Micro-, Small- and Medium-sized Enterprises (MSMEs) account, on average, for 95 percent of all firms in a country.

163 million Micro, Small and Medium Enterprises

MSMEs have better local knowledge

Often MSMEs are innovators but have scale and cost limitation

More than 500 million people employed

Micro and small enterprises engage rarely in international trade – 10-15% in OECD countries
International Trade Barriers faced by MSMEs

Barriers to MSME participation to global trade

- Lack of access to other quality business services essential for trade
- Difficulties in dealing with import and export regulations and procedures and lack of professional skills
- Lack of access to trade finance.
The Digital Revolution

logistics

data, technologies

big online connectivity

digital ICT-enabled tools e-services platforms
How do e-services impact MSMEs and their ability to access market or gain efficiency in international trade transactions?

- Legal and regulatory frameworks
  - exchange of data or authentication
- Human capital – skilled or not
- Role of governments – reactive or proactive
- Data and privacy
- Digital or physical infrastructure
- Application of Standards for exchanging information
E-services: Financing for MSMEs

Alternative platform-based financing


ITC SME Competitiveness Outlook 2018
Integrated Services for MSMEs in International Trade (ISMIT)

An integrated, end-to-end eCommerce trade services platform for MSMEs that want to trade across borders.

One type of Single Submission Portal for MSMEs in some situations.

Combines the competitive advantages of MSMEs as small players.

Provides the strength of the large enterprises (expertise of int’l trade, scale) by using eCommerce technology and electronic information exchange as an enabler.
ISMIT – Conceptual Framework
How ISMITs address the international trade barriers faced by MSMEs?

- Reduced business transaction costs for MSMEs
- More inclusive international e-commerce
- Better cash flow
- An established credit system for MSMEs
Single Window and Single Submission Portal

**NSW**

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Thank you

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