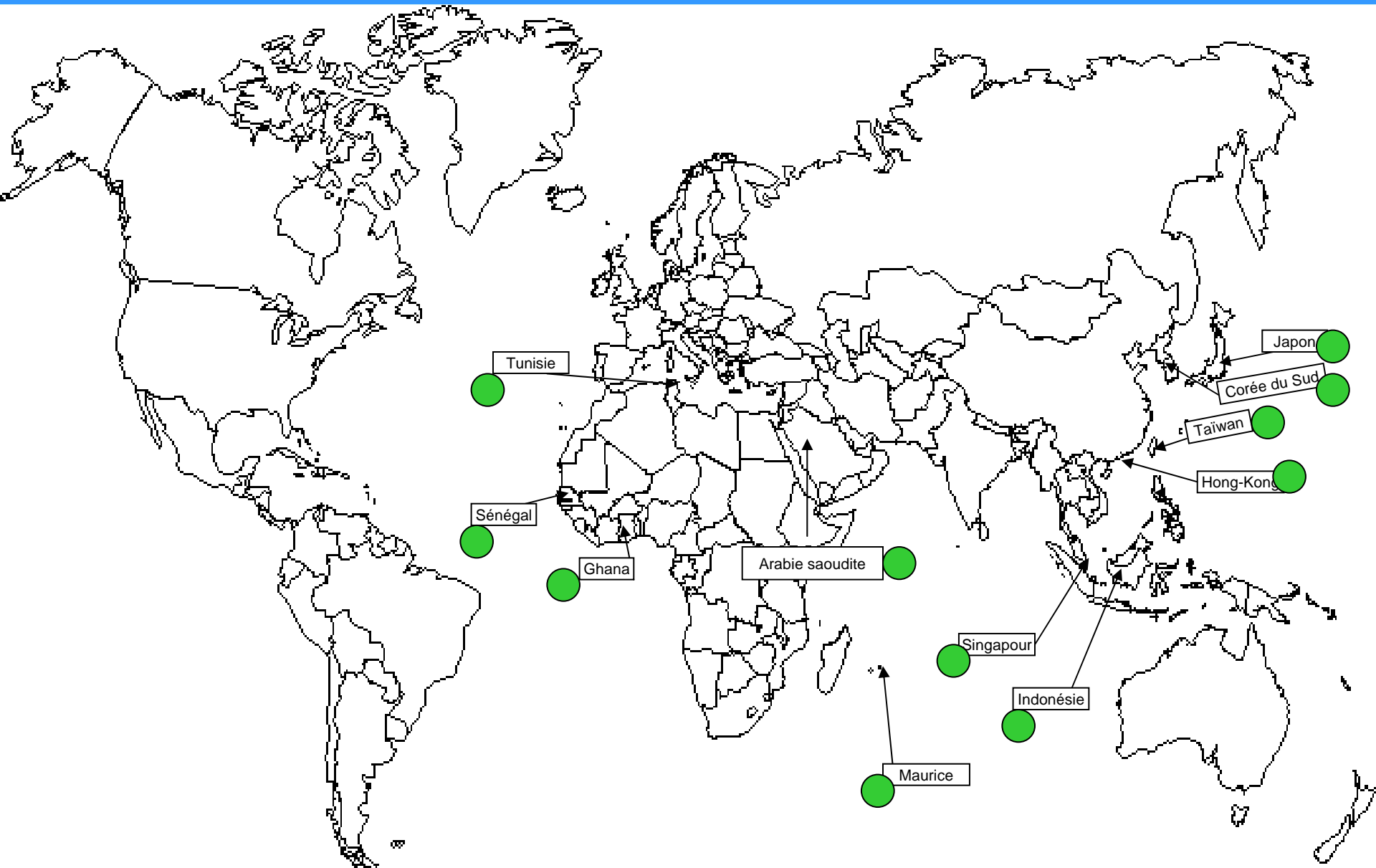
# Level 2 (CCS)



# Level 3 (B to G)



# Level 4 (B to B)



# A group of coherent actions (1/3)

- **A middle term program**
  - 3 years
  - To simplify the international trade procedures by dematerializing and considering the level 4 platform as a guiding line and all the issues considered

# A group of coherent actions (2/3)

- **Short term projects**

- 1 year
- Proof of concept
- Focusing on the most used documents
- Relying on existing building blocks

# A group of coherent actions (3/3)

- **2009 short term projects**

- EU e-customs and security regulation implementation
- Dematerialization of most used paper documents : commercial certificate of origin, sanitary certificate
- Access by authorities to securized third party archiving systems

# Thank you

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