Transcript - The World Bank's Trade Facilitation Support Program: What is it and how can it advance an economic growth agenda?

Moderator - Paul Fekete (e9e67474482d-1)
00:00:08.774 --> 00:00:12.106
again. Good morning. Good afternoon, Good evening,

Paul (e9e67474482d-2)
00:00:12.106 --> 00:00:16.026
Hello everyone. Nice to have you join us. I'm Paul Fekete, Senior International Trade Advisor in USAID, Center for Economics and

Paul (e9e67474482d-3)
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Market Development, which is in USAID's Bureau for Development,

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Democracy and Innovation or DDI.
Welcome to this Marketlinks event, which we've titled the World Bank's Trade Facilitation Support Program. What is it and how can it advance an economic growth agenda? I'm pleased to have Bill gain from the World Bank as our primary presenter.

But before I formally introduce Bill, let me just highlight USAID's longstanding relationship with the World
Bank. Most recently, our office consummated an agreement to participate in the Competitiveness through Jobs and Economic Transformation, or CEAJET.

Joint program with the Bank. USAID officially joined CEAJET as the third development partner in September 2022, establishing the Economic Growth Partnership.
Single Donor Trust Fund, which

Paul (7fc8526ad54c-3)
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is associated to the CEAJET umbrella in partnership with

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USAID Center for Economics and Market Development. The initial

Paul (7fc8526ad54c-5)
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set of grants feature global knowledge and

Paul (7fc8526ad54c-6)
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private sector development and competitiveness related topics.

Paul (ab18724d3c64-0)
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With the partnership expected to expand to include regional and

Paul (ab18724d3c64-1)
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country specific activities in
the country year. So we have a

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long and very robust
relationship. We've hosted

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00:01:34.766 --> 00:01:38.596
webinars in the past focusing on
implementation of the World

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00:01:38.596 --> 00:01:42.238
Trade Organization's Trade
Facilitation Agreement or TFA.

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00:01:42.238 --> 00:01:46.320
But this is the first time we’ve
had the opportunity to focus on

Paul (ab18724d3c64-6)
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the Trade Facilitation Support
Program or the TFSP which USAID

Paul (ab18724d3c64-7)
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helped create about seven years ago.

For those of you less familiar with the TFA, it was an agreement negotiated in Geneva over the course of a decade, culminating it in its conclusion at the Bali Ministerial in 2013.

The TFA itself came into force in 2016 after the World Trade Organization members went through national processes of
ratification.

Leading up to this. USAID, along with a few other donors, recognize the benefits of creating a trust fund at the Bank that could serve as a rapid response mechanism to support the ratification process and then later to support further implementation of the TFA. And thus was born. The TFSP
serves as one of USAID's pillars for supporting the implementation of trade facilitation reforms.

In addition to this effort, we have our flagship Global Alliance for Trade Facilitation or GATF. And we of course have our more traditional bilateral and regional engagements, all of which advance the cause of improving the movement of goods.
across borders. Trade facilitation has many downstream impacts. It promotes economic growth and supports increased employment, real wage increases and new wealth generation that can yield increased national revenues for mobilizing countries.

To support essential government services and democratic reforms,
as I'm mentioned, I'm really delighted to have Bill Gain with us, who has been part of the TFSP from its inception. And I should note that he's joining us from around the world in Fiji. So it's evening for him and we're particularly grateful that he stayed up to be a part of this presentation. Bill is the global product specialist for trade facilitation and border
Within the Macroeconomics, Trade and Investment Global Practice of the World Bank. In this role Bill leads the implementation of trade facilitation and border management reform in over 55 countries. He's had over 34 years of experience in undertaking management and leadership roles with a focus on
trade logistics, trade facilitation, border management

and private sector development reform implementation in developing and conflict affected countries.

Prior to joining the World Bank Group, he was Associate Director and Manager for New Zealand and the Pacific at the Center for Customs and Excise Studies at
the University of Canberra. Bill

holds an MA and Public Policy from the Victoria University of Wellington, New Zealand and a Postgraduate Diploma in Business from the University of Auckland, New Zealand. Before I turn the floor over to Bill, Please remember that all of these online sessions are designed to support and strengthen the work.
that USAID does around the world, both directly.

Paul (7e3a2dbc507e-0)
00:04:40.240 -- 00:04:43.363
And in conjunction with our partners, I hope that you'll

Paul (7e3a2dbc507e-1)
00:04:43.363 -- 00:04:46.870
come away from this presentation with a better understanding of

Paul (7e3a2dbc507e-2)
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the TFSP program in ways to engage with it and the other

Paul (7e3a2dbc507e-3)
00:04:49.994 -- 00:04:53.227
trade facilitation activities under EMD's purview. Please

Paul (7e3a2dbc507e-4)
00:04:53.227 -- 00:04:56.789
make sure to post your questions in the chat and over the course

Paul (7e3a2dbc507e-5)
of Bill's presentation and afterwards we'll try to answer

Paul (7e3a2dbc507e-6)

as many of those as we can. So with that, Bill, thanks very

Paul (7e3a2dbc507e-7)
much for being here with us. The the floor is yours.

Speaker: Bill Gain (1dd48b9c1201-0)

Thank you very much Paul and
good morning, good evening to

Bill (1dd48b9c1201-1)
everybody. They have joined this webinar. It's an absolute

Bill (1dd48b9c1201-2)
pleasure to be here. It's a pleasure to be able to interact
with a range of regions across the globe all at the same time and it's a real benefit and you know since COVID we've been able to leverage this modality I think quite well. And it's good to be able to share, you know, the work that the World Bank has been able to undertake in partnership with key donor partners, particularly USAID.
And as Paul said, USAID was one of the founding, was actually a founding donor partner for the design and launch of the Trade Facilitation Support Program. And so again as Paul said the long partnership with the World Bank and key partner particularly in trade facilitation and not only at the country level but also at
at many global international fora. I have a presentation with a range of slides and I'll try and move through them reasonably quickly so that we can focus on discussion and questions. And please feel free to launch those into the chat whenever you can.

And I think Paul will
collate them and launch the

Bill (202f6fbf9757-1)
00:06:35.741 --> 00:06:39.871
Q&A session at the
end. Let me just start the

Bill (202f6fbf9757-2)
00:06:39.871 --> 00:06:44.218
slides, here we go and
that's the agenda for today, a

Bill (202f6fbf9757-3)
00:06:44.218 --> 00:06:48.565
bit of an introduction which
we've pretty much done, talk a

Bill (202f6fbf9757-4)
00:06:48.565 --> 00:06:53.130
bit about the trade facilitation
agreement and then move into

Bill (bdc892be2dcc-0)
00:06:53.980 --> 00:06:58.444
knowing what the Trade Facilitation
Support Program is and where

Bill (bdc892be2dcc-1)
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we're at with it after, you know, it's inception in 2014 and

then next steps and where it will go. I've tried to include a few highlights, tried to include a few kind of results and a couple of media examples as well and we'll have a video on automation later in the presentation.

So the Trade Facilitation Support Program
began in 2014. And its funding is sourced from 9 donor partners and you'll see at the bottom there. So we have a range of developed countries, international aid organizations that have have always been at the forefront of providing support for trade facilitation, customs reform and border management, TFSP
Supports developing countries and least developed countries.

and reforming and aligning the trade facilitation processes and

procedures and systems, and it takes a full and effective implementation of the World Trade Organization Trade Facilitation Agreement. As you may have seen, international agreements often have a range of compliance levels, but
taking a less than full and effective implementation seems to be the easy way out. So in the bank we work with our client countries to find a way to design a road map and implement processes, procedures and reforms that will align to full and effective implementation. The program has two main
components and one is technical assistance, where the World Bank

Group helps reform the facilitation processes, the

laws, the procedures, systems, consultative mechanisms and

particularly the public private dialogue mechanism, which is to

bring together the public and private sector, and the 2nd

component is actually the
facilitation of knowledge

between client countries.

Peer-to-peer learning, that we call it, and the measurement of progress and results hosted by the World Bank Group and supported by the donor partners whose logos appear at the bottom of the screen. So far, implementation support has been provided to 56 countries and I
hope you see your country on

Bill (68989c46a6dc-5)
00:09:40.799 --> 00:09:45.146
there. So please let me know if
you want any details if you see

Bill (68989c46a6dc-6)
00:09:45.146 --> 00:09:49.010
your country there and you want
to see what we've done.

Bill (f8ea6e9534da-0)
00:09:49.770 --> 00:09:54.073
As Paul said, I'm currently
traveling. I'm in Fiji at the

Bill (f8ea6e9534da-1)
00:09:54.073 --> 00:09:58.728
moment and you'll see Fiji's one
of our client countries. We have

Bill (f8ea6e9534da-2)
00:09:58.728 --> 00:10:02.890
a fairly large footprint in the
Pacific, so if there's any

Bill (f8ea6e9534da-3)
00:10:02.890 --> 00:10:07.334
attendees that are based out in the Pacific Islands, then you're

Bill (f8ea6e9534da-4)
00:10:07.334 --> 00:10:11.708
welcome to jump in and ask me a few questions. I'll be moving

Bill (f8ea6e9534da-5)
00:10:11.708 --> 00:10:16.293
from here tomorrow to the Solomon Islands and then

Bill (f8ea6e9534da-6)
00:10:16.293 --> 00:10:18.410
to Port Villa in Vanuatu, so

Bill (7c8618829056-0)
00:10:19.290 --> 00:10:23.997
Again, if anybody's based in these countries, there's an

Bill (7c8618829056-1)
00:10:23.997 --> 00:10:29.282
opportunity actually to meet me in person in the next few days.

Bill (7c8618829056-2)
00:10:29.282 --> 00:10:34.320
You'll see that we focus in all regions and with sub-Saharan Africa being kind of the biggest percentage of activity. And

so it's currently sitting at around 27%. And then we have

East Asia Pacific 21%, Europe and Central Asia 20%.

And Latin America and the Caribbean, 23% S Asia is a little smaller, but it's only 5 countries. And then are, of
course, as always, a much smaller percentage given the nature of the

Middle East and North Africa region, partnerships and collaborations. So this is one of the unique modalities and critical elements contained within the Trade Facilitation Support Program where we work very closely with all other international organizations and we've kind of
listed them there very closely
with the TFAC, the Trade Facilitation Agreement Facility
at the World Trade Organization,
the World Customs Organization,
ITC, the Integrated Framework
and amongst others all of the UN organizations, particularly UNECE
on international standards and recommendations around
their customs as a CUDA system.
And a number of bilateral countries, HMRC and in this region, obviously DFAT and INFAT and obviously USG more broadly where it makes sense. Also including the commercial law development program, CLDP, we worked in partnership with with them and in a number of countries and most recently in Egypt, a few examples.
We're working with STDF, which is part of the World Trade Organization, which is a sanitary and higher sanitary certificate kind of standard setting organization. So working around that Agri business, cross-border trade, dimension of trade facilitation, you're an ECE with the development and design of Recommendation 38 on trade information portals.
And most recently, the time release study with the World Customs Organization. And that's a mechanism and methodology for looking at, identifying and defining how long it takes for goods to cross borders for a time release study. It's a measure under the Trade Facilitation Agreement and the software system is currently
owned by the World Customs Organization and whoever we are in partnership with.

The WCO takes the methodology, revises it, expands it, deepens it and allows it to become more of a whole of government approach to baseline measurement. And traditionally it started as a customs software tool and in the future it will become a tool
that will be available for all
border agencies. So I think that

Bill (d091aa756c5b-5)
00:13:35.734 --> 00:13:38.989
is going to to bode well for a
consistent

Bill (d1e756baace-0)
00:13:41.500 --> 00:13:46.969
way of defining a baseline for
cross-border trade that can be

aggregated and replicated across
the world. So just a few slides

Bill (61acc171-d664-421d-817c-d1e756baace-1)
00:13:46.969 --> 00:13:52.703
now just about what is the TFA
for those that that may not have

Bill (d1e756baace-2)
00:13:52.703 --> 00:13:58.349
had a lot to do with the trade
facilitation agreement and just

Bill (d1e756baace-3)
00:13:58.349 --> 00:14:03.906
building on the opening remarks from Paul.

You know Paul indicated that you know it went through a 10 year process of negotiation and those that have been to the WTO in Geneva would fully understand that's no mean feat that's for sure. But some of the the benefits for both traders and the government that have come out of this particular
agreement you'll see on the slide there. So transparency and

fairness, you know providing predictability, reduced time and

cost

for importers and exporters, particularly SMA's and creation

of a mechanism for accountability, the public

private dialogue kind of mechanism is mandatory under the
agreement. It's called the National Trade Facilitation Committee. And every member country must have one huge benefits for government in terms of better compliance, more informed decisions, better use of resources.

And a more efficient cross-border trade, better governance, reducing costs, delays and complexity, and
modernized border procedures and controls. So within the agreement, you'll find that the measures contained pretty much cover all of the best practices that you'll see, particularly around, you know, reducing costs of borders, implementing technology.

Implementing automation. Some of you may have heard of the
National Single window, which is a discrete measure in the agreement, and that is where all of government come together to manage the processes in a digitized way for the import, export and transit of goods.

Okay. All right, is that better?

I hope so. It's got something on the chat there.
Internet here in Fiji is sometimes in and out a little bit. So that could be why Okay. So the TFA has three main sections. We have the technical measures, Article 1 to 12 and then we have what's really unique. It's part of the TFA and the 1st. Multilateral agreement to have this special and differential
treatment provisions for developing and least developed countries and it allows countries to identify where, how they need help and how and when they need to have more time. And that defined as categories A/B and C and you'll see those in the next slides. And then Section 3 is really just the institutional arrangements.
And provisions for the operation and implementation of the agreement slide some of the key technical TFA articles. We have groups in three categories, transparency articles around the publication and availability of information, criticality of the opportunity for the private sector to be consulted and to comment on information before
entry into force of rules, regulations, etc. Advanced

rulings common particularly in developed countries where

traders can in advance receive a ruling from government regarding what they will need to pay and how goods will be classified before arrival.

Is a number of other measures around impartiality and non
discrimination and transparency and then a number of measures around disciplines and fees and charges. The second kind of big part of the agreement is really about dealing with the goods themselves, dealing with how agencies will come together to clear and process goods, crossing borders, so releasing clearance of goods,
movement of goods under particular regimes like for transit or to be cleared inland, and formalities concerned with the importation, exportation and transit. And there is one article which focuses just on transit, particularly for landlocked countries and customs cooperation. It sees a couple of coordination and collaboration
articles in the agreement, one

Bill (45b4cbfecd5d-6)
00:18:46.619 --> 00:18:47.140
around

Bill (f9c99beff16-0)
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between countries and one around
between ministries and border

Bill (f9c99beff16-1)
00:18:54.040 --> 00:19:00.040
agencies and then the National
Trade Facilitation Committee is

Bill (f9c99beff16-2)
00:19:00.040 --> 00:19:05.563
is a cross cutting measure. I
mentioned earlier the TFA

Bill (f9c99beff16-3)
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categories A/B and C, so this
was the special differential

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00:19:11.182 --> 00:19:12.040
measures
that countries could identify which of the measures they needed help with and which of the measures they needed help and time to implement. So category A is where the country identifies that they have implemented fully a particular measure of the agreement. Category B is where they identify that they need
more time but they don't need

Bill (d64b9298ceb4-6)
00:19:37.036 -- 00:19:40.553
e external assistance, and
category C is where they

Bill (d64b9298ceb4-7)
00:19:40.553 -- 00:19:41.890
identify more time

Bill (df2f7bdbc8f8-0)
00:19:42.410 -- 00:19:46.378
and the need for external
assistance from the

Bill (df2f7bdbc8f8-1)
00:19:46.378 -- 00:19:51.641
international community, and
this is where TFSP comes in, as

Bill (df2f7bdbc8f8-2)
00:19:51.641 -- 00:19:57.335
one of the, in fact probably the
largest program out there funded

Bill (df2f7bdbc8f8-3)
00:19:57.335 -- 00:20:02.683
by 9 donor partners to provide
that support to LDC's and DC's

Bill (df2f7dbcef8-4)
00:20:02.683 --> 00:20:07.170
the fully and effectively
implement the agreements.

Bill (f92c63a5763a-0)
00:20:11.460 --> 00:20:16.361
A bit more about the
transparency provisions and the

Bill (f92c63a5763a-1)
00:20:16.361 --> 00:20:21.677
the importance of the National
Trade Facilitation Committee and

Bill (f92c63a5763a-2)
00:20:21.677 --> 00:20:26.661
the bringing together of the
public and private sector, and

Bill (f92c63a5763a-3)
00:20:26.661 --> 00:20:31.313
the importance of this
particular measure as it weaves its

Bill (f92c63a5763a-4)
00:20:31.313 --> 00:20:36.297
way through the agreement to ensure that the private sector is able to participate in all aspects.

particularly important for the Trade facilitation Committee to consult with the private sector and ensure that the private sector can identify the constraints to cross-border trade and more
importantly, also validate the reform and implementation

of changes and reforms to increase the efficiency across border trade, the Trade Facilitation Support Program as we call TFSP. I'll just give you a flavor, a bit more of a flavor around some of the work that we've done. So today since 2014, we've implemented 11 trade information portals and 10
Bill (a9f61bb2f0e1-5)
00:21:36.019 -- 00:21:37.400
single windows

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not fully, but in part as single window you'll see later takes

Bill (c93ab81ff8b8c-1)
00:21:42.151 -- 00:21:46.155
considerable time and we're of course the program is still

Bill (c93ab81ff8b8c-2)
00:21:46.155 -- 00:21:49.955
fully involved in the number about eight of these

Bill (c93ab81ff8b8c-3)
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single windows as the time for single window implementation can

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00:21:54.298 -- 00:21:58.506
take a number of years and a number of different instruments.
And as Paul said, TFSP is a rapid response capability to

kickstart and put in place the preparation work

Which can then connect to much bigger bilateral programs such as the growth programs that you see being implemented through USAID and all regions of the world. 24 term release studies in 18 countries, including an updated TRSS to create a
baseline for measurement and monitoring and evaluation risk

management frameworks and authorized operator schemes,

which is a program to provide benefits for compliant traders. And if I can go into more detail in any of these things, you know, if there's any questions, just put them in the chat. Just to give
you a bit more of a detailed flavor of the TVP support by a particular measure. As you'll see, the measures are listed on the left and the number of countries where we're working is.

If you do some analysis around the trade facilitation agreement, you'll find that the most difficult measures to
implement tend to be the ones where we have the most, most number of countries and common measures that kind of weave their way through all of the agreement and all cross-border trade activities like risk management. So you're taking a risk based approach for you know cross-border trade so that.
in every single transaction and

where they do they they manage
the risk around the identified

issues that need to be thought
about, need to be contained,

need to ensure compliance of and
that is not just obviously in

the the the efficient
cross-border trade of compliant

traders, but identifying where
traders are non compliant.
And providing a treatment to to
manage that risk. Publication is

a is a big one for us.
Information available on the

Internet, it's our trade
information portals, fees and

charges pre arrival processing
and there might be another slide

here. Let me see the second
slide, you'll see formalities.

So formalities is where you know
all processes.
To import, export and transit should be the same. So kind of increasing efficiency around that, reducing redundancies, reducing manual processes, reducing documents and having that look the same, feel the same for the private sector and SMEs treated the same, particularly you know, from port to port and land border to land border.
The national committees for Trade facilitation, we're doing that and you know supporting that in 34 countries. So that's probably one of the biggest measures that that will demand that we see from TFSP. So measuring an impact is obviously critical in a program like TFSP. And so at the project level we use what we call private sector savings. So this is kind of a
bottom up approach.

During the design of TFSP we looked at a number of methodologies and modalities and we found it was particularly difficult to obtain good data consistently in the number of conflict affected countries and least developed countries. So we developed with our research group in the World
Bank this private sector savings methodology which is essentially a tariff equivalent to estimate what is the savings from time reduction.

For the private sector and there's a couple of good examples there. One in acre for six million savings across 5:00 or so countries and in South Asia, 40 million across part of
India. But Nepal and Bangladesh with the implementation of automation, improving risk management across a number of land borders and those that know South Asia, it's the least integrated region and a challenge nonetheless.

But with the right approach, you know results certainly achievable and a highlight of
the work that we've done was to integrate a gender approach within TFSP. So looking at you know the literature review of the trade facilitation and gender work across. Not only the World Bank Group but all other international organizations. We found there was a real gap around
identifying constraints faced by women owned, led or managed firms. So we developed an instrument that is looking at finding the data, running the instrument and looking at how to use the results.

Around those constraints to inform the design and implementation of our program, the data is really hard to get.
There's no data available routinely because border

agencies don't collect data in a way that's sensitive to gender.

So we had to look at active traders, so using customs data

and then find a way to poll.

Each individual importer and exporter to identify what the gender context might be, and then to look at a control group
of male traders and freight forwarders and customs brokers
to identify the common constraints between women and men and the constraints specific only to women only to manage firms.

Some of the kind of overall constraints that we see that are common amongst all countries surveyed and we've
we've done about six or seven in
the Pacific, another four or
five in in Africa plus two or
three middle income countries

which was undertaken another
program we had a we used to have

a middle income focused program.

So we're looking at the
collecting that gender data in

in India, Brazil and and a
couple of other countries are
currently under discussion. So again we're seeing the

constraints are common and a number of them include lack of

information or access to information, lack of opportunity to participate equally and fairly in the National Trade Facilitation Committees.

Lack of access to programs providing benefits for compliant
traders by the authorized economic operator or authorized

operator programs that are available to compliant traders

and just more generally lack of awareness. women traders tend to just be have a lack of awareness of national trade Facilitation committees as an example.

Or how to access websites or different modalities around
accessing single windows or the trade information portals. So

again, these common constraints are now kind of mainstreamed into the design of the programs that under the TFSP, an example of the work that we've undertaken in Lesotho is around the supporting

The implementation of the National Single Window. And this
is a unique modality because it's actually a very small automated solution for a small country that required the development of a software solution to bring all border agencies together and allow for the connection of import and export permits, license certificates.

To be efficiently automated and connected with the customs
executed processing system. So this was undertaken. The preparation was undertaken under TFSP and the development of the software solution through a bank lending instrument and so the leverage between a small amount of technical assistance and the much larger piece was able to be connected through the two different instruments
within the World Bank and it's one of the benefits of the World Bank and able to work with countries to apply a number of different instruments from technical assistance to budget support and their development policy operations. And then perhaps a lending operation for something like, you know, automation, computerization, digitization or the initial
single window.

And you'll see there that it's kind of nice kind of description of what this was all about online portal for the application processing and issuance of cross-border regulatory certificates, licenses and permits allowing all parties involved to lodge standardized documents through
the single entry point. So
that's been quite successful. So

we're just in the process now of
evaluating you know what that
time saving has been.

Full of suitor, so it's a nice
element in the LDC country in
Africa and I'll just go back
there for a SEC. The the
cost of

this was was you know between
one and two million as opposed
to you know many countries where you know the cost on LDC from perhaps going to you know one of the big IT providers is going to be 10, 20, 30, 40, 50 million.

So we've been able to find this solution, it's cost effective and efficient and hopefully sustainable for LDC's. Achieving other results and other. I will just do this very quickly. I see
where we went to the over the half hour mark. So just a few

results here. So Kosovo we introduced the authorized economic operator reform.

And that's that's moving quite nicely. A number of a AEO's have been certified and customs are taking it forward with a nice reduction. You'll see in time. Originally it took 24 hours and
it's down to three hours. So it's kind of nice and times

reduced for 50% of at the borders and 30% and inland

terminals. There are transit agreements at in Serbia.

At the border between survey and N Macedonia to create a one

process across their border and that reduced time from 26

minutes to 10 minutes. Kyrgyz Republic. Again we looked at
procedures, reducing procedures and introducing again a trusted trader regime and that reduced time to under 9 hours compared to to.

Between 20-24 hours at the beginning of the reform, these are, I don't have a slide on this, but we did a similar transit agreement type reform in Central America between
Guatemala and Honduras where we're able to create one simplified process across their border and reduce the time there from 9 hours to 9 minutes. And we have a I think a virtual reality video on that that's available on The World Bank YouTube site. trade information portal, we talked about this a little bit.
It's particularly important to

allow for the increase in
transparency and predictability

for traders and we developed
software just over 10 years ago.

First country that we did it in
was Laos, Laos PDR and we had

the 10 year anniversary just
recently.

And it's still going and still
sustainable and still producing
good results. Since that time, we've introduced and helped support the implementation in 15 countries. You see them all listed there and we're in the process of enhancing it to the latest technology and that will roll out to all countries in the coming six months.

The Train information portal is now in an International Standard
Recommendation #38 in the collection adopted and published by the UNECE. And this particular standard was led very much by the World Bank with other international partners.

features of the new tool improved search facilities.

Better user experience, use of app technology and use of API to
collect statistics and connect
to many other international

00:35:38.254 --> 00:35:43.836
sources to be able to increase
the opportunity for traders to

00:35:43.836 --> 00:35:49.688
obtain information and data. The
the big changes coming shortly.

00:35:49.688 --> 00:35:53.740
I have a little video here on
single window.

00:35:55.280 --> 00:36:01.692
Which we can play very quickly,
I think. Karina, you're gonna

00:36:01.692 --> 00:36:07.897
play that right? Yeah. Let me
share my screen very quickly.
Can you go ahead and see that?

Yep, Yep. That's good. Following

the COVID-19 pandemic, the need for digitization has been widely accelerated.

Traditional systems of trade are time consuming, costly, and overloaded with paperwork. This is why the World Trade Organization's Trade Facilitation Agreement
encourages its members to set up a single window, a path to paperless trade. A single window is an effective trade facilitation tool linking all relevant government agencies, service providers and traders, enabling them to exchange the required information, clearances and payments. Through a single online portal, implementing a single window can
have enormous benefits for
governments, customs,

administrations, traders and the
economy by making trade faster,

cheaper, easier, more
transparent and predictable for

governments, compliance with
trade rules improved resource
allocation.

Better trade statistics and
increased revenue for traders,
faster clearance times, lower operational costs, more transparent and predictable processes, and less bureaucracy for customs, improved staff productivity, enhanced professionalism and better coordination between administrations for the economy as a whole, improved transparency and governance, and reduced corruption.
So let’s take a look at how you can start setting up your single window system. Step one, establish a vision. The government should lead the development of a road map. It should be collaboratively designed with the private sector and consider international standards. A strong road map will help secure public private
cooperation. Step 2.

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00:38:03.703 --> 00:38:04.479
Computerize.

428e49fa-8b61-4c8f-af0d-e924d24fa34f-0
00:38:04.840 --> 00:38:09.266
Automate all trade documents and procedures. Start with a Needs

428e49fa-8b61-4c8f-af0d-e924d24fa34f-1
00:38:09.266 --> 00:38:12.517
assessment to map out requirements and develop

428e49fa-8b61-4c8f-af0d-e924d24fa34f-2
00:38:12.517 --> 00:38:16.736
enabling legislation. Step 3 automate the agency's internal

428e49fa-8b61-4c8f-af0d-e924d24fa34f-3
00:38:16.736 --> 00:38:20.471
processes. Select a contractor to develop a strong IT

428e49fa-8b61-4c8f-af0d-e924d24fa34f-4
00:38:20.471 --> 00:38:24.137
infrastructure that is user
friendly and includes an

epayment system for collection
of customs duties and agency

fees and charges. Step 4. Manage
the change. Roll out the single

window in phases. Provide a.

Training and Technical Support
program so that all your
existing agencies and traders
understand how to use the new

system. Plan for continuous
improvements along the way. Step

5. Promote uptake and buy in.

Engage the public and private sectors at all stages of the process by organizing training sessions and publicity campaigns.

The World Bank Group is committed to helping countries with their trade facilitation efforts in order to create
competitive trade markets.

Single window, a path to paperless trade. Excellent, right. I think I've got the presentation back. So yeah, there's just a little video there to to like I said the scene for what needs to be undertaken around the development of a single window.

So we we do a lot of
Visioning exercises with countries think about what they need to do, how long it would take and how to bring together all of the border agencies identify you know the governance and and and the sequencing. And we use this as kind of this video as A to set the scene of the visioning exercise. We've just launched also a a podcast series night is one a month and
I think we're probably up to about 5 or 6 now.

Again, if you have the time and inclination, please feel free to take a note of the podcast series that's available in all different platforms and it's. It just goes through all the different components and around digitization, climate and trade facilitation, gender and
The more relevant kind of aspects of implementing the trade facilitation reforms and it takes a very simple approach to allow all listeners to understand and see how trade facilitation can be, you know, the tool and mechanism for economic growth. dissemination, So you'll see there that you
know, we disseminate widely to all platforms.

Leveraging visibility for donor partners and particularly a founding partner USAID just a couple of last slides just about you know this is not an easy thing. If it was easy you wouldn't need the agreement and the agreement would never have been agreed. So it's a nice platform, it's a nice mechanism
and it allows you to bring it all together and on the ground.

When implementing you know reform to reduce that timing cost for the private sector. So just a few things about that kind of add to that particular perspective. But the I think the thing to really remember is that without the private sector
involved, you know you're not going to get there. So bringing together the public and private sector in that collaborative way in partnership is the answer. So not only the implementation but the validation and also the sustainability.

But again, you know, the private sector can be difficult. This is the public sector can be, you
know, getting the private sector together in a way that have the same voice is often a challenge,

just as it can be bringing together customs and quarantine or customs and standards together to have a have a similar perspective, lessons learned. Again, just a few thoughts here around key lessons that we've learned across.
A portfolio of trade facilitation where sequencing is probably the number one thing.

The single window is a good example. You two or three years preparation is required.

Everybody wants a single window. But you know these are a lot of things that need to be put in place first. Obviously you know all of the things that we know, political commitment, high
level commitment, sustainability options in place, having the law in place.

And bringing together a whole of government approach at for every single kind of decision and and design and not you know breaking down those barriers between ministries and breaking down those barriers between countries where you have that cross-border
trade and opportunity to improve it. Looking ahead we're designing in the moment our trade facilitation climate.

impact monitoring mechanism for ports and land borders.

So watch that space. And we're scaling up the design and implementation of our TFSP activities through the launch and mainstreaming of Border Agency digitization gap.
analysis. So it's kind of like
the single window blueprint, but
the first kind of level one that
kind of really gives you a feel
for how to design the sequencing
and then to leverage and to
exist something existing or to
take a fresh approach.
Mainstreaming expedited
shipments for vaccines, medical
food and emergency disaster
related cargo. So we've just
done this in a few countries. We did it in China just before the tsunami. So it was perfectly timed and kind of an impact.

Measure. There was the vaccine was coming in, was taking you know six hours and it was, it was cleared using this expedited shipments for vaccines in a matter of minutes.

And then integrating a supply
chain of food security and

safety into cross-border TFA implementation. Ukraine’s a case

in point around the importance and criticality of of taking

that as a mainstream measure under that TF work. That's it.

That concludes my presentation. Thank you very much for

listening. Happy to have questions and and discussion and

I think Paul's going to lead that. So back to you Paul. Thank you.

Well, thanks, Bill. Thanks for that excellent presentation, very comprehensive and has already generated a number of questions in the chat, which I'll turn to in a second. I actually wanted to lead off with a question of my own.
Administrator Samantha Power has emphasized for USAID the importance of working on issues related to corruption. Anti-Corruption Task Force has been created and the focus in that regard has been quite extensive. You talk in your presentation about good governance as being one of the focal points, if you will, of TFA implementation, but I was.
Hoping that you might be able to talk a little more about sort of the issues that arise and the challenges that have been faced in dealing with issues related to corruption since we recognize that that's certainly a challenge in many places. So perhaps if you could touch on that a little more that would be great okay. So maybe I'll check off with that.
one then look it's a challenge
and and we all, I think we all

know it and we all see it and we
understand it.

And there isn't an easy kind of
answer and solution but theres

a number of initiatives and
activities you can include in

the design and sequencing of
trade facilitation work. And so

you know some of the one of the
things that that can help reduce
corruption is to reduce the opportunity for corruption and

and a number of ways to do that is to reduce the opportunity.

For traders to have to interact physically with you know government offices and particularly customs quarantine at the border and automation digitization is going to be key for that. And we saw during you
know COVID that you know the
digitization that was being resisted now is mainstreamed
pretty much in terms of the concept, not necessarily completely you know implemented,
but it's the concept was was commenced.
And now you know, we're seeing that that's, you know, really helping with reducing the
need for paper, the need to interact with government and the need for physical presence at every opportunity throughout the trade facilitation and border clearance process. There is a number of other initiatives that countries need to tackle in order to get to a point where they can reduce corruption and it's not just in the trade space.
It's in the public sector space.
It's having a good code of conduct. It's about having, you know, a fair, transparent salaries and wages, you know, for government employees.

And also it's, you know, it's important to ensure that the opportunity is just removed wherever possible. It'll never disappear, of course.
And you know there isn't one answer to it, but it's a number of international organizations that can support the specific trade facilitation work. I mean one thing I learned, you know very early on in the bank, you know when we're trying you know, we're working you know in low income countries was if you
actually can't tackle corruption

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00:48:08.319 --> 00:48:11.969
head on, you know, in a trade
facilitation program, you're

d317e0cb-e777-4922-a71c-e784f77b5660-7
00:48:11.969 --> 00:48:14.160
actually not going to get very
far.

68bfb630-95c8-4dc4-9d09-5038a1670a1a-0
00:48:14.780 --> 00:48:18.344
You know it's just going to
close and so you need to tackle

68bfb630-95c8-4dc4-9d09-5038a1670a1a-1
00:48:18.344 --> 00:48:22.086
it you know from the different
perspectives so that you do get

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00:48:22.086 --> 00:48:25.829
increase that efficiency, reduce
the time and cost, but at the
same time you try to enhance you
know the and reduce the
corruption levels. Maybe that's
enough on that way for now, but

happy to talk more about it.

No, that's quite. Let me turn to
some of the questions in the

chat since we have quite a few.

Does China

participate in the TFA? To what
extent do China's trade
activities, including belt and
Rd. investments complement or

otherwise those of the TFA?

Well, I can answer from the US

perspective that yes, absolutely
China does participate in the

TFA. But Bill, maybe you can
elaborate a little more on their

sort of role and interactions
that you might have had?

Yeah, sure. I mean China’s a
member of the the WTO, so they
certainly participate in and implement the agreement. You know they’re a big economy. They have a number of lessons to share as well. Shanghai ports great place, I mean if you’ve ever been there you’ll see that it’s fully automated. But you know however you know it’s all have have reforms to implement.

During COVID we did a number of virtual sessions with with
different.

Ministries in China to provide some initial support around best practices. And so again you know China's, you know got a lot of potential to be a, you know one of the big countries and involved in trade facilitation as we know. So you know leveraging the lessons across regions I think is
particularly important.

And China is one of the big countries obviously in the East Asia and the Pacific region for us. Thanks Paul.

Is TFSP technical assistance always welcomed by the targeted recipient country or is there sometimes resistance or pushback? And then the second part of this question is once
the country has gone through the
TFSP program, is there a
graduation from the program, any
new credential associated with
the graduation?
I'll actually combine that with
another question that was posed
by another individual which is
how is the level of
implementation traced except
through the declaration by
members. I think those are obviously questions that are linked to each other. So maybe you can respond to that. Yeah,
good questions And is there push back look? I mean it's demand driven program so you know we're we're you know from the countries themselves looking for support.
And it comes in a number of different ways. It comes in via
the World Trade Organization quite often through the, you

know, the, the notifications of the C categories and needing

support from international organizations. And you know

we're fully involved with you know with with all donor

partners and countries in Geneva as well. And so we get, we get

requests there. So you know we
don't really get pushed back

because the demands coming from them to us.

Either through the WTO, through our country offices or direct,

you know, through the program or to me when, you know when, when

I present it at various fora across the world. However, you

know it's not so much about pushback. I think the issue is
about commitment, right. And so
that's, you know, critical and

we need to to work together as
you know, the international

community to support.

All aspects of implementation to
ensure that the commitment is

there and the sustainability is
there and you know, I mean these

you know some measures that TFA
require certain actions to be
undertaken and so again the demonstration of their commitment by the term release study, it's required to be published. If they don't want to publish it, we're not going to help, well not necessarily like that but.

You know it's it's yeah we would like to push for you know for the the full publication or at least part publication or at
least a summary publication you know of of what the time is for

for border clearance. And it's you know it's a it's a key you

know transparency provision of the TFA around that particular

measure when the rest of those questions that question, Paul, was?

Well, the just the general question of you know how is the

level of implementation sort of traced. I think that's a that's
a general question that it was
posed by a number of folks.

Yeah, no, it's a good question
and and we have what we and I
didn't include in the
presentation but we have a
tracking tool, TFA tracking tool
that that we we apply to our
initial diagnostic. So we do a
full gap analysis of the TFA
around the full and effective
implementation levels.
And then we upload this data into a database and provide it to the National Trade Facilitation Committee and they can see visually together with roadmap kind of support where and how their implementation is status is and you know what are the kind of short, medium and long term kind of measures that they need to focus on.
So that's one way to do it and the alignment, so it measures

the alignment to the TFA and so we report on that and I think

over the portfolio we were down at around the countries were

working at around 20 odd percent and I think it's up to 51 or 53%

now across the portfolio. So it shows that and I mean the other

you know I guess measures the
time release studies.

So you know we run those as often as we can and at the beginning and then of course towards the end of the program.

I'll also put a plug in for the Trade Facilitation Agreement facility that is run by the WTO. They have an excellent website that provides a lot of information on individual
countries and their level of implementation. And so that's another resource I think if you're not familiar with the folks might want to take a look at.

Let me combine a couple of more questions here, A sustainability question on the single window, are fees, tariffs and tariffs used to pay for the software, hardware and content.
updates? And then similarly
interoperability question on

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single windows. How are the
single windows linked to digital

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00:54:47.194 --> 00:54:50.412
government initiatives more
broadly? And then there's

72c33446-185c-41dd-a232-55bf3c6f4679-6
00:54:50.412 --> 00:54:54.106
another question here that I
think is a good one then sort of

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00:54:54.106 --> 00:54:55.059
in similar vein.

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00:54:55.780 --> 00:54:59.033
Which approach has been used to
ensure ownership and

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sustainability of trade information portal and single

window projects, considering these require investments for

maintenance costs after the projects come to an end? So all related to sort of the ongoing implementation of these provisions. Yeah, good questions and sustainability is a challenge for I think in all projects and there's no easy
answer again to you know, to one way of creating it.

Single windows required an investment upfront investment

and then they require an ongoing maintenance you know investment

as well you could and and generally speaking the only way you can do it is to build in a processing fee which needs to be

all reflect obviously you know the recovery of the cost to
government or to to to you know provide the service.

That's you know it's a TFA measure. It's also a Gatt measure. It's very important for a country to be able to defend the methodology used and the actual fee. So it needs to to be commensurate with the actual cost of providing the service we're doing in Jamaica. We're
just kick starting actually the
design of the method of the
methodology for setting fees

and charges around trade facilitation.

And the TFA measures around that. So there isn't to my knowledge any other country that's kind of got this in place in the developing country context. And so I think this
might be something we can replicate as well sustainability

of single windows and trade information portals where there

isn't that kind of set up with a cost recovery fee. It's a challenge without a doubt when we implement we usually we set it up for a couple of years and then we work very closely with. Government to create a budget line, Botswana is a really
good example. Very quickly they adopted a budget line and managed to create a staff position and it's a nice example of a way to create the sustainability on the ground. I would say that you know not every trade pools, you know been successful in that regard. Laos is 10 years in the making. So that's a good example of how
it can occur in a low cost, low budget environment. And so that

kind of works. I think what's most important is to probably think about connecting and integrating your trade information portals into the single window solution because that way you can actually combine the sustainability, you can set a fee that's cost recoverable.
And then you can manage the maintenance and ongoing costs.

Unfortunately, we've almost come to the end of the hour and I'm particularly sorry since there's a lot of good questions in the chat which we're not going to be able to get to.

A lot of questions about good examples of single window implementation and questions about your experience with the
work that's been done with National Trade facilitation

committees. We'll have to have you back at some point, Bill,

perhaps to pursue that. To pursue this further, I will, I

will ask just one final question before our sign off. If, if, if,

if someone is in a country that is not among the 56 countries

that you are already active in.
What is a way in which to engage with you or with the TFSP program going forward? That's very easy. I mean through you, Paul, they can, you can route the inquiry through to me. My email, you can share my email. It's probably actually on the presentation somewhere. You can contact me directly or if you happen to be, you know in
in a country with a World Bank office, which we are in most countries, if you can always.

You know, route your inquiry through the local world bank office or, you know, through the WTO. But you can do it direct for sure to me or through Paul. That would be the easiest.

Let me extend my heartfelt thanks for joining us,
particularly given how late it
is for you where you are. I hope

you'll get some shut eye
afterwards.

For those of you who have been
with us through this
presentation, thank you very
much. Bill's slides and the
information that will be posted
on the Marketlinks website and
will be available for all. With
that, thanks everyone.
Appreciate your joining us. And Bill to you safe travels. Thank you very much. Paul. Thank you to everybody. Really enjoyed it and look forward to coming back again one day. Thanks All right.

Goodbye everyone.