



Integración Comercial por Envíos Postales para MIPYMES

**11 e 12 de Agosto de 2016
Montevideo, Uruguay**



UNIVERSAL
POSTAL
UNION

Supply chain integration – trade facilitation

Uruguay, 10 August 2016



Trade facilitation and export promotion for small and medium enterprises (SMEs)

The fundamental principles of trade facilitation



- Trade facilitation is the **simplification, harmonization, and standardization** of import and export processes to make trade across borders as **transparent, easy, fast** and **cost efficient** as possible to traders

- Trade facilitation introduces efficiency, transparency, and predictability in trade transaction processes



UPU

UNIVERSAL
POSTAL
UNION



THE ECONOMICS OF SMALL BUSINESS

SMALL OR MEDIUM-SIZED

around
95%



BIG CORPORATIONS

around
5%

Source: World Bank

PRIVATE-SECTOR EMPLOYMENT



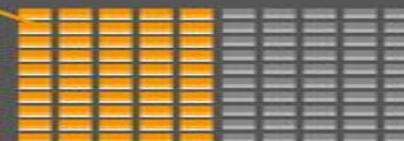
60% IN SMALL OR MEDIUM-SIZED BUSINESSES

Source: World Bank

CONTRIBUTION TO WORLD GROSS VALUE ADD

SMALL OR MEDIUM-SIZED

about
50%



Source: World Bank

EVOLUTION OF CREATED JOBS



IMPACT ON



INCOME



EMPLOYMENT



WIDER ECONOMIC OUTPUT



Harnessing the power of postal delivery networks....

- MSMEs are the engine for growth in most developed markets yet they are generally poorly served by the postal industry.....
- MSMEs are hungry for partnerships that will extend their domestic and/or global reach
- Trade stakeholders are increasingly frustrated by barriers to internet E-Commerce (e.g. pricing differentials etc.)
- Consumer confidence dented by poor experiences of using international websites
- The consumer is now in control of the whole value chain and the retailers know it.....

I wasn't at home to accept a delivery and now I need to go to a post office. You suck! >:(



@rudeboy123

Where are my shoes???? I order them WEEKS ago. This is not good enough!



@Miss_teri

The top hat I ordered doesn't fit but I don't see a returns page on your website - How can I get it swapped?



@cam.oflague

These glasses would if awesome if they weren't BROKEN! What awful service - who will fix this???



@lyla_garity



Export challenges facing MSMEs

**Identification /
Authentication
/ trust**

**Business
Address**

**Export
information
and tools**

**Online
presence
and
marketing**

**Documentation
and customs
clearance**

**Liability
and
payments**

**Identity
Verification**

**Innovative
addresses**

**Postal export
information
portal and
guide**

**Virtual
marketplaces
and direct
marketing**

**Single export
declaration
and customs
pre-advice**

**Insurance,
returns
and e-
payment**

Opportunities for the Posts



General concept and principles of postal trade facilitation

**Trade facilitation for MSMEs
through postal services**

Easy Export

Easy Import



Easy Export

The concept:

- Foster cooperation between all postal operators, customs, government, export agencies, health and environment agencies, etc.
- Develop a simplified export process for low-value exports (varies in different countries: some at 5,000 USD, others 10,000 USD and others upto 50,000 USD)
- Implementation within postal operators a simplified procedure
- Clients just have to go to the post, which takes care of all the paperwork

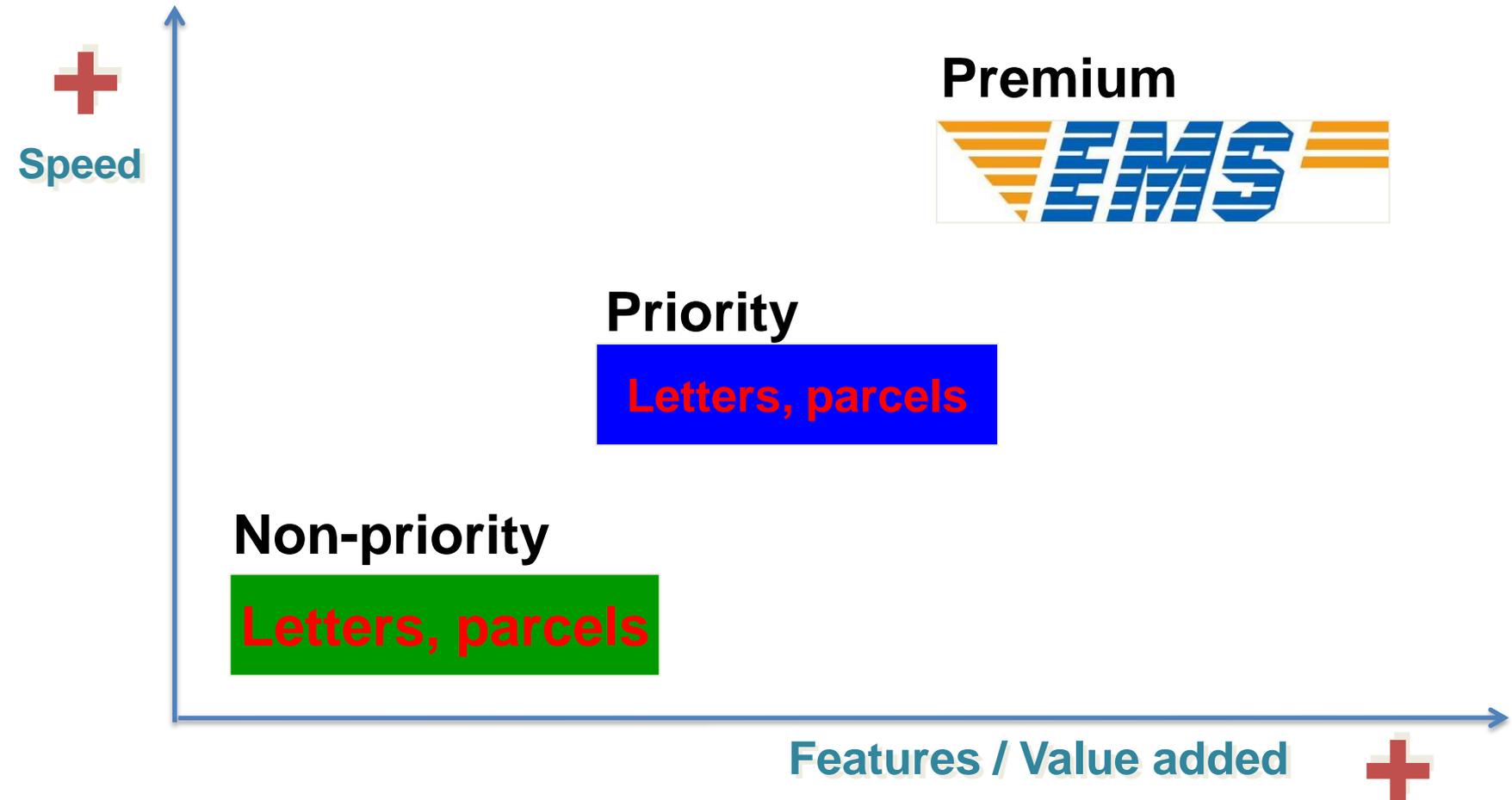


Properties of postal easy export

Concept	Traditional Export	Easy Export
Target	Large enterprises	MSMEs and artisans
Costs	High	Low
Number of documents	8 (average)	1
Information	Complex to acquire	Centralized
Formalities	Bureaucratic, complicated	Simplified, easy
Processing time	7 days (average)	1 day (average)
Logistics	Complex	Postal
Customs clearance	Standard	Expedited
Export volumes	Containers	Packages
Export locations	Centralized	Decentralized
Trade promotion	Self by the enterprises	Supported by government
Export services	Customs agents	Existing postal services



Postal trade facilitation uses existing postal services





UPU

UNIVERSAL
POSTAL
UNION



Stakeholders involved in such a project

- International trade agencies;
- Customs authorities;
- The ministry responsible for the postal sector (infrastructure, transport or communications);
- Ministry responsible for trade, and or small enterprises, ministry responsible for foreign affairs,
- Institutions and associations supporting small businesses, and financial market or foreign exchange (forex) regulators.



Expected outcomes

- To increase the number of MSMEs in the country's portfolio of exporters
- To create a simplified postal export process that can be easily used by small businesses and corresponds to the characteristics of the country
- To improve and modernize international trade processes through the postal channel with the institutions involved in the project
- To diversify the range of products exported and increase the number of destination countries
- To raise the profile of the postal sector as an important component of the economy



Goal



Reduce delivery times for international items



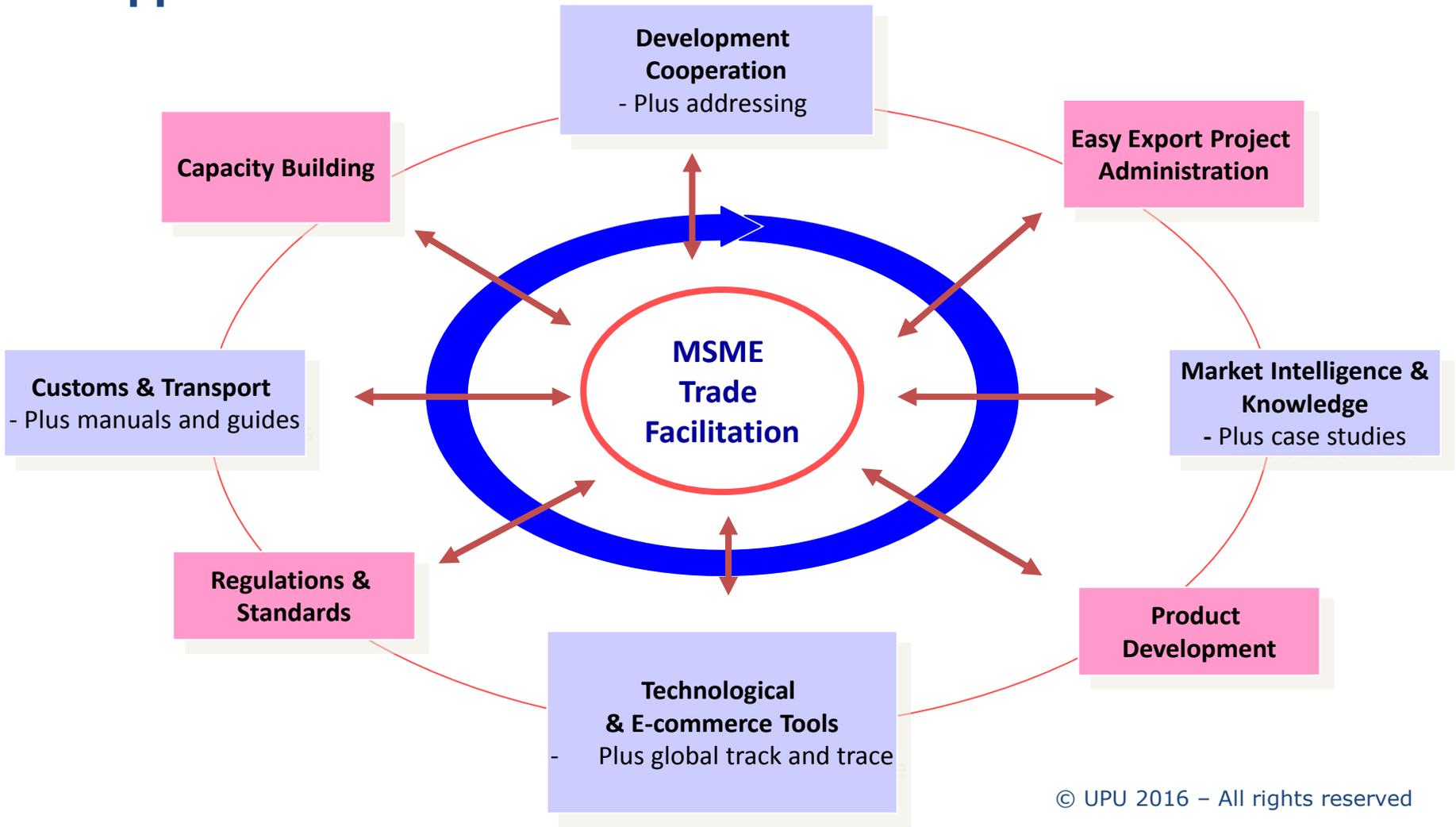
Reduce costs to nationalize international items



Facilitate cross-border commerce



UPU support framework





UPU UNIVERSAL
POSTAL
UNION



Building partnerships and engaging other stakeholders



International
Trade
Centre



OECD

BETTER POLICIES FOR BETTER LIVES



IDB

Inter-American Development Bank

ADB

Asian Development Bank
FIGHTING POVERTY IN ASIA AND THE PACIFIC



**AFRICAN DEVELOPMENT
BANK GROUP**
Building today, a better
Africa tomorrow



THE WORLD BANK
IBRD • IDA

Working for a World Free of Poverty



UNECE

United Nations Economic Commission for Europe



International Organization for Migration



World Customs Organization
Organisation Mondiale des Douanes



**UNITED NATIONS
ESCAP**

Economic and Social Commission for Asia and the Pacific

ICF

The Investment Climate Facility for Africa



United Nations
Economic Commission for Africa

UNASUR

UNION DE NACIONES SURAMERICANAS



UNITED NATIONS CONFERENCE ON TRADE AND DEVELOPMENT
UNCTAD

PROSPERITY FOR ALL



UPU

UNIVERSAL
POSTAL
UNION

Efficient postal services are the heart of E-commerce

Affordable

Traceable

Reliable

Fast



UPU

UNIVERSAL
POSTAL
UNION



Thank You