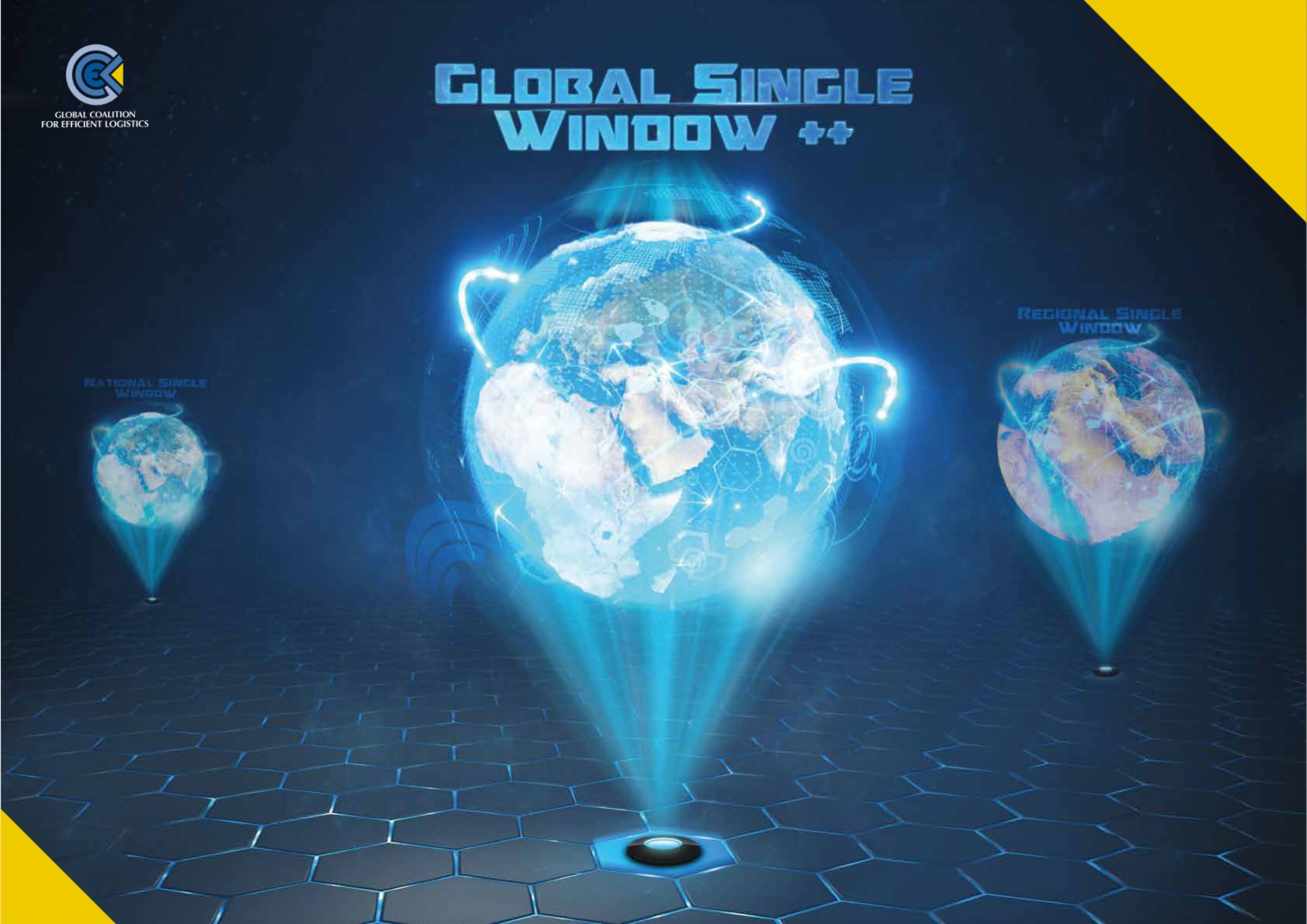
GLOBAL COALITION
FOR EFFICIENT LOGISTICS

# GLOBAL SINGLE WINDOW ++



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# UNITED NATIONS ECONOMIC COMMISSION FOR EUROPE & ECONOMIC AND SOCIAL COMMISSION FOR ASIA AND THE PACIFIC

"The efficiency of international trade transactions depends on the availability, quality, and reliability of information associated with the movement of goods and related services across the borders for international trade transactions. The growth of global trade, congestion of ports and airports and more stringent security requirements have amplified the need for trade information standards and technologies."

"A Single Window, if successfully implemented, makes a major contribution to the national capacity to export to the world's markets. The reliability and variability of its data processing systems is as important for the export performance of a country as the national transport sector."

Global experts believe that the Global Single Window ++ (GSW++) is natural and inevitable, and that it may emerge sometime in 2015. The GSW++ can be accelerated if there is a strong international agency assisting and motivating international trade to move along this path.

# WHAT IS THE SINGLE WINDOW (SW)?

"A facility that allows parties involved in trade and transport to lodge standardized information and documents with a single entry point to fulfill all import, export, and transit-related regulatory requirements. If information is electronic, then individual data elements should only be submitted once."

## How does it work?

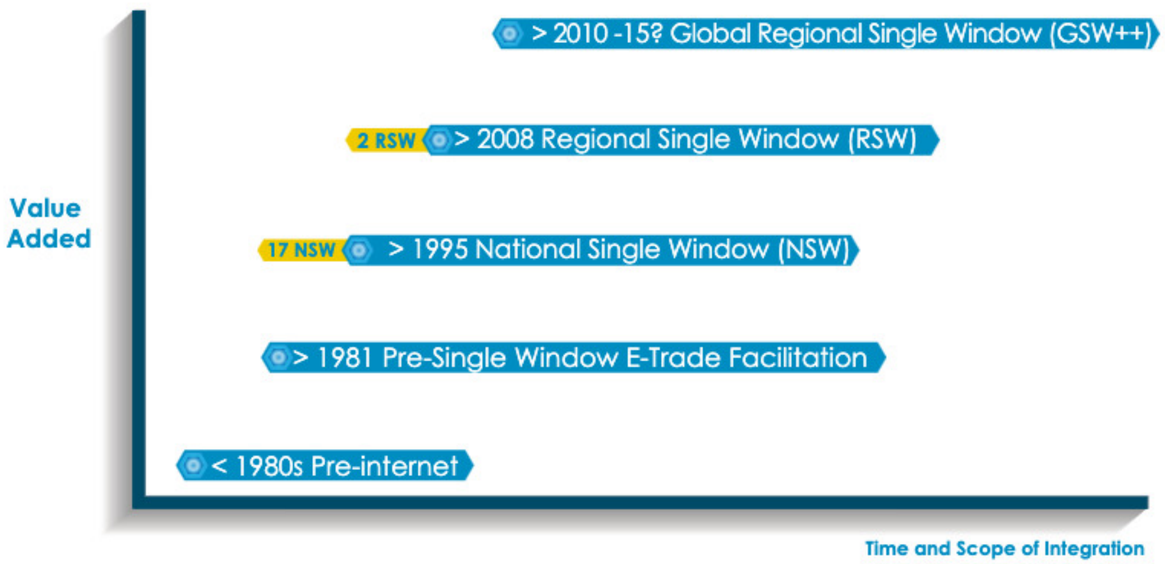
The United Nations Economic Commission for Europe (UNECE) and the World Customs Organization (WCO) have published general guidelines to assist in the implementation of National Single Window Initiatives to support more efficient international trade. Examples of objectives of single windows include:

- Create single point of submission for import and export documents
- Reduce cost and delays
- Faster clearance and release
- Provide governments with correct revenue yields
- Improved trade compliance
- Enable the use of sophisticated "risk management" for control and enforcement
- More effective and efficient deployment of resources

# Who Supports the SW?

The concept is recognized and promoted by several world organizations that are concerned with trade facilitation. Among these are: UNECE and its Centre for Trade Facilitation and Electronic Business (UN/CEFACT), WCO, SITPRO Limited of the United Kingdom and the Association of Southeast Asian Nations (ASEAN).

**Evolution of trade portals towards a GSW++**



# WHAT ARE THE MAIN FOUNDATIONS FOR **THE GLOBAL SINGLE WINDOW ++?**

**GSW++** will remedy the challenges facing the National Single Window (NSW) and the Regional Single Window (RSW), thus maximizing adoption and expediting deployment of the Single Window initiative. The GSW++ represents one of the main foundations for 21st century sustained economic growth.

Seldom in world history have there been so many people and nations looking for leadership in the midst of a global economic crisis. Consumers and investors worldwide are gripped by fear of tomorrow.

Recognizing the interdependency of the global economies and the need for a rapid, comprehensive solution, we must start with the **"WORLD COMMON DENOMINATOR"** one that bridges continents, countries and cities, the **GLOBAL LOGISTICS INDUSTRY (GLI).** We cannot underestimate the GLI. A secure and efficient GLI will boost our regional and global trade, stimulate our economies and quickly improve our daily lives.

Consider the paradigm shift in globalization delivered through the advent of shipping trade containerization. This GLI innovation fueled decades of economic development worldwide. The interdependent global economy of today demands an efficient and secure GLI as a vital requirement to re-energize worldwide commerce. Trade is a main key to sustained economic growth and the GSW is an important element to unleash 21st century trade efficiency and security.

The National and Regional Single Windows provide savings in terms of expediting the clearance of goods, thus reducing delays and improving trade compliance as well as revenue yields. However, some challenges do exist and must be addressed in order to achieve and maximize the original objectives.

**The main foundations for a successful GSW ++ include:**

- Optimal value proposition at no cost to the end user, ensuring rapid adoption
- Offsetting geopolitical and monopolistic concerns
- Delivering and sustaining GSW ++ by a trusted network

It is of paramount importance that the scope and structure of the GSW++ incorporate the commercial aspects of the trade industry. This will remedy the single window challenges; providing the tools to boost trade efficiency and security, unleashing an unprecedented value proposition to public and private end users worldwide at no cost - thus ensuring rapid global adoption.

According to global experts supported by the World Bank, there are seven elements in total by which logistics and trade efficiency are measured and optimized. While the National and Regional Single Windows address one of these elements, the GSW++ must contemplate the remaining six elements. In another words, in order for the GSW++ to be globally adopted and effectively deployed, it must contribute to trade facilitation beyond expediting goods clearance. The expansion of GSW++ scope and functionality will introduce a new dimension in global logistics.

# HOW CAN **GSW++** ENHANCE CURRENT SINGLE WINDOW INITIATIVES?

There are three main categories in which to optimize the GSW++ value proposition to the public and private sectors, including:

**I. New level of efficiency delivering the following:**

a. Tools and measurable mechanism to reduce the cost of trade and operations, thus
b. Expediting and enhancing the proposed benefits of the GSW++ promoted by UNECE, WTO, WCO, and
c. Expanding the GSW++ benefits based on World Bank Logistics Performance Index (LPI) standards

**II. Securing flow of commerce against cargo terrorism:**

a. Tools to meet international cargo security mandates with minimal efforts from end users, reducing compliance cost and thus increasing participation
b. Provide advance dynamic global cargo visibility validated by multiple parties, thus confirming source of origin, automatically flagging counterfeit products, and expediting advance clearance with proper customs duties
c. Protect international borders and flow of commerce through proven multi-layers of cargo security defense

**III. Zero cost to the end user:**

Today there are three main business models that are used for national, regional or global solutions, however none of these work in a Interdependent Process Environment (IPE) involving multiple parties.

**These business models include:**

Transactional Fee

i. If one of the parties fails to pay its transactional fee, it cannot use the system, resulting in a gap in the efficiency and security of the IPE.

ii. It is not equitable that the party who pays its fees must incur diminished efficiency, due to those parties in the IPE who do not pay their fees.

iii. Considering the number of transactions per shipment, shipments per IPE, and PPEs worldwide, it will require an army of accountants to properly monitor financial activities.

Subscription

The same concerns of (i & ii) apply.

User Seats

i. The cost of the system and the sales force required for a global solution can limit the global reach.
ii. The system maintenance and upgrades can be cost prohibitive, creating multiple versions within the same IPE, resulting in incompatibility between users.
iii. The users' systems network will require subscription fees, therefore the same above "Subscription" concerns apply.

IN ORDER FOR A GLOBAL SOLUTION TO BE RAPIDLY ADOPTED, INVOLVING MULTIPLE PARTIES IN PPE, IT MUST BE "FREE OF COST." A NEW BUSINESS MODEL IS A MUST IN ORDER TO ACHIEVE THE ABOVE AND SUSTAIN A TRULY GLOBAL SOLUTION.

The Global Logistics System (GLS) that represents the main element of the integrated Five Dimensional Digital Economy (I-5DDE) or Digital Economy Platform (DEP) will be provided free of cost to the end user through a revenue-sharing model within the World Logistics Council Network (WLCN). The WLCN consists of the world's most prominent Finance, Insurance and Technology firms, selected through an equal opportunity, transparent Request for License (RFL) process to become the Gateways to the DEP.

The Technology Gateways will provide access to the DEP free of cost to the end user in a non-intrusive, easy to use manner. The Finance and Insurance Gateways will provide their services more efficiently, at lower cost to the end user. For every $1 of revenue generated, about 10¢ will be shared under a public private partnership with the Technology Gateways in order to build, deploy, maintain and enhance the core system and provide the DEP free of cost to the end user in a non-intrusive, easy to use manner. The Finance and Insurance Gateways will provide their services more efficiently, at lower cost to the end user. For every $1 of revenue generated, about 10¢ will be shared under a public private partnership with the Technology Gateways in order to build, deploy, maintain and enhance the core system.

# HOW CAN WE OFFSET GEOPOLITICAL AND MONOPOLISTIC CONCERNS?

A global solution must offset geopolitical and monopolistic concerns through its organizational structure and the process by which it delivers the solution. The governance, planning and execution must involve capable public as well as private sector organizations selected through a transparent RFL process, providing equal opportunity to all. The 4 regions around the world must equally share the governance and the benefits of the global initiative.

# WHAT IS THE TRUSTED NETWORK THAT WILL DELIVER & SUSTAIN THE DIGITAL ECONOMY PLATFORM?

The main foundation required to deliver a tangible global solution for any national security industry (i.e. logistics, financial, insurance), is represented through the Global Structural Formula (GSF). This formula is of paramount importance in ensuring a sustainable global program being delivered and maintained efficiently by capable global organizations after being triggered by a non-profit organization, all in concert with government bodies. The GSF includes the participation of all forms of organizations, listed below, working in concert together capitalizing on each organization's capabilities and jurisdiction, thus introducing an independent global monitoring mechanism offsetting geopolitical and monopolistic concerns while at the same time ensuring rapid global deployment, providing benefits to all participants.

## GOVERNMENT ROLE

Governments are not business solution providers in the market place, but it is their responsibility to resolve problems facing their countries. To avoid anti-trust challenges, governments can partner with non-profit organizations that provide equal opportunity to all organizations capable of delivering the required global solution.

## PUBLIC PRIVATE PARTNERSHIP (PPP) ROLE (GCEL)

The PPP is an independent non-profit organization that brings together the public and private sectors whose combined efforts are required to resolve major global challenges for the common good. The PPP governing body should provide oversight and monitoring of the profit driven organizations to deliver the proposed benefits globally and rapidly in a non-monopolistic manner while offsetting geopolitical concerns.

## REVENUE SHARING ORGANIZATION (RSO) ROLE (WLC)

The RSO is a semi-governmental organization governed by a global board from around the world (Americas, Europe, MEA and Asia). The structure of the board must offset geopolitical and monopolistic concerns, while representing the interests of the regions on the RSO board. The RSO is founded based on two main objectives: (1) monitoring the performance of the Profit Driven Organizations – WLCN; (2) maintaining and enhancing the core system GLS to coincide with the needs of the public and private sectors. System enhancements are made in coordination with all Gateways, who are selected by the PPP. The RSO has no direct commercial involvement with the private market, since its operation is supported through a revenue sharing formula with the WLCN.

## PROFIT DRIVEN (PD) ROLE (WLCN)

The World Logistics Council Network (WLCN) is comprised of capable organizations selected by PPP through published guidelines and a transparent Request for License (RFL) Process. They will work together in a co-operative environment with a global governance structure that will monitor their efforts to build and deploy the required core system DEP / I-5DDE. These companies, with their market opportunity and profit driven motives, will ensure rapid global deployment, which benefits their customers in both developed and developing countries alike.

## PRIVATE SECTOR (END USER) NEEDS

These organizations seek to maximize their profitability through cost reduction and creation and expansion of markets, among other factors. These firms require a competitive multi-service provider environment that is provided by the renowned, capable and reliable profit driven organizations that they trust to deliver and maintain a 24/7 efficient service that helps sustain their business.

# WHICH OF THE PROFIT DRIVEN ORGANIZATIONS ARE READY TO DEPLOY THE DIGITAL ECONOMY PLATFORM (DEP) AND WHAT DOES IT LOOK LIKE?

Software technology companies have historically competed with each other by developing differentiated service capabilities to increase their customers' efficiencies, reduce their costs and assist them to gain greater market share. Due to the current economic crisis facing these companies, their customers and countries, these same technology companies have now agreed to step up collectively to the challenge and work together to deliver an unprecedented value proposition to the world through the DEP. The DEP architecture overview (following page) has been proven in practice and validated by the world's top 26 leading technology firms through a formal, exclusive relationship.

Today the size of the network that is ready to deploy the DEP includes the world's leading technology, financial and insurance institutions, servicing 60% of the world's GDP, in 156 countries with more than 25 NGOs.

SECURED INTERNET

Tech. gateway Americas — User Interface
Tech. gateway Europe — User Interface
Tech. gateway MEA — User Interface
Tech. gateway ASIA — User Interface

DEP
Business logic
Middle-Ware
Data Base (UDE)

156 Features Free of Cost
No Standardization Required

## GOVERNMENT USER INTERFACE (PROVEN IN PRACTICE)

- Cargo Security
- Disaster Recovery System
- Food Disease Outbreak Containment
- National Freight Visibility
- Global Single Window Capabilities



## SERVICE ORIENTED ARCHITECTURE FABRIC (SOAF)

Value Added Network (VAN)

OPEN PLATFORM NON-INTRUSIVE INTEGRATION "POINT-TO-WORLD"

Qualified Data System Integrators (QSI)

SOA — PLUGGED-IN — Vertical In House Systems E.G. IBM
SOA — PLUGGED-IN — Vertical In House Systems E.G. Oracle
SOA — PLUGGED-IN — Vertical In House Systems E.G. Microsoft
SOA — PLUGGED-IN — Vertical In House Systems E.G. SUN

Portal-In No In-House Vertical System

E1 Shipper
E2 Survey
E3 Loading
E4 Truck Transit
E5 Truck Transit
E6 Point of Entry
E7 Custom Insp
E8 UnLoading
E9 Survey
E10 Receiver

### ANCILLARY SERVICES

Insurance gateways
Financial gateways
GPS
RFID
Qualified Tracking Systsem Providers (TSP)
World Logistics Council Network "Gateways"

Remote IPACD Queries System (RIOS) Country Specific

Regional Single Window
National Single Window
Laptop
Workstation
Laptop
Workstation
No National Single Window

Open Integration Platform for Single Window

Present Single Window Scope

+

21st Century Public Requirement

+

Digital Economy Platform

=

Present Global Supply Chain=
(Multiple Systsems - Processes - Technology Providers for one Shipment)

**Global Single Window ++**

# THE FOLLOWING REPRESENTS SOME REPORTED SINGLE WINDOW CHALLENGES AND DIFFICULTIES AND HOW DEP WILL ASSIST:

### End users unwilling to pay for, or trust, such services/transactions

The DEP presents an unprecedented value proposition to end users. The DEP will provide the tools to reduce trade and operations cost and be delivered by the end user's trusted service providers at no cost, thus maximizing and simplifying participation in Single Window initiatives.

### Doubts concerning investment return on possibly expensive technology integration

GLS portal access and in house vertical system integration via trusted technology partners provides non-intrusive integration and does not require system re-development. From the other point of view, DEP's commercial aspects maximize the ROI of the end user, resulting in rapid adoption.

### Policy issues related to data protection, pricing, service, standards

The DEP has already gained global consensus from public and private sectors by addressing these issues:

**Data Protection**
*– Please consider page 14.*

**Pricing**
*– GLS is free of cost to the end user.*

**Service**
– The top technology, financial and insurance firms of the world working together 24/7 under the GCEL Global Structural Formula providing optimum service to end user.

**Standards**
– The DEP does not need to standardize logistics since it is based on true open platform technology. At the same time, the DEP will expedite and simplify the compliance with any country, industry or contract requirements and standards.

### Getting agreement of all stakeholders both Public and Private

The DEP provides an optimum value proposition to all - including Governments, Suppliers, Customers, 3PLs, Banks, and Insurance Companies - at no cost, thus advancing participation. The size and global reach of GCEL's members validates in practice the proposed value proposition.

### Lack of a globally accepted suite of integration technologies and standards

The DEP provides integration and data harmonization with minimal technology and does not require standardization.

### Changing the established business and States practices

The DEP does not require any changes in States with established businesses, but at the same time GCEL provides the data needed for the Single Window to achieve its proposed value proposition to the public and private sectors.

# ENHANCEMENT OF EXISTING TRADE FACILITATION & SINGLE WINDOW INITIATIVE OVERVIEW

### Establishing cooperation and commitment of various state authorities involved in import/export procedures

The DEP does not require procedure change by state authorities - rather it helps to maximize the outcome of currently adopted procedures, thus maximizing cooperation and commitment of public and private organizations involved in global trade.

### Modernizing the technologies currently used by the State and the private sector - in particular small and medium-sized enterprises

The DEP global deployment is based on minimal technology requirements, providing portal access to all, maximizing the efficiency level of every business' own operation, while at the same time meeting country and industry requirements.

| Attributes | Digital Economy Platform (DEP) | Initiatives | | | | |
|---|---|---|---|---|---|---|
| | | Asean & European Single Window | Pan Asian E-Commerce Alliance | AFACT | United Nations CEFACT | Automated System for Customs Data (ASYCUDA) |
| Non-Profit/Collaboration | Non-Profit | Collaboration | Collaboration | Non-Profit | Non-Profit | Non-Profit |
| Global/Regional/National | Global | Regional | Regional | Regional | Global | National |
| Delivery Model | Private Sector | Private Sector | Private Sector | Private Sector | NA | Non-Profit |
| Solution Providers | Multiple | Multiple | Multiple | Multiple | NA | Single |
| Cost to End Users | No | Yes | Yes | Yes | NA | No |
| Setup Cost | No | Yes | Yes | Yes | NA | Yes |
| Monthly Fee | No | Yes | Yes | Yes | NA | No |
| Transactional Fee | No | Yes | Yes | Yes | NA | No |
| Offset Geopolitical Concerns | Yes | No | No | No | No | Yes |
| Offset Monopolistic Concerns | Yes | No | No | No | No | No |
| Willing to Share Technology | Yes | No | No | No | Standards | Yes |
| Standardization Required | No | Yes | Yes | Yes | Yes | Yes |
| Shelf-to-Shelf Solution | Yes | No | No | No | NA | No |
| Features and Functionality | Full | Partial | Partial | Partial | NA | Partial |

# HOW CAN WE **ENSURE** ***RELIABILITY*** AND ***SECURITY*** OF DATA?

In order to answer this question properly, we must divide it into several questions and answer each one separately:

- 1. Where is the trade data presently, and is it shared?
- 2. Who will decide what trade data shall be shared and with whom?
- 3. Who will transfer the data and how?
- 4. What kind of monitoring mechanism is in place to provide a secure environment?
- 5. What kind of technology is being used to secure the trade data?

### 1. Where is the trade data presently, and is it shared?

Today the trade data is being shared with trading partners and with proper authorities that are involved in the flow of a shipment. However, the data is being shared passively and in a costly manner with a high level of redundancy and possibility of errors. Presently, multiple methods are being used to share trading data, starting from fax all the way to data system integration.

### 2. Who will decide what trade data shall be shared and with whom?

The trade data owner will decide what to share and with whom to share the data. Instead of sharing the trade data in a costly and complex manner, the DEP will allow trade data owners to share their data by simply "checking the box". This process will provide optimum control in a proactive and efficient manner, minimizing redundancy and costly errors.

### 3. Who will transfer the data and how?

There are two main ways to share the data once the data owner agrees to provide its data proactively rather than passively to its trading partners and to the authorities with whom it is dealing:

1) If the data owner is accessing the DEP via web portal (portal-in) through one of the twelve technology gateways of its choice, once the data owner decides to share its own data, the data will be automatically transferred through the DEP.
2) If the data owner is accessing the DEP through its in-house vertical system (plug-in), as soon as the data owner decides to share its own data, that data will be automatically transferred from the in house vertical system via the Technology Gateway of its choice or via a pre-qualified Data System Integrator to the DEP.

It is important to realize that the Technology Gateways are the most renowned technology companies in the world. They have been selling their in-house vertical systems for many years and collectively they have more than 60% of the world market share. For many years, their clients have requested that the Technology Gateways, as their trusted solution providers, provide them with point-to-world integration. This is necessary to replace the present fragmented point-to-point integration, thus improving the efficiency of their in-house vertical systems. In response to the market demand, the Technology Gateways have executed exclusive agreements with GCEL.

### 4. What kind of monitoring mechanism is in place to provide a secure environment?

Prior to answering this question, it is important to realize a fundamental fact: only a centralized system can boost the efficiency of our global trade, which is of paramount importance to our present and future economy. Consequently, centralized data is a natural outcome that must be properly maintained, governed and monitored.

Therefore, there are four main layers of a monitoring mechanism built, based on offsetting monopolistic and geopolitical concerns while at the same time ensuring maximum security in a transparent structure:

1) Technical - The top 28 technology, financial and insurance firms in the world will be selected by GCEL from 28 different countries through a transparent RFL process, with each becoming a Gateway to the DEP. All Gateways will work together under one flag called the World Logistics Council Network (WLCN). The twelve Technology Gateways will work hand in hand to enhance the most technically encrypted security access, firewalls and digital signature authentication to safeguard the globally redundant DEP database.
2) Governance - The twelve Technology Gateways will constitute the Technology Board of Directors of the World Logistics Council Development (WLCD). The WLCD will enhance and maintain the DEP for the benefit of the WLCN. A representative of a semi-government organization that is governed by 28 representatives from different countries will chair and run the daily operation of the WLCD. In other words, there will be approximately 48 countries involved, working collectively in a synchronized manner to run, enhance and govern the DEP database.
3) Monitoring Bodies – GCEL, as a public private non-profit organization, will monitor the performance of WLCD and WLCN.
4) Auditing Mechanism - A periodic auditing mechanism will be conducted and published by renowned firms. The audit will be technical and operational.

### 5. What kind of technology is being used to secure the trade data?

The most advanced physical and technical security systems in the world will be deployed and maintained by the best in class team.

# WHAT ARE THE **BENEFITS** TO THE **END USERS?**

## OVERALL - GLOBAL

- Reduce annual trade costs from 11% to 6%, saving about USD 1.3 trillion and up to 15% on operating costs
- Increase trade activities up to USD 1.2 Trillion, maximizing on the demographics and the strengths of world communities and economies
- Create a USD 6 Trillion new market opportunity to the global service industry (Finance, Insurance and Technology)
- Create and maintain millions of jobs in developed and developing countries
- Increase the buying power of Low and Mid Income countries, presenting major new market expansion
- Attract national and international investment to build the required physical infrastructure required to coincide with new market expansion

## PUBLIC BODIES - CARGO SECURITY

- Protect international borders and flow of commerce through multi-layers of cargo security defense while helping to meet international cargo security mandates by reducing the costs and efforts of cargo security compliance, thus increasing national and regional cargo security participation.
- Provide advanced dynamic global data visibility validated by multiple sources confirming goods' source of origin for proper customs duties, flagging counterfeit goods and expediting advance clearance for inbound, outbound and transit goods
- Deliver point-to-world integration that provides a customs-to-customs and customs-to-business interactive real-time data visibility

## PUBLIC BODIES - FOOD SAFETY

- Provide a global, efficient agricultural health surveillance system that will contain food disease outbreaks proactively, not reactively and offset any quality concerns
- Cut the cost of the agriculture industry regulatory compliance
- Provide multi-source data visibility and validation, for risk assessment and monitoring bodies to access and respond to crisis situations

## PUBLIC BODIES - DISASTER IMPACT READINESS

- Provide global real-time information on the availability of all materials needed for emergencies, allowing the global logistics industry to mobilize rapidly and deliver necessary disaster supplies in the fastest and most efficient manner
- Deliver an Emergency Transportation Flow Management System that directs and re-directs traffic as required and will reroute shipments during emergency situations, ensuring a sustained flow of commerce
- Provide tools to build a rapid emergency logistics pipeline, assigning specific logistics activities to the nearest LSPs and dynamically tracking and monitoring the LSPs' performance

## PUBLIC BODIES - CARBON FOOTPRINT

- Reduce fuel consumption by increasing capacity utilization throughout the logistics pipeline, particularly by increasing throughput at ports and border crossings
- Reduce carbon monoxide emissions by reducing multimodal freight congestion at high volume ports and other logistics points-of-entry

## PRIVATE SECTOR - CARRIERS

- Maximize capacity utilization and minimize the non-value-added costs between carriers and the market place, thus increasing profitability
- Reduce operational costs, enhance customer service and detect fraud claims through direct "point-to-world integration" in the global supply chain
- Provide the tools to organize and expand the private market

## PRIVATE SECTOR - SHIPPERS

- Reduce landed import and export costs by 30% and cut operation costs by up to 15%
- Provide the program for regional market expansion and the tools to reach new, distant markets
- Provide the tools to minimize supply chain non-value-added activities and dynamically monitor the performance of global service providers and trading partners
- Ease of access to integrated ancillary services such as finance, insurance and technology

## PRIVATE SECTOR - LOGISTICS SERVICE PROVIDERS

- Provide global market expansion at no cost
- Reduce operation costs and enhance customer service by removing requirements of "point-to-point integration" of EDI and other transmitted data, thus providing "point-to-world integration" that will result in higher efficiency and avoid redundancy of data entry (less keystrokes, minimizing errors)
- Non- intrusive integration and tools to meet shipment, country and industry requirements

## PRIVATE SECTOR - POINTS OF ENTRY

- Maximize capacity utilization of present logistics infrastructure and meet global cargo security requirements at no cost
- Reduce operational costs and enhance customer service through non -intrusive tools and "point-to-world integration" in the global supply chain
- Provide advanced and dynamic tools to manage private sector trade volume, both inbound and outbound, expediting documentation process

## SERVICE INDUSTRY - COMMERCIAL BANKS

- Provide seamless integration into dynamic global trade activities representing a USD 5 trillion market opportunity by 2025
- Enhance real time information with data validation and consistency improving credit and transaction risk analysis

## SERVICE INDUSTRY - DEVELOPMENT BANKS

- Maximize returns on social and financial investments through improved operating performance of public and private organizations involved
- New era of efficiency will unleash major funding opportunity across the region through national and international dynamic visibility of present and future operational and financial performance

## SERVICE INDUSTRY - INSURANCE

- Seamless integration into the global trade industry presenting a USD 400 billion market opportunity by 2025
- Dynamic analysis of historic and real-time data about customers and shipment process participants providing comprehensive risk assessments which also expedites premium evaluations and product quotes
- Visibility to provide competitive door-to-door insurance premiums by reducing non-value added costs, enhancing customer service and response time

## SERVICE INDUSTRY - TECHNOLOGY

- New recurring revenue business model with projected market opportunity of USD 500 billion
- Eliminate the need for global standardization, providing point-to-world integration, thus maximizing efficiencies of customers' in house vertical systems at no cost to the end user
- Provide a new global platform for multi-vendor tracking system providers and data system integrators, maximizing the value proposition to their existing customers and thus creating a major market opportunity

# CONCLUSION

The interdependencies of global trade require improved trade efficiency, which can be enhanced by improving the availability, quality, and reliability of information associated with the movement of goods and related services.

The successful implementation of national and regional Single Windows will make a significant contribution towards improving trade efficiency by expediting the clearance of goods, thus serving as a first step towards facilitating economic growth.

The implementation of a GSW++ will maximize and expedite the adoption and the deployment of the Single Window initiatives, providing the necessary connectivity between countries. However, the scope and functionality must include a value proposition to all trade participants on a local, regional and global level. In addition, the GSW++ must include a delivery model with monitoring and governance mechanisms to offset geopolitical and monopolistic concerns, ensuring rapid global adoption.

GCEL is presently in the process of launching its Global Single Window ++ initiative in Asia, Europe, MEA and the Americas through 4 benchmark trade lanes triggering comprehensive benefits to all within an 18 month period. The initiative is being led by GCEL's members which include more than 156 countries, 25 NGOs and the world's most prominent financial, insurance and technology firms with 2.7 million manpower operating in 130 countries.

www.gcel.net