

TRADE FACILITATION IMPLEMENTATION GUIDE

BPA in the context of a national Trade Facilitation Strategy – The example of Greece



UNECE: Who we are and what we do

- ❑ UN Economic Commission for Europe (UNECE): North America, Europe, Central Asia, Western Asia and Caucasus
- ❑ Focal point in the UN system to develop standards and best practice for trade facilitation
- ❑ The United Nations Centre for Trade Facilitation and electronic Business (UN/CEFACT) develops policy recommendations, standards, guidelines
- ❑ Simplified and harmonized trade documents, processes and information flows throughout the supply chain



Greece policy background

- ❑ In 2012 the financial crisis has tuned into and an economic crisis which becoming a social crisis
- ❑ Domestic demand expected be weak for long period
- ❑ Improving export seen as a way for economic growth
- ❑ Zero tariffs in the EU and fixed currency → Trade Facilitation is the option of choice to reduce costs and increase competitiveness

Greek Trade Facilitation: Were to start?

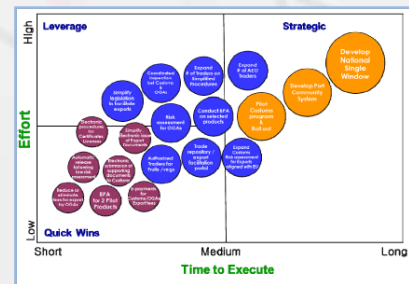
**Implement recommendations?
Or tools? Or develop software?
Or change legislation? Or all of
this? Hire more functioneers? Or
fire? More laws? Or less? Or
better? Is there an issue at all?
??**

November 2012: The Greek National TF Roadmap

Holistic national TF strategy

Prioritization of action and implementation phases

- Identify list of 25 key actions
- Prioritise actions (time to implement, impact on KPI)



Approved by the parliament

Became part of the Troika commitments and the lending agreement

BPA and Roadmap

		structure defined			
5	Conduct BPAs to top 10 product categories/areas of export and implement improved procedures		Lead: MDI Also: MoF, MRDF and private sector	<ul style="list-style-type: none">• 2 pilot products (Feta and Kiwis)• Set up the BPA sub working group• First training workshop	<ul style="list-style-type: none">• Implement simplification on basis of findings for 2 pilots<ul style="list-style-type: none">• Top 5 product categories

- **Agreement to conduct 10 BPA studies in 2 years**
- **Objectives:**
 - Identify Trade Facilitation issues
 - Document bottlenecks and responsibilities
 - Make policy recommendations for improvement
 - Enforce communication between stakeholders
 - Give credibility to the TF reform programme
- **BPA approach :**
 - Focus on export processes
 - Follow a product from production to shipment
 - Use UNNEXT BPA guide

Greek BPA

BPA 1st round

- **October 2012: Stakeholder meetings define scope: Feta & Kiwi fruit export**
- **November 2012: set up Greek BPA team**
- **December 2012: UNNEXT training**
- **February 2013: Kiwi fruit, May Feta cheese BPA**
- **detailed analysis of the customs processes**

BPA 2nd round in 2014:

- **Five products: Dual use products, perishables, fish/meat, olive oil.**
- **Q3/Q4 2014 by contractor**



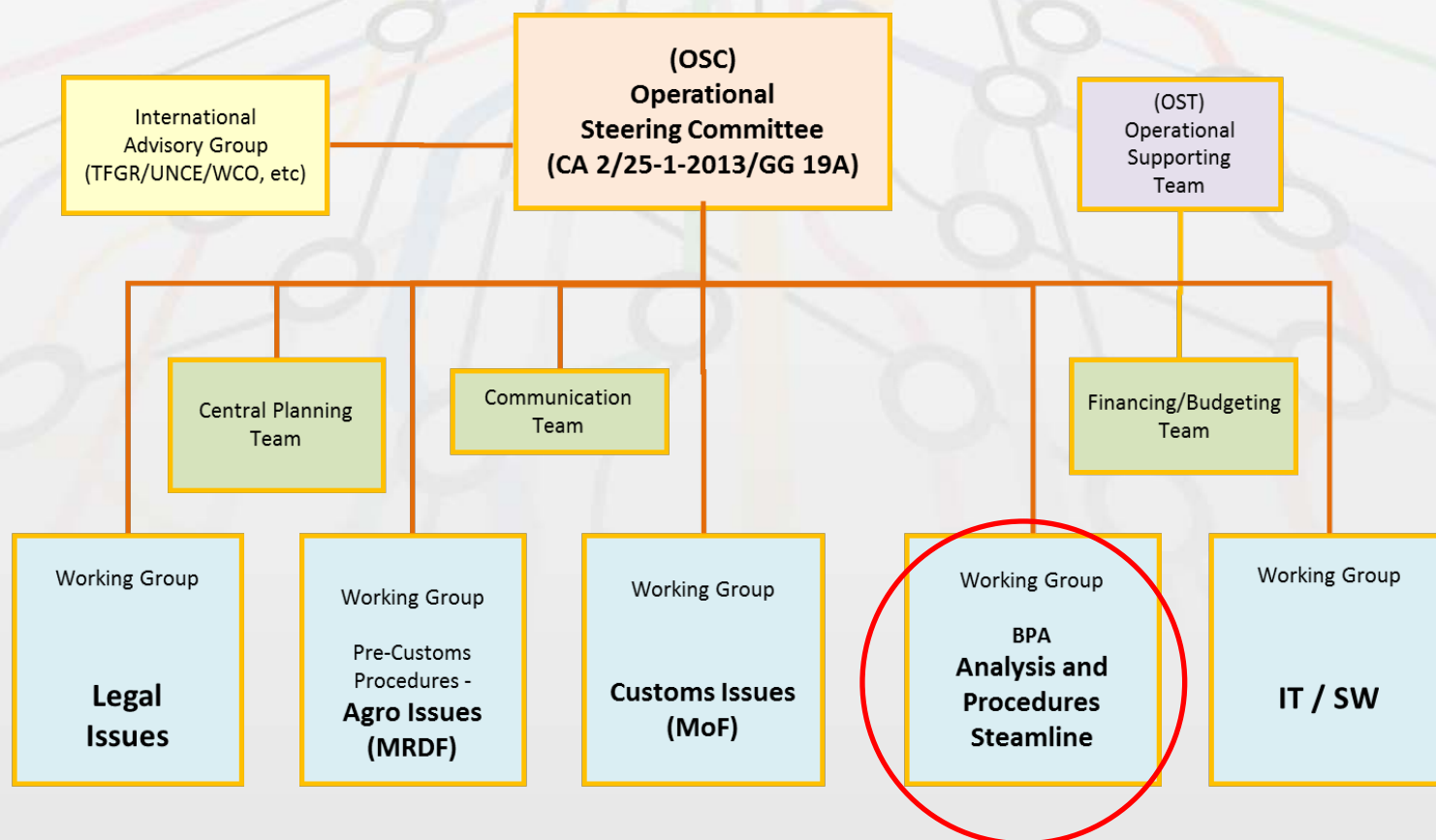
BUSINESS PROCESS ANALYSIS
OF FETA CHEESE EXPORTS
FROM GREECE TO RUSSIA



BUSINESS PROCESS ANALYSIS
OF FRESH KIWIFRUIT EXPORTS
FROM GREECE TO CHINA

BPA steering and business process improvement

Greek Trade Facilitation Governance structure



Greece: Lessons learned

☒ UNNEXT BPA Guide was very useful

- ✓ Immediately available: Concept, training, Guide, experts
- ✓ No discussions on standards, documentation, tools
- ✓ UNNEXT guidelines on organizing a BPA project
- ✓ Thai Rice BPA → Greek Kiwi BPA
- ✓ BPA gave credibility to the whole TF reform programme

☐ Challenges

- ☐ Building a stable BPA team
- ☐ Following up on the outcomes of the BPA
- ☐ Relationship between BPA and the big reform projects
(Customs reform, agriculture risk assessment)

BPA+ for Greek Roadmap

We need a integrated concept to analyse and improve “Customs++”

- ☐ Analyse collaboration between customs and other players (OGA, exporter, service providers) in a port/airport/border crossing
- ☐ BPA+ to provide a concept to systematically record performance
 - ☒ What to measure
 - ☒ Were to measure
 - ☒ How to measure
- ☒ There is no template BPA model of a port/airport
 - ☒ Actors, use case, indicators
 - ☒ “Standard” processes and “special” processes
- ☒ BPA+ project planning and management
 - ☒ How to organize the BPA+
 - ☒ Resources, schedule, outcomes, change management

The background features a complex network of thin, colorful lines in shades of pink, orange, yellow, green, blue, and purple. These lines are interconnected by small, light gray circles, creating a web-like pattern that fills the slide. The overall aesthetic is modern and technical.

Thank you!

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Thank you!