ASEAN SINGLE WINDOW—POTENTIAL IMPACT SURVEY
WE ARE IN FULL SUPPORT OF ASW IMPLEMENTATION BECAUSE WE EXPECT TRADE FACILITATION AND RELATED COSTS SAVINGS WILL BE OBTAINED TOGETHER WITH IMPROVED TRANSPARENCY IN ASEAN CUSTOMS. WE WOULD VERY MUCH LIKE TO SEE ASW LEAD TO PAPERLESS DECLARATION AND/OR PRE-ARRIVAL CLEARANCE OF OUR SHIPMENTS. THIS WOULD MAKE BUSINESSES LIKE OURS MORE RESPONSIVE TO OUR CUSTOMERS AND AT THE SAME TIME LOWER OUR CARRYING INVENTORY.

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ASEAN Member States have been working since 2005 to develop the ASEAN Single Window to expedite cargo clearance and integrate the region’s economies.

ASEAN Member States are establishing National Single Windows that will allow traders to provide information just one time for all government agencies involved in clearing cargo, allow agencies to process the information simultaneously, and deliver agencies’ decisions through one single channel.

The ASW, as a regional mechanism, seeks to integrate these National Single Windows for the electronic exchange of cargo clearance data and for facilitating trade.

To gauge the ASW’s potential impact on the trading community, the USAID ASEAN Single Window Project distributed a survey to private sector associations in ASEAN; 37 companies completed the survey.

Results of the survey are being presented to ASEAN officials to help guide ASW planning.
Survey Respondents

Survey respondents represented mostly manufacturers, especially textiles and apparel and food industry manufacturers, but traders and logistics companies were also well represented.

What is your company’s primary area of activity?
Paper and e-mail are the most common modes of submission and exchange of trade documentation, while use of National Single Windows appears to be limited.

- Paper forms are still the primary means for companies to exchange documentation with government agencies. E-mail is the means used most often in data exchange with commercial partners.

- Respondents are less accustomed to using other electronic systems such as National Single Windows or value-added service providers, or these may be unavailable or not known to them.

- Respondents would agree to use the ASW for the exchange of regulatory data (such as health, phytosanitary, or origin certificates), and commercial information, including cargo manifests, bills of lading, and packing lists.

Sources of anticipated cost savings from ASW are diverse; as are priorities for cross-border exchange.

- Respondents estimate wage cost savings from using the ASW of up to 10 percent over the current system, and overall cost savings of 8 percent.

- The largest savings are expected to come from the reduction of dispatch costs, particularly in the exchange of regulatory documentation.

- Significant savings from reduced fees and dispatch costs in the exchange of commercial and transport documentation are also expected.

- Respondents suggest that in the programming of the ASW, highest priority should be given to the exchange of bills of lading, air waybills, invoices, packing lists, cargo manifests, and logistics data for cross-border exchange.
Putting the findings in perspective:

- When processes are fully automated in the ASW/NSW framework—that is, when data are standardized and harmonized and when business processes are aligned—companies can expect to reduce the time they spend on documentation significantly.

- The impact of the ASW/NSW framework will be felt gradually as National Single Windows integrate electronic cross-border data into pre-arrival clearance processes, risk management, and track-and-trace tools, all to be interfaced with companies’ back-end management systems, where purchase orders, commercial invoices, customs declarations, applications for letter of credit, and other supporting documents are automatically generated or exchanged with minimal human intervention.

- The future of the ASW depends on cooperation between the private sector and governments in outlining and implementing a vision of paperless clearance in ASEAN over time.
Method of Exchanging Trade-related Paperwork

E-mail is the most common mode of exchanging trade-related paperwork with partners, followed by paper through mail or private courier. Companies are less accustomed to using electronic exchanges such as National Single Windows or value-added service providers, or these may be unavailable or not known to them.

![Chart showing method of exchanging trade-related paperwork](chart.png)
Anticipated Cost Savings from Using ASW for Exchange of Government and Regulatory Documentation

Respondents were asked about costs for wages, materials, fees, and dispatch, as well as inventory and cash flow, all of which may be reduced through electronic submission and exchange via the ASW/NSW framework. Of note:

- Respondents estimate cost savings in wages of up to 10 percent over wages in the current system.
- The largest cost savings are expected to be achieved in the reduction of dispatch costs, particularly in the exchange of regulatory documentation.
- Several respondents were not able to provide estimates, which suggests that single window functions and benefits are not clear to them and argues for more communication with the private sector.

As an importer, what is your estimate (or “best guess”) of the % cost savings you anticipate when the ASW is in place from the exchange of government and regulatory documentation across borders?

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**Wage cost savings**

- 0%
- 0-10%
- 10-20%
- 20-30%
- >30%
- Don’t know/Can’t estimate

**Material cost savings**

- 0%
- 0-10%
- 10-20%
- 20-30%
- >30%
- Don’t know/Can’t estimate

**Fee cost savings**

- 0%
- 0-10%
- 10-20%
- 20-30%
- >30%
- Don’t know/Can’t estimate

**Dispatch cost savings**

- 0%
- 0-10%
- 10-20%
- 20-30%
- >30%
- Don’t know/Can’t estimate

**Error cost savings**

- 0%
- 0-10%
- 10-20%
- 20-30%
- >30%
- Don’t know/Can’t estimate

**Inventory & Capital cost savings**

- 0%
- 0-10%
- 10-20%
- 20-30%
- >30%
- Don’t know/Can’t estimate
Anticipated Cost Savings from Using ASW for Exchange of Commercial and Transport Documents

Companies expect savings in labor costs from the use of the ASW for the exchange of commercial and transport documents as well as for the exchange of regulatory documentation. They also expect savings from reduced fees and dispatch costs.

Cost savings on both government and commercial documents are estimated to be $60 per consignment, or 8 percent, over the current system.

As an importer, what % cost savings do you anticipate when the ASW is in place from the exchange of commercial and transport documents across borders?
Preference for Using ASW or Other Network for Exchanging Data Across Borders

Because many companies, especially large ones, tend to exchange commercial and transport data using internal networks, the survey asked companies for their preference in exchanging certain types of data. Though a distinct minority of respondents indicated that they would use their own networks to exchange air waybills, bills of lading, invoices, and packing lists, most said they would agree to use the ASW to exchange regulatory, commercial, and transport data.

Would your company -- whether a customer (importer) or supplier (exporter) -- agree for the information related to various forms be exchanged across borders using the ASW/NSW framework?

- Phytosanitary/Health/veterinary certificates
- Cargo manifest
- Air Waybill, Bill of Lading, Invoice/Packing List
- Logistics data, including exporter freight booking & loading confirmation

Would your company agree for the information related to various forms be exchanged across borders using the ASW/NSW framework?
Most respondents indicated that air waybills, bills of lading, invoices, and packing lists are their first priority for electronic cross-border exchange through the ASW. Though regulatory documents seemed to be a lower priority for business, this is likely more indicative of the fact that it would be government agencies, not private companies, that would use the ASW to exchange regulatory documents among themselves.

Assuming it would be useful to exchange this information between your company and local and overseas trading & logistics partners, or between government agencies across borders, using the ASW/NSW framework, please indicate your priorities for implementation by specifying the desired year of implementation.
ASEAN

The Association of Southeast Asian Nations, or ASEAN, was established on 8 August 1967 in Bangkok, Thailand, and has 10 Member States. Among its aims is to accelerate the economic growth, social progress and cultural development in the region through joint endeavours in the spirit of equality and partnership in order to strengthen the foundation for a prosperous and peaceful community of Southeast Asian Nations.

USAID ASW Project

The USAID ASW Project supports the development of the ASEAN Single Window by providing technical input to Member States, including on designing and implementing a pilot project; developing a legal framework for the cross-border exchange of electronic data; assisting in the development of National Single Windows, and promoting private sector outreach on ASW.

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