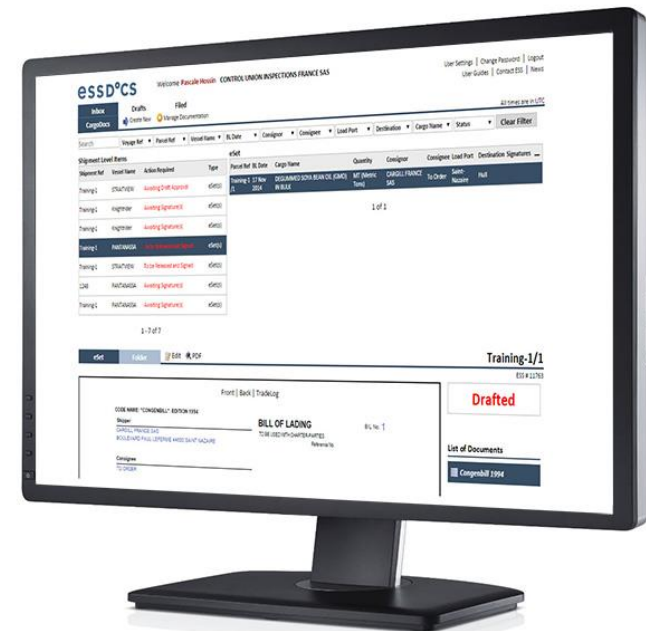# State of eDocs in Agri Market

Presented by: Alexander Goulandris, CEO essDOCS

About essDOCS

- Established in 2005

- 7 offices across Asia, Europe & USA

- Delivers a solution which enables electronic sales, financing and shipping documentation

- Solution improves visibility, inventory controls compliance and risk management

- Connect trade participants through our data exchange combined with a de facto Regulator approved multi-partite User Agreement

- Total solution approach involving solution development and support, change management, user network development and global trade facilitation to ensure acceptance
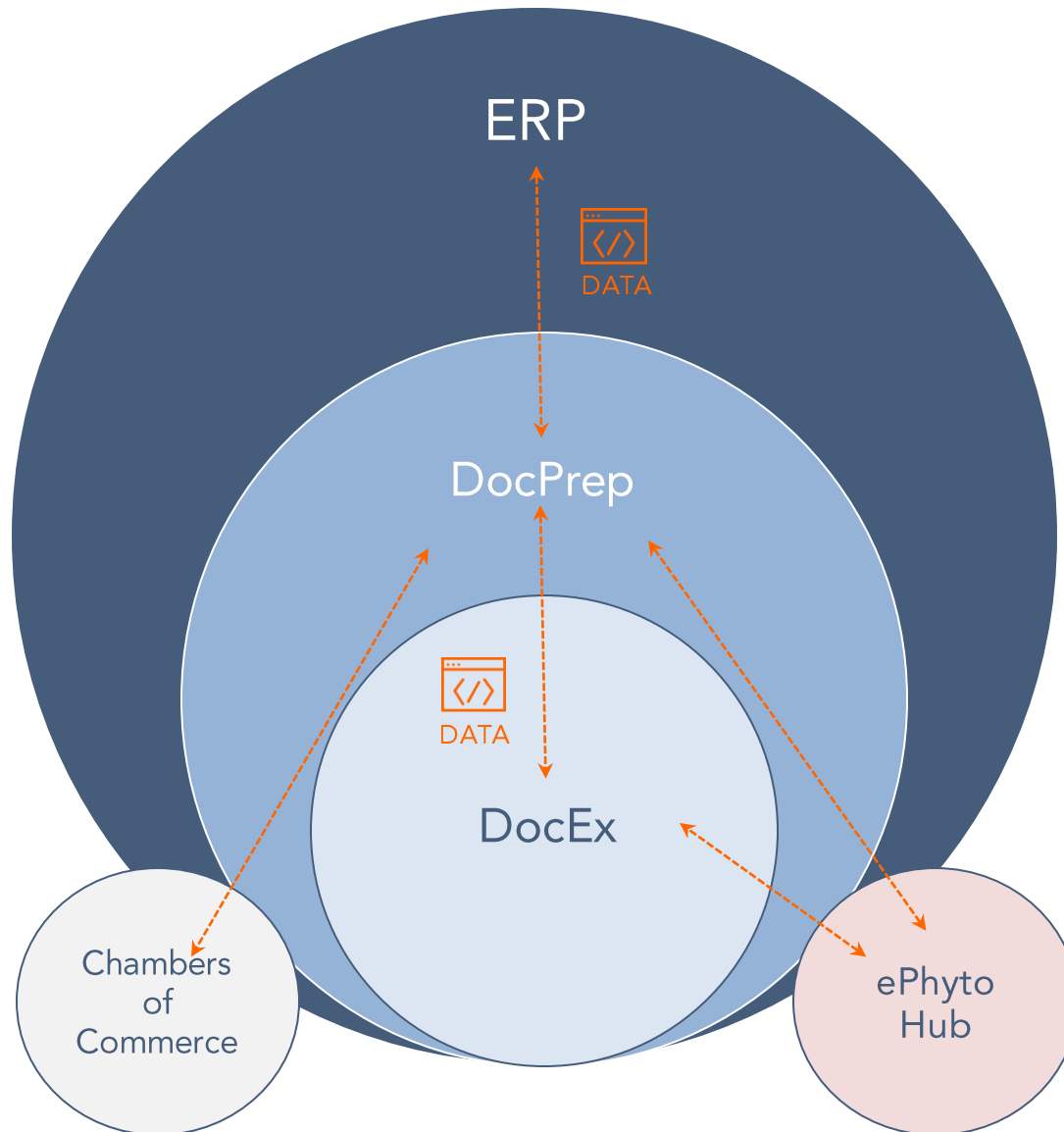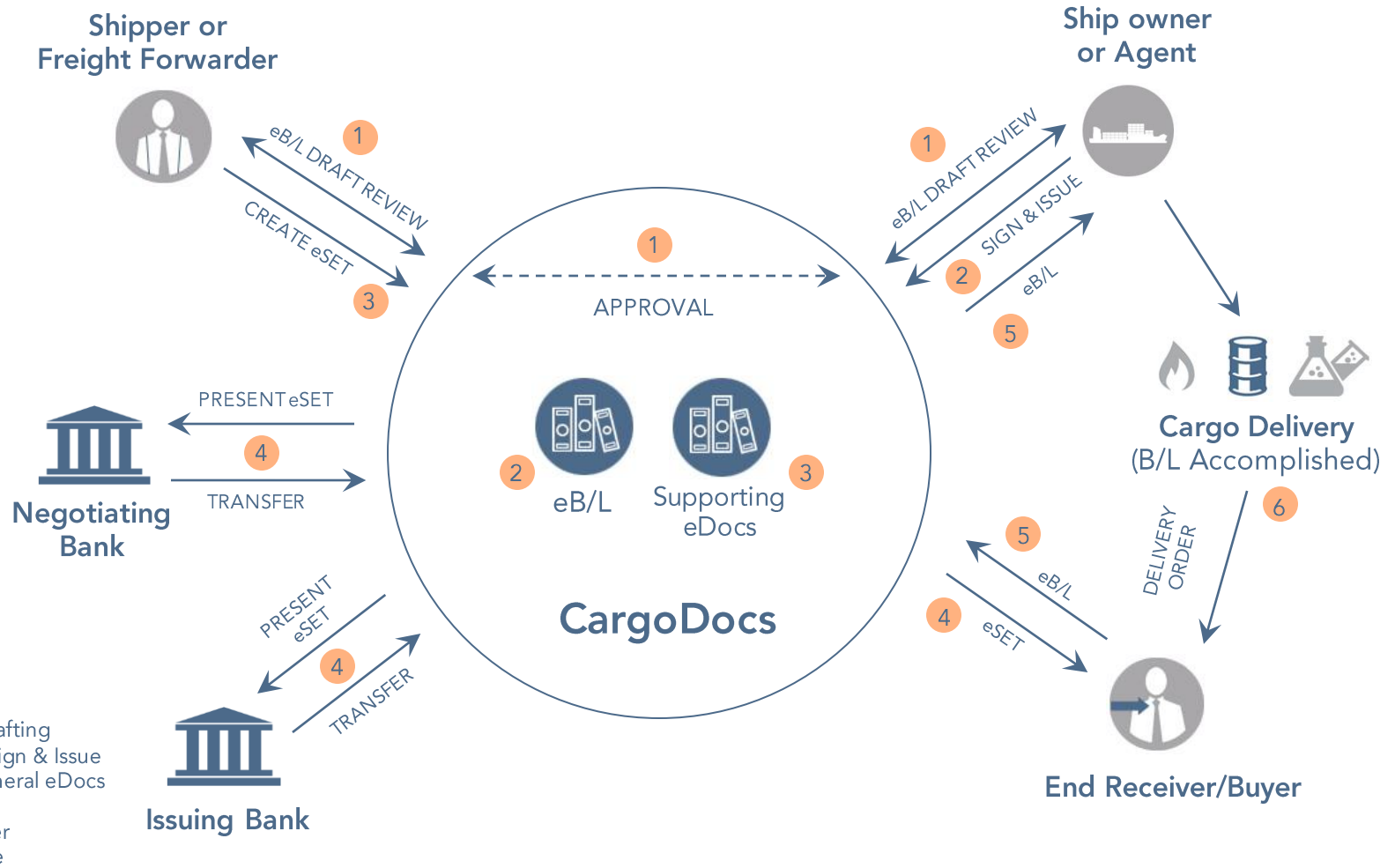
CargoDocs for Agri

- Purpose to enable paperless trade and finance
- Current solutions:
  - DocPrep, including eCustoms
  - DocEx, i.e., eB/Ls + supporting docs
  - eTrade Finance
- In use for Container, Bulker, Tanker & Barge shipments
- eDocs target is to facilitate all documents, but focus on
  - eB/L
  - eCO
  - eInvoice
  - eInspectors Reports
  - **ePhyto**

Data flow

ERP

DocPrep

DATA

DocEx

DATA

Chambers of Commerce

ePhyto Hub

CargoDocs for Agri

Example Workflow

CargoDocs for Agri

Shipper or Freight Forwarder

eB/L DRAFT REVIEW — 1
CREATE eSET — 3

Ship owner or Agent

eB/L DRAFT REVIEW — 1
SIGN & ISSUE — 2
eB/L — 5

1 — APPROVAL

2 — eB/L
3 — Supporting eDocs

CargoDocs

Cargo Delivery (B/L Accomplished)

Negotiating Bank

PRESENT eSET — 4
TRANSFER

Issuing Bank

PRESENT eSET — 4
TRANSFER

DELIVERY ORDER — 6

eB/L — 5
eSET — 4

End Receiver/Buyer

1. Online B/L Drafting
2. Original B/L Sign & Issue
3. Adding Peripheral eDocs
4. Title Transfers
5. eB/L Surrender
6. Cargo Release

© 2014-2015 essDOCS Exchange Limited

Trade Facilitation Efforts

- Our user association (the DDG) is tasked with ensuring global acceptance of our CargoDocs solution

- Run regular DDG workshops with the Industry bodies, including NGOs such as GAFTA, FOSFA, NAEGA, BIMCO, etc.
  - Europe (Geneva) – December and June meetings / telecom
  - Americas (Miami) – September
  - APAC (Singapore) –December
  - China (Beijing) – March

- Developed an ePhyto website (http://stg.ephyto.org) to educate the industry on what is available - as became apparent there were a significant lack of understanding of even existing capabilities
  - Would appreciate assistance in filling in the information on a country-by-country level

Use Details

- Working with Cargill, Bunge, COFCO, Noble Grain and Louis Dreyfus; expect ADM to sign up soon

- Cargos: Grains, Meal, Oils (veg & palm)

- Use of eDocs is increasing on average by 250% per year

- Export Focus: North America, South America, Black Sea, Europe & Australia

- Import Focus: Europe, South America, Central America, Caribbean, China, Japan, Korea, Taiwan, Vietnam, Philippines, Malaysia, Thailand, Indonesia & Egypt

Lessons Learned

- Parties move at their own speed to transition to eDocs – cannot expect multiple parties to move at same speed; this is one of the biggest challenges

- Web-based solutions allow parties to fine-tune new processes, before integrate; also allow faster take up, as not limited by IT and $ resources

- Digitally signed PDFs are often all you need (at least to start with), not all parties need data

- Legal aspect is key to the solution – but legislation hasn't proven to work in this areas historically

- Need capacity building and change management assistance to be successful

- Running multiple processes, i.e., paper & electronic, in tandem for too long adds stress on organisations

- Can cause serious problems when you move to eDocs if you don't fully understand how the paperwork is used

Thank You

CONTACT INFORMATION:

Alexander Goulandris
E: alexander.goulandris@essdocs.com
T: +65 85 906 637

www.essdocs.com

Definitions

- At essDOCS we distinguish between eDocs and iDocs, as small differences have a major impact
    - o **iDoc** is based on an image, i.e., a scanned document or a PDF
    - o **eDoc** is based on data
- Legally both are electronic documents, but eDocs provide more utility as can extract data from them for straight through processing, run compliance checks on them, etc.
- Don't always need an eDoc, sometimes a signed PDF is fine