Customs in the Cloud

Enabling Innovative Customs Solutions

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Corporate Vice President
Microsoft Worldwide Public Sector

CHANGE

Change is affecting how we, live, work, and interact with people all around the world

Microsoft World Wide Public Sector

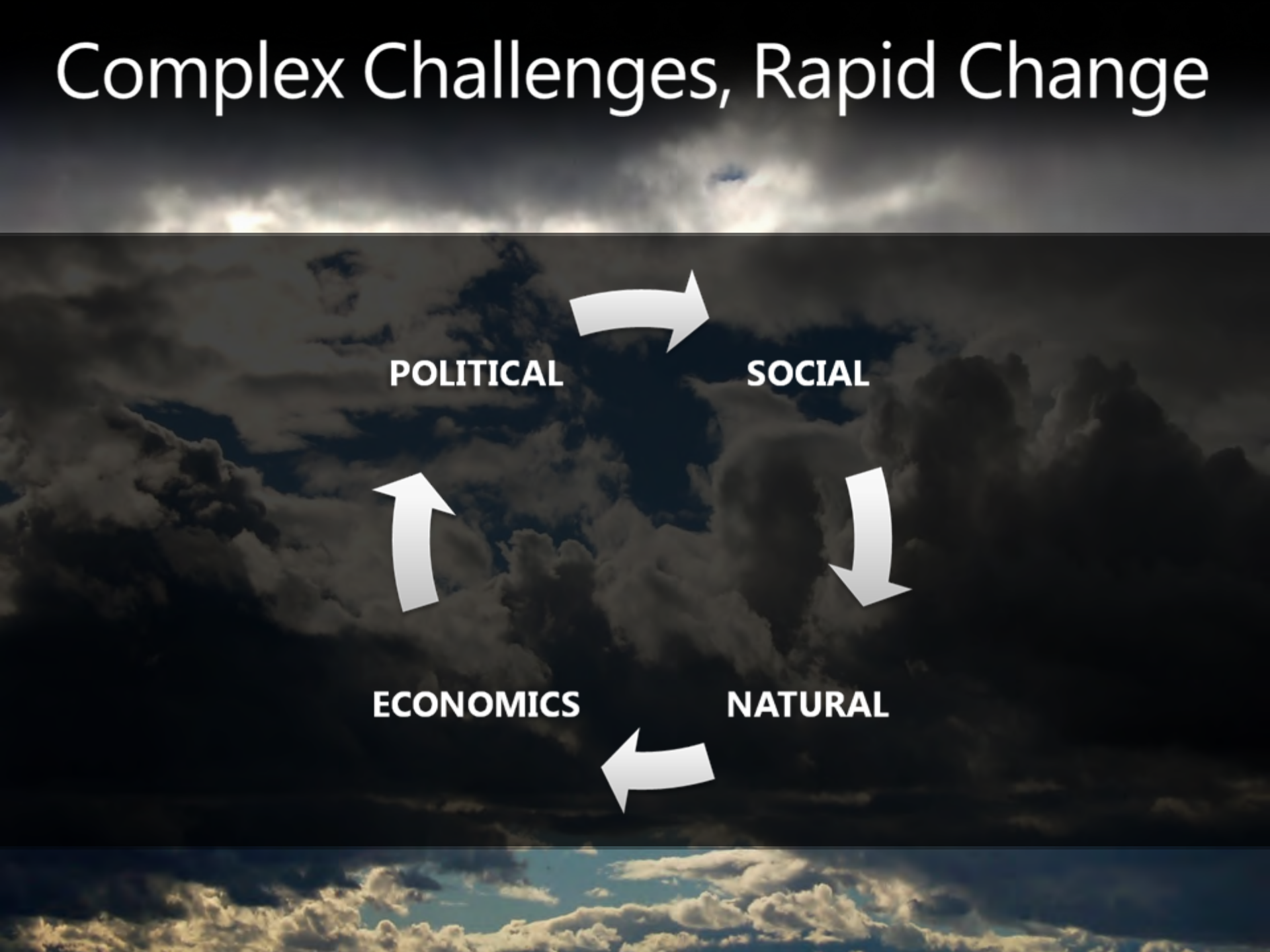
Government	Health	Education	Public Safety & Defense

Solutions for the Needs of Public Sector

Holistic and Partnership-based Approach

Policy Goals First, Technology Second

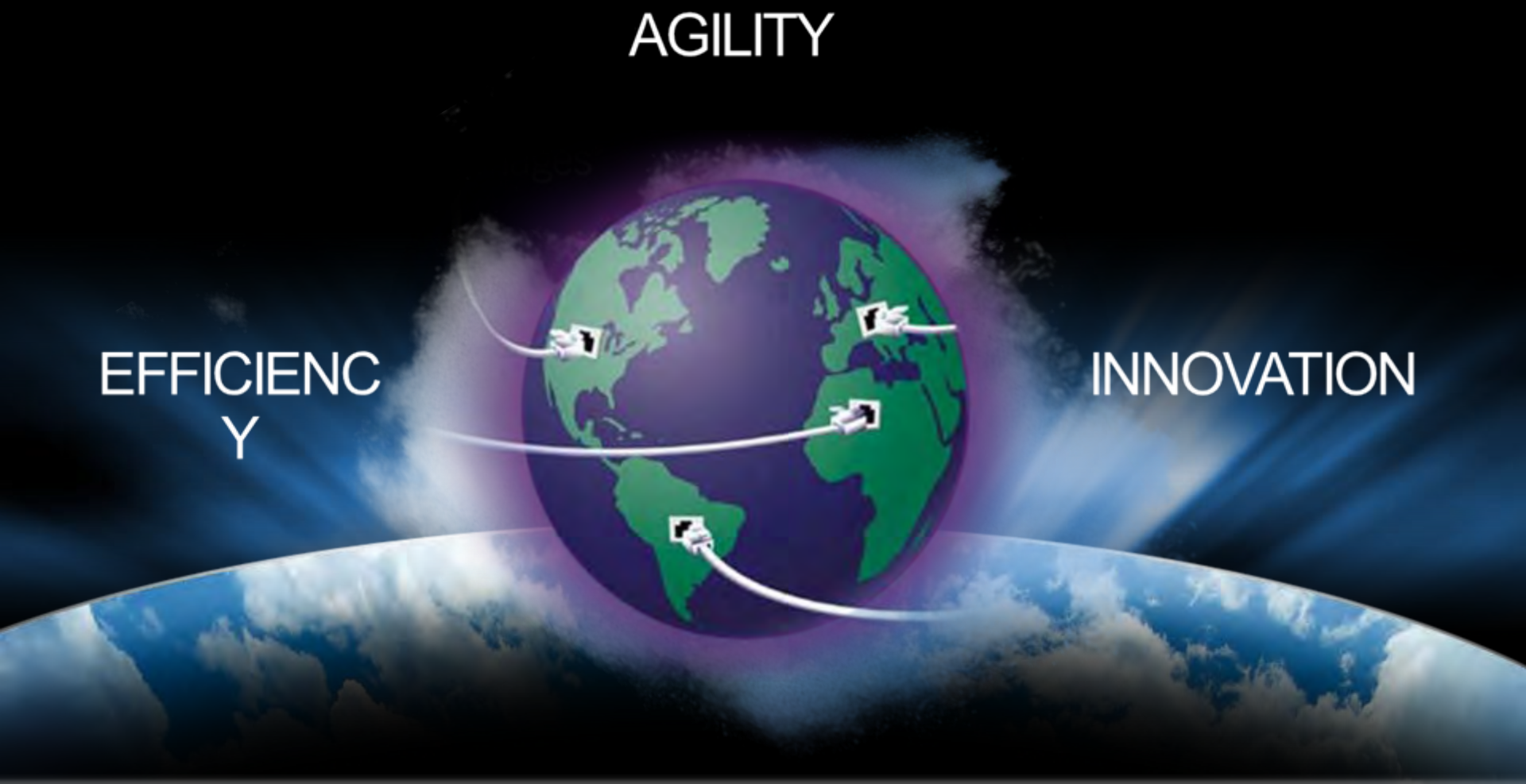
Complex Challenges, Rapid Change



The Cloud Continues the "Democratization" of IT

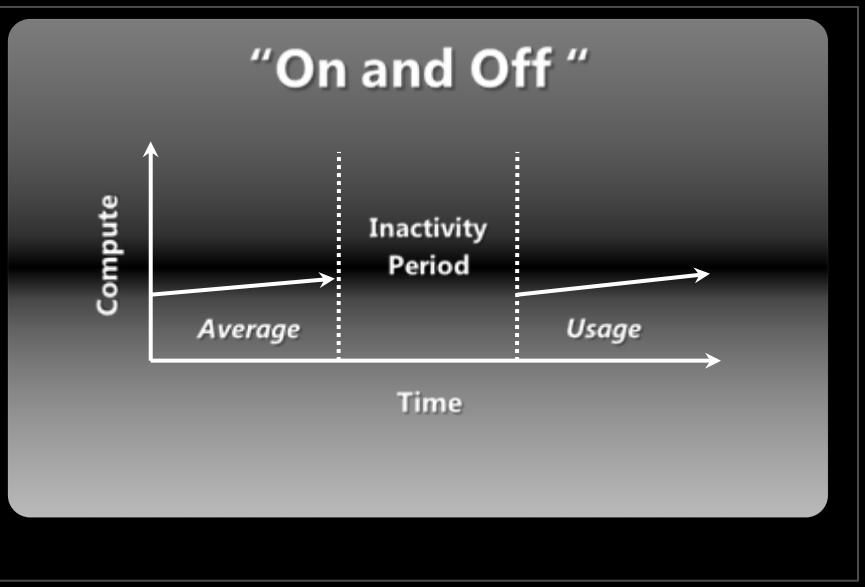
"A **PC** On **Every Desk**
And In **Every Home!**"

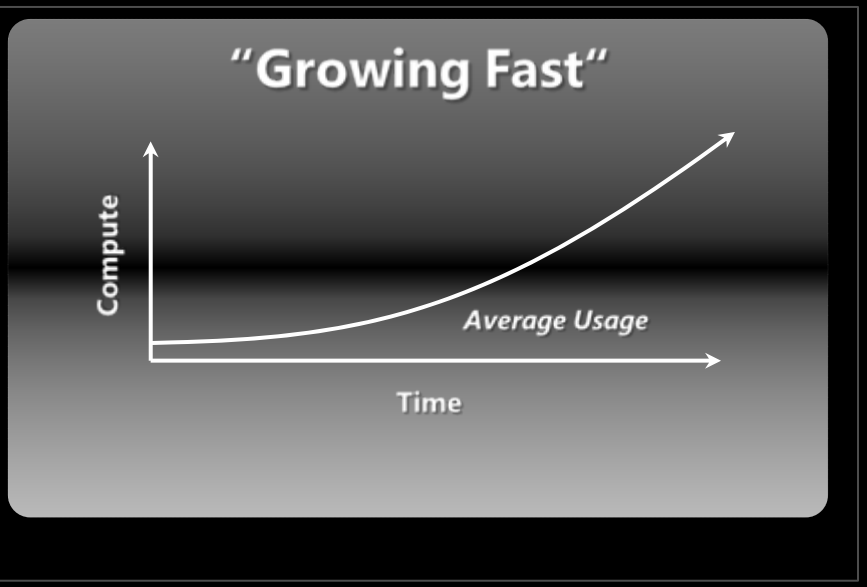
Changing the technical capacity of everyone

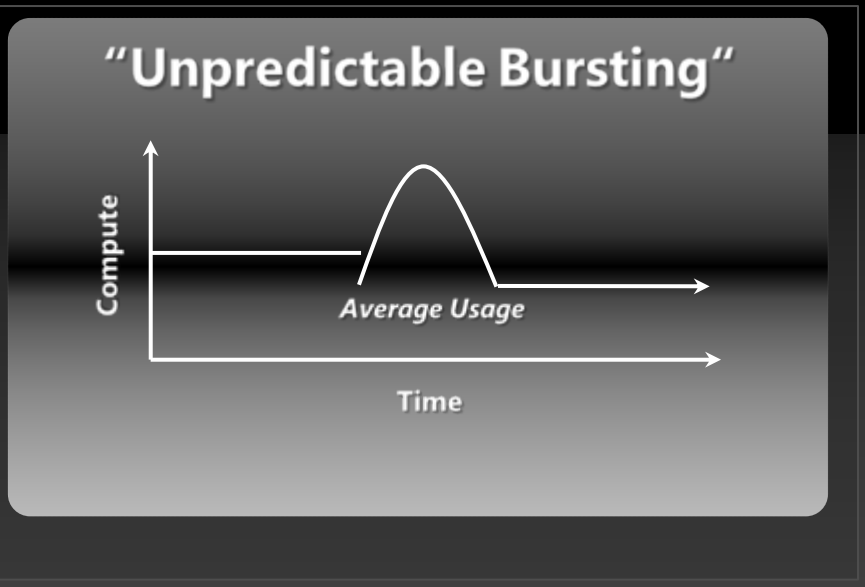


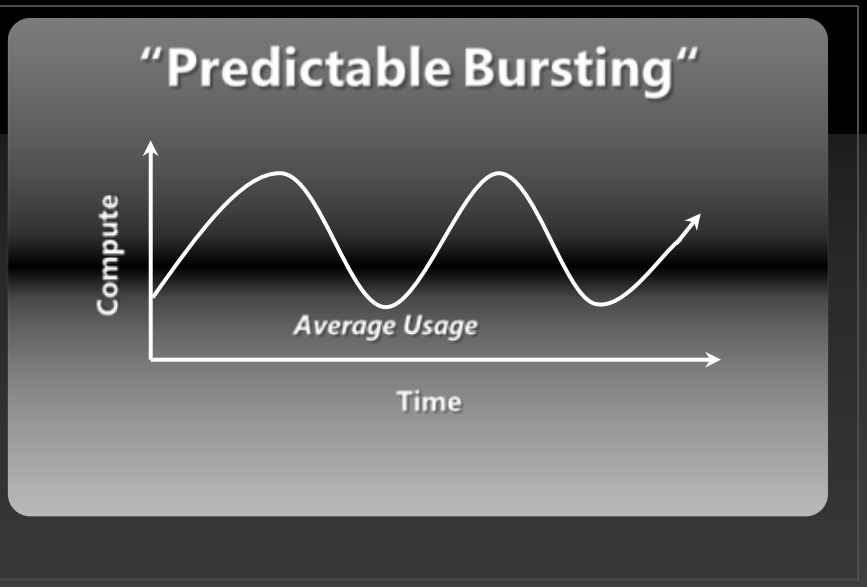
Public Cloud Private Cloud Community Cloud

Flexibility for Changing Needs



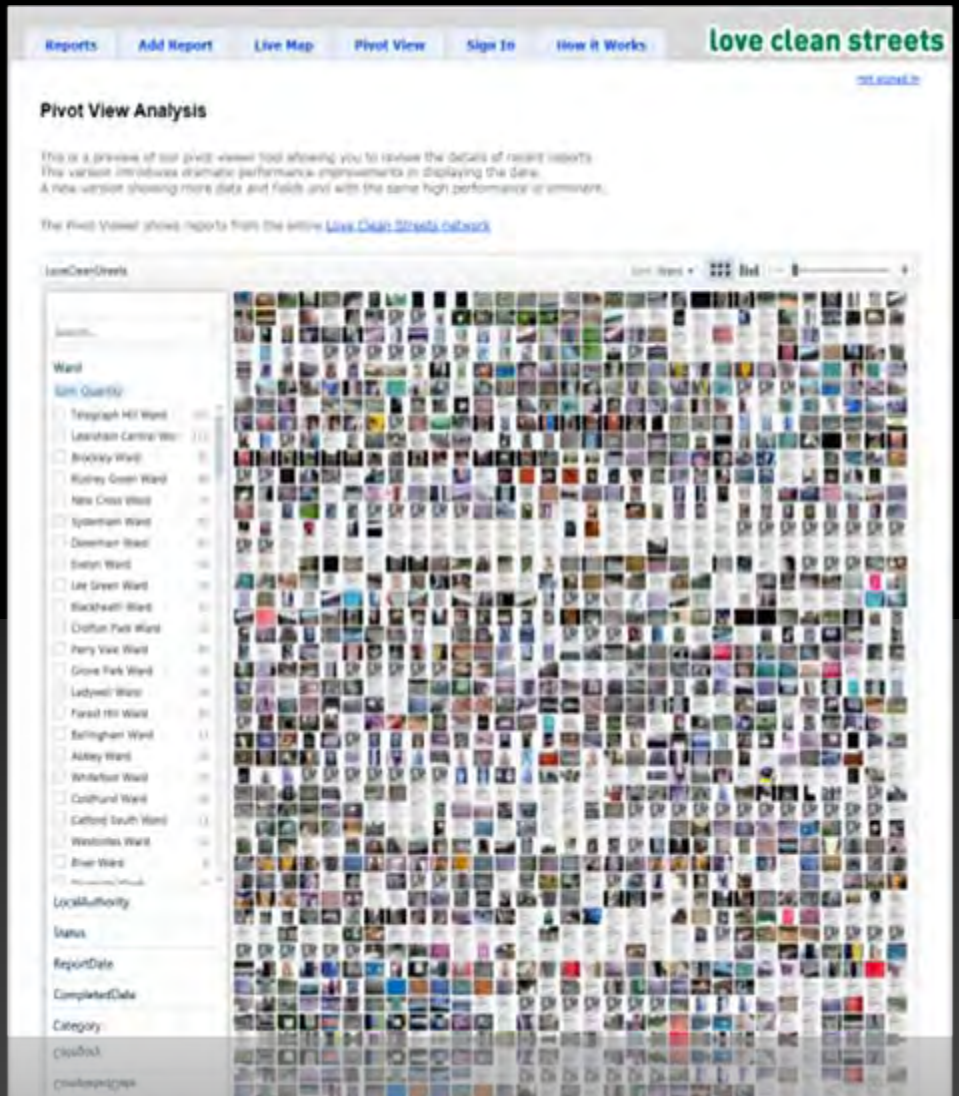


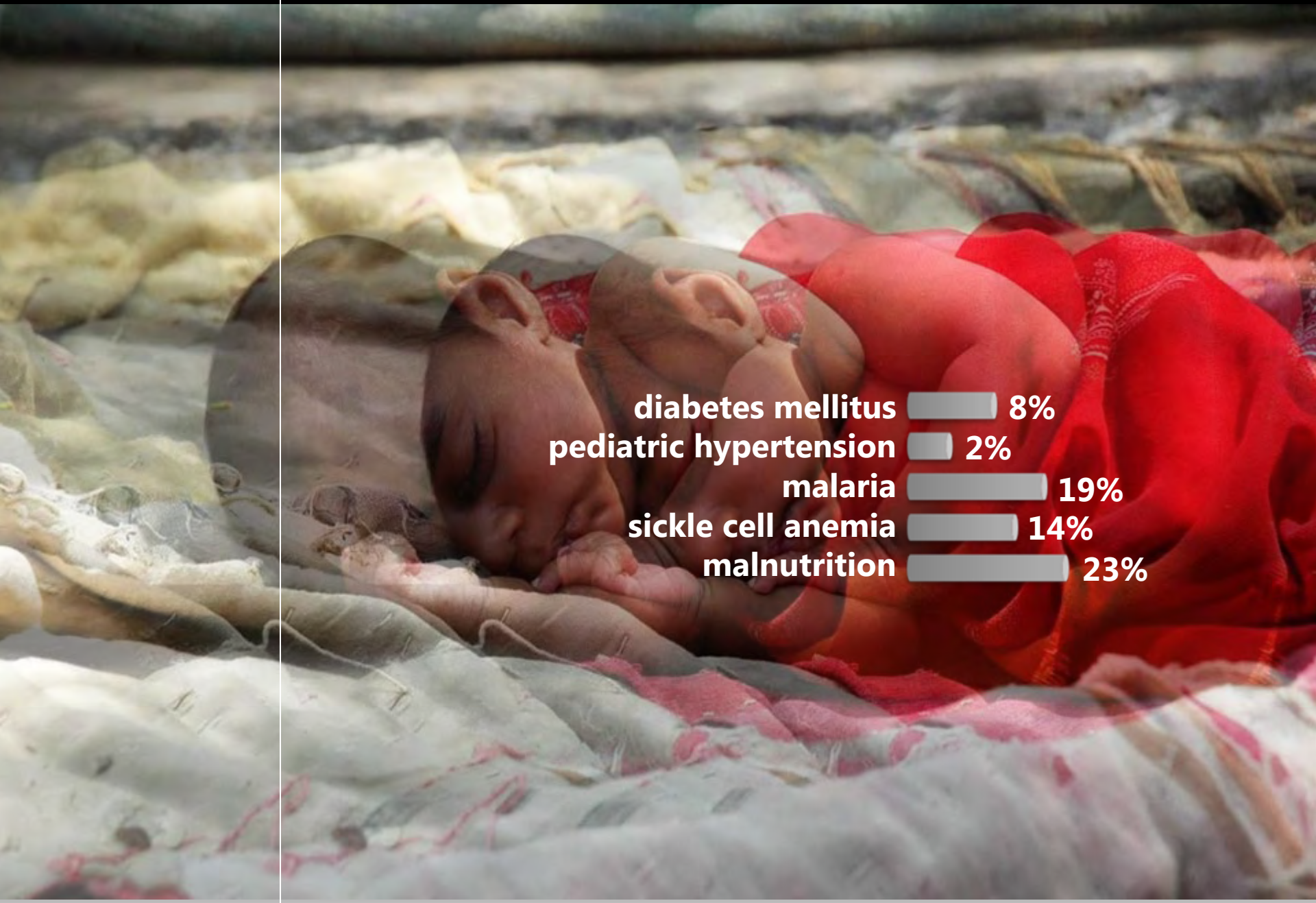




LoveCleanStreets

Lewisham
love clean streets




diabetes mellitus 8%
pediatric hypertension 2%
malaria 19%
sickle cell anemia 14%
malnutrition 23%

lifelens

cell detect

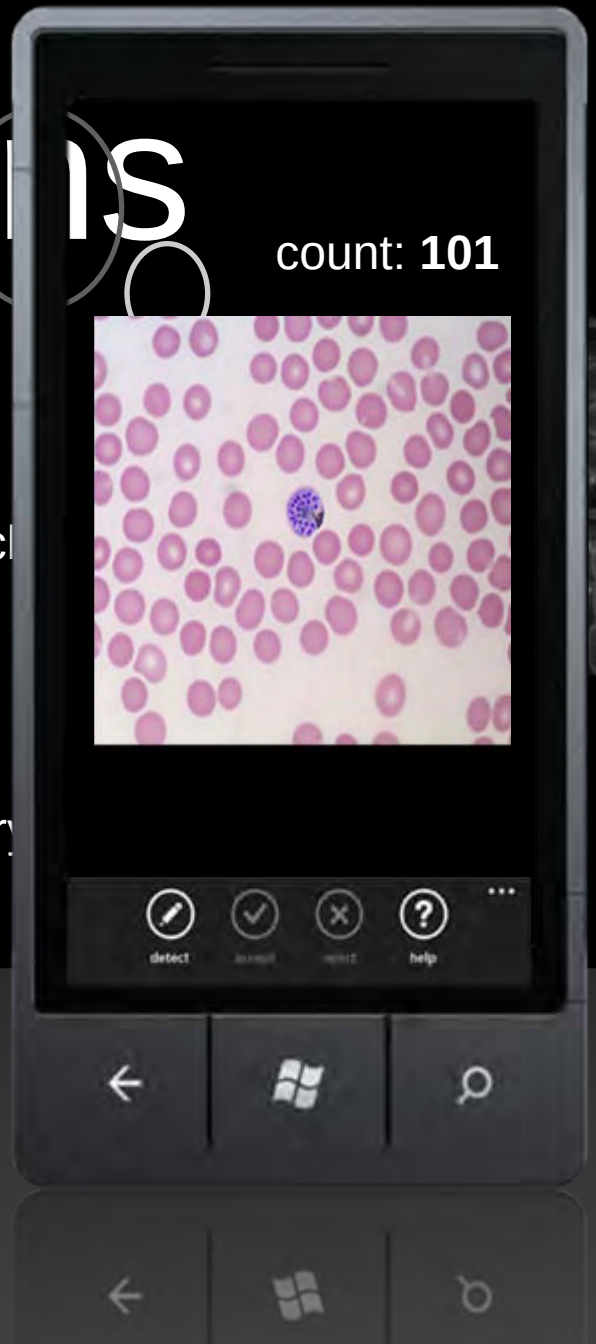
analysis

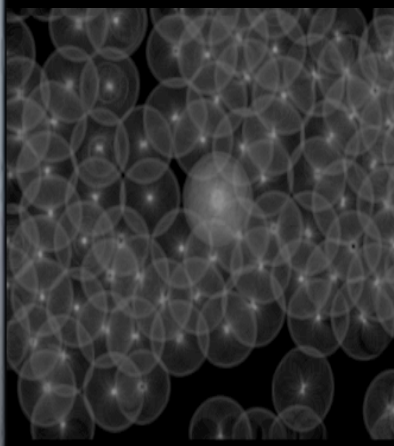
patient search

consult

locate

browse library





lifelens

XBOX 360
Global
TORONTO

The Central Challenge for Governments

Finding a way to **DO MORE** ...

1980

13.5 million containe units transported an

Now

140 million containe transported an

Source: The Economist

... **WITH LESS**

It can't go on

Government* spending, % of GDP

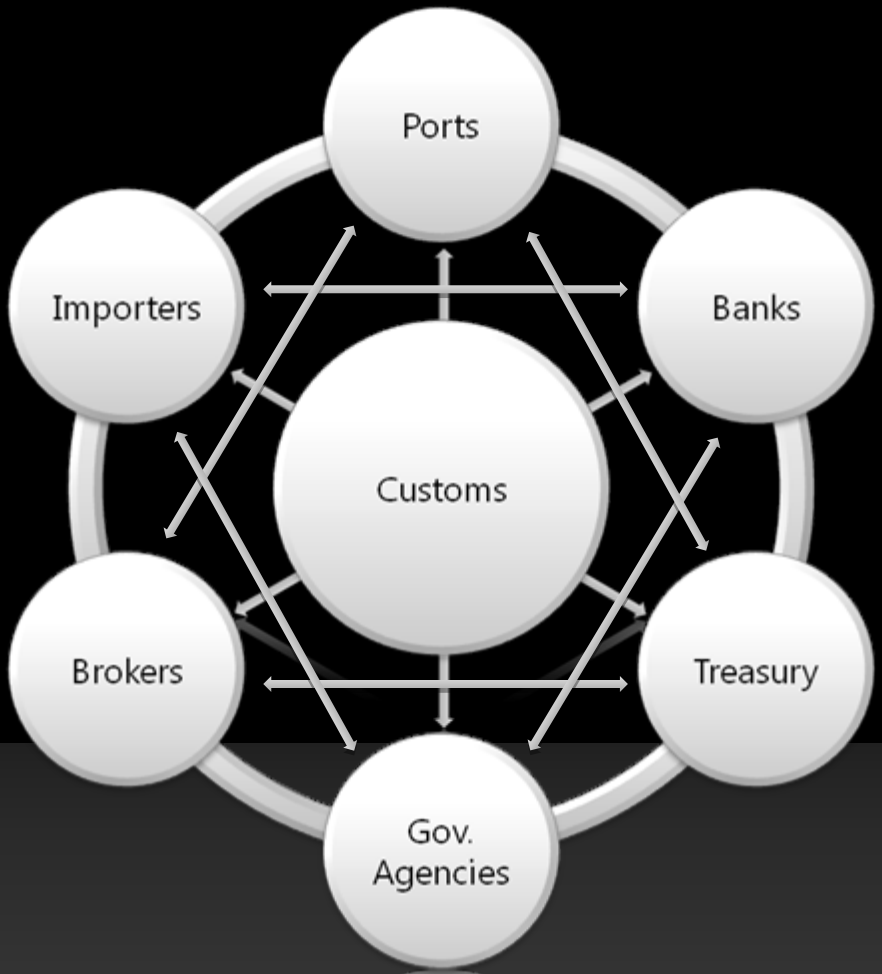
The Economist

	1870	1913	1920	1937	1960	1980	1990	2000	2005	2009
Austria	10.5	17.0	14.7	20.6	35.7	48.1	38.6	52.1	50.2	52.3
Belgium	*na*	13.8	22.1	21.8	30.3	58.6	54.8	49.1	52.0	54.0
Britain	9.4	12.7	26.2	30.0	32.2	43.0	39.9	36.6	40.6	47.2
Canada	*na*	*na*	16.7	25.0	28.6	38.8	46.0	40.6	39.2	43.8
France	12.6	17.0	27.6	29.0	34.6	46.1	49.8	51.6	53.4	56.0
Germany	10.0	14.8	25.0	34.1	32.4	47.9	45.1	45.1	46.8	47.6
Italy	13.7	17.1	30.1	31.1	30.1	42.1	53.4	46.2	48.2	51.9
Japan	8.8	8.3	14.8	25.4	17.5	32.0	31.3	37.3	34.2	39.7
Netherlands	9.1	9.0	13.5	19.0	33.7	55.8	54.1	44.2	44.8	50.0
Spain	*na*	11.0	8.3	13.2	18.8	32.2	42.0	39.1	38.4	45.8
Sweden	5.7	10.4	10.9	16.5	31.0	60.1	59.1	52.7	51.8	52.7
Switzerland	16.5	14.0	17.0	24.1	17.2	32.8	33.5	33.7	37.3	36.7
United States	7.3	7.5	12.1	19.7	27.0	31.4	33.3	32.8	36.1	42.2
Average	**10.4**	**12.7**	**18.4**	**23.8**	**28.4**	**43.8**	**44.7**	**43.2**	**44.1**	**47.7**

Sources: Vito Tanzi and Ludger Schuknecht; IMF; OECD

*1870-1937 central government, 1960-2009 general government

The Customs Challenge



Working Together on Customs

Standards Bodies

- UN/CEFACT
- WCO
- EU

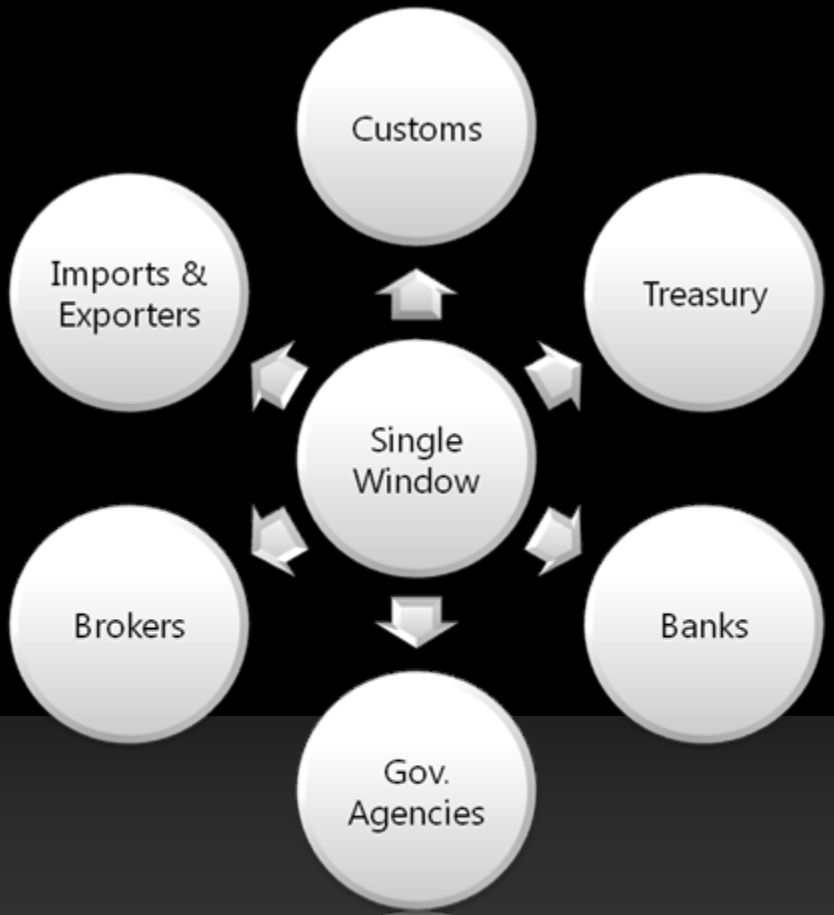
Donor & funding Organizations

- WBT
- USAID
- IADB
- GTZ
- EU
- EIB
- African Development Bank
- Asian Development Bank
- USTDA
- JICA
- UNDP

Regional Organizations

- Asean
- Comesa
- Ecowas
- EU
- SACU

How can technology help?



A Vision for Customs Technology

Where we are now

Where we want to be

- **Phase 1:** Capture Information Electronically & Process
- **Phase 2:** Declare & Collaborate Information with Customs
- **Phase 3:** Connect All Stakeholders

Customs & Information Technology

A holistic view

UN/CEFACT Buy Ship pay model at core of system

Buy → Ship/Deliver → Pay

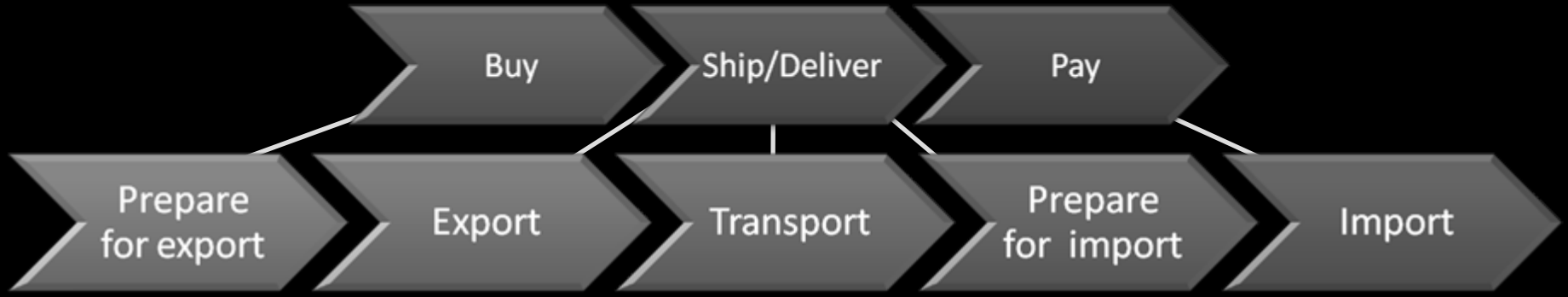
Prepare for export → Export → Transport → Prepare for import → Import

Commercial Procedures	Transport Procedures	Regulatory Procedures	Financial Procedures
• Crown Agents	• Aquasoft	• Crown Agents	• BIM
• Descartes	• BIM	• ICS - MicroClear	• Gainde 2000
• Gainde 2000	• Cotecna	• Gainde 2000	• GetGroup
• GetGroup	• Greenline Systems	• Porthus	• ICS - MicroClear
• ICS - MicroClear	• Gainde 2000	• Aquasoft	
• Primus	• GetGoup	• Tradefacilitate	
• Tradefacilitate	• Soget	• Greenline Systems	
		• GetGoup	
		• BIMV	
		• Primus	

Customs & Information Technology

Partner Solutions

UN/CEFACT Buy Ship pay model at core of system



Commercial Procedures

- Crown Agents
- Descartes
- Gainde 2000
- GetGroup
- ICS - MicroClear
- Primus
- Tradefacilitate

Transport Procedures

- Aquasoft
- BIM
- Cotecna
- Greenline Systems
- Gainde 2000
- GetGoup
- Soget

Regulatory Procedures

- Crown Agents
- ICS - MicroClear
- Gainde 2000
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- Tradefacilitate
- Greenline Systems
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Financial Procedures

- BIM
- Gainde 2000
- GetGroup
- ICS - MicroClear

Trans Kalahari Corridor

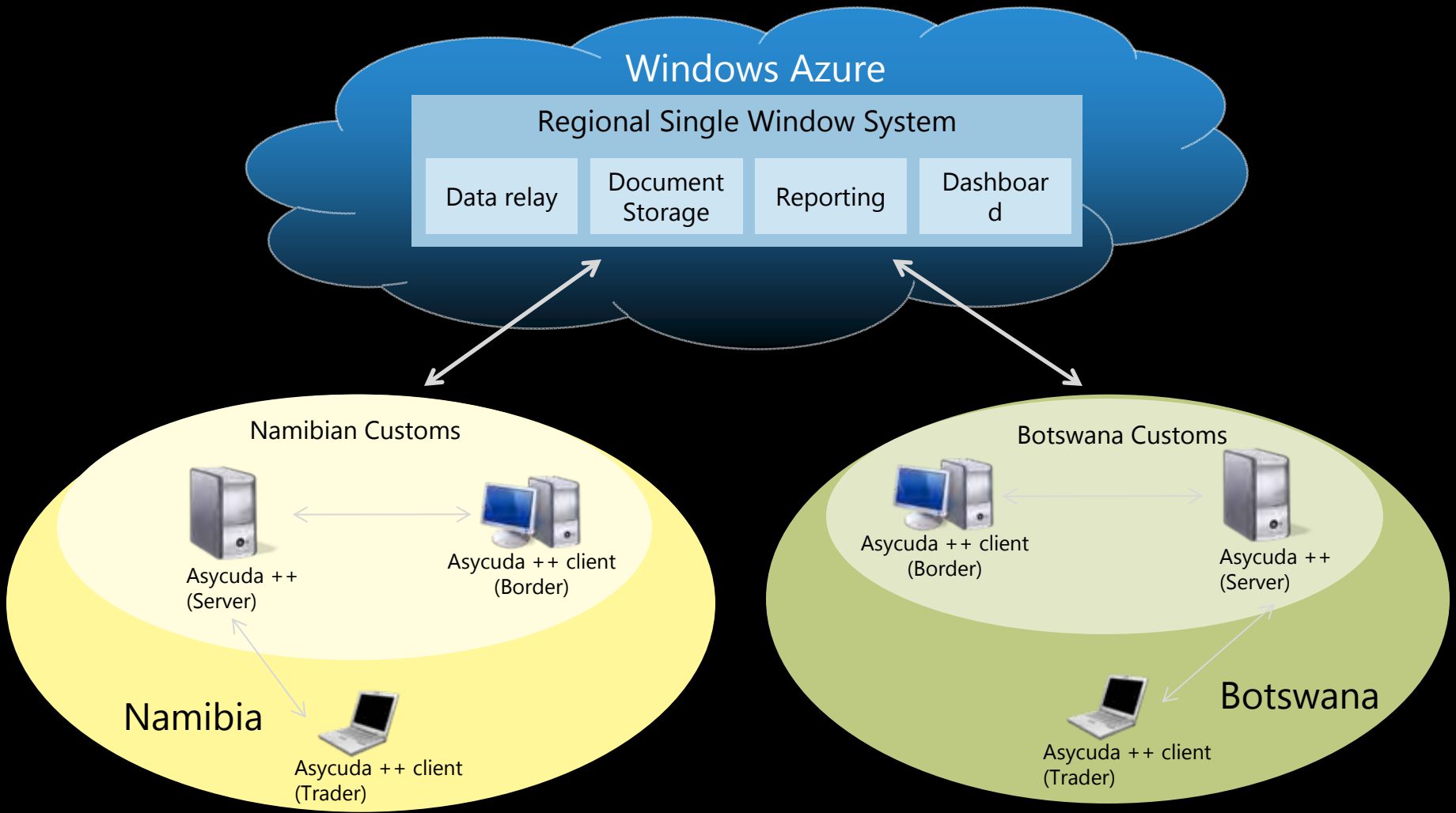
Bevan Simataa
Government of Namibia

Ranga Munyaradzi
Southern African Trade Hub

Trans Kalahari Corridor

USAID FROM THE AMERICAN PEOPLE | SOUTHERN AFRICA

Customs Connectivity



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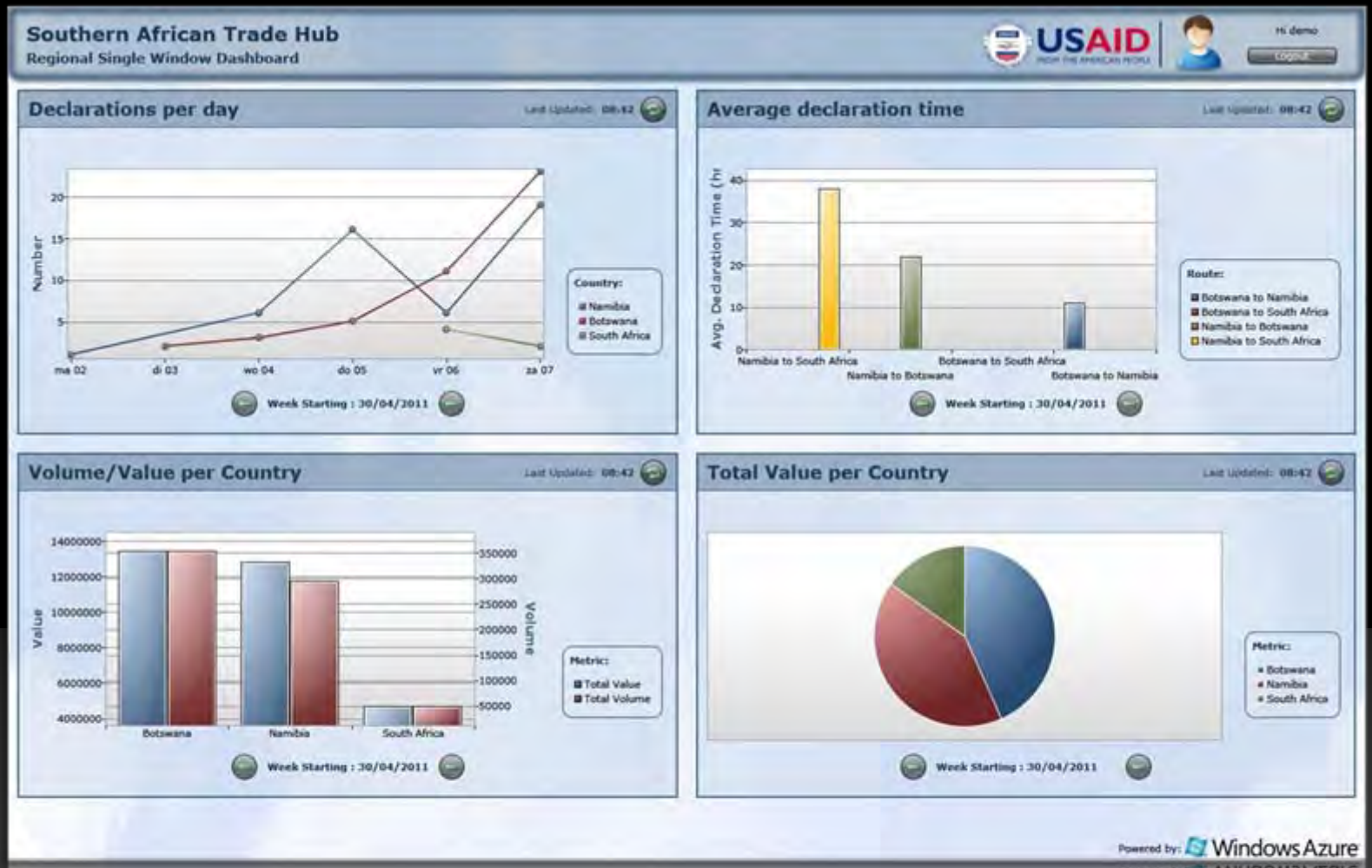
SATH - Regional Single Window



Our Goal Is To Be a Strategic Partner on Your Path to Customs Transformation

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