Business process analysis: export of dried apricot

Izmir-Turkey
1-3 July 2015
Tajikistan

GDP - $ 9.2 bln.
BPA in management practice in TJ

- BPA – new approach in facilitation of Reforms
- BPA has developed within SW (Functions of State bodies)
- Pilot BPA of products (UNECE consultants)
Based step for BPA

- UNNExT Guide on BPA used as recourse
BPA preparation

- Collect background information
- Preparation of the Questionnaire and Stakeholders selection
- Conduct interviews
- Consolidate data into diagram, time-procedure chart
Background information

- Non-Precious metals and products of it, 33%
- The vehicles, machinery and equipment, 20%
- Mineral products, 15%
- Textiles, 20%
- Plant products, 5%
- Other, 7%

46.12%
Stakeholder selection

Sugd region

96.5%

Dushanbe
Product selection:

- Raw dried apricots
- Processed products

Baltic countries

Germany

Czech Republic

Ukraine

Israel

Iran

UAE (Dubai)

RUSSIA (60%)

Kazakhstan
International supply chain model

- Buy
- Ship
- Pay
Scope of BPA of dried apricot

- BPA cover of export of dried apricot from TJ to Russia (till KZ border) using UZ and KG border
- BPA cover only TJ administrative procedures
- The BPA identified 11 involved parties as well as 13 core business processes
Core BP for dried apricot exports from TJ
International supply chain model

Buy
- Conduct negotiation and sign a contract
- Preparation of Invoices

Ship
- Arrange transportation, obtain certificates and customs clearance

Pay
- Reconciliation of the delivered goods with the packing list and waybill
Core business processes «Ship»

2.1 Arrange transportation

2.2 Obtain conformity certificate

2.3 Obtain epidemiological conclusion

2.4 Obtain certificate of origin

2.5 Obtain phyto-sanitary certificate

2.6 Customs clearance

2.7 Loading; 2.8 customs inspection

2.9 Delivery of goods and documents to the Importer
Core BP «Ship» - arrange transportation

- repeated reference
- no clear pricing of services
Core business processes «Ship» - SPS certificate

SPS certificate
- a simple process
- unofficial payment
- lack of testing
Documents requirements

Customs declaration
1. Sale contract
2. Invoice
3. Certificate of origin
4. Certificate of conformity
5. SPS certificate
6. Sanitary-Epidemiological Conclusion
7. Transport documents (CMR, TIR)
8. Packing list (for exporter)
9. Testing reports (for exporter), but it most case Importer make own test

The total number of DOC can reach up to 21, including copies of documents submitted to the various State agencies (11 copies)
Time process chart

Export from TJ to KZ takes on average 7 to 10 days.

1. Buy: Contracting
2. Ship: Arrange transportation
3. Ship: Obtaining conformity certificate
4. Ship: Obtaining certificate of origin
5. Ship: Obtaining phyto-sanitary certificate
6. Ship: Obtaining Sanitary conclusion
7. Ship: Issuing Customs declaration
8. Ship: Loading
9. Ship: Inspection (customs search) and and customs clearance
10. Ship: Delivery
Challenges for improvement

- Farmer and Exporter need more KNOWLEDGE of export processes and TOOLS for managing their SC.
- Lack of operation manuals on day-to-day implementation of trade-related regulations in relevant State agencies.
- Lack of TESTING and INSPECTION facilities.
- LAND reforms not fully completed.
Thanks!