

Your Opinion Counts

"TRADE EFFICIENCY

IS THE KEY TO REDUCE YOUR COST & INCREASE YOUR SALES"





Trade Efficiency – The Foundation for Economic Growth

THE RULE

Learning from **HISTORY** while **LEVERAGING 21ST CENTURY TOOLS**

HISTORY...

Over 60 years ago, a trucker invented the cargo container. The cargo container secured goods against theft and damage, reduced the cost of trade and cut loading costs from USD 5.86 to USD 0.16 per ton. This innovation improved trade efficiency thus fueling decades of economic growth.

Today with the digital economy, we can do it again.

LEVERAGING 21ST CENTURY TOOLS...

International organizations including the World Bank, WTO and UNCTAD have identified the following 6 key elements as the key to increase trade efficiency through technology thus reducing trade cost and increase trade:

1. Integration: Connect with your trading partners faster at a lower cost while sharing shipment information in real time.
2. E-Documentation: Create, populate and submit documentation to your trading partners electronically avoiding unnecessary data entry, shipment delays and additional costs.
3. Processes: Mitigate potential business risk such as delays, breakdowns and external requirements changes by adopting simpler and common processes with your trading partners.
4. Tracking & Visibility: Obtain real-time shipment location and movement information with minimum technology required at no cost.
5. Competence: Meet your contractual and service obligations on time, with high quality at minimum cost.
6. Cargo Security: Establish a safe environment with ease of customs clearance through high compliance.

This represents the 21st Century 6 Elements Trade Efficiency Indicators (21-6-ETEI)

THE STANDARD

The Trade Efficiency Assessment (TEA)

The TEA must be from shelf-to-shelf since trade is an interdependent environment. In other words in order to decrease your cost and increase your sales, your trade partners must be part of this global effort. So far 41% of France's trade partners have been already assessed and some are in progress; 81% of which have no system and 88% demand to increase their 21-6-ETEI efficiency. For the first time ever the 21-6-ETEI have been grouped together and measured not based on a best in class standard rather based on what technology can make possible to increase the efficiency level of the 21-6-ETEI at no cost to the end user.

THE TEAM

GCEL and the CCI France, with the support of government ministries, academia and private sector experts in France are conducting a comprehensive survey on the country's trade efficiency, placing France at the forefront of the 21st Century Trade Efficiency era.





THE BENEFITS

This Assessment will diagnose the current state of Trade efficiency and the level of modern Technology utilization. In today's shipment flow from shelf to shelf, by understanding what technology makes possible today, we can:

- Identify both strengths and areas of improvement within your country, industry and company
- Reduce annual trade cost by USD 40 billion in France, and USD 479 billion in the Europe region alone
- Increase France's trade by USD 16 billion a year, leading to extensive job creation

HOW WILL YOU BENEFIT?

Once the 21-6-ETEI reach the optimal level you will reach the Business Excellence level resulting in major benefits including the following:

- Reduce your landed import/export costs up to 30%
- Reduce your business operating cost up to 15%
- Increase your revenue and expand your exports through real business integration nationally and internationally
- Expedite and increase your trade finance
- Qualify for USD millions in SME grant funding through commitment to business excellence

The results and recommendations from the survey analysis will place your company at the forefront of the 21st century digital era.



Empowering The Digital Economy

The public sector makes the rules and manages the countries, but the real economic solution must come from each one of us. They can point the way forward and they can assist in providing the tools. However, the private sector around the world must be part of the solution creating productive communities committed to Business Excellence setting the foundation for a prosperous tomorrow.

Our future begins with every following hour and each hour is valued by the decisions we make. Join this global effort and make a positive difference in our time and for generations to come.

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