



GlobalShare
IMPROVING RESULTS

E-PHYTO IN AGRIBUSINESS

APPROACH AND CONSIDERATIONS

WHAT INDUSTRY FEELS IS IMPORTANT FOR
GOVERNMENTS TO REMAIN MINDFUL OF

1. The need of systems integrations.
2. The need of supporting evidence of ePhyto to be delivered to private sector.

Scenario

- The industry that I'm representing is very sensitive to documents issuance and handling.
- We are currently assisting a very large international agribusiness market ...
- Only in Argentina: 75pct. of grain docs; 85 pct. of oils; 91 pct. of byproducts docs. are produced using our services.
- Gafta and Fosfa contracts are typically the framework agreements for this industry.
- Within the contractual fulfilment there are several kind of documents, Phytosanitary certificate is one of them.

Scenario

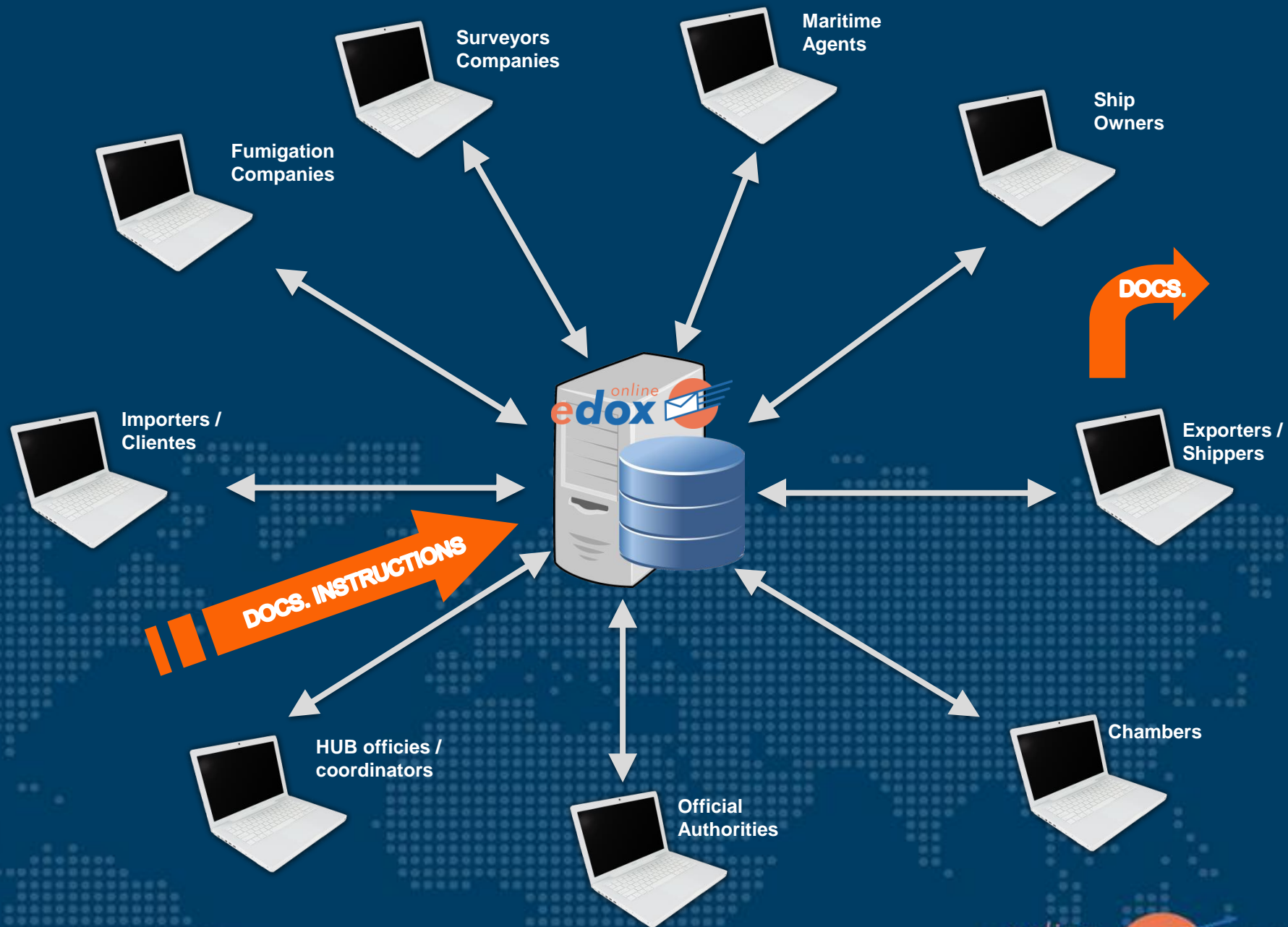
- In regard to the payments methods, we can find from simple to more complex ones, like the L/C, involving different international Banks.
- Documents (no goods) are negotiated against payment.
- For every contract there can be several shipments, and for every shipment, several sets of documents.
- 1 set of documents consists of 7 documents average. For a shipment with 50 sets, we would end up issuing 350 documents accurately and consistently made out.

Scenario

- Mistakes in the issuance process bring about a lot of inconveniences, besides the financial impact due to a late collection.
- For this reason, the industry definitively decided to tackle down the problem by investing in this kind of tools that help the companies to mitigate this huge impact.
- Work force assigned to this purpose of issuing documents with simple/manual methods is enormous and plenty of frustrations.
- Meaning boring and non value added tasks, although very sensitive to mistakes.

Through web based systems, a Global International net is created, helping worldwide companies minimize and mitigate mistakes on foreign trade contractual documents, and, at the same time, letting them to collaboratively interact with all the different players, issue electronic documents, negotiate documents with banks, receive international payment instruments like bills/C, store final documents, etc.

- Secure web based tool.
- Allowing different international companies worldwide working in a collaborative environment (see image).
- Every involved entity or party (buyer, seller, official authorities, agencies, chambers, banks, services companies, etc.) may interact with the system and fill out the piece of information on its own document type.
- Shippers have additional features and functionalities to easily replicate large amount of documents without the need of retyping instructions.



- Integrations amongst different systems aim at facilitating the information transmission from one platform to the other in a very comprehensive, dynamic, simple and precise way > the goal is avoid retyping, no mistakes, promptness, and usability.
- It means a relentless work and investment to improve interfaces with other systems (we are currently in dialogue with FGIS/USDA in USA; SENASA-Argentina; Ministerio-Brasil; Uruguay y Paraguay; amongst others).
- In this sense, speaking of the e-Phytosanitary certificate specifically, allowing us to facilitate the information exchange to/from systems/platforms like the one you are currently working on, will help out the entire worldwide industry.

Conclusions

- Standard communication protocols to allow systems integrations/communications.
- Public sector working together with Private sector in two different stages:
 - a) Local: to facilitate the information transmission from Private sector to Public sector.
 - b) International: to facilitate the information transmission from Public to Private sector.
- As a result, supporting evidence of e-Phyto being able to be presented to financial institutions/final buyers in destination countries should be taken into account.

