



**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: <a href="#">Geneva (Switzerland) 17 Jan 2023</a>	2023-01-18	<b>INFO</b>



# 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.

Sources:

\*Statista

\*\*eMarketer

\*\*\*Accenture and AliResearch

\*\*\*\*ACI Worldwide



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**

INFORM

**Policy and Advocacy**

INTEGRATE and INVEST

**Capacity building and  
Technical assistance**

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 :

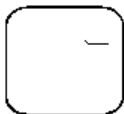
- The single window (TFA article 10.4),
- Pre-arrival processing (TFA article 7.1),
- Advance rulings (TFA article 3)
- Acceptance of copies (TFA article 10.2)

## 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

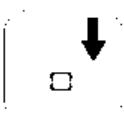


# E-business instruments of the UPU



## 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

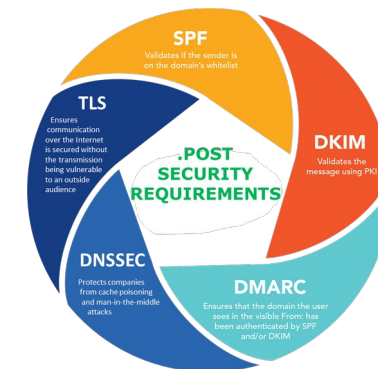
- [h  
https://www.upu.int/en/Universal-Postal-Union/Activities/Digital-Services/UPU-CYBERSECURITY-FRAMEWORK](https://www.upu.int/en/Universal-Postal-Union/Activities/Digital-Services/UPU-CYBERSECURITY-FRAMEWORK)

- 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>





# 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>

UPU API Documentation

Application programming interface (API) documentation describes how to build connection or interface between computer programs.

Copyright notice

API Copyright notice 09.06.2022

<b>Address API</b> <p>Address API allows you to validate post code and locality using simple and generic input form for each country. Accepts variety of inputs, including region, alternative spellings and various languages.</p> <p>The Address API can be used in CDS to support data capture for the addresses in custom declarations (CN22/23).</p> <a href="#">More information</a>	<b>BAMS API</b> <p>The BAMS API is organized around SOAP and can be used to retrieve bilateral agreements between your organization and your business partner.</p>	<b>CDS API</b> <p>Explore how the CDS API exposes functions related to Customs declarations and responses, as well as prohibitions and restrictions information. The CDS API can be used both in SOAP and in RESTful (recommended) modes.</p>	<b>DPS API</b> <p>Learn how to integrate DPS with your local online systems and mobile platforms. The DPS API is a RESTful API.</p>
<b>EAD Check</b> <p>The EAD Check API allows you to check from IPS, CDS, or your local system whether an electronic customs declaration, referral, or DNL message exists for the mail item.</p>	<b>eCom API</b> <p>The eCom API platform provides the services and functions of IPS, IFS and CDS through web service calls.</p>	<b>GTT API</b> <p>Global Track and Trace</p>	<b>IFS Cloud API</b> <p>See how the IFS and IFS Cloud API allows you to connect your different local systems to your IFS on local server (IFS) or on UPU Cloud servers (IFS Cloud) to record and exchange international postal-payment messages with your business partners and record domestic postal payments operations.</p>



# The New Trade Inclusion Strategy

(Abidjan world postal strategy 2022-2025)

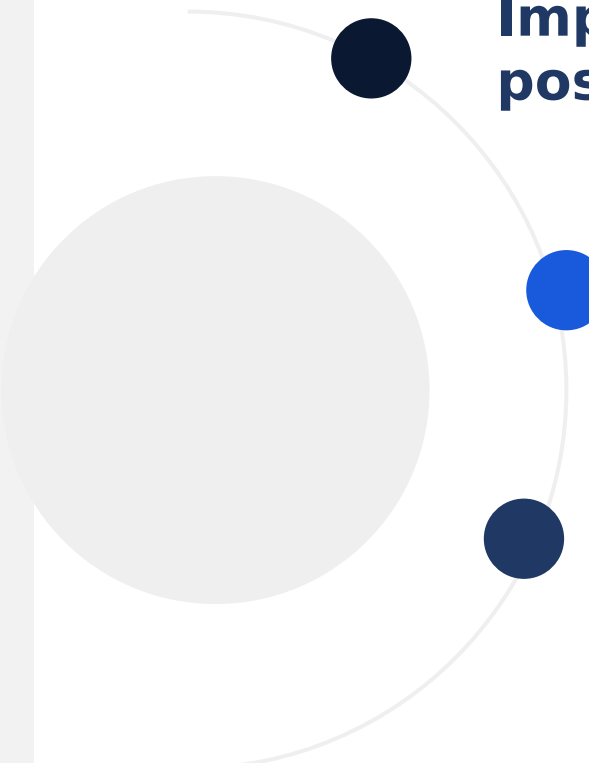
## What?

- **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)



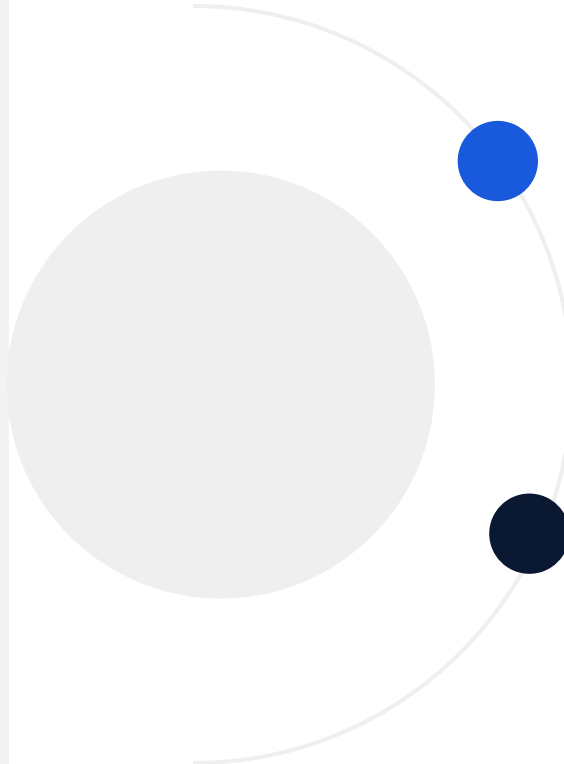
# **IEC-ISO-ITU- UPU cooperation fields**

**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

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- **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)**