

ABIVIN

AI-powered Logistics

Why Enterprise Architecture is the missing key in Digital Transformation

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Deputy Head of Digital Transformation @ VLA



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Vietnam Trading Landscape

02

Digital Transformation is a must

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Enterprise Architecture and Why it matters?

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Next steps



Context of WCO & Vietnam

1. **Harmonization of Standards:** The WCO aims to promote international consistency and uniformity in customs procedures and classifications, facilitating the smooth flow of goods across borders.
2. **Trade Facilitation:** The organization works to simplify and streamline customs processes to reduce trade barriers, enhance efficiency, and promote global economic growth.
3. **Security Enhancement:** The WCO is committed to strengthening global security by helping customs authorities detect and prevent security threats, including terrorism and smuggling, through advanced risk management and information sharing.
4. **Revenue Collection and Taxation:** It supports customs administrations in collecting the appropriate customs duties and taxes to ensure fair and consistent revenue generation.
5. **Capacity Building:** The WCO provides technical assistance and training programs to customs administrations, empowering them to implement modern customs practices, enhance security, and promote trade facilitation.

8 Main Roles of Vietnam Customs



Monitor & Control Customs



Prevent and combat Smuggling and illegal transportation



Manage Risks in Customs



Implement Laws on Taxes and other Revenues



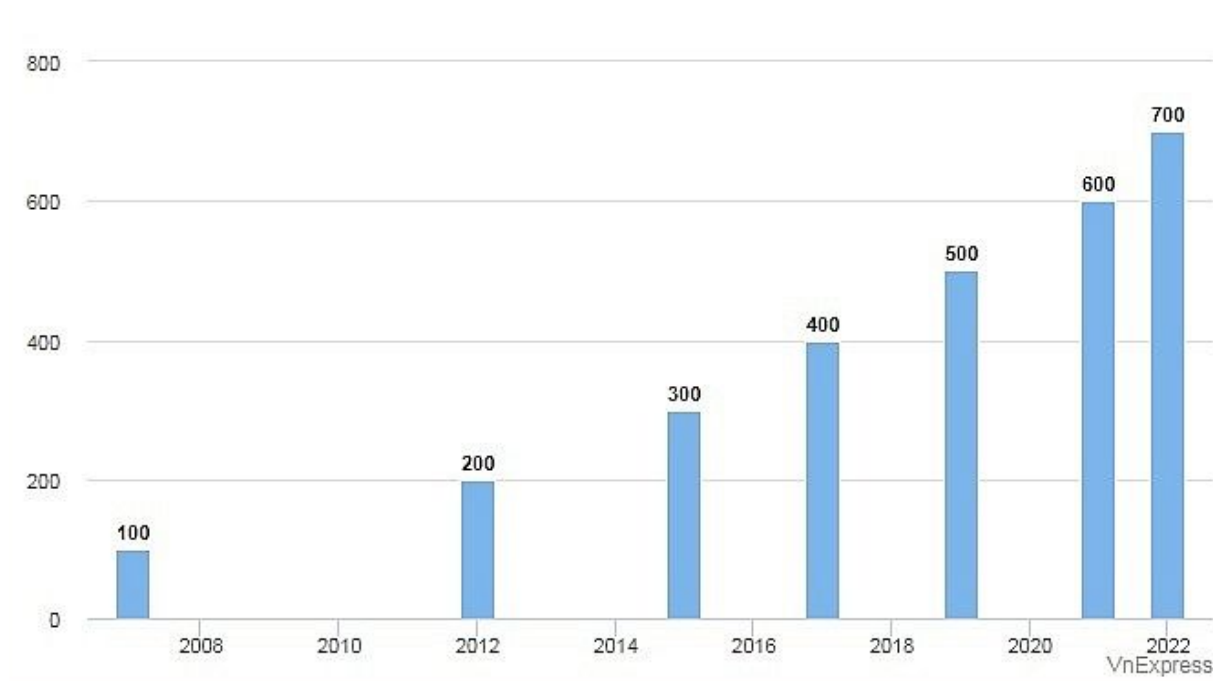
Post-customs clearance inspection



Analyze & Inspect quality standards for im/export goods



Implement Priority mechanisms for Businesses



Trade Volume increases (>US\$700B), growth rate > 5% YoY; Size of Orders/Shipments are going smaller YoY (Exp. No of Customs Declaration was 5M in 2015, and 14,5M in 2022)
=> More workload on the current Customs Operations

en.baochinhphu.vn/three-vietnamese-seaports-among-top-100-largest-container-ports-worldwide-1112211516460264.htm

HOME POLITICS POLICIES ECONOMY SOCIETY CULTURE OPINION SPEECHES STATEMENTS PRIM



Three Vietnamese seaports among TOP 100 largest container ports worldwide

VGP - Viet Nam has three seaports in the top 50 seaports with the largest cargo throughput in the world, according to the latest update to the list of 100 seaports by Lloyd Maritime Company (UK).

THUY DUONG

NOVEMBER 16, 2022 3:32 PM GMT+7



A corner of Cai Mep port

edition.cnn.com/travel/article/new-airports-and-terminals/index.html

CNN travel Destinations Food & Drink News Stay Video

Long Thanh International Airport (Ho Chi Minh City)



Courtesy Long Thanh International Airport

Long Thanh International will replace Ho Chi Minh's existing airport.

“FREE & EASY” vs **“ZERO DEFECT”**

Trade facilitation;
Increasing throughput;
Priority mechanisms for businesses;
Post-customs clearance inspection;
Quality, quarantine, food hygiene and safety standards...

Smuggling;
Illegal transportation;
Risk management;
Laws on taxes and other revenues;
Recommend to other Gov. Agencies;
... and more!

MODERN TRADE vs **CHANGE BARRIERS**

Raising of E-commerce;

Digital Commerce;

Single Window / ASEAN Single Window;

Cross-border E-commerce;

Digital Supply Chain;

Global Connection,...

Leadership mindset;

Ministry Organization / Mechanisms;

Technical issues;

Business issues

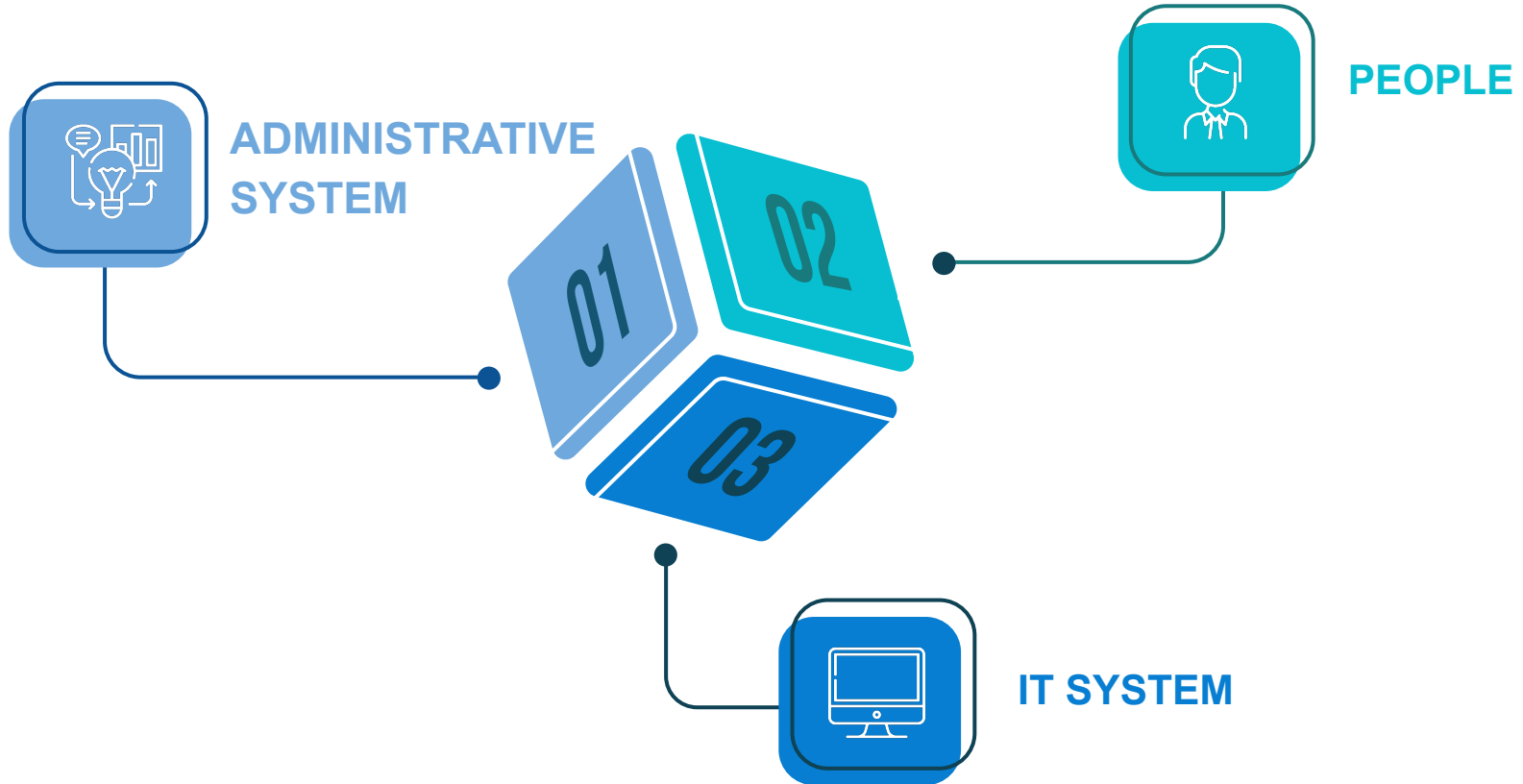
Security issues;

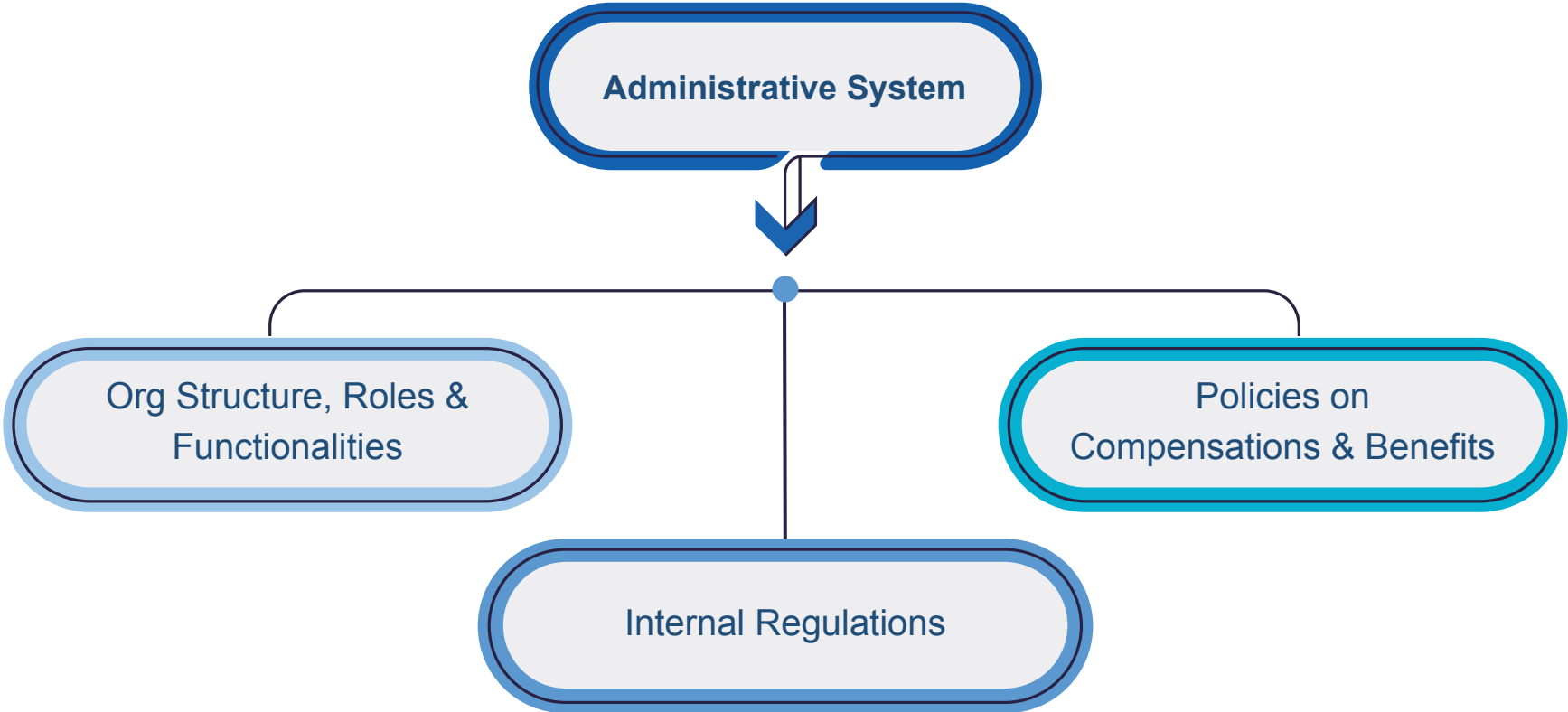
Lack of Digital skills (HR)... and more!



Digital Transformation for Customs is a Must

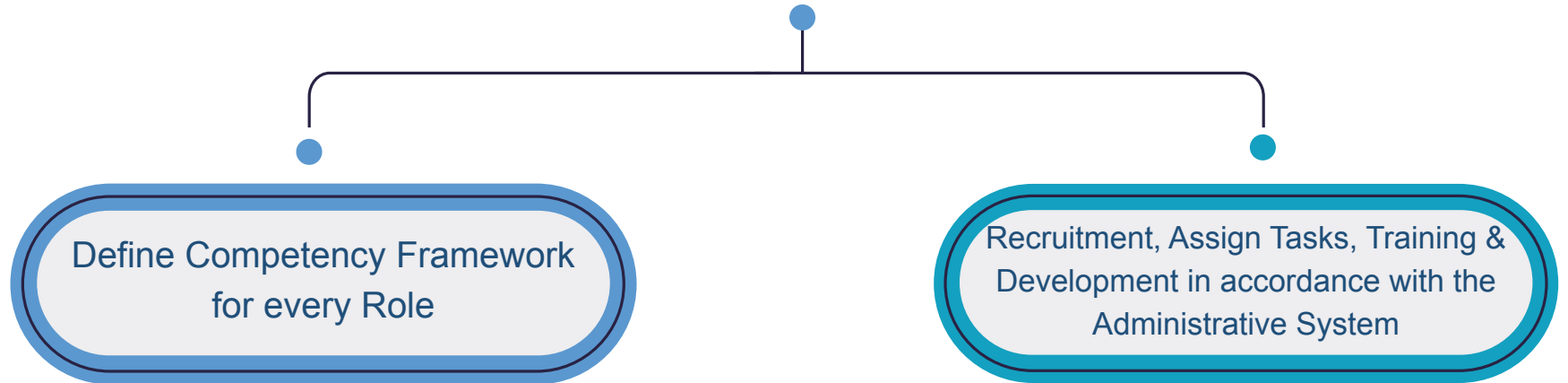
3 Success Elements for a Transformation Program





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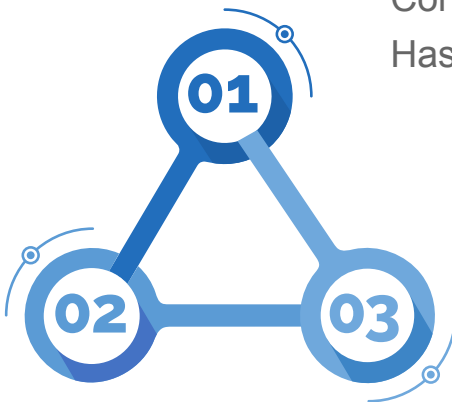
*According to McKinsey, 4 in 5 characters of organization successfully transform lies in **human characters**: Leadership mindset, Develop skills & knowledge, Encourage Subordinates, Corporate Communication and finally Upgrade the Technology System*



An IT System for an Organization must make sure 3 following characteristics

SMART

Has Automation Ability
Flexible for Business Models



STABILITY

Continuously High Uptime
Has SLA và Customer Service 24/7

ENTERPRISE READY

Ready for Security standards,
Access Control, Team Management
and Analytics

A white Amazon Prime Air cargo plane is shown in flight against a blue sky with white clouds. The plane features the Amazon logo on the tail and 'Prime Air' written on the fuselage. The registration number 'N1287A' is visible on the tail.

Enterprise Architecture

Enterprise Architecture (Kiến trúc Tổ chức), or EA, is a strategic framework that optimizes organizations by aligning their Business goals and Technology infrastructure.

It provides a structured approach to design, manage, and document an organization's structure, processes, data, and technology. EA enhances efficiency, agility, and innovation while reducing risks and ensuring long-term sustainability.

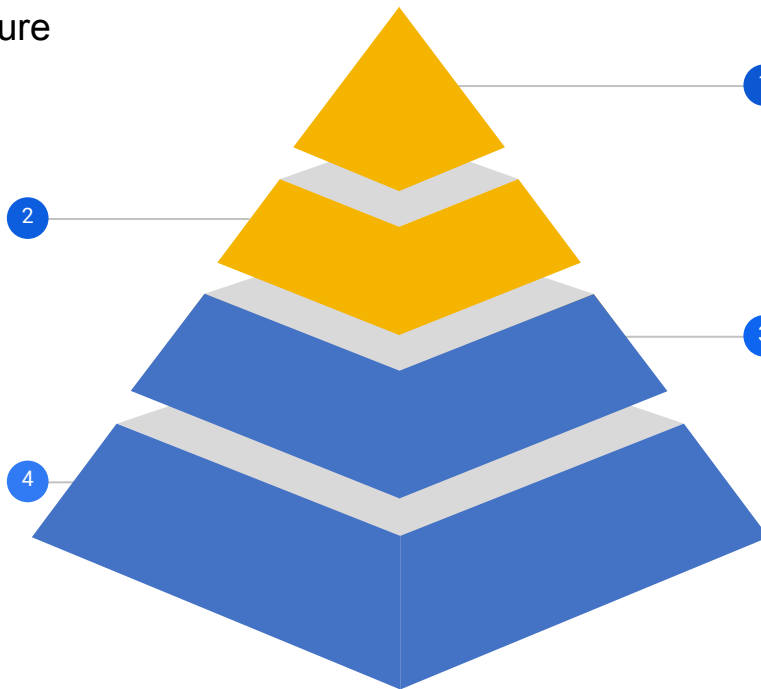
- Enterprise Goals
- Technology Infrastructure

Information Architecture

- Data Models, Databases, Data Flow
- Data Governance, quality & integration practices

Technology Architecture

- Technology infrastructure, including hardware, networks, and cloud services.
- Technology standards, platforms and security considerations



Business Architecture

- Visions, Missions, Strategies, Objectives
- Org Charts, Policies, Processes, People

Application Architecture

- Software applications, systems & their interrelationships

Enterprise Architecture Framework



Alignment Technology Infrastructure with Business Goals



Improve Efficiency, Agility and Costs Reductions



Reduce Risks and Make sure long-term sustainability

5 Steps for Digital Transformation Programs

	Goals	Step 1	Step 2	Step 3
1	Establish the Vision and Strategy	Define Objectives & Scope	Identify Key Stakeholders	Develop a Digital Strategy
2	Assess Current State and Capabilities	Assess Current-State EA	Business Capability Mapping	Information Assessment
3	Develop Target Architecture	Design Future-State EA	Develop Roadmap	Alignment with Standards
4	Implementation and Governance	Execute Projects	Implement Governance Framework	Manage Changes
5	Continuous Improvement and Monitoring	Measure Performance Metrics	Get Feedback Loop	Iterate Approach

1. **Digital Transformation** is a Must for any Government, Businesses, including
Customs Operation
2. **Enterprise Architecture** is often the missing key for any Digital Transformation
project

About ABIVIN



8

Years in Operation
(founded 2015)



50+

Projects Optimizing for
Supply Chain & Logistics



3

Countries that we are
operating in



30+

Employees in Vietnam
and Singapore



Best Startup for Logistics
and Supply Chain in
ASEAN (2018)



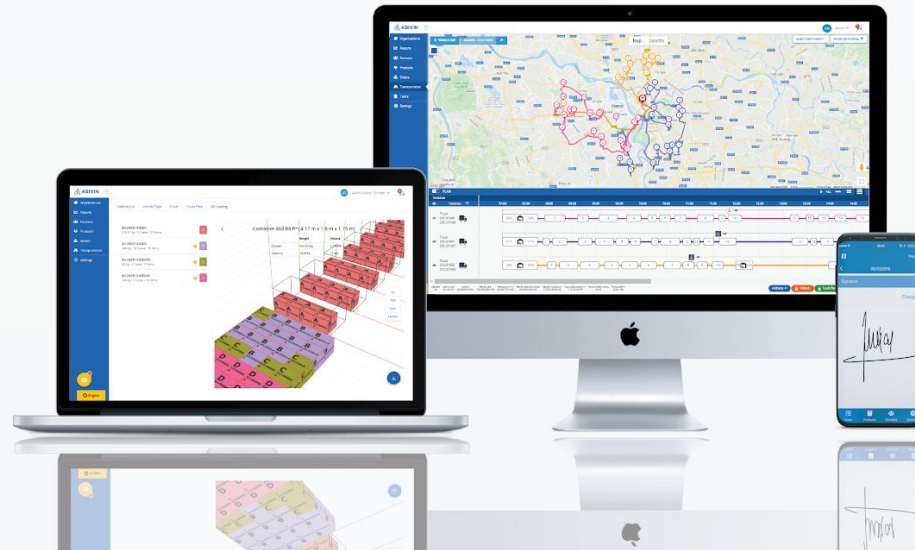
Startup World Cup Champion
in California US (2019)



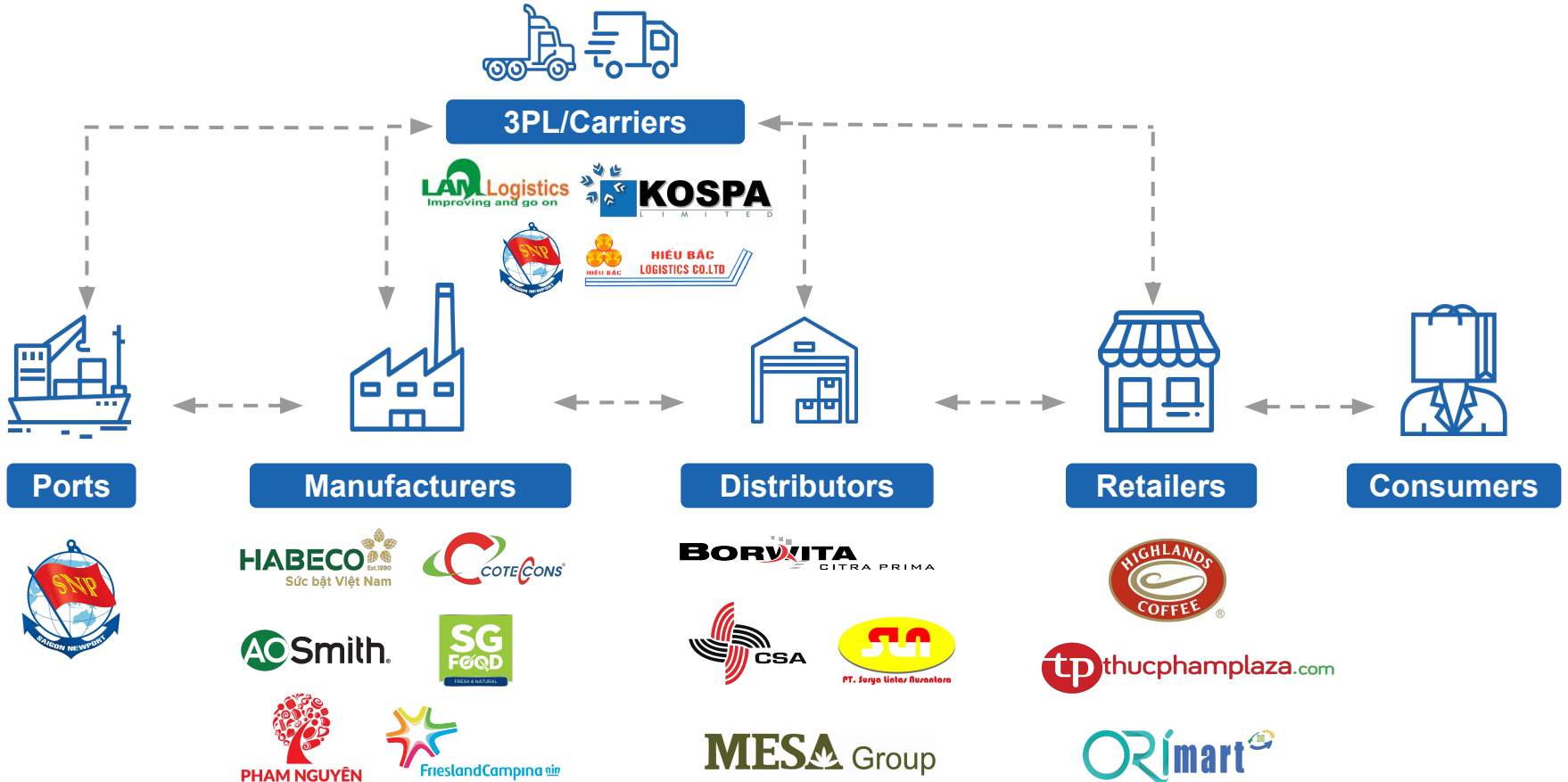
Vietnam Digital Award
(2020)

ABIVIN ROUTE

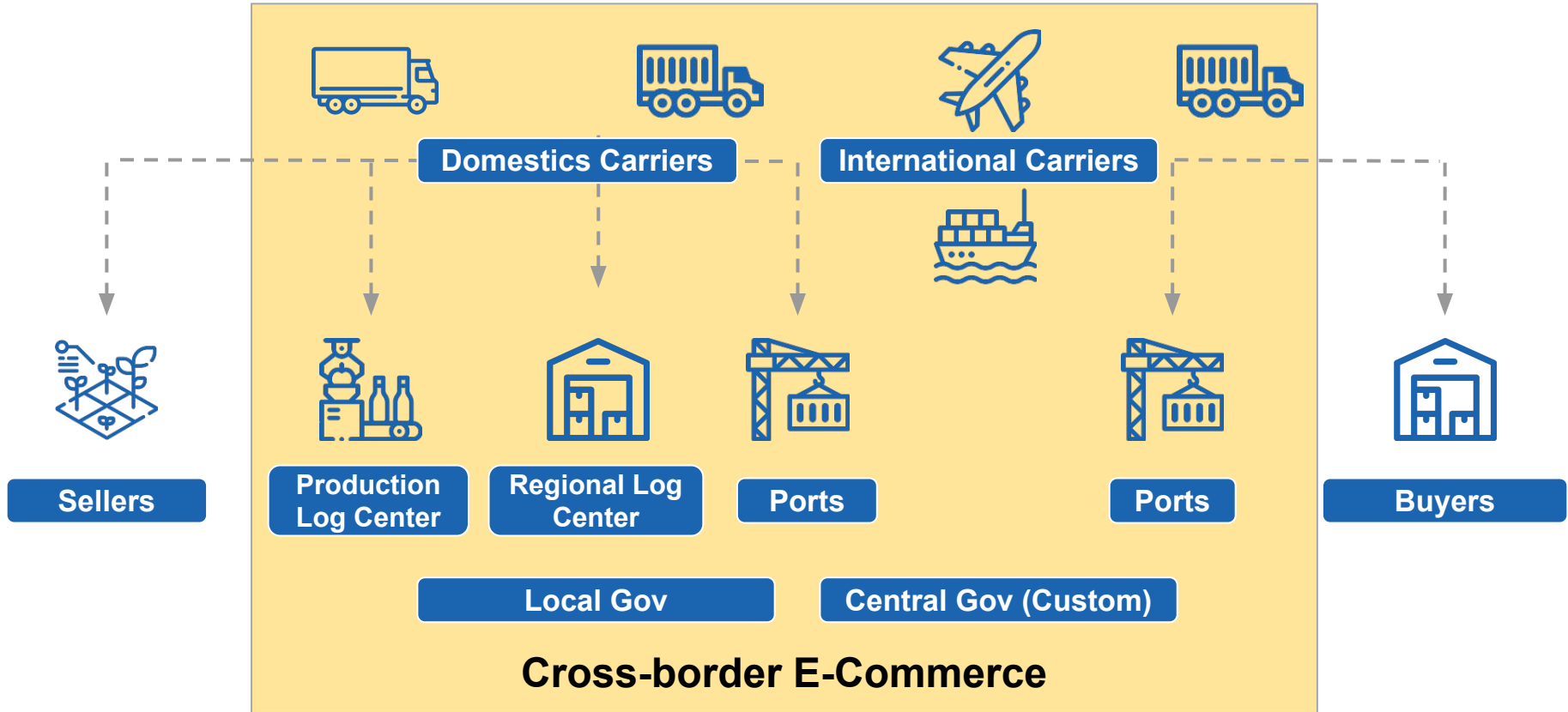
AI PLATFORM TO OPTIMIZE LOGISTICS



Business Management Solution for each Business Model



Cross-border E-commerce Platform



THANK YOU!

AI Platform to Optimize Logistics

GẶP CHÚNG TÔI!

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