



Global Trade Solution

6th WCO Global AEO Conference 2024

Harnessing the Power of AEO Programmes for Inclusive and Sustainable Global Trade

Assessing the Impact of the AEO Programme: Measuring the Benefits

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Montigny Investments – AEO Benefits Experienced

Expedited Import / Export Clearance



- Processing of trucks at the border takes place at an express counter specifically designated for this purpose
- Turnaround time has increased noticeably
- Customers On Time and in Full (OTIF) experience has increased
- No longer incurring standing time “wasted costs” at borders
- Minimal or no physical inspection at the border
- “VIP status” when crossing the border

Assessing the impact of AEO

Yes it is happening but what is the impact and how can the impact be measured ?

- How is Green Lane better, especially with OGAs involvement?
- How is the changed allocation of resources away from AEO ensuring that non complaint traders are managed with greater efficiency ?

AEO Benefit Measurement

What are the Quality Assurance metrics that can be reflected and analysed by business?

- What data is reliable?
- What data is well captured?
- What can be analysed usefully?

AEO Benefit Measurement

The quantification & measurement of the benefits of AEO

- Underdeveloped area of the AEO program
- Customs & Trade need to define and agree
- Information gathering tools to be used
- Technology rich area for utilisation of AI and Big Data Analytics
- Reporting & Sharing methodology to be defined & agreed

Narratives of Success

What narratives of success can be collated to :-

- Encourage more participation and sign-up: MSME; Youth; Women!
- Show TFI successes
- Show wins for Compliant traders but not (yet) AEO
- Create complexity and discouragement for illegal operations

Future of AEO

Future of AEO for eCommerce

Not just Online Shopping but Services!

- Streamlined customs procedures
- Certified eCommerce sellers
- Security of online transactions and data privacy
- Digital trade regulations
- Cross-border eCommerce – facilitation through mutual recognition

Future of AEO

Future of AEO for Trade in Services

- Specific needs of service-based businesses
- Digital signatures and authentication
- Requirement for international co-operation
- Data privacy / secure protocols



G T S

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innovative solutions transforming global supply chain