Logistics Digitization

World Customs Organization
Corporate member – Data Model Team
Chairperson - Focus Group on Dematerialization

United Nations CEFACT
Member - United States delegation
Domain Expert: Supply Chain, Transit and Logistics, and E-Gov working groups

United States Customs & Border Protection - Trade Support Network
Committee member - International Trade Data Standards Committee
Committee member - Entry Committee

Supply Chain and Logistics Group of the Middle East
International Advisor – USA
Leader – Roundtable on Documentation Automation in Logistics

SMDG   (ocean cargo electronic message standards group)
Co-Chairperson – Web Services Working Group

International Association of Ports and Harbors
Technical Committee Member - Trade Facilitation & Port Community Systems

Why digitize ?

3

Exporters

Trade Finance Providers

Freight Forwarders

Port Operations

Ocean Cargo

Air Cargo

Intermodal Cargo

Customs Brokers

Importers

The typical global trade shipment:

- Constantly changing supply chain of 10 to 40 parties

- Trade compliance and logistics operations:
  can involve 20 to 100 supporting documents

- 140 compliance data elements
  40-50 elements are re-entered multiple times into different systems
  10-20 elements have to be re-entered over 20 times

- 10% of paper supporting documents are LOST

- Technology for many shippers and logistics providers:
  paper records,   fax machines,   spreadsheets, and green screens

Driving needs for DIGITALIZATION

- **Extreme pressure to cut logistics spend**
  - Requires cost cutting through automation
- **Increasing scope and complexity of compliance regulations**
  - Requires improved data accuracy, completeness, and process governance
- **Complex IT interconnectivity environments**
  - Growing number of systems to interchange data with
  - Disparate and legacy nature of systems
  - Multinationals do not deal with one Single Window and one Smart Port
- **Increasing customer expectations**
  - Data availability and accuracy
  - Proactive customer service
  - Real-time, secure Web API access to data – bidirectional
  - SLA enforcement
- **Less experienced and smaller workforces**
  - requires less manual processes and less people

Significant cost of logistics in retail supply chains:

Leaders   ::   **4% of REVENUE**

Laggards ::   **12% of REVENUE**

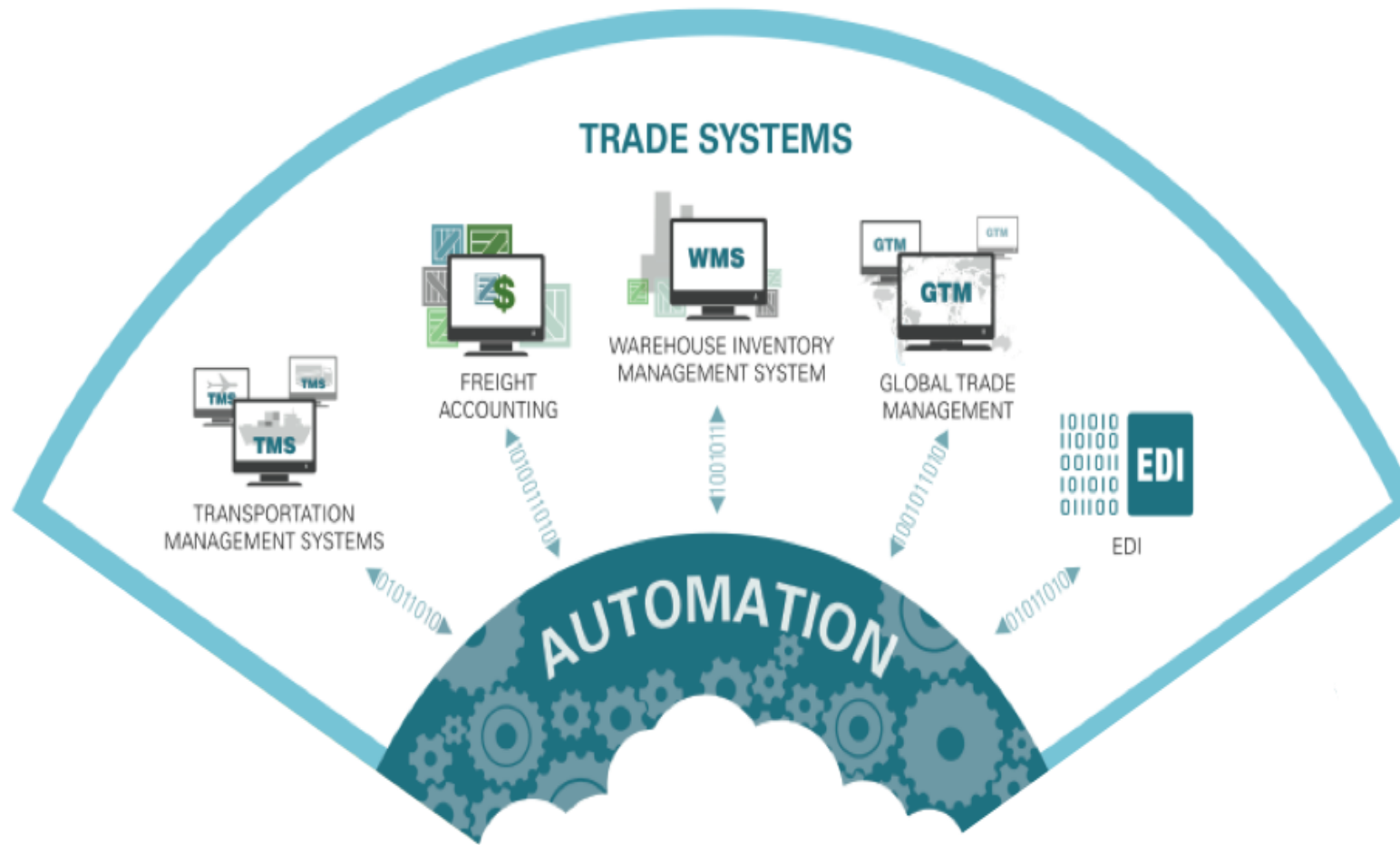**8% of REVENUE = STRATEGIC PROFIT IMPACT**

Shippers – Retail Logistics

5 things
to do
to fully digitize.

1

Real-time connections between everything.

Internal, external, customers, carriers, Customs
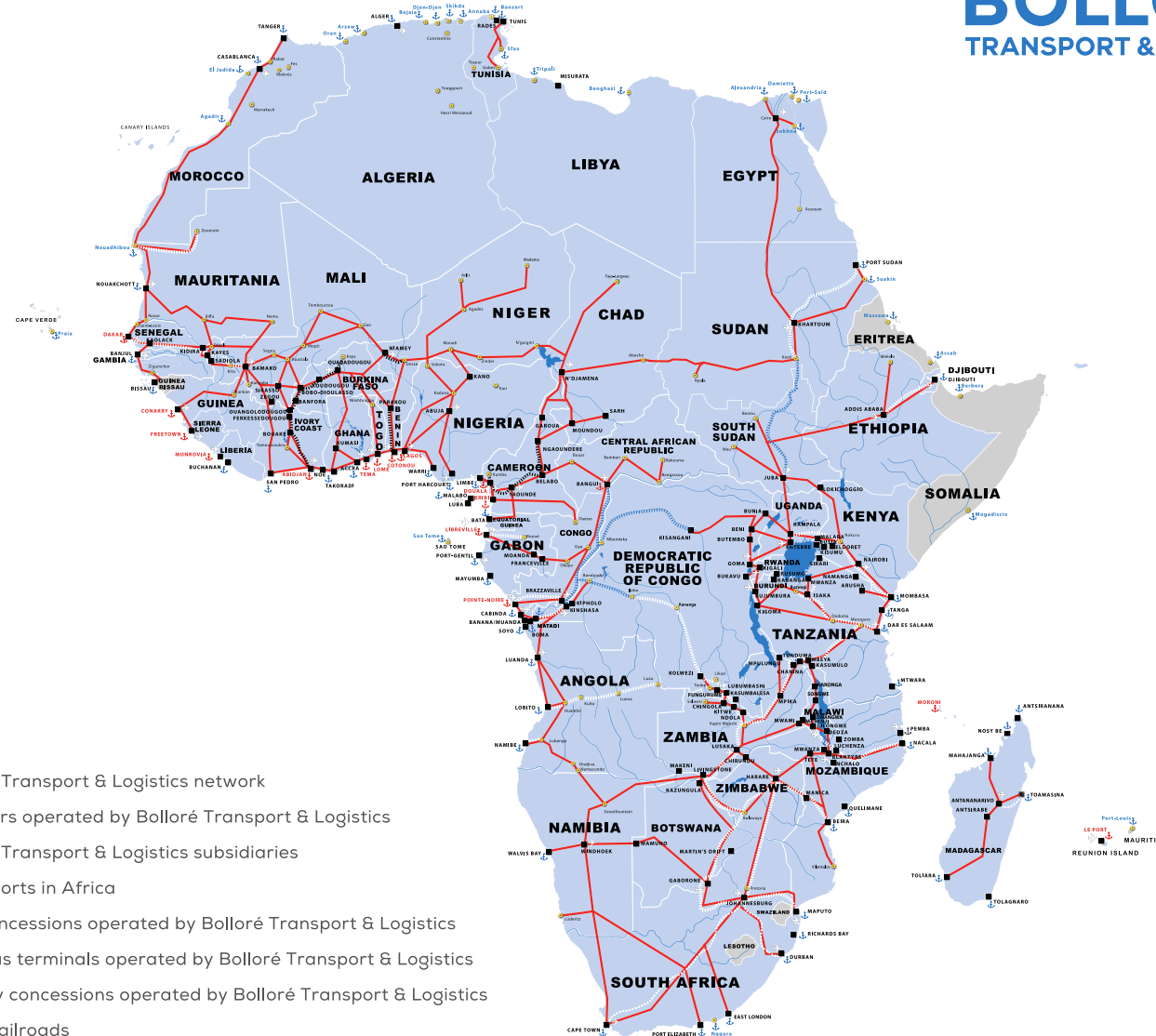
1.5

VISIBILITY

SHIPPERS

CARRIERS

TRADE FINANCE PROVIDERS

IMPORTERS

3PLs / FORWARDERS

CUSTOMS

TRADE PARTNERS

Visibility across the entire logistics chain

Constantly changing supply chains of:

10 to 40 parties

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Waterways operated by Bolloré Transport & Logistics

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Single Window

Smart Port

Single Window

x 100 countries = 100 single windows

Smart Port

Single Window

x 100 countries = 100 single windows

Smart Port

x 80 ports = 80 smart ports

2

Capture and Digitize Everything

Typical import record requirement:
Importer MUST retain for 5 to 7 years for each import entry:

- Organizational **declarations to customs** authorities and other government agencies
- **Electronically generated or stored data**
- Time-stamped and submitter-ID'ed **transactional data submissions**
- **Supporting transactional documents**
- **Supporting correspondence** between cargo owners, carriers, ports, other freight intermediaries
- **Transactional event messages** and **time-stamped evidence**
- **Financial payment and accounting data/evidence**
- Relevant books and papers
- Evidence of staff credentials
- **Evidence of operational diligence** for compliance
- Bonding/guarantee/insurance evidence
- **Temperature/humidity control evidence** (food/pharma)

Legacy systems and data don't just go away.

3

Legacy systems and data don't just go away.

3

Salvage your legacy systems and legacy data for today.

- **Wrap legacy data in real-time, digitized, Web Service APIs**

- **Send legacy system event messages to trigger transactional workflows in a separate, modern BPM automation engine**

4 **Improve the accuracy and completeness of your core operational data...**

before worrying about predictive analytics and machine learning.

5

Digitize, automate and fully control your core internal business processes...

before reading that next blockchain news release

BONUS
Where can you start ???

- **Digital Shipment Folders**
  (centralized, global folders for logistics and trade documents, compliance evidence, logistics data, import/trade records)

- **Operational process cost control – automation, connections, and governance**

- **Dashboards for customer visibility and customer service**
- **Dashboards for carriers and other service providers**

- **Freight Contract Management**
- **Freight Settlement – Audit and Payment**
- **Customer Freight Billing**
- **Vendor Contract Management**

- **Customs - Import Clearance & Compliance**
- **Customs - Export Filings and Compliance**
- **Customs - Electronic Recordkeeping**

- **No-code integrations to Trade/Logistics Systems: ERP, TMS, GTM, WMS, Port Community systems, and customs systems - internal, customer, vendor, Customs, Ports**

- **Trade Document Capture: Images, XML, EDI, INTTRA, more**
- **Trade Document Transfer**

- **Cargo Surety Bonds**
- **Cargo Insurance Policies**
- **Cargo Insurance Claims**
- **Trade Letters of Credit**
- **Trade Payments**
- **Trade Loans**

- **Fleet Management**
- **Asset Management**
- **Lease Management & Records**
- **Facilities maintenance Automation & Records**
- **RFID and GPS systems integration**

- **Procedures and Policies education/acknowledgement**
- **Customer Service processes**
- **Executive KPI Visibility Dashboards**

LOGISTICS – Digitalization candidate processes.