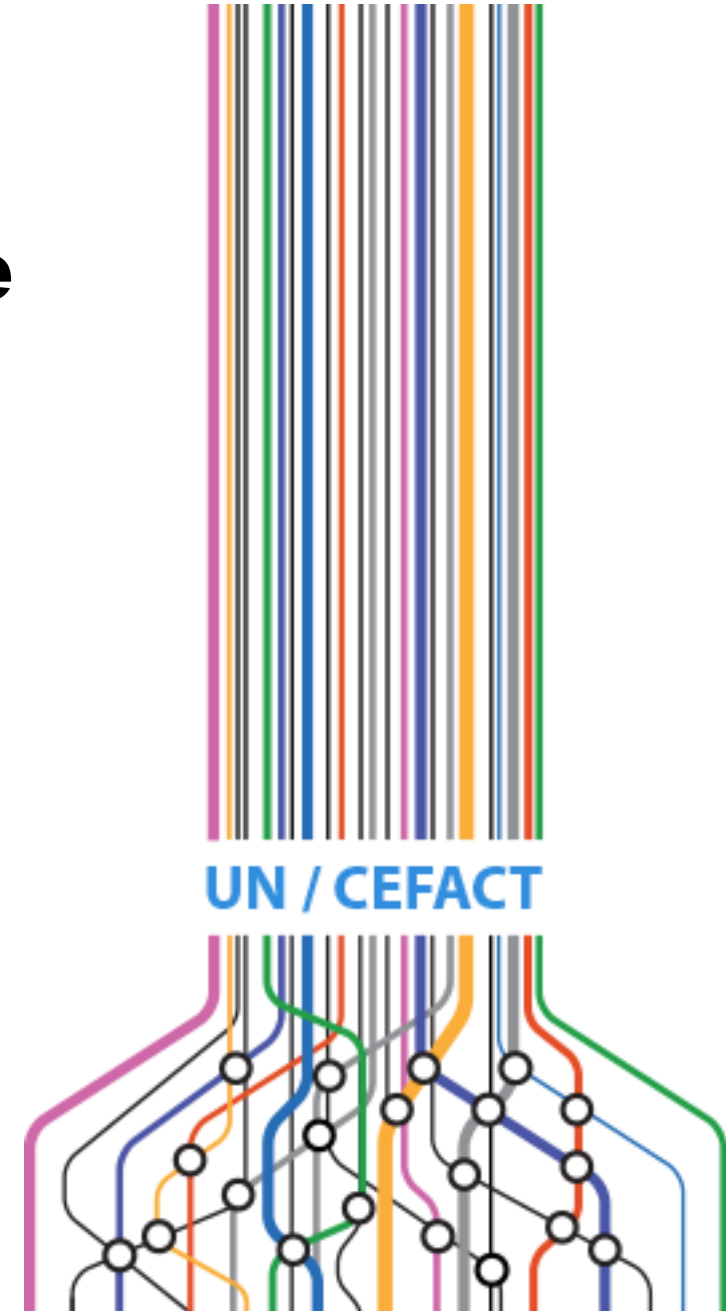


United Nations Centre for Trade Facilitation and Electronic Business (UN/CEFACT)

Promoting integration of MSMEs in
international trade

Lance THOMPSON
Secretary UN/CEFACT
lance.thompson@un.org
UNECE – UN/CEFACT
18 February 2021



UNECE Economic Cooperation and Trade Division (ECTD) in a Nutshell



UNECE

One Vision: Harnessing Economic Cooperation and Trade for the SDGs

Two Sub-programmes

- Sub-programme 4: Economic Cooperation and Integration
- Sub-programme 6: Trade



Three Thematic Intergovernmental Areas

- **UN/CEFACT – Trade Facilitation and Electronic Business**
- SCTC – Trade Capacity
- CICPPP – Innovation, Competitiveness and PPPs



Four Sections

- Cooperation and Partnerships Section
- Innovative Policies Development Section
- Market Access Section
- Trade Facilitation Section



United Nations Centre for Trade Facilitation and Electronic Business (UN/CEFACT)

Objectives

Simple, transparent and effective processes for global business;
Efficient and automated exchange of information

Key Tools

- Global trade facilitation recommendations
- eBusiness standards
- Guidelines
- Libraries and Directories

Means

Public-Private Partnership
– over 1000 experts;
Meet virtually practically every weeks

Semantic Hub for Standardization

Buy

Ship

Pay

Commercial Procedures

- Establish sales contract
- Order goods
- Advise on delivery
- Request payment

Transport Procedures

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

Regulatory Procedures

- Obtain im/export licenses etc.
- Provide customs declarations
- Provide cargo declarations
- Apply security measures
- Clear goods

Financial Procedures

- Provide credit rating
- Insurance
- Execute payment
- Issue statements

A hand is shown holding a glowing blue globe. The globe has a network of white lines and dots overlaid on it, representing a global network or digital connectivity. The background is dark blue with a subtle pattern of white lines and dots, suggesting a digital or technological theme.

UN/CEFACT ISMIT White Paper

Integrated Services for MSMEs in International Trade (ISMIT):
Opening the Global Economy to MSMEs



Difficulties for MSMEs in international markets

Cost

Technologies

Knowledge

Competition

Network





Advantages of providing support

Diversification of
economic
development of a
country

Boost possibility
of new markets
and innovation

Promoting
inclusive and
sustainable
economic growth





Definition of e-commerce:

online-initiation; cross-border transaction/shipment; and destined to consumers (commercial and non-commercial)

E-commerce platforms



A type of Single Submission Portal (SSP)

ISMIT

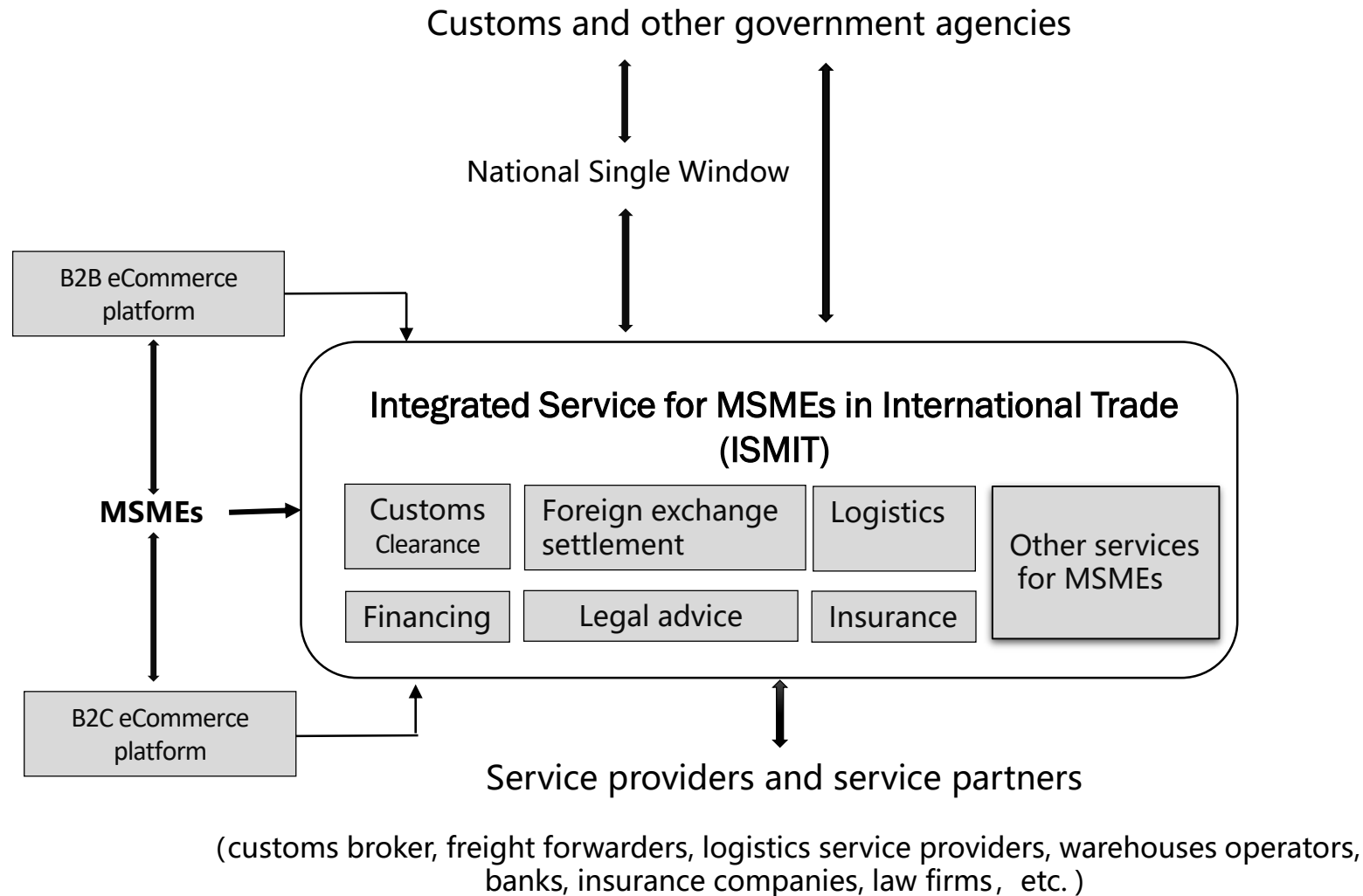
Puts forward the advantages of MSMEs as specialized actors

Can offer the force of multinational groups by pooling together resources

E-commerce platform offering integrated services to help MSMEs access international markets

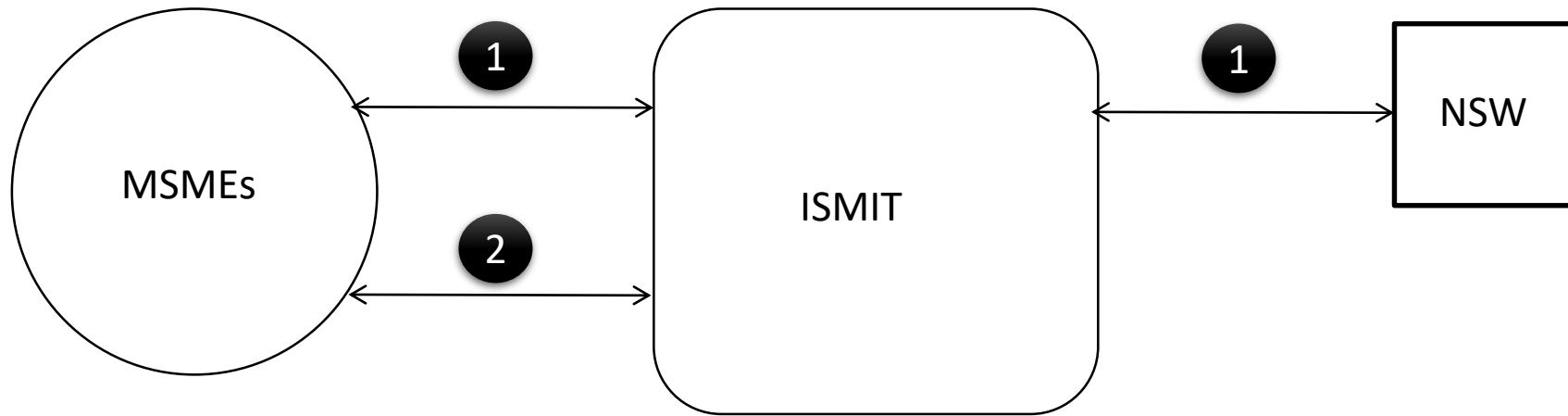


ISMIT Environment





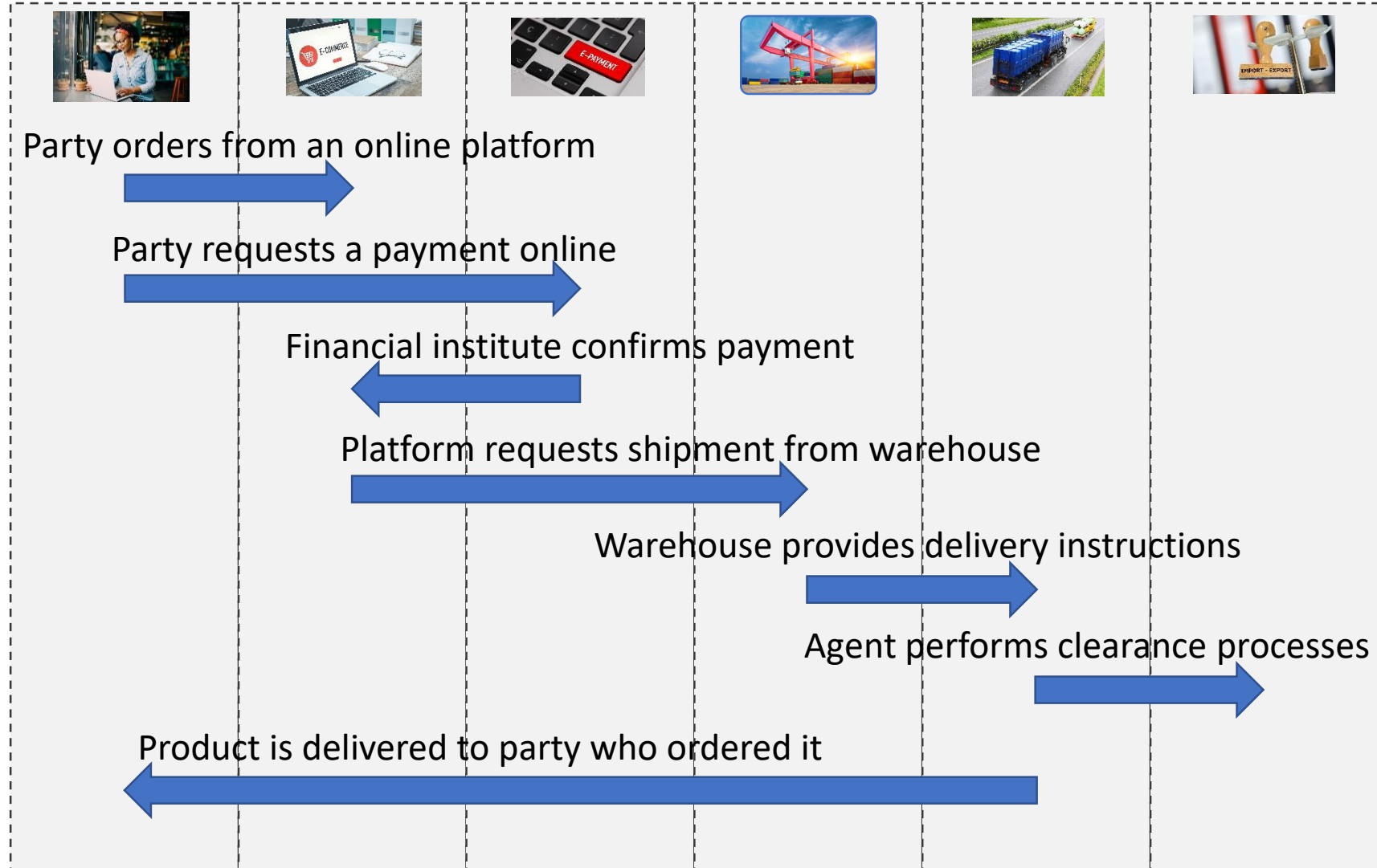
Relationship between ISMIT and National Single Window



- 1 ISMIT is complementary to NSW information flows between ISMIT, MSMEs and NSW to facilitate the MSMEs' faster Custom clearance, etc.
- 2 Value-added information flows for MSMEs

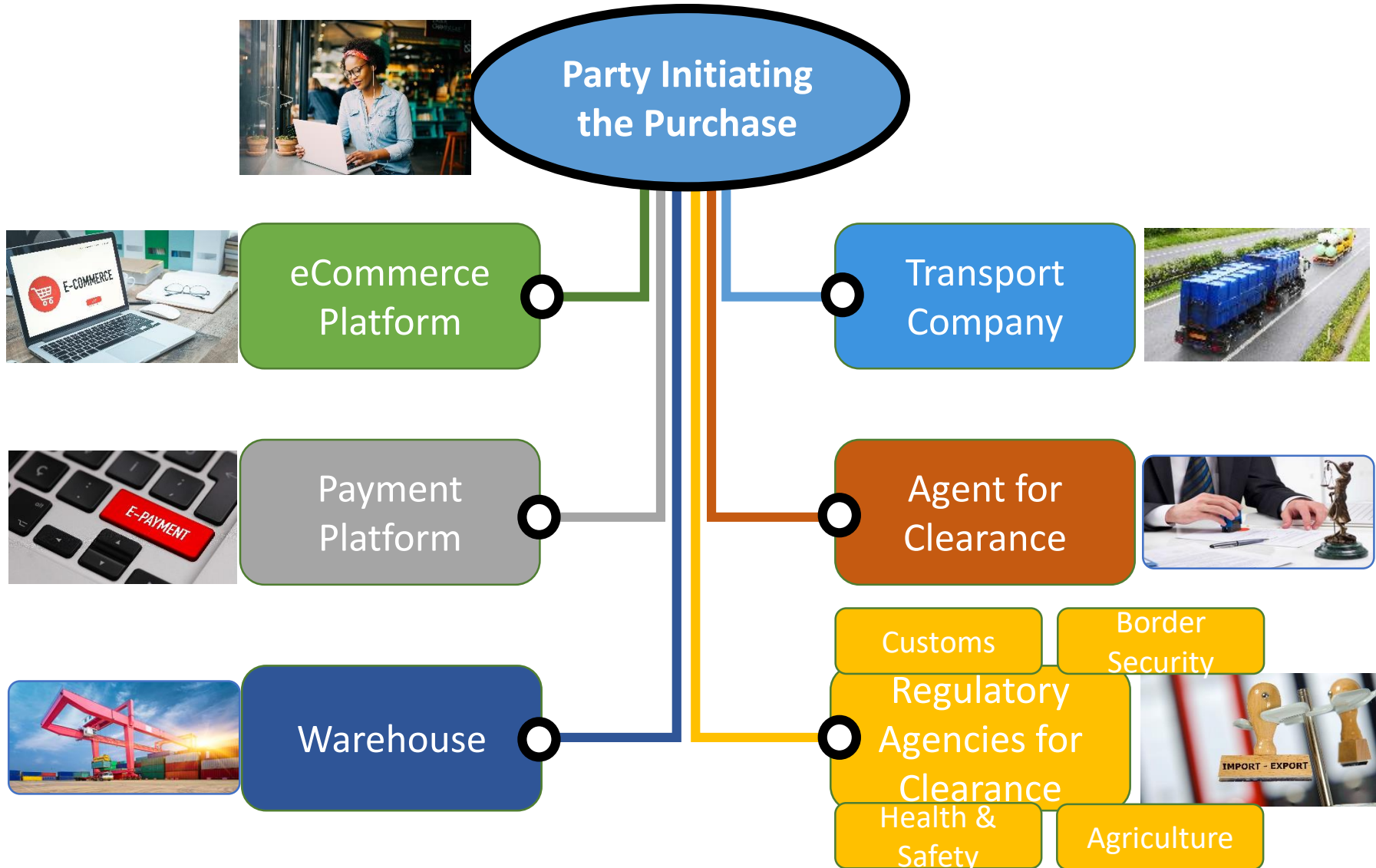


Example of choreography of exchanges



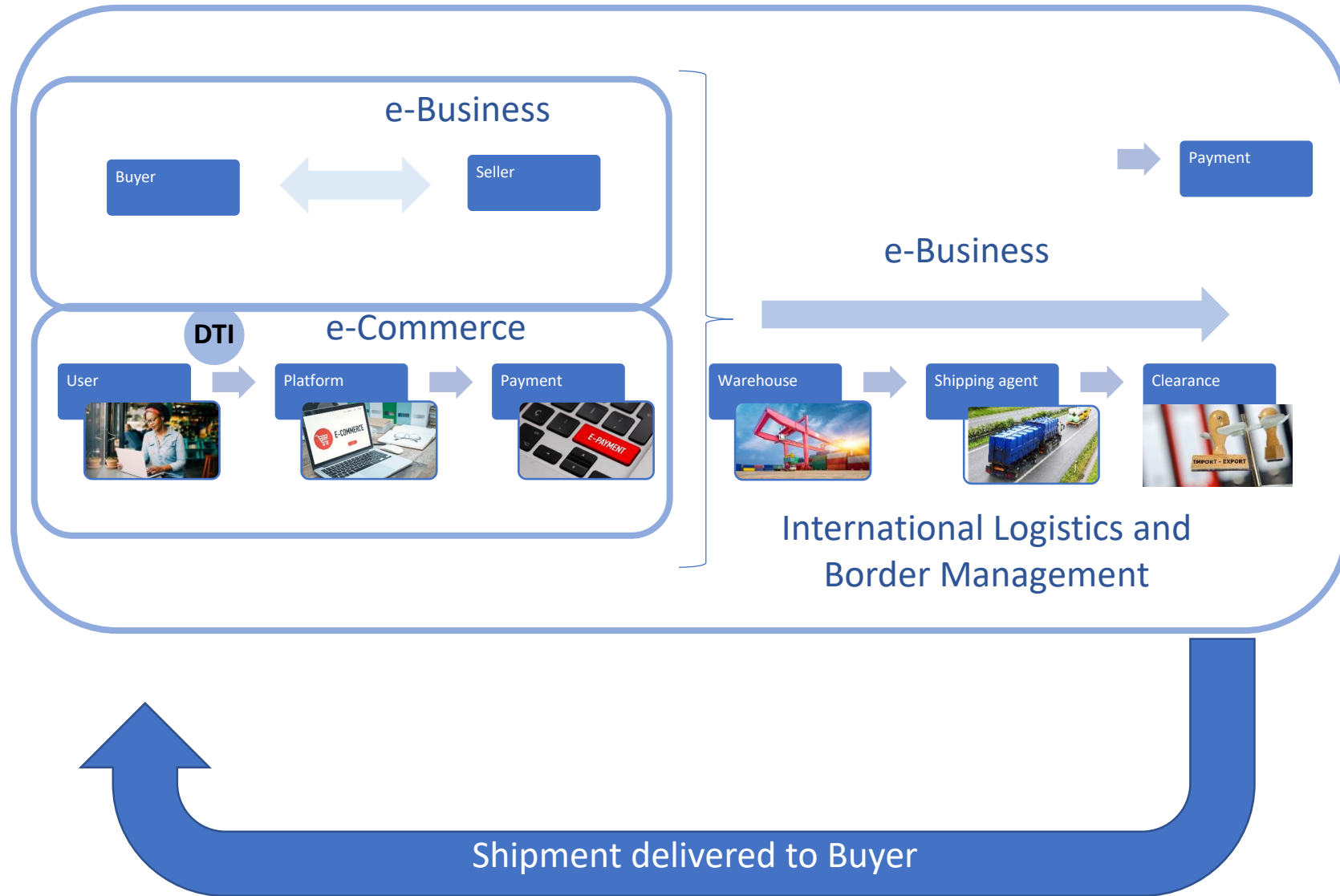


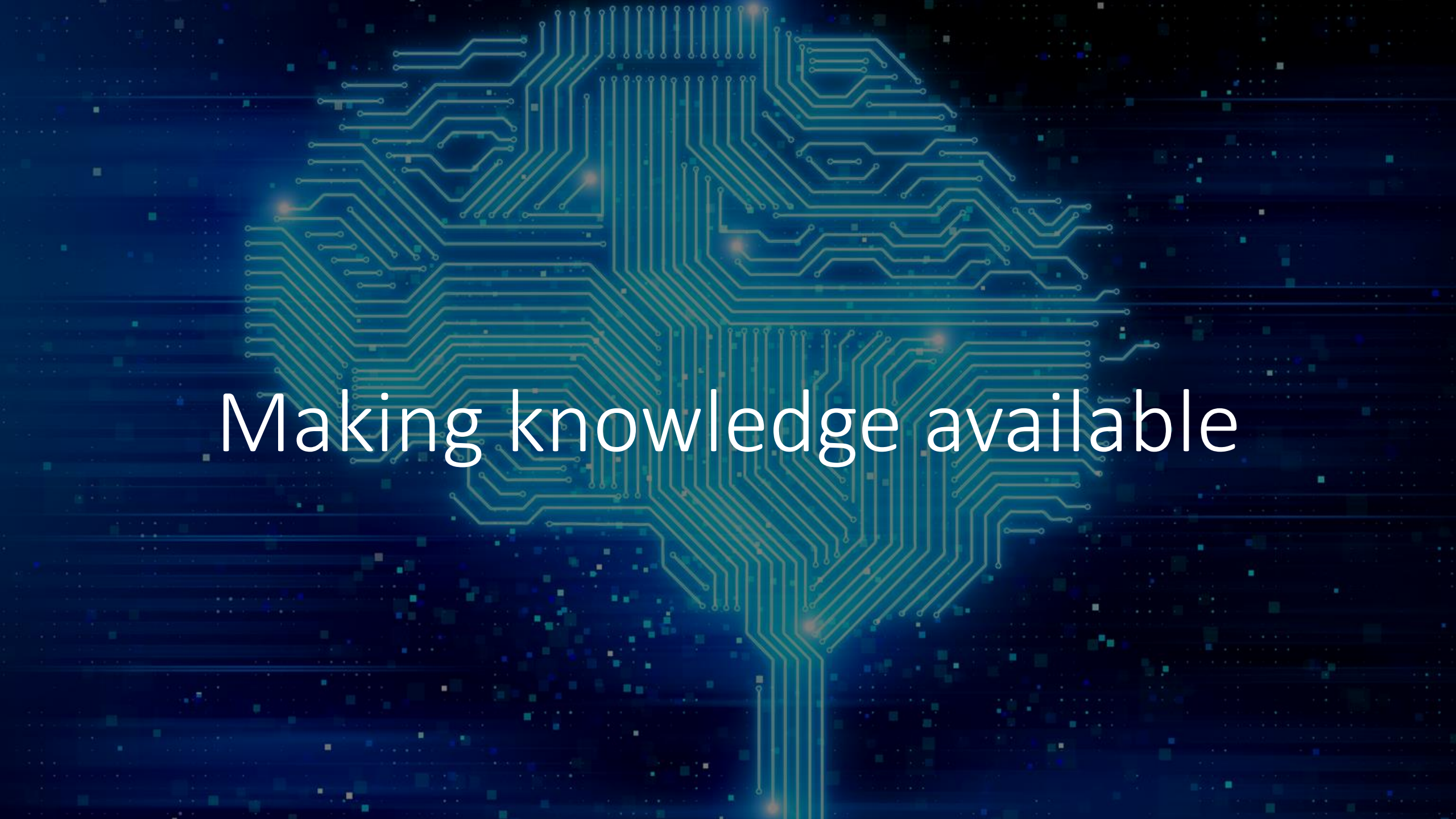
Actors involved in eCommerce





e-Commerce and e-Business





Making knowledge available



Some of our Trade Facilitation Recommendations

- Rec1 – [UN Layout Key for Trade Documents](#) 
- Rec4 – [National Trade Facilitation Bodies](#) 
- Rec14 – [Authentication of Trade Documents](#) 
- Rec16 – [UN/LOCODE Code for Trade and Transport Locations](#) (recently revised) 
- Rec18 – [Facilitation Measures Related to International Trade Procedures](#) 
- Rec25 – [Use of the UN Electronic Data Interchange for Administration, Commerce and Transport Standard \(UN/EDIFACT\)](#) 
- Rec27 – [Preshipment Inspection](#)
- Rec33 – [Single Window Recommendation](#) (recently revised) 
- Rec34 – [Data Simplification and Standardization for International Trade](#) 
- Rec36 – [Single Window Interoperability](#) 
- Rec37 – [Single Submission Portals](#) 
- Rec38 – [Trade Information Portals](#) (pending final approval April 2021)
- Rec41 – [Public Private Partnerships in Trade Facilitation](#) 
- Rec42 – [Trade and Transport Facilitation Monitoring Mechanism](#) 





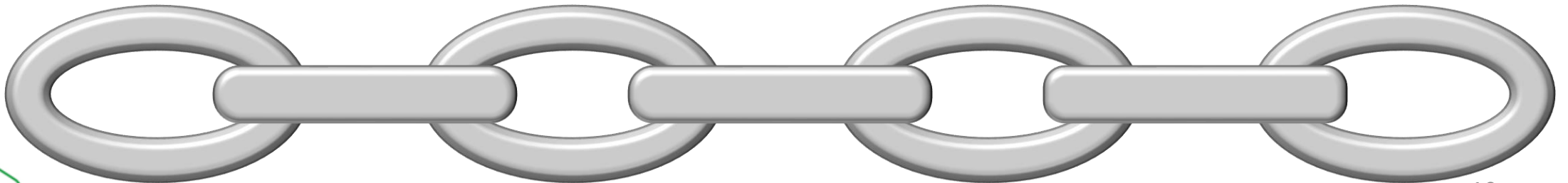
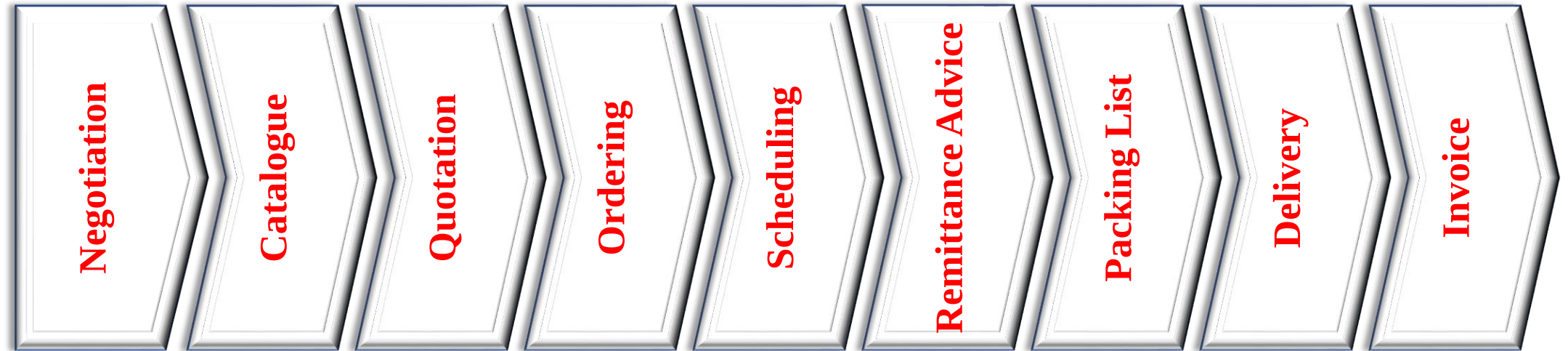
Some of our Trade Facilitation White Papers

- [White Paper on Paperless Trade](#) 
- [White Paper Overview of Blockchain for Trade](#) 
- [White Paper on Technical Application of Blockchain to UN/CEFACT Deliverables](#) 
- [White Paper on Smart Containers](#) 
- [White Paper on Women in Trade Facilitation](#)
- [White Paper on Data Pipeline Concept for Improving Data Quality in the Supply Chain](#)
- [Technical Note on Terminology for Single Window and other electronic platforms](#) 
- [White Paper on Reference Data Model](#) 



Accessing message exchange standards

UN/CEFACT Cross-Industry family of standards based on the Supply Chain Reference Data Model (SCRDM)





UN/CEFACT Streamlined Standards

Supply Chain Management

Supply Chain Reference Data Model (SCRDM)

Cross Industry Invoice

- [BRS](#)
- [RSM](#)
- [Cross Industry Common Requirements BRS](#)
- [e-Invoice Executive Guide English](#) [French](#) [Russian](#)
- [XSD Schema](#)
- [UML Diagram](#)
- [HTML index](#)

Cross Industry Delivery

Cross Industry Catalogue

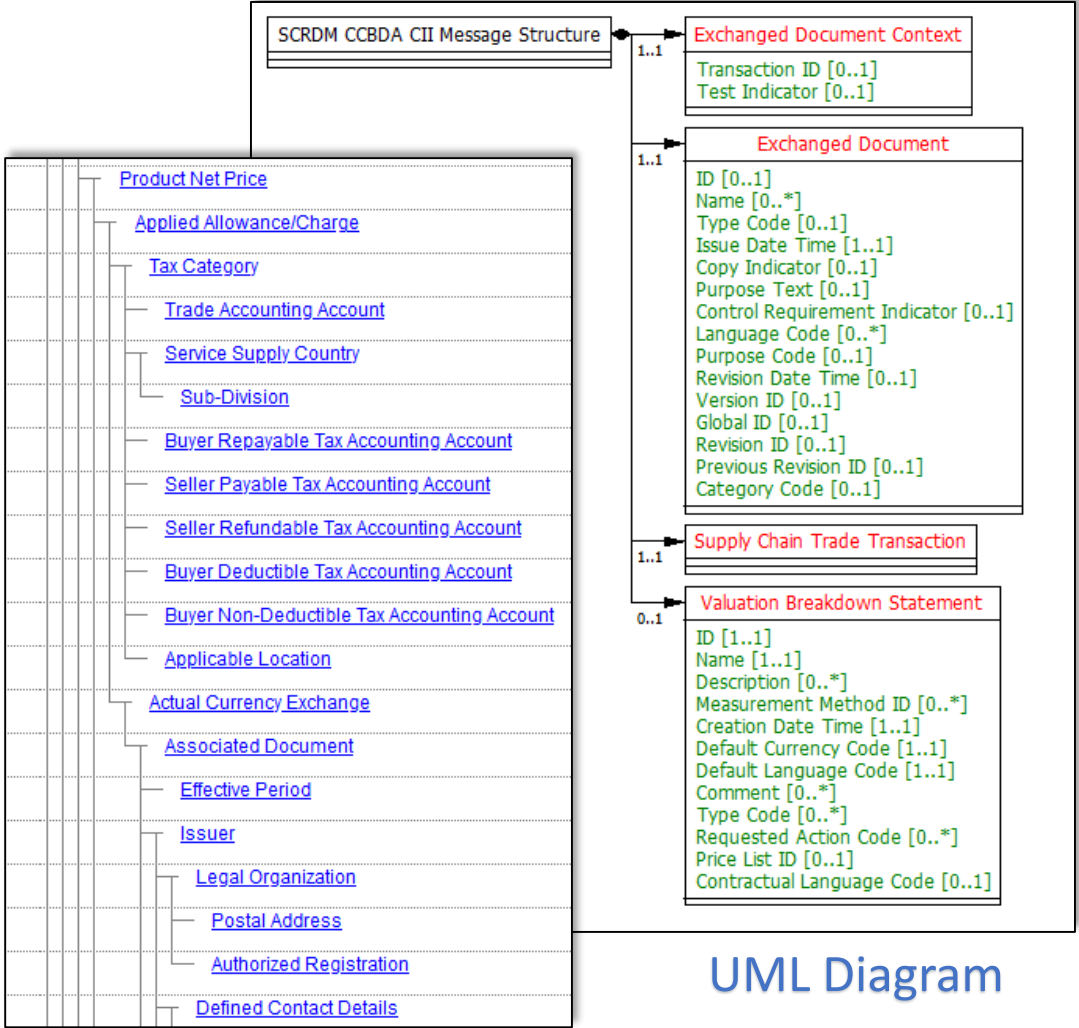
Cross Industry Quotation

Cross Industry Remittance Advice

Cross Industry Scheduling

Cross Industry Ordering Process

Cross Industry Export Packing List



[UN/CEFACT Streamlined Standards page](#)

Message structure (on HTML index)

UML Diagram



UN/CEFACT Semantic Hub principle

Benefits of UN/CEFACT Semantic Models

- Standardized data exchange syntax-neutral structures, based on common Master data exchange structure
- The support of information sharing, such as enabled by data pipelines, with the timely capture of quality data from original data sources ensuring supply chain visibility
- Reduction of administrative burden by efficient reuse of data shared within the BUY SHIP PAY domain model
- Common basis for implementing in chosen data exchange syntax(es)





Competition between MSMEs and multinationals

How can governments support?

- Using clearly defined and freely available global standards helps to level the playing field (such as those of UN/CEFACT)
- Contributing to the development of clear guidance ensures an inclusive approach (encouraging participation)
- Supporting private sector initiatives which can pool resources and help to access a network of supporting actors (such as an ISMIT platform)





UN/CEFACT

- All experts are welcome to join the work of UN/CEFACT after registration:
 - <https://uncefact.unece.org/display/uncefactpublic/UNCEFACT+Expert+Registration>
- All deliverables of UN/CEFACT are available free of charge on our website
 - <https://unece.org/trade/uncefact>
- All UN Member States are welcome to participate in the approval process



Additional material post-event

- Work of the UN/CEFACT Advisory Group on Advanced Technologies on how technologies can contribute to post COVID recovery (see under the tab « Key Documents »)
 - <https://unece.org/trade/uncefact/AGAT>
- Also see UNECE Recommendation on Pandemic Crisis Trade-Related Recovery
 - https://unece.org/sites/default/files/2021-02/ECE_TRADE_C_CEFAC_2021_09E-PandemicRec.pdf
- COVID-19 impact assessments (for [Georgia](#) and [Armenia](#)) (at the bottom of the page)
 - <https://unece.org/trade/studies-regulatory-and-procedural-barriers-trade>

UNECE Support to SMEs (Examples from ECTD and other Units)



UNECE

Agri-standards

- A large share of the Central Asian agri sector is comprised of SMEs.
- Support transition to more sustainable production patterns & food supply chains for better quality products, increased incomes & new market access.

HGEs (High Growth Enterprises)

- A small group of innovative HGEs play a disproportionately large role in innovation, structural change, & SD more broadly.
- Conduct a series of webinars and prepare a handbook in response to the recognition that broad SME policies fall short of meeting the needs of IHGEs.

Gender (SDGU¹)

- Build support system to encourage the set up & scaling of women-owned SMEs.
- Partner with MCTC³ and MASHAV⁴ to provide biannual training workshops for professional women from Eastern Europe.

NTMs, non-tariff measures

- Complete five national survey-based assessments on the impact of COVID-19 on trade and structural transformation in Armenia, Belarus, Georgia, Rep. of Moldova and Serbia.
- Presently conducting similar assessments on female-owned SMEs in Armenia and Rep. of Moldova.

ISMIT & UN/CEFACT

- Help SMEs overcome the main obstacles in approaching international markets: cost, knowledge, use of technologies, competition, and network of partners.
- Freely available electronic standards to accompany SMEs into the digital market covering all supply chain and logistics needs.

Energy (SED²)

- Study “Guidelines & Best Practices for MSMEs in delivering energy efficient products and in providing renewable energy equipment” served as basis for workshop and publication.
- Customize Guidelines and Best Practices for select member States.

Note: Unless otherwise indicated, work streams are undertaken in ECTD.

¹ Sustainable Development and Gender Unit

² Sustainable Energy Division

³ Golda Meir Mount Caramel International Training Center

⁴ Israel's Agency for International Development Cooperation to the Ministry of Foreign Affairs

Forthcoming Events



UNECE

The logo for the Regional Forum, featuring a circular design with many small, colorful lines radiating from a central point, resembling a stylized sun or a network.

REGIONAL FORUM
ON SUSTAINABLE DEVELOPMENT FOR THE UNECE REGION
Geneva & online | 17-18 March 2021

The UN/CEFACT logo, featuring a stylized graphic of a network or circuit board with many small, colorful lines radiating from a central point, resembling a stylized sun or a network.

UN/CEFACT PLENARY
Geneva & online | 19-20 April 2021

The logo for the 69th Session of the Commission, featuring a circular design with many small, colorful lines radiating from a central point, resembling a stylized sun or a network.

69TH SESSION OF THE COMMISSION
PROMOTING CIRCULAR ECONOMY AND SUSTAINABLE USE
OF NATURAL RESOURCES IN THE UNECE REGION
20-21 APRIL 2021 | ROOM XVII | PALAIS DES NATIONS | GENEVA

The UN/CEFACT logo, featuring a stylized graphic of a network or circuit board with many small, colorful lines radiating from a central point, resembling a stylized sun or a network.

UN/CEFACT FORUM
Virtual event | 26 April to 7 May 2021

Рақмет сізге Rhamat

Ďakujem



Merci

شکرا جزيا

Дякую

Hvala

ありがとうございました

Tack

Çox sağ ol

Dziękuję Ci

Ευχαριστώ

Obrigado

Ačiū

მადლობთ

Баярлалаа

धन्यवाद

Dankon

Sagbol

Спасибо

Thank you

Diolch

Хвала вам

Hatur nuhun

Faleminderit

감사합니다

Any questions?

Paldies

Grazzi

ඔබට ස්තූතියි

Grazie

Mulțumesc

Ačiū

Danke

Благодаря ти

Faafetai

Rahmat

Հնրհալալուրթյուն

Takk skal du ha

Aitäh

සුභආඥා

谢谢

Köszönöm

Дзякуй

Gracias

Ви благодарам

Děkuji

Salamat

UN / CEFAC

Tak skal du have

Рахмат сага

Gràcies

Asante

תודה

धन्यवाद

Mahalo

Kiitos

Go raibh maith agat

Teşekkür ederim

Dank je

Dankon

www.unece.org/cefact

uncefact@un.org

lance.thompson@un.org

Þakka þér fyrir

Dankie

