

Summary of Main Observations

Within the context of the general factors discussed previously, outlined below are some general observations gleaned from the research. In most cases, specific institutions are identified as the source of the observation, as they are implementing it in practice or the individuals interviewed provided an opinion to support the observation.

(a) Private and Public Electronic Trade Services Initiatives

Adoption of e-platforms

The role of neutral intermediaries in providing e-platforms seems to be established (e.g., KTNET, Trade Gate, DTTN, standards associations). However, the definition and dynamics of neutrality are probably driven by the power balance of the parties involved. As such the identification of issues to be dealt with in neutral situations is probably a function of the issues becoming standardized among competitors or no longer providing a competitive advantage to the parties to the platform.

Private sector banks for their part are slow adopters of multiparty e-platforms because they see such platforms as a challenge to their relationships with their clients or having a negative impact on their brand. Also by keeping transactions in a non commoditized form, they can continue to promote their solutions as "unique".

The underlying logic of an e-platform that incorporates GTD and GTM functionalities is that these functionalities (contract, dispute resolution, shipping, compliance, financial tools) can be commoditized and automated, driving down trade costs for participants. However, notwithstanding the widespread use of technology for the purposes of integration and innovation at the GTM end of the trade facilitation spectrum, only a few entities (e.g., Kotra and Nafinsa) are trying to bridge these functions with downstream GTD functions. Nor is there strong evidence of general momentum in that direction.