

## 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.

## Border ICT Solutions Mapping Tool

[Tool Overview](#)

Functionality Filter	Solutions																																																														
<p>1 Use the filters below to only show the solutions which match your requirements.</p> <p><a href="#">Reset Filter</a></p> <ul style="list-style-type: none"><li><input type="checkbox"/> Information Management</li><li><input type="checkbox"/> Pre-Import</li><li><input type="checkbox"/> Declarations, clearance and inspection</li><li><input type="checkbox"/> Risk Management</li><li><input type="checkbox"/> Authorized Economic Operator</li><li><input type="checkbox"/> Revenue</li><li><input type="checkbox"/> Transit</li><li><input type="checkbox"/> Enforcement</li><li><input type="checkbox"/> Declaration</li><li><input type="checkbox"/> Audit</li><li><input type="checkbox"/> Investigations</li><li><input type="checkbox"/> Appeals</li><li><input type="checkbox"/> Global Cooperation</li><li><input type="checkbox"/> Quality Management</li><li><input type="checkbox"/> Systems Support</li></ul> <p><a href="#">Download Excel table of data</a></p>	<p>2 Explore the solutions below to see the full range of features they offer.</p> <p>Check up to 4 solutions and click <a href="#">Compare</a></p> <p>↓</p> <table border="1"><thead><tr><th>Solution</th><th>Countries</th><th>Provider</th></tr></thead><tbody><tr><td><input type="checkbox"/> ASYCUDA World</td><td>Show</td><td><a href="#">UNCTAD</a></td></tr><tr><td><input type="checkbox"/> Scanning Solutions</td><td>Show</td><td><a href="#">SGS</a></td></tr><tr><td><input type="checkbox"/> TransitNet</td><td>Show</td><td><a href="#">SGS</a></td></tr><tr><td><input type="checkbox"/> Profiler</td><td>Show</td><td><a href="#">SGS</a></td></tr><tr><td><input type="checkbox"/> TRADENET</td><td>Show</td><td><a href="#">SGS</a></td></tr><tr><td><input type="checkbox"/> Advance Cargo Information</td><td>Show</td><td><a href="#">SGS</a></td></tr><tr><td><input type="checkbox"/> NetReveal</td><td>Show</td><td><a href="#">Detica</a></td></tr><tr><td><input type="checkbox"/> Arctic TARIFF</td><td>Show</td><td><a href="#">Arctic Group</a></td></tr><tr><td><input type="checkbox"/> Arctic FAST</td><td>Show</td><td><a href="#">Arctic Group</a></td></tr><tr><td><input type="checkbox"/> MicroClear</td><td>Show</td><td><a href="#">ICS</a></td></tr><tr><td><input type="checkbox"/> TRIPS</td><td>Show</td><td><a href="#">Crown Agents</a></td></tr><tr><td><input type="checkbox"/> e-biscus</td><td>Show</td><td><a href="#">Bull</a></td></tr><tr><td><input type="checkbox"/> HS Classifier &amp; HS Code Auditor</td><td>Show</td><td><a href="#">3CE</a></td></tr><tr><td><input type="checkbox"/> Trade World Manager Portal &amp; Universal Risk Management</td><td>Show</td><td><a href="#">Webb Fontaine</a></td></tr><tr><td><input type="checkbox"/> Government Executive Vision</td><td>Show</td><td><a href="#">Webb Fontaine</a></td></tr><tr><td><input type="checkbox"/> Trade XI</td><td>Show</td><td><a href="#">Gainde 2000</a></td></tr><tr><td><input type="checkbox"/> Single Window Orbus</td><td>Show</td><td><a href="#">Gainde 2000</a></td></tr><tr><td><input type="checkbox"/> Electronic Cargo Tracking</td><td>Show</td><td><a href="#">SGS</a></td></tr><tr><td><input type="checkbox"/> Customs TotalFlow</td><td>Show</td><td><a href="#">Blue Teal</a></td></tr></tbody></table>			Solution	Countries	Provider	<input type="checkbox"/> ASYCUDA World	Show	<a href="#">UNCTAD</a>	<input type="checkbox"/> Scanning Solutions	Show	<a href="#">SGS</a>	<input type="checkbox"/> TransitNet	Show	<a href="#">SGS</a>	<input type="checkbox"/> Profiler	Show	<a href="#">SGS</a>	<input type="checkbox"/> TRADENET	Show	<a href="#">SGS</a>	<input type="checkbox"/> Advance Cargo Information	Show	<a href="#">SGS</a>	<input type="checkbox"/> NetReveal	Show	<a href="#">Detica</a>	<input type="checkbox"/> Arctic TARIFF	Show	<a href="#">Arctic Group</a>	<input type="checkbox"/> Arctic FAST	Show	<a href="#">Arctic Group</a>	<input type="checkbox"/> MicroClear	Show	<a href="#">ICS</a>	<input type="checkbox"/> TRIPS	Show	<a href="#">Crown Agents</a>	<input type="checkbox"/> e-biscus	Show	<a href="#">Bull</a>	<input type="checkbox"/> HS Classifier & HS Code Auditor	Show	<a href="#">3CE</a>	<input type="checkbox"/> Trade World Manager Portal & Universal Risk Management	Show	<a href="#">Webb Fontaine</a>	<input type="checkbox"/> Government Executive Vision	Show	<a href="#">Webb Fontaine</a>	<input type="checkbox"/> Trade XI	Show	<a href="#">Gainde 2000</a>	<input type="checkbox"/> Single Window Orbus	Show	<a href="#">Gainde 2000</a>	<input type="checkbox"/> Electronic Cargo Tracking	Show	<a href="#">SGS</a>	<input type="checkbox"/> Customs TotalFlow	Show	<a href="#">Blue Teal</a>
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# Outcome 1 – Online Tool

**Functional and customizable mapping of solutions**

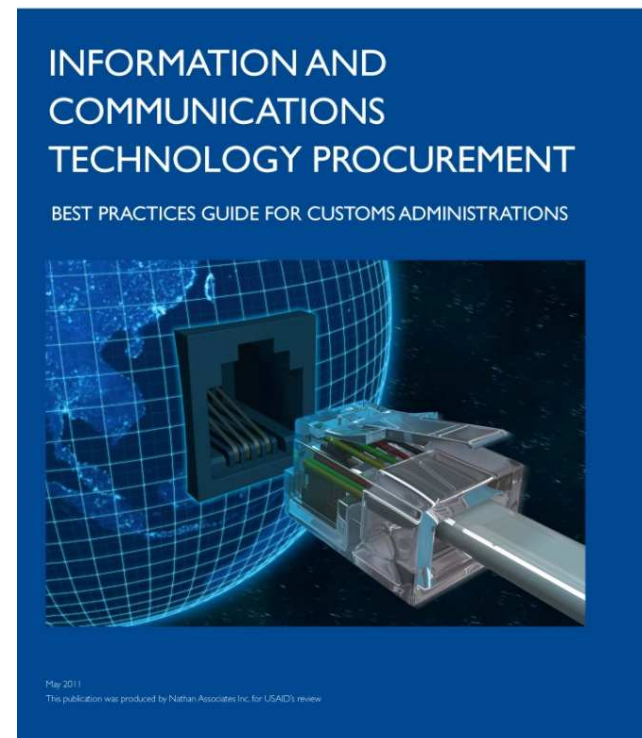
**List of solutions surveyed, ability to compare solutions by functions offered**

**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



***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](http://www.tcboostproject.com/resources/tools/border/survey_results.php)**