

- b) Global Trade Management (GTM) activities meanwhile support the fulfillment stage of transactions⁵; these include:
- Physical movement of goods (e.g., sourcing, procurement, tracking).
 - Managing information streams (e.g., purchase orders, shipping documents, including electronic trade documents, certification, regulatory compliance and customs processes).
 - Provision of financial supply chain services (including letters of credit, e-financing, payments services etc.).

A wide range of entities engage in these GTD/GTM activities, including:

- export credit agencies (private and public),
- private sector trade councils, trade services agencies and sectoral hubs,
- government agencies engaged in trade promotion – including through government E Marketplaces,
- financial institutions, including development banks, international trade banks, and commercial banks,
- international organizations involved with trade, such as the United Nations Conference on Trade and Development (UNCTAD) through its Global Trade Point Network, or GTPNet, and
- large suppliers and large buyers.

As well, logistics firms and information technology providers play important roles in facilitating trade.

Traditionally there was little overlap in activities of organizations carrying on GTD functions such as conventional trade promotion agencies and those involved in GTM functions such as logistics firms. However, links are being forged. Examples of early movers include the US Export Import Bank's collaboration with the logistics firm UPS, Mexico's Nafinsa's linkages to

⁵ Many of these activities are often described as part of Supply Chain Management (SCM). The SCM concept generally incorporates only the goods and information aspects of value chains. GTM recognizes the equal importance of the financial elements in the value chain, and reinforces the integration of the three, something that the SCM literature does not normally promote.