MoU/MG "ISO-IEC-ITU-UNECE Memorandum of Understanding on e-Business Management Group"
Secretariat: **ISO**
Secretary: **Euchner Martin Mr**

UPU report to 44th MoU MG meeting

Document type	Related content	Document date	Expected action
Meeting / Other	Meeting: Geneva (Switzerland) 17 Jan 2023	2023-01-18	**INFO**

UPU Trade vision

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Global E-Commerce Trends

2.100
Millions of online buyers *

81%
Global E-Commerce Sales increased 81% in May 2020 compared to May 2019 ****

eCommerce B2B
Research from Gartner projects by 2025

80%
of B2B sales interactions between suppliers and buyers will occur in digital channels.

4.9
Billion US$
Estimated global E-Commerce sales by 2021**.

994
Billion US$
of international e-commerce spending by 2020***.

CONSUMER BEHAVIOR HAS CHANGED

They expect everything "On Demand", anytime, anywhere and to buy anywhere.

Increase of non-tariff barriers

Explosive growth in e-commerce shipments

Increased demand for data and information (ICS2/EU)

Changes in consumption behavior
Move to B2B2C

New risks associated with international trade

Economic revival and MSMEs

The worldwide postal network

303.2 billion
letter-post items

9 billion
parcels

5.3 million
employees

More than **670,000** post offices

Some **80%** of the world's citizens and SME have mail delivered **directly to them**

Pillars activities

Knowledge and Research	**Policy and Advocacy**	**Capacity building and Technical assistance**
INFORM	INTEGRATE and INVEST	EMPOWER

UPU as an E-business enabler

UPU Convention, standards and regulations

UPU acts cover the movement of goods through the worldwide postal network.
- Letter, parcel, EMS,
- IPP, IRP, priority, non priority
- UPU multilateral data sharing agreement
- UPU convention

Several TFA obligations are facilitated by UPU acts :
- The single window (TFA article 10.4),
- Pre-arrival processing (TFA article 7.1),
- Advance rulings (TFA article 3)
- Acceptance of copies (TFA article 10.2)

UPU toolkit

- Operational Readiness Ecommerce (ORE)
- Global postal model for exchanging (EAD)
- Postal technology solutions - IPS, CDS, QCS
- Digitization Readiness Ecommerce (DRE)
- Payment Readiness Ecommerce (PRE)
- Regulatory reform Ecommerce (RRE)
- Sustainability Readiness (SRE)
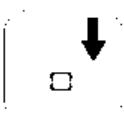- E-learning
- Postal trade programme

E-business instruments of the UPU
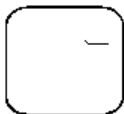
Convention
The UPU Convention provides a **solid legal framework for postal exchanges** in **support of ebusiness measures**.

Recommendations and Standards
The UPU Standards Board recommendations and standards provide definition on technical matters that allow countries to attain **harmonization and uniformity of postal exchanges supporting trade in goods**.

Guidelines and Guides
UPU guidelines and guides provide very **practical material and information on postal processes, techniques and working methodologies** affecting **trade facilitation**.
Eg: UPU Ecommerce Guide. UPU Global Postal Model. UPU-WCO Model Agreements, Compendia (Letter, Parcel, EMS, Customs), UPU WTO TFA assessment and implementation guidelines

Compilations, case studies, and best practices
The UPU publishes case studies summarizing a country's experience with the implementation of **postal trade facilitation projects**. Most notably Easy Export or Exporta Facile. These country experiences are a useful source of information as they show a **practical application of concepts and provide information on successful best practices.**

Technology solutions - the connected postal network
The UPU provides **network connectivity and data exchange solutions** (Post*Net) to all member countries to enable data exchange. UPU IT tools provide (IPS, CDS, etc..) **ICT capability for trade facilitation automation**

UPU standards

- Allow products to be supplied and used across different markets

- Facilitate regulatory **compliance**

- Enhance **market access** for small business;

- Disseminate **new technologies/** innovative practices;

UPU areas of standardization

For **Digital services** :

- **Digital ID – S68 Postal Identity Management Framework**
  - ongoing discussion with ITU for digital financial services and GOVSTACK

- **Cybersecurity**
  - adoption of DNSSEC, DMARC, DKIM, SPF for .POST top level domain for the postal sector
    - [h ttps://www.upu.int/en/Universal-Postal-Union/Activities/Digital-Services/UPU-CYBERSECURITY-FRAMEWORK](https://www.upu.int/en/Universal-Postal-Union/Activities/Digital-Services/UPU-CYBERSECURITY-FRAMEWORK)

  - Postal Sector Cyber Incident Response Team CIRT established by UPU

- **Blockchain**
  - Published study on postal uses https://www.upu.int/en/News/2022/5/New-UPU-study-decodes-blockchain%E2%80%99s-benefits-for-the-Post

  - Crypto-stamp https://www.upu.int/en/News/2020/12/UPU%E2%80%99s-blockchain-project-brings-philately-into-the-digital-world

    - Definition of cryptostamp expected in 2023
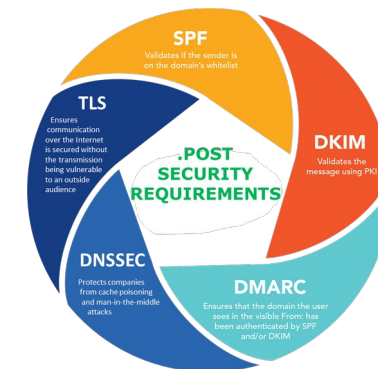
UPU areas of standardization

For **Digital services** :

API

- Access to UPU standard services to facilitate e-commerce for track and trace, and addressing (JSON / XML)

  - Access the API http://api.post
  - News:
    https://www.upu.int/en/News/2020/8/UPU%E2%80%99s-eCom-API-provides-a-cutting-edge-IT-solution-to-facilitate-e-commerce

The New Trade Inclusion Strategy
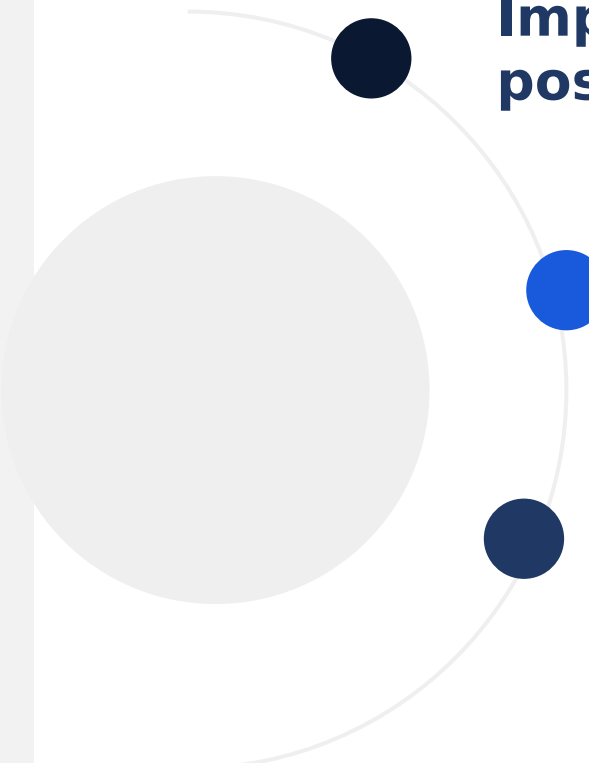## (Abidjan world postal strategy 2022-2025)

What?

- **Consider integrating postal features in the International trade rules**
  ICC Incoterms, UNECE standards/models/TF recommendation, DCSA's standards etc ...

- **Monitor and where possible contribute to discussions on e-commerce and trade inclusion**

- **Develop partnerships with key players (international organizations and private sector) for the implementation of postal trade programmes**
  - Enhance Regional Organizations Cooperation Mechanism for Trade Facilitation (ROC-TF), creation of a postal bilateral TF corridor
  - Seek synergies within TF programmes (target same countries, sub-regions, resources mobilizations)
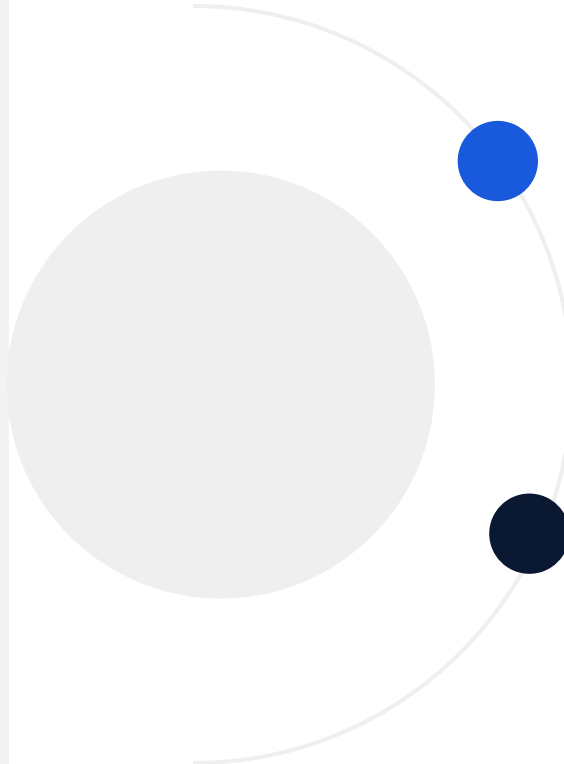
IEC-ISO-ITU- UPU cooperation fields

Create an ebusiness ecosystem within partners that:

- **Improve access of MSMEs and Women to trade through postal network**

- **Leverages on the complementarities, assets and capabilities of postal operators and different partners involved in digital trade**

- **Monitor and where possible contribute to the discussions on the on e-commerce, digital trade, climate smart trade**

IEC-ISO-ITU- UPU cooperation fields

Develop the UPU contribution in common projects (Single windows, electronic payment, advance rulings, Pre-arrival processing, Acceptance of copies, (digital trade)

Seek synergies within TF programmes (target same countries, sub-regions, resources mobilizations)