Drafting a National Trade Facilitation Roadmap
- The Structure of a Roadmap Document -

Xiamen, November 2019
2015: UNECE published the *Guide to drafting a National Trade Facilitation Roadmap*.

- Proposes «tailor-made» methodology.
- Based on the experience of many experts.
- Was successfully applied in Greece.
In the 2020 Greece ranking in *Trading across borders* has improved to place 34 (behind UK and before the Republic of Korea)

NB, China ranks place 56
Why do we need a Roadmap at all?!?

Trade facilitation is **not** rocket science

It’s about
- Objectives
- People and organizations
- Politics
- Legislation
- Technology
- Information technology
- Personal agendas
- TF Instruments
- Markets
- Expectations and fears,
- ...
So, what’s the problem?

It’s the combination of all: Software, Hardware, Wetware

- Interdisciplinary discipline: no one understands everything
- Many stakeholders ... seeing only THEIR problem
- People must change ➔ change management
- Voluntary changes: Buy-in is crucial
- Rapid evolution: technology, logistic, trade
- Uncertainty

Trade facilitation is 90% talking and 10% doing
What is a National Trade Facilitation Roadmap?

A Roadmap is a short, comprehensive document containing ..

- The vision that a trade facilitation reform will implement
- Describing the current situation and a to-be situation
- Defining goals and how to measure their implementation
- The actions to achieve these goals
- The indicators to measure the achievement of the goals
- The governance structure to implement the actions
- Resource and funding requirements
What are the benefits?

- Bringing all relevant stakeholders behind a common vision and activities
- Transforming issues into energy into solutions
- Support of Government agencies and champions
- Get support of donor agencies
- Integrated plan for the coming 3 to 5 years
- Basis for a workplan of NTTFCs
The Rationale:
Why is the reform necessary? Where do we stand, where do we want to go?

The Strategy:
What do we want to do and how we will do it?

Implementation of the Roadmap: Who will do what? When? And how much will it cost?

Conditions:
What are the risks and assumptions that need to be considered?
**Vision:** Were do we want to be in 5 years from now? What is our dream?

- Formulated in a statement
- Quantifiable
- What are the benefits for the country
- Linked to already agreed high level policy objectives

"By [date], [country] will rank among the Top XX countries of the world in [performance indicator]."

Note: A vision doesn’t include a description how to go there
Baseline and Vision statement

Baseline: If this is were we want to be then were are are now?

- A high level assessment of the current situation
- Relating to the vision
- Provides the background for the proposal of activities
- A detailed baseline analysis can be one of the proposed activities
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Goals and Activities

**Goals**: Define the outcomes that we want to achieve

**Goal versus Vision:**
- Vision statement is short and comprehensive
- Goals relate to the outcomes of activities that we will implement
- Goals are more detailed
- All goals will support the Vision statement

SMART Goals: Specific, Measurable, Attainable, Relevant,

“**Goal 1: To reduce transaction time by (percentage) by establishing paperless trade for exports by (date). Traders will be allowed to submit all documents requested for export electronically.**”
Goals and Activities (cont.)

Leverage
- Simplify legislation to facilitate exports
- Electronic procedures for Certificates, Licenses
- Automate releases following low risk assessments
- Reduce or eliminate fees for export by OGAs
- BPA for 2 Pilot Products

Strategic
- Develop National Single Window
- Develop Port Community System
- Pilot Customs Program & Roll-out

Effort
- High
  - Coordinated inspection between Customs & OGAs
  - Expand # of Traders on Simplified Procedures
  - Conduct BPA on selected products
  - E-payments for Customs/OGAs/Export fees

Effort
- Medium
  - Risk assessment for OGAs
  - Authorized Traders for Fruits/vegs
  - Trade repository/export facilitation portal

Effort
- Low
  - Simplify electronic issuance of Export Documents
  - Simplify electronic submission of supporting documents to Customs
  - Risk assessment for Exports

Time to Execute
- Short
- Medium
- Long
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Suggested Itineraries:

Suggested itineraries respond to a number of frequently asked questions (FAQs) for trade facilitation and, through roadmaps, explore specific contents in the Guide.

WTO Agreement on TF

WTO Members adopted a new Agreement on Trade Facilitation in December 2013. Read about the negotiations and how they led to the new Agreement and understand the key provisions of the new Agreement.

See more..

Setting up a National Trade Facilitation Body

This itinerary is not only a WTO requirement but also an effective means for better policy decision and implementation. A successful NTFB is a platform for dialogue and cooperation of all relevant stakeholders including from the private and public sector.

See more..

Developing a National Trade Facilitation Roadmap

This itinerary presents the components of a National Trade Facilitation (NTF) Roadmap and describes how such a document can be drafted in a country. It presents a tailor-made methodology and document structure and is based on lessons learned from trade facilitation (TF) experts around the world.

See more..

Identifying bottlenecks and opportunities

Learn how a business process analysis (BPA) can help locating problems and bottlenecks in the current conduct of the procedures and formalities for a cross-border trade transaction. Understand how to use and undertake a BPA.

See more..
Thank You

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UNECE Guide to drafting a national trade facilitation Roadmap
ECE/TRADE/420

TIFIG Guide on the Roadmap link