

Electronic trading documentation: promising innovation opportunity

**Rosemary Richards,
Grain Trade Australia**



IGTC
International Grain Trade Coalition

ENQUETE

Saudações! Por favor, preencha nossa enquete on-line sobre a taxa de adoção de documentação eletrônica no comércio de grãos.

Sobre nós: a [International Grain Trade Coalition](http://www.igtglobal.org) é uma associação sem fins lucrativos cujo propósito é fornecer conhecimentos e representação sobre os requisitos comerciais e econômicos de indústrias de alimentos, rações e processamento de todo o mundo. Mais de 8000 empresas ou 'Corporate Stakeholders', de 85 países participam na Coalition.

Neste contexto, documentação eletrônica não é simplesmente a conversão de um documento em papel para PDF. É o uso de sistemas baseados na Internet para executar com segurança e realizar transações de comércio global.

Pedimos-lhe completar apenas uma pesquisa por empresa e considerar apenas as operações de importação e exportação.

Lembrete: as suas respostas serão tratadas com a máxima confidencialidade e somente serão vistas pelo Secretariado da IGTC.

Os resultados da enquete serão usados para ajudar a IGTC para melhorar as actividades de comunicação e contar a "história" de como a inovação industrial e a utilização de documentação eletrônica estão evoluindo.

A Secretaria está feliz em ajudar se tem perguntas: secretariat@igtglobal.org

1. A sua empresa é usuária atual de documentação eletrônica?

- Sim
- Não



The grain industry's challenge: to move commodities from areas of surplus to areas of deficit and provide for regulatory compliance, safety and cost efficiency

- High volume, Low cost, Timely, Predictable,
- Reliable, Responsive, Resilient and Fungible Supply

Constant Improvement and Innovation





Commercial Value

Exporters

- **Time/cost saving – reduced end to end transaction time with working capital benefits**
- **Eliminates risk of loss of documents**
- **Eliminates risk of fraud**
- **Reduces risk of non payment**
- **Improved quality & integrity of data**
- **No paper documents to process, manage, track, send and archive**
- **Reporting capability**

Importers

- **Early arrival of electronic paperwork ensuring clean discharge of goods**
- **Visibility of transaction to help inventory planning**
- **Removal of need to use Letters of Indemnity to achieve discharge of goods**
- **Potential to reduce demurrage costs**

Banks

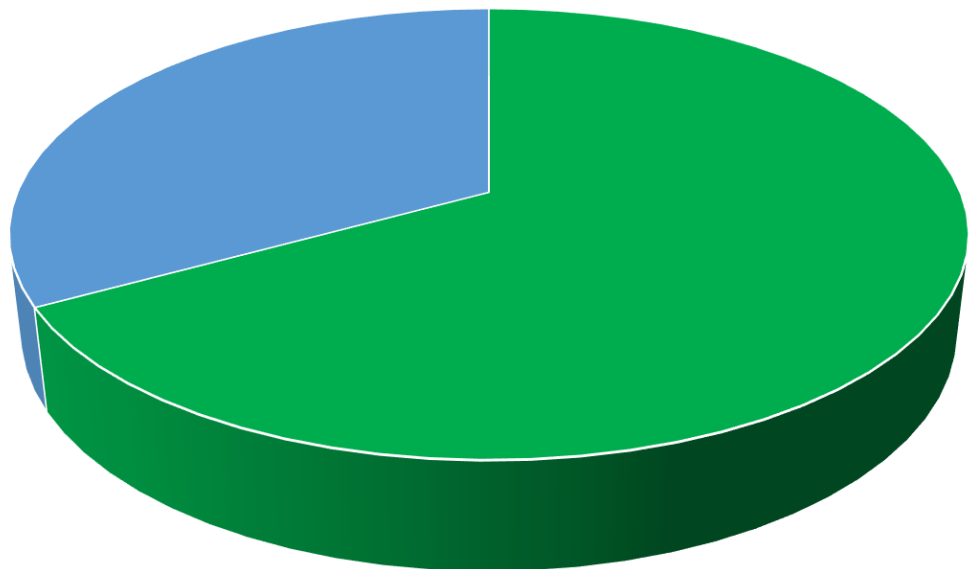
- **New trade service to offer corporate customers**
- **Early receipt of presentation reducing pressure on checking for acceptance deadlines**
- **Removal of need to maintain a physical presence adjacent to clients, purely to support delivery of paper documentation**
- **Increased flexibility**

Carriers

- **Removal of Letters of Indemnity**
- **Ability to support electronic bills of lading – an increasingly common requirement from their customers**
- **No requirement to alter the production process of the bill of lading or change the systems it was generated on**
- **No fees to support their customer – entirely free of charge for the carrier to use**
- **Simple adoption – browser based so works at port and remote locations**

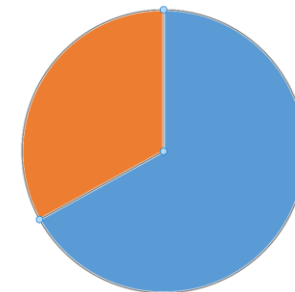


IGTC poll – electronic documentation



Over half – 67% plan for the **wholesale adoption by 2025** i.e. a rate of 75-100% of electronic trade documentation for all documents in one transaction

Over half – 67% of respondents confirm current use of e-docs



Adoption began **no more than three years ago**, and has continued well into 2016

No respondents currently use electronic documents for **all** transactions



Half aim for at least 50% of their transactions to move to electronic documentation by 2018



IPPC-WTO project: Global ePhyto Hub

- ✓ IGTC seat on the 'Industry Advisory Group' of ePhyto hub.
- ✓ IGTC member questionnaire revealed clear picture of hopes/challenges for the system
- ✓ More efficient, faster and flexible solutions to facilitate trade documentation
- ✓ System must meet requirements on reliability, compatibility confidentiality and choice of competitive options





IGTC accelerating electronic documentation

Leadership grain trade seeking to rapidly move to a electronic trading environment

Preparedness varying levels of preparedness within importing country systems for ephyto and for broader electronic documentation

Communication to raise Industry and Government awareness and capture engagement across all sectors

Education to expand capacity of all parties to facilitate transition to an electronic environment



Thank You!

IGTC seeks Partnership with governmental bodies. Likewise we work with other international interest groups and academic institutions. For-profit entities supporting IGTC are welcome to be identified as IGTC Corporate Stakeholders and help guide our work. Trade Associations and Councils working to support international trade of grains, oilseeds, pulses and other agri-bulks are welcome to apply for IGTC

Please contact us at:

Secretariat@IGTCglobal.org

+41 78 932 96 18

