

cutting red tape

trade facilitate

increasing competitiveness

**The simple, low cost web-based solution
for international paper-free trade**

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Introduction

What we do

Provide a simple, low cost web-based solution for SME's end-to-end international paper-free trade that interfaces with customs requirements globally

Why we do it

Private sector must lead as Governments cannot provide paper free solutions to SME's

Benefits we provide

Increases SME competitiveness in a changed legislative world that increases Security, Transparency, Visibility and Customs Revenue

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SME realities in international trade in 2009 globally

- Must provide paper free quality Trade data in advance to EU USA customs to ensure approval to load or “do not send”
- Their goods will only move as fast as the quality of data presented
- They must realise US, EU, China WCO etc have a common goal of secure trade
- Their transport intermediaries may require AEO CTPAT
- Paper free declarations, single windows global interoperability and risk mitigation will increase competitiveness and secure trade
- Embrace WCO and UNECE/UNCEFACT

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Business Driver focus for SME

- Competitiveness



“The average international transaction involves 27 to 30 different parties, 40 documents, 200 data elements (30 of which are repeated at least 30 times) and the re-keying of 60-70% of data at least once.”

United Nations Conference on Trade and Development

- TF reduce documentation handling time, per participant, by 2 to 3 hours or €30 per consignment (TF)
 - Paper-free can reduce documentation cost by up to 70% (Sitpro)
 - 30-50% of all Customs Entries are misclassified (Auditor General Canada)
 - 62% considered “Major transactional Discrepancies” (US Customs Service FYI 2001 Trade Compliance report)

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Legislative Drivers empowering paperfree

After 400 years it is trade data before goods and legislatively backed by the US, EU, China, WCO

“For the first time, goods cannot flow any faster than the information that controls them. Put simply, if customs don’t know what it is, it can’t move.”

Tom Butterly,

Deputy Chief, Global Trade Solutions, UNECE

- Regulation (EEC) No 2454/93 (electronic submission)
 - Export Compliance: All EU traders exporting goods outside EU must do so paper free from 1 July 2009
 - Import Compliance: All EU member states must ensure paper free declarations in advance of loading by 1 Jan 2011, however not all waiting until then , Holland 1 July 2009 (onus now on the trader)

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EU Validation

- EU believe private sector must lead in low cost paper free solutions for SME's and funded 'Clearview' to validate Tradefacilitate . TF approved by EU Dec 15 2008 to deploy their SME solution commercially



EU eTen funded project initiating paper-free Cross Border Trade Facilitation

- Intra-EU across 5 member states.
- EU Cross border project activity Africa & Australia
- 18-month duration and involved Air/ sea consignments
- AEC Project managed 'Eureka' extended the scope of 'ClearView' to extra-EU trade e.g. Australia-EU wine paper-free

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Benefits validated in EU Australia project

- No more chasing paper
- Reduced overheads: no re-keying of the same data
- Cut out errors in compiling documentation
- Reduced delays in shipments arising from poor documentation and workflow
- Simplified import and export processes
- Real-time visibility of all trade, transport and finance data related to shipments
- Better accountability across the supply chain
- Rapid compliance with existing and emerging legislation such as AEO, CT-PAT, Pre-Arrival/Pre-Departure Control
- Low cost of entry and ownership through a web-based model
- Value-added services delivered seamlessly through solution partners, e.g. freight insurance premiums

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Affiliations

- Work actively with the EU, UNECE, WCO
 - At **UN/CEFACT** TF CEO Conor O’Riordan is (TBG2) chair for Digital Paper: Ian Watt Chair (TBG14) International Supply Chain Reference Model & HoD AU. Edmund Gray TBG 1 and UNCEFACT have sole remit in defining global standards for trading documentation and messaging).Eureka was an EU & UNeDocs verification implementation project.
 - TF provide commercially practical, market-driven solutions for the SME to trade paper-free in **EU, US, Australia, Africa**
 - TF are committed to knowledge transfer to UN/NExT APEC economies in Q4 2009

Partners

- **With Microsoft**
TF is an acknowledged E Trade solution partner
TF are an MS global Bizspark partner
TF ability to provide on-demand security and scalability will be delivered from MS Azure cloud computing platform in Q4 2009
- **CV Starr** will provide discounted online insurance quotes, fully integrated their online platform into the TF SAAS offering

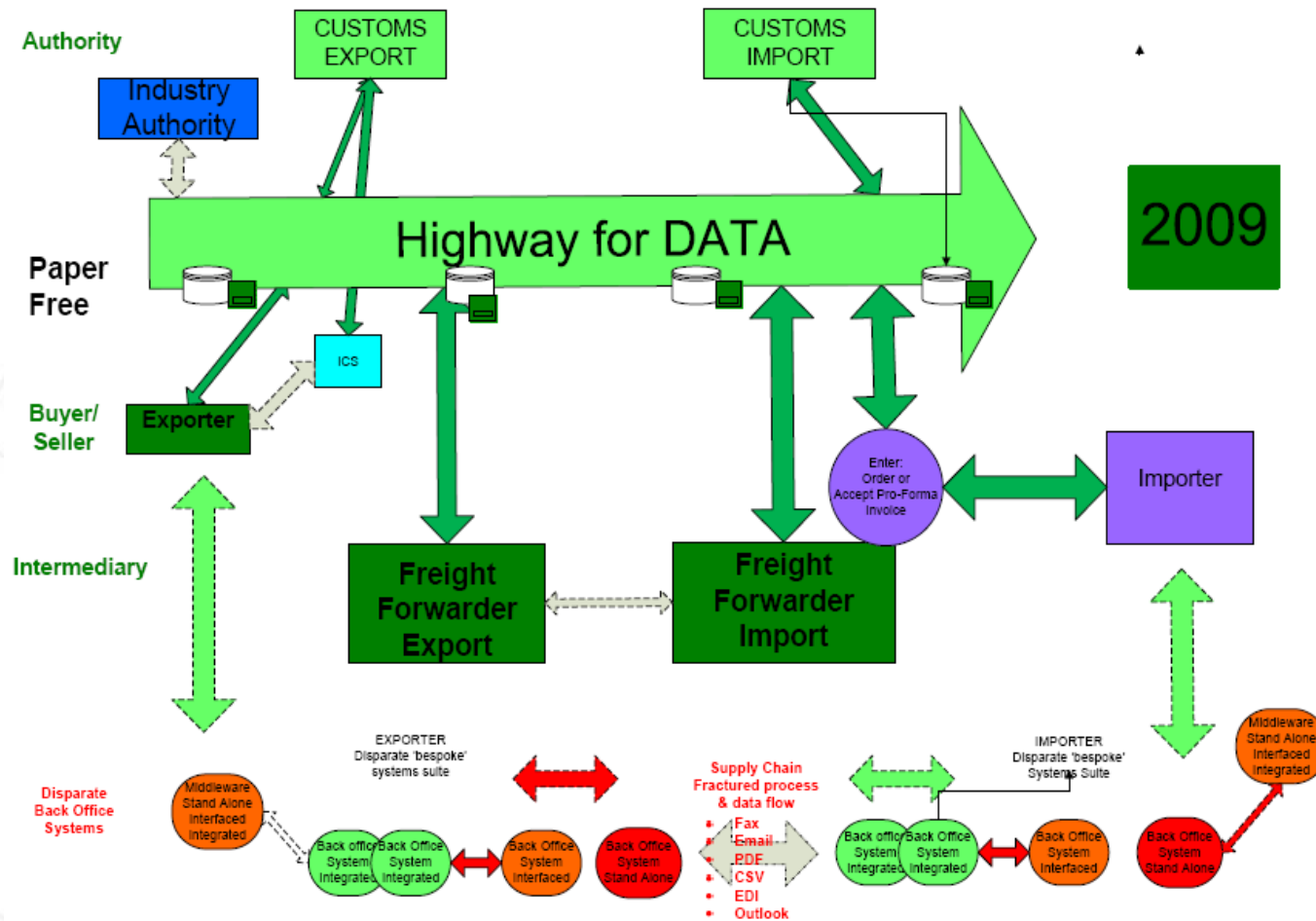


Product

- TradeFacilitate is an EU validated online trader system for SME buyers and sellers. It allows them, using only an invoice, to create and manage all their relevant trade, transport and customs activities.
- End-to-End: for exporters, importers, freight forwarders
- Integrated with external systems for automated processes, e.g.
 - customs clearance
 - insurance quotations
- Standards-based WCO , CEFACT
- Low cost SaaS solution

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EU SAAS model supports trade data in advance and paper free supply chain competitiveness in 2009

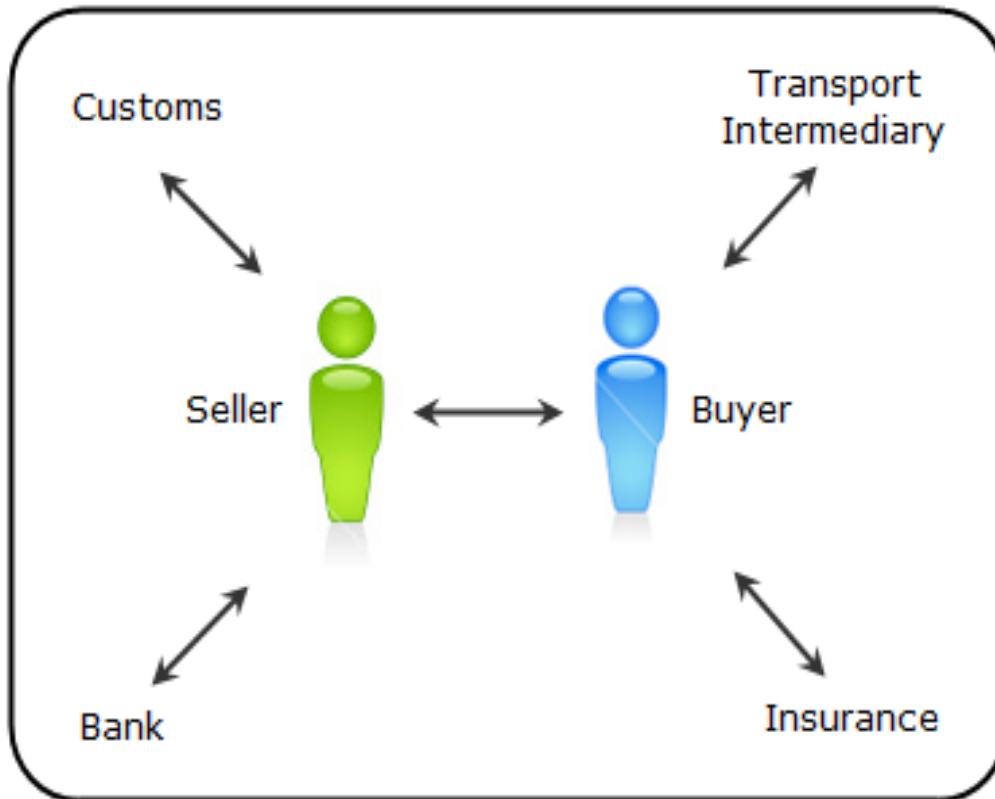


The SME who trades paper free from 2009

- Will save money
- Will save time
- Will increase their supply chain efficiency
- Will increase the accuracy of their trade, transport and customs data they present
- Will increase their supply chain predictability and transparency
- Have no software installation or maintenance costs
- Pay's on a per transaction pricing model
- Will be deploying standards based technology for B2B, B2G and G2G interoperability for digital trade.

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Paper-free Trade



Paper-free means:

Buyers and suppliers can produce documentation electronically, or in paper format

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Thank you

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