

# The role of Trade Facilitation in Italy

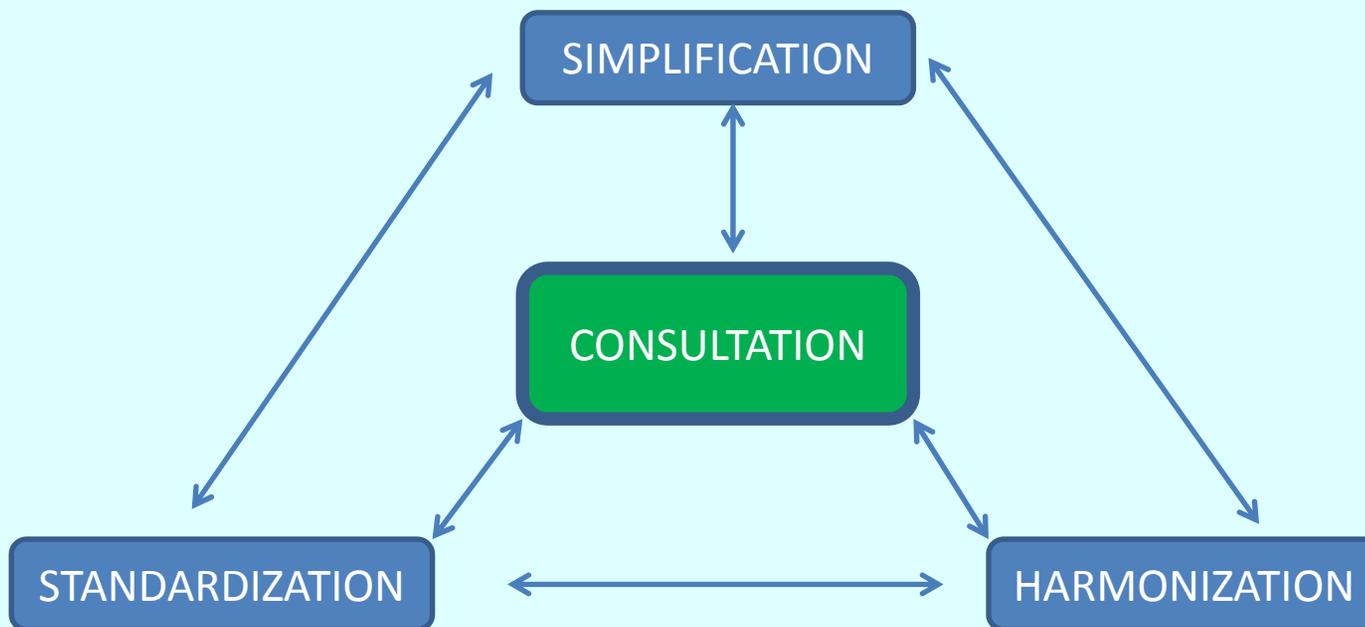


## UN /Cefact Recommendation No 4

*The UN Centre for the Facilitation of Procedures and Practices for Administration, Commerce and Transport (UN/CEFACT) recommends that Governments establish and support national trade facilitation bodies with balanced private and public sector participation.*



## UN /Cefact Recommendation No 4





## UN /Cefact Recommendation No 4



- **Participation to UN/Cefact Process**
- **favorites public-private dialogue**
- **Recognition of critical points**
- **Removing obstacles that reduce competitiveness and growth**

# 1<sup>st</sup> Seminar on Trade Facilitation 1 February 2008

"The facilitation of international trade: a crucial importance for the "Made in Italy"

## 2 main conclusions:

- Raise awareness of all the stakeholders on the benefits of creating electronic and standard versions of documents necessary for international trade.
- establishment of a single window to facilitate procedures, reducing time and costs of the transactions.



## UN /Cefact Recommendation No 33

***“a single window is 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”***

## 2<sup>nd</sup> Seminar on Trade Facilitation 22 April 2009 within 14<sup>th</sup> UN/Cefact Forum

“The role of trade facilitation: promoting market integration with a focus on Africa”

Main Result was the creation of the

**Standing Committee on Trade Facilitation  
Strategy**

## Standing Committee on Trade Facilitation Strategy

### Members:

- **Public Administrations**
- **Banking System**
- **Industrial & Commercial Enterprises**

# Standing Committee on Trade Facilitation Strategy

9 February 2010 1<sup>st</sup> meeting

**The purpose of the Committee is to create a forum between public institutions and private sector to discuss all the main topics on international trade procedures with the clear objective of making the system more efficient and less complicated to the operators, facilitating foreign trade process in full compliance with the respective institutional role.**

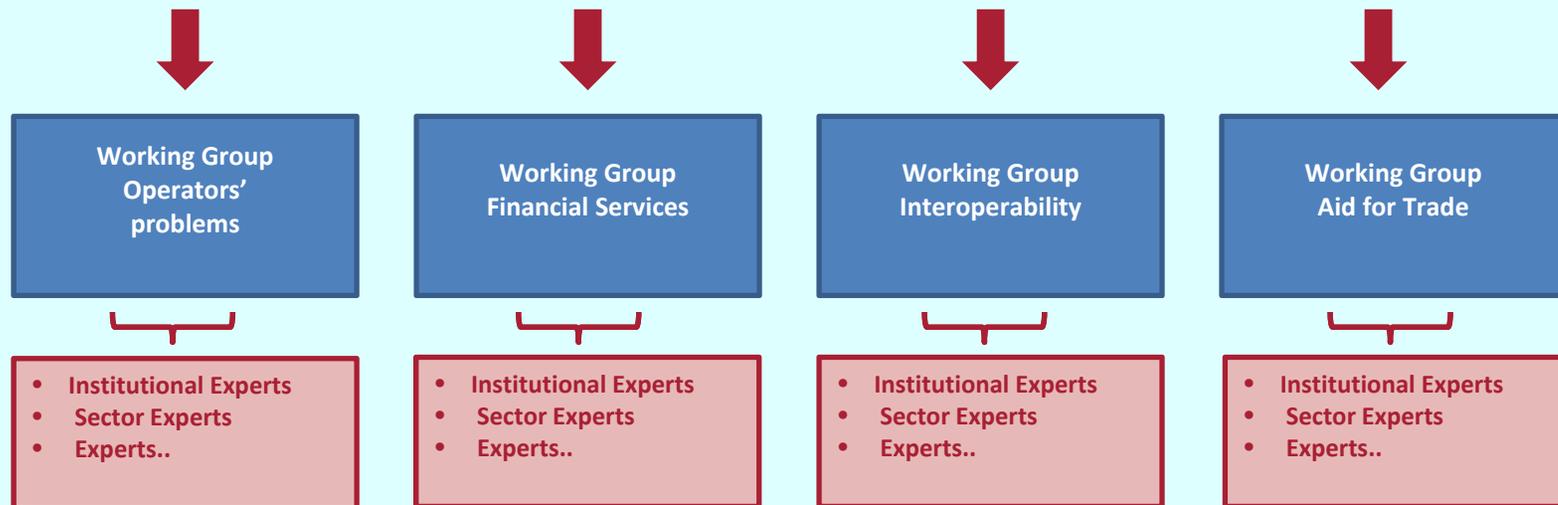
# Standing Committee on Trade Facilitation Strategy

## Mission

- Disseminate procedures and operational tools developed within international organizations – UNECE, EU, WTO, etc. – related to Trade Facilitation
- Analyze critical points and issues in the Exp-Imp process
- Contribute to national and international initiatives to solve these problems

Its actions are based on **UN/CEFACT Recommendations** (and ISO standards) on international best practices and standards.

## Standing Committee on Trade Facilitation Strategy



## Working Group Operators problems

### Chaired by the Ministry of Economic Development

#### Main task:

detect all problems, bottlenecks, shortcomings in the International Trade process

#### Methodology:

- Questionnaires
- Selection of Law Acts to be simplified and eliminated in order to avoid duplication
- Identification of the Responsible Authority.
- Proposed solution

## Public and private partnership

## Working Group Financial Services chaired by Italian Banking Association

### UN/CEFACT International Supply Chain Reference Model



#### Commercial procedures

- Establish contract
- Order goods
- Advise on delivery
- Request payment
- Packing
- Inspection
- Certification
- Accreditation
- Warehousing



#### Transport procedures

- Establish transport contract
- Collect, transport and deliver goods
- Provide waybills, goods receipts status reports etc.



#### Regulatory procedures

- Obtain import/export licences etc.
- Provide customs declarations
- Provide cargo declaration
- Apply trade security procedures
- Clear goods for export/import



#### Financial procedures

- Provide credit rating
- Provide Insurance
- Provide credit
- Execute Payment
- Issue statement



## Working Group Financial Services

### Chaired by the Italian Banking Association

#### Main task:

Facilitate electronic Payments through the whole supply chain

#### Methodology:

- Mapping of activities of trade operators
- Identification fo the “financial value chain
- Identification of the e-financial tools

## Public and private partnership

## Working Group Interoperability

### Chaired by the Customs Authority

**Main task: Integrate Customs Clearance procedures among all the public Institutions and creation of the Single Window, based on UN /Cefact Recommendation N° 33**

### Methodology:

**Technical Approach: Interaction between Customs and Ministries to pair different single procedures aligning different data bases.  
Integrated Communication**

## Institutions Interoperability

## Working Group Aid for Trade

Chaired by the Ministry of Foreign Affairs

Main task:

Projects related to Technical Assistance and Capacity Building included in ITALIAN COOPERATION PROGRAMMES.

Methodology:

Selections of programmes included in the Italian ODA (Official Development Assistance)

Selection of. Countries .

# National and International partnership

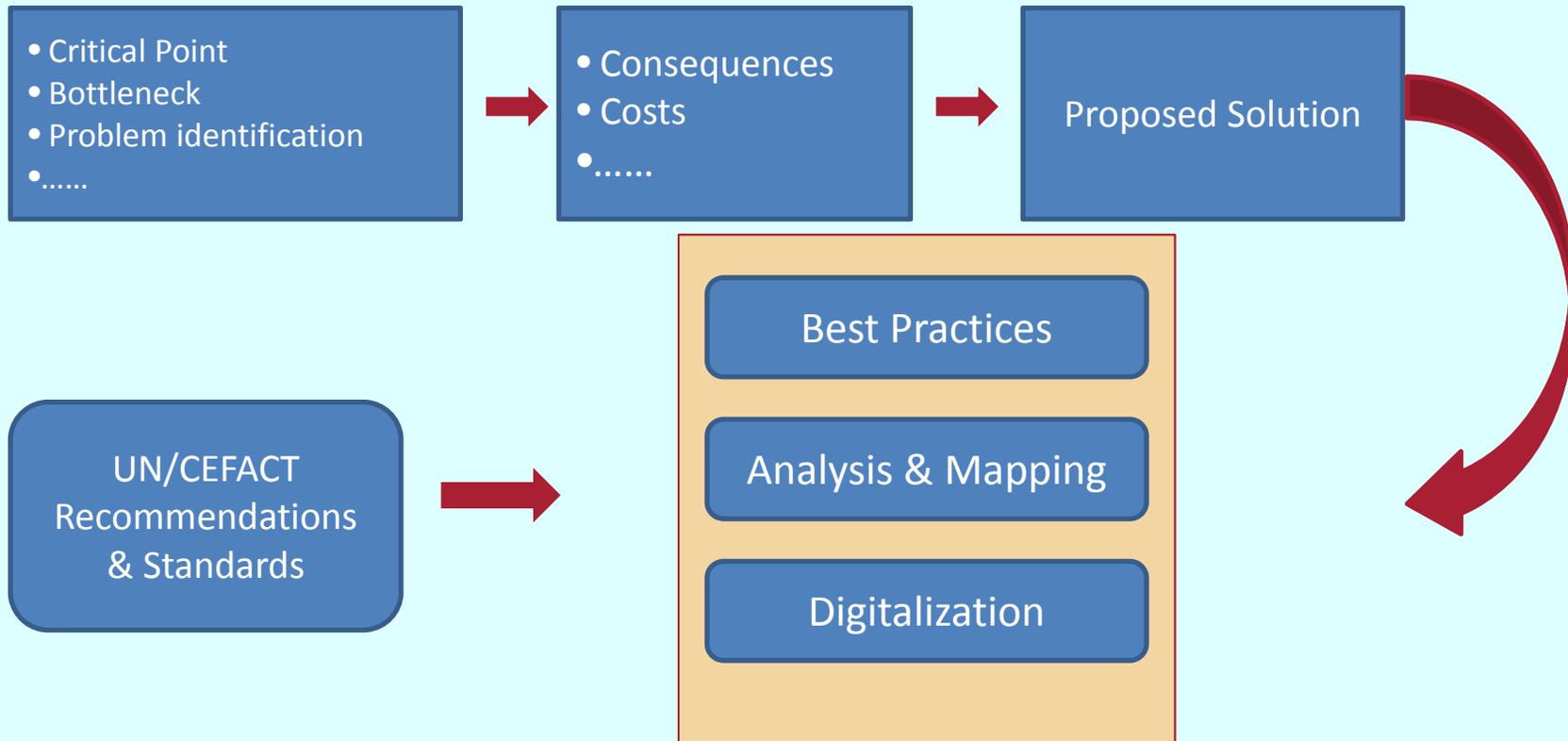
Public Entities, International Organizations, NGOs etc....

## **Standing Committee on Trade Facilitation Strategy**

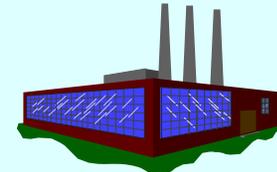
### **2 significant Results:**

- 1) The identification of the "Best Practices aimed at facilitating foreign trade , the growth and internationalization of Italian SMEs" ,**
- 2) The Memorandum of Understanding between the Ministry of Economic Development and the Italian Banking Association (February 2011) for the creation of a system platform for operators called « International Trade Hub - Italy (ITH – Italy) » in order to support the import-export process and internationalization of enterprises.**

## Work flow of the activities



# Italian SMEs



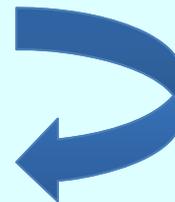
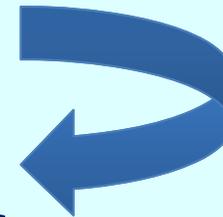
**SMEs > 4.5 MILLIONS (99%)**

**2/3 of the GDP 2012 = 1.5156 trillion €**



**< 200,000 Export Companies**

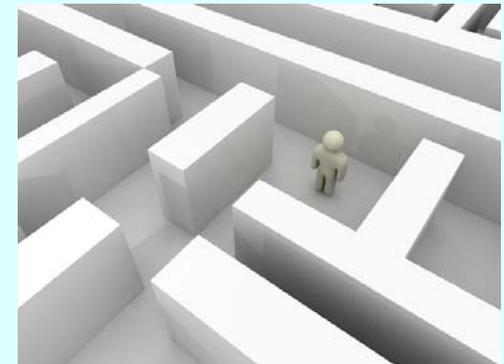
**4.4%**



# Italian SMEs

require guidance about matters such as:

- information on foreign markets
- how to select their targets
- international distribution channels
- requirements, constraints, tariffs, duties
- local legislation
- how to obtain the relevant information



# Italian SMEs - converging goals

Helping Companies  
to customize their  
own export  
business plan



Facilitate  
trade-related  
operations

# International Trade Hub-Italia (ITH-Italia)

is an innovative and technologically advanced tool to allow companies to compete and succeed in the globalized economy.

- An International Trade Hub is more than one stop shop or single window as it integrates all the processes related to import-export activities and internationalization

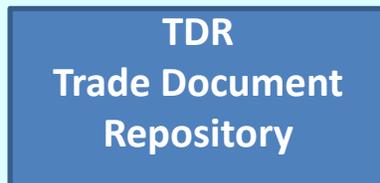


*“By the end of this decade, all the major IT HUBs will be interconnected”  
( U N / C E F A C T )*

## International Trade Hub-Italia (ITH-Italia) is the ultimate tool that can facilitate trade and internationalization to give SMEs more competitiveness.



conversion every single doc from paper to digit/electronic: from e-marketing to the e-customs clearance through e-logistics, e-payment and e-licensing / certification.



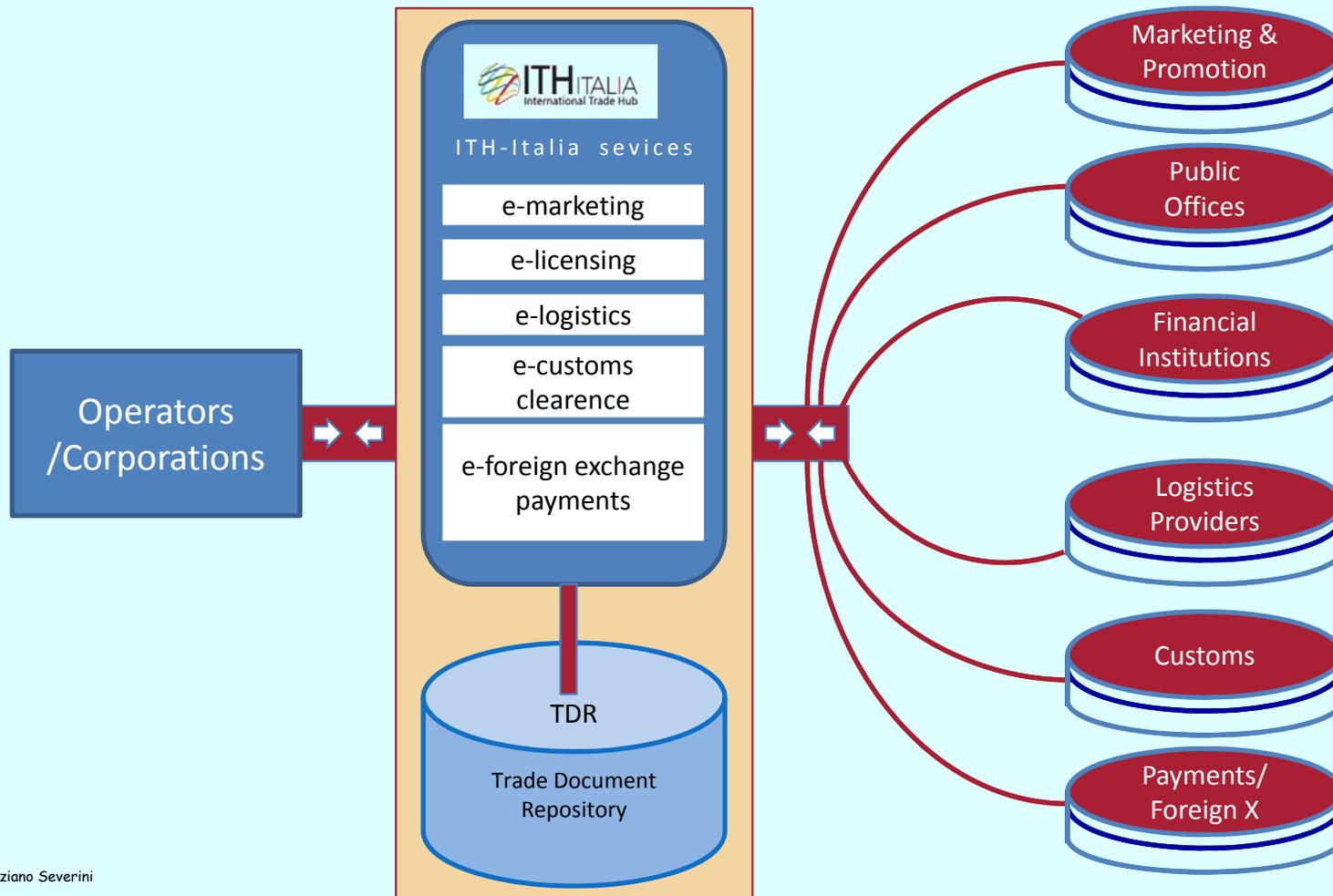
electronic preservation of all docs and data with **legal validity**

## International Trade Hub-Italia (ITH-Italia)

- **on-line system**
- **Docs, Transactions - Legal validity**
- **reduces time and cost**
- **idea of “International trade system”**



# Operational structure of ITH-Italia



# ITH-ITALIA HOME PAGE

Utente ITH Password Registrati Hai dimenticato la password?

Ministero dello Sviluppo Economico Ministero degli Affari Esteri

**ITHITALIA**  
International Trade Hub

Il commercio estero in un click  
un accesso unico a tutti i servizi per internazionalizzare la tua azienda.

Partner: ABI SACE SIMEST INVITALIA ITALIA CONFINDUSTRIA

» Cos'è ITH  
» Come funziona il sistema e perché registrarsi  
» I vantaggi per le aziende  
» I nostri partner

CONTATTA L'HELPDESK

Una task force a difesa del risparmio  
**ABI**

**SACE MAG**

SCUOLA 241 progetti di innovazione digitale  
**INVITALIA**

**LA TUA AZIENDA E' PRONTA AD ESPORTARE?**  
Verificalo, e crea il tuo Business Case.

**GLI STRUMENTI A SOSTEGNO**  
La normativa e gli strumenti di supporto

**GESTISCI ON LINE LE TUE PRATICHE**  
Pratiche amministrative a portata di mano

**I SERVIZI FINANZIARI PER IL TUO BUSINESS**  
Le banche al servizio dell'internazionalizzazione

**LOGISTICA E TRASPORTI**  
Normative ed opportunità

**I nostri speciali**

Imprenditoria femminile

Promuovi la tua azienda sui mercati internazionali  
**MADE IN ITALY**

**Approfondimenti**

Presentazione

E-Learning  
Una guida utile nelle attività di export.

**News**

Roma, 16 settembre 2012 - Gruppo di Lavoro Servizi Finanziari Import-Export

Balzano 18 settembre 2012 - "La facilitazione del commercio internazionale": cos'è, perché e come.

28 e 29 luglio 2012 - Gli Stati Generali del Commercio con l'Estero: contributo della Task Force on Trade

**In Agenda**

MARZO 2012						
27	28	29	1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	1

**Focus on, una storia di successo**

**IL DISTRETTO DI CONEGLIANO, VINO ITALIANO CHE ESPORTA NEL MONDO**

Un'etichetta che, in solo pochi anni, è stata capace di scalare le vette dei mercati di vino internazionali ed esportare nel mondo la tradizione dell'aperitivo d'alta classe che ha fatto la storia italiana. segue>

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**ITH**  
Cos'è ITH  
Come funziona il sistema  
I vantaggi per le aziende  
I nostri partner  
Contattaci  
email: info@ith.it  
Helpdesk

**SERVIZI**  
Check up aziendale  
Il tuo Business case  
Le tue pratiche  
Servizi finanziari  
Logistica e trasporti  
Formazione

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**Economic Commission for Europe**

Committee on Trade

Centre for Trade Facilitation and Electronic Business

Eighteenth session

Geneva, 15-17 February 2012

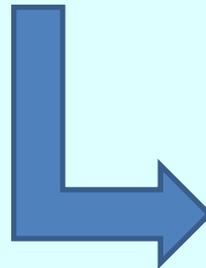
Item 9 of the provisional agenda

Programme of work, and next steps

**Addendum to the United Nations Centre for Trade Facilitation and Electronic Business (UN/CEFACT) programme of work 2012 - 2013**

**Submitted by the UN/CEFACT Bureau for noting**

**Addendum**



# UN/Cefact 2012-13 Programme of Work

ECE/TRADE/C/CEFACT/2012/11/Add.1

COMMENTS AND ADDITIONS	PROGRAMME OF WORK REFERENCE	FORM OF IMPLEMENTATION
<p>5. <u>Apply principles identified in developing the International Trade Hub Italia (ITH -Italia).</u> involving public and private sectors at national level, allowing a step-by- step import/export strategy and all related activities to be electronically managed for better resource efficiency and effectiveness.</p>	<p>Part Two 3.1 Coordinate... (p. 11)</p>	<ul style="list-style-type: none"> <li>• <u>Better understand principles developed in ITH-Italia and explore possibilities to foster their use within UN/CEFACT activities.</u></li> </ul>

## Where we stand

**Agreements**, either already signed, forthcoming or planned, with public and private institutions involved

Ministry of Economic Development  
ITA, the Italian Trade Promotion Agency  
ABI, the Italian Banking Association  
INVITALIA, foreign direct investment attraction  
SACE, export credit insurance  
SIMEST, support to Italian investments abroad  
Italian Customs Agency  
and others.

**Presentation** of the system platform to the Business Community, December 2013

**Start-up** of the system planned soon, 2014



# THANK YOU !

**Graziano Severini**

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