Shaping Technologies for SMART Borders

WCO IT/TI Conference
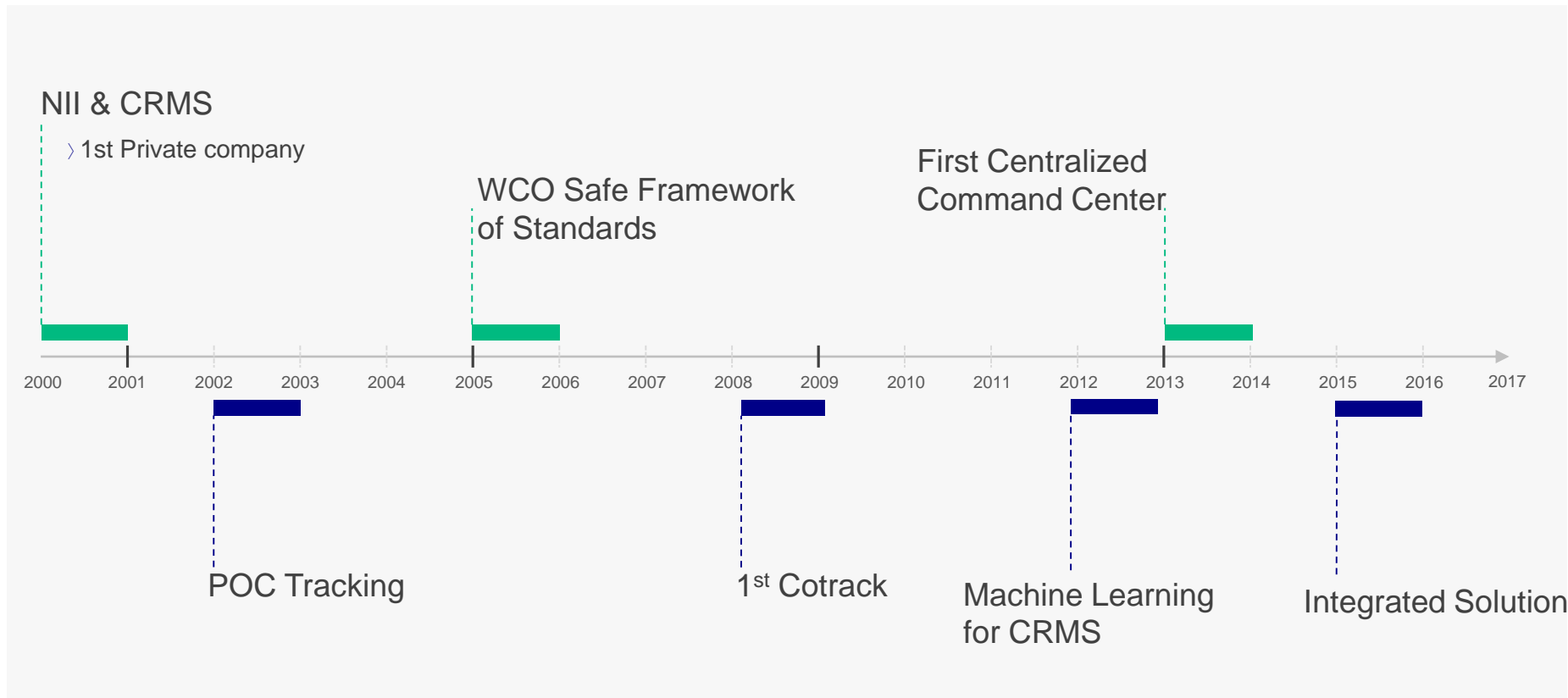
Baku, June 2019

20 years ago in Ghana

First private company to integrate, operate and maintain one Stationary 5 MeV scanner and one Mobile 3,8 MeV scanner Combined with a risk management system for Revenue Collection and Security purposes

Pioneer in SMART Borders

NII & CRMS
› 1st Private company

WCO Safe Framework of Standards

First Centralized Command Center

2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017

POC Tracking

1st Cotrack

Machine Learning for CRMS

Integrated Solution

Video Centralized NII Operation
Cotecna El Salvador

https://www.youtube.com/watch?v=XarB9pw5FT0

# SMART Borders' Approach

Risk Management

S
M
A
R
T

✓ **Machine Learning based profiling**

✓ **Advanced cargo & declaration information**

✓ **Target high risk and high revenue declarations at item level**

✓ **AEO fast track, Informal sector, Transit and Duty Exemption**

✓ **Optimize resources allocation versus workload**

✓ **Confirm or invalidate risk assesment based on feedback**

Technology Driven

NII Technologies

IT Technologies

S M A R T
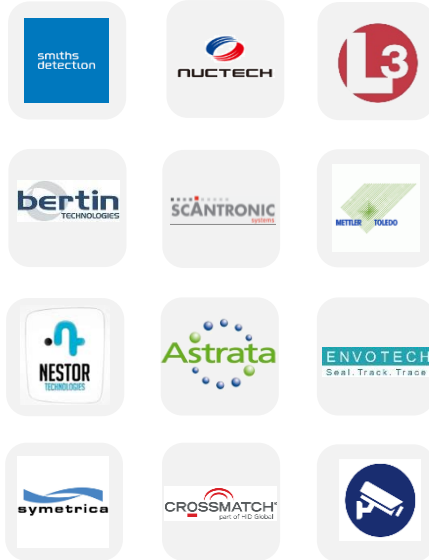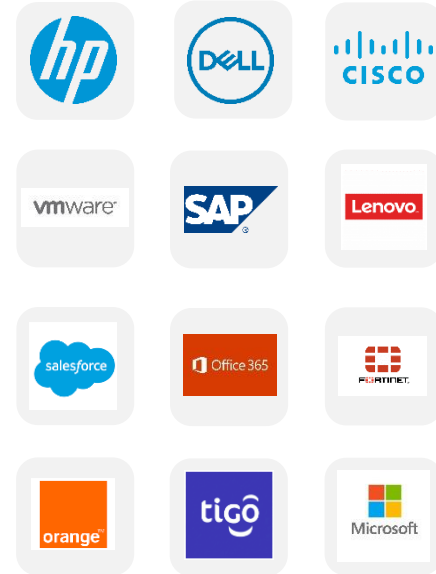
Video Cotrack
Transit Monitoring Solution

https://www.youtube.com/watch?v=T7zr6yoTxok

Automated

Cotecna Software Development Centre

✓ **Modular and scalable**

✓ **Mobility**

✓ **Real time**

✓ **Integrated**

✓ **Security**

✓ **Data quality**

S
M
A
R
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Measure, monitor and predict

S
M
A
R
T

✓ **Dedicated tool for Operation Management and Decision Makers**

✓ **Supervision, Audit and Business Intelligence modules**

✓ **Monitor revenue collection, compare to previous year and predict**

✓ **Automatic reporting and KPI's on Operation, Peripherals and Operators**

✓ **Data driven maintenance and training**

Secure

S
M
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Revenue Collection
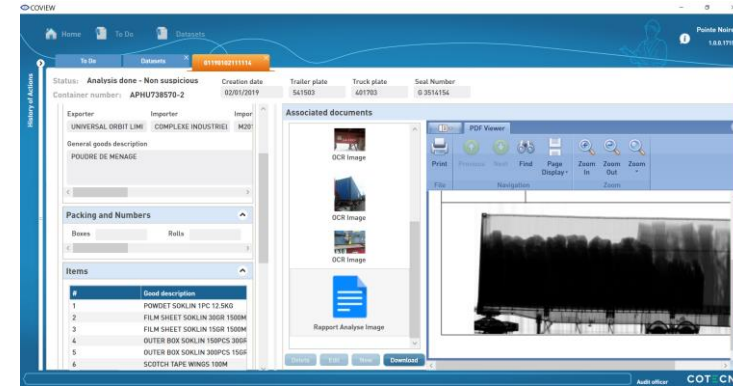
Borders and transits

Networks and data exchanges
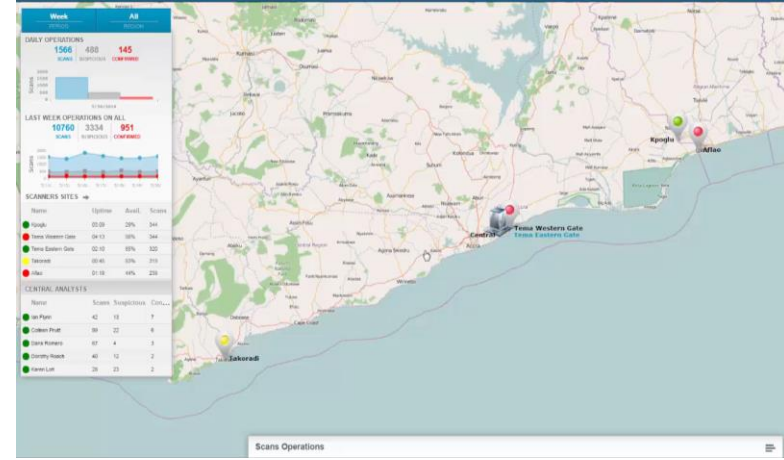
Integrated Platform Benefits

COTECNA

Operation

- ✓ **Universal One Stop Inspection concept**

- ✓ **Paperless and integrated process**

- ✓ **Mobility and data quality**

- ✓ **Automatic feedback at item level**

Customs Management

✓ **Real time site status**

✓ **Real time and Post audit features**

✓ **Automatic KPI's and reconciliations**

✓ **Fast decision, 360°**

Trading community

- ✓ **Real time status**
- ✓ **Flexible process**
- ✓ **Reduced time to release and costs**
- ✓ **Reward for compliant traders**

Overall Benefit

|		
Flexible & Scalable	Integration with all Systems and technologies	Optimized Resources
Data accuracy & Traceability	Centralization of highly skilled resources	Existing or new park of equipment
KPI driven operations and training	Trade Recovery Improvement	Multi agency capabilities

SMART TIPS

SMART Project Implementation

> **Optimize choice of technologies and combination**

> **Steering committee with all stakeholders**

> **Develop cooperative procedures**

> **Accompany change with awareness campaigns and trainingDevelop co-operative procedures**
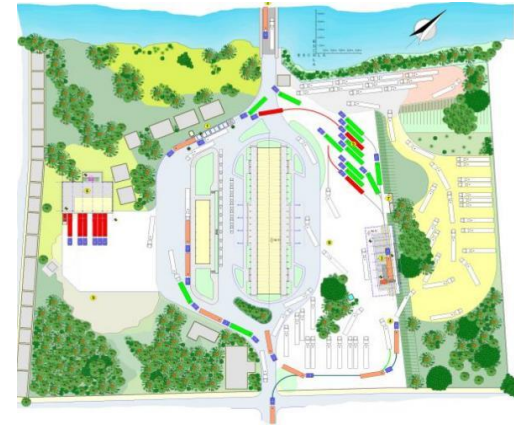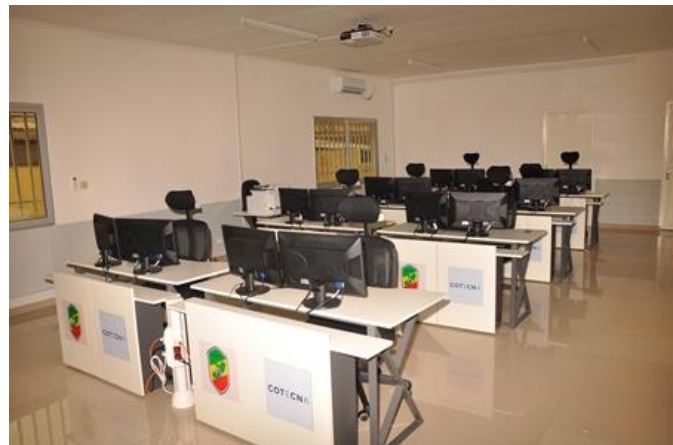
SMART Capacity Building

Recruitment

- Recruitment campaign based on records & skills
- Identification through preliminary tests

Induction process

- Basic training 40 hours on simulators

Specific training & Recycling

- Specific training based on common frauds and on personal KPI's
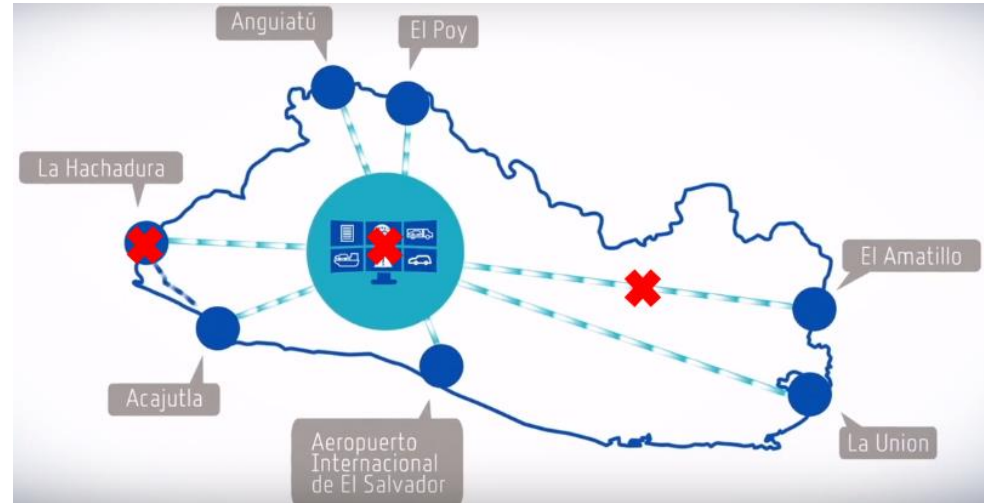- Elearning self training and assessment

SMART Project Logistics

> **Focus on your core activities and outsource non customs activites**

> **Traffic marshalling and System Operation**

> **Transit monitoring ground activities and stocks**

> **Radiation Safety**

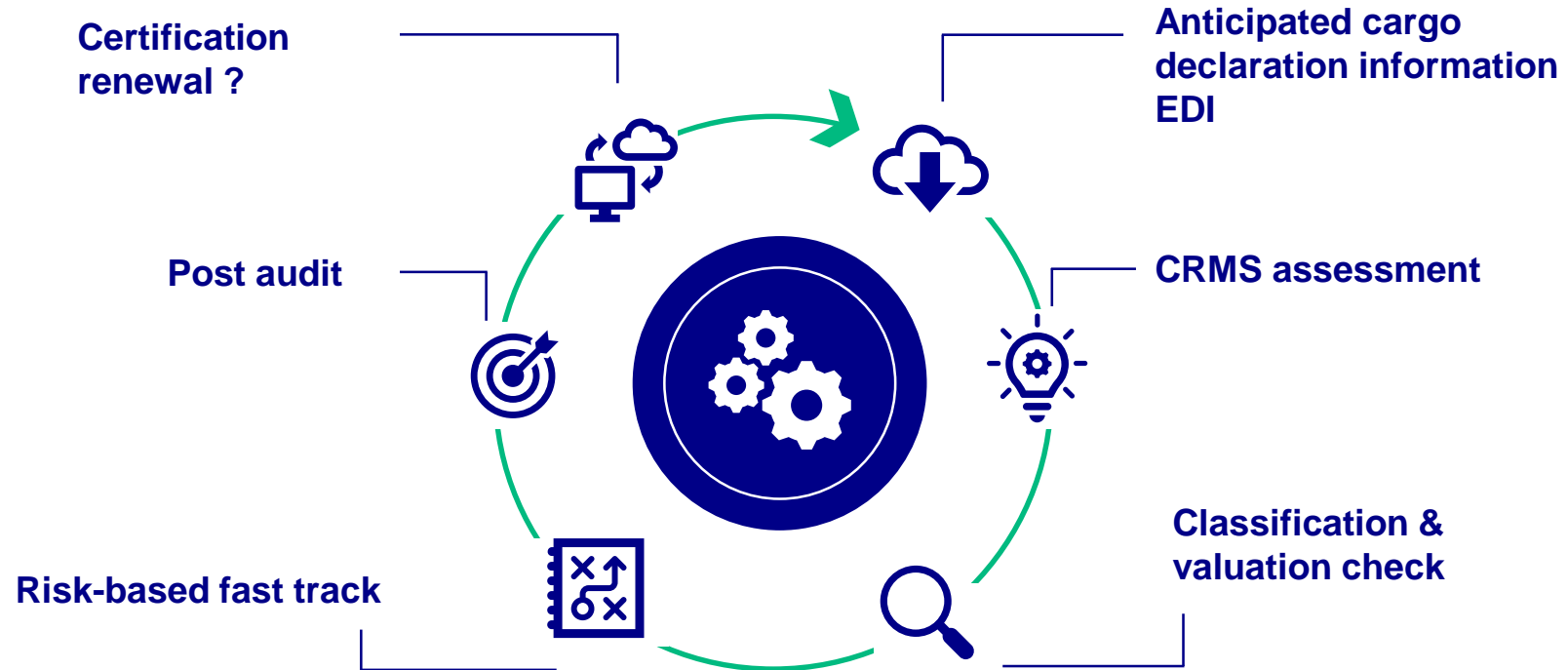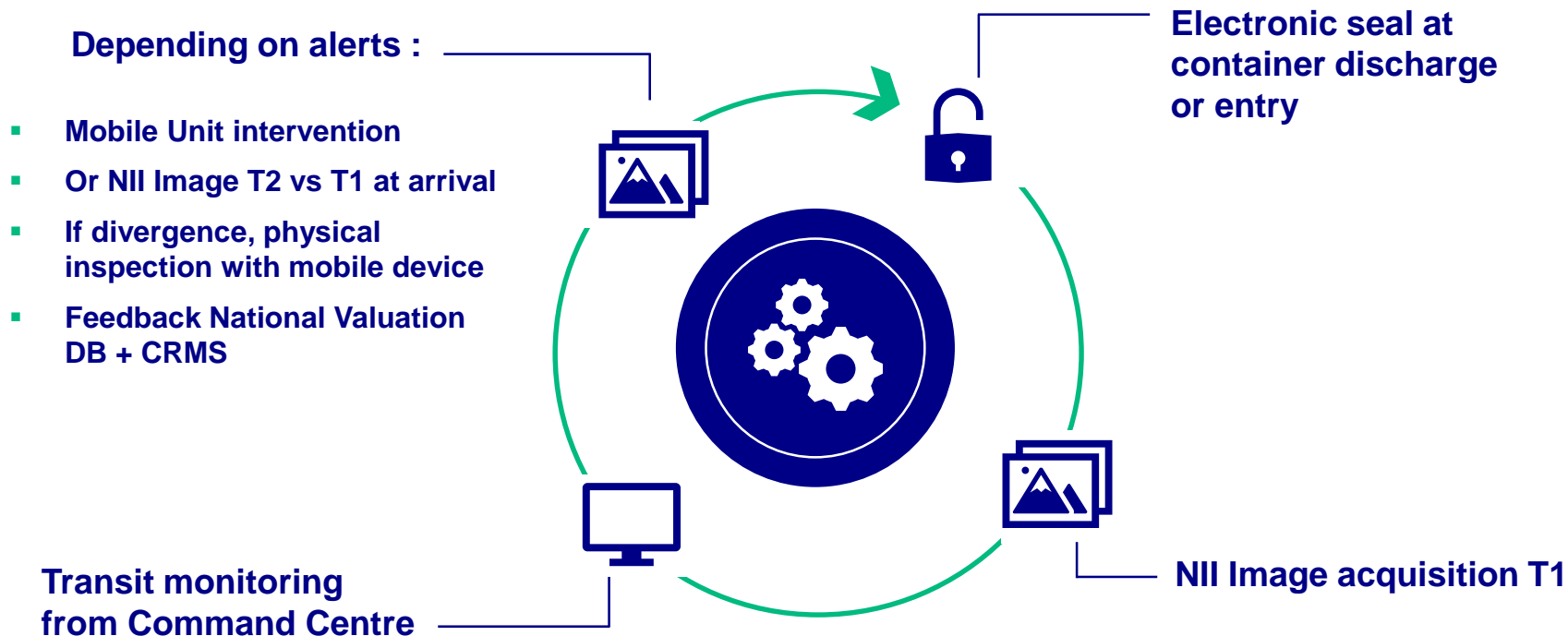> **Maintenance activities**
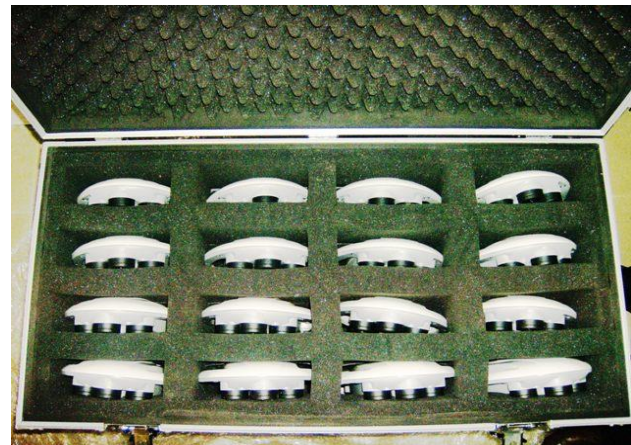
SMART Trade Recovery

> **Real Time supervision tool**

> **Dedicated corrective maintenance team**

> **Dedicated IT Infra team**

SMART Processes : AEO approach

Certification renewal ?

Anticipated cargo declaration information EDI

Post audit

CRMS assessment

Risk-based fast track

Classification & valuation check

SMART Processes : International Transit

Depending on alerts :

- **Mobile Unit intervention**
- **Or NII Image T2 vs T1 at arrival**
- **If divergence, physical inspection with mobile device**
- **Feedback National Valuation DB + CRMS**

Electronic seal at container discharge or entry

NII Image acquisition T1

Transit monitoring from Command Centre

SMART Processes : Centre of Excellence

Declaration regularization when applicable

Highly skilled and Multi-disciplinary Customs Agents getting access to all data and actions taken during declaration journey

Access to :
- ✓ **National Valuation Database**
- ✓ **NII records and verdict**
- ✓ **Physical Inspection feedback at item level**

Workload driven by RMS: high value, high risk declarations

Post Audit focused

THANK YOU

COTECNA | Trust for a moving world