



**BNP PARIBAS**  
**FORTIS**

November 17 , 2016

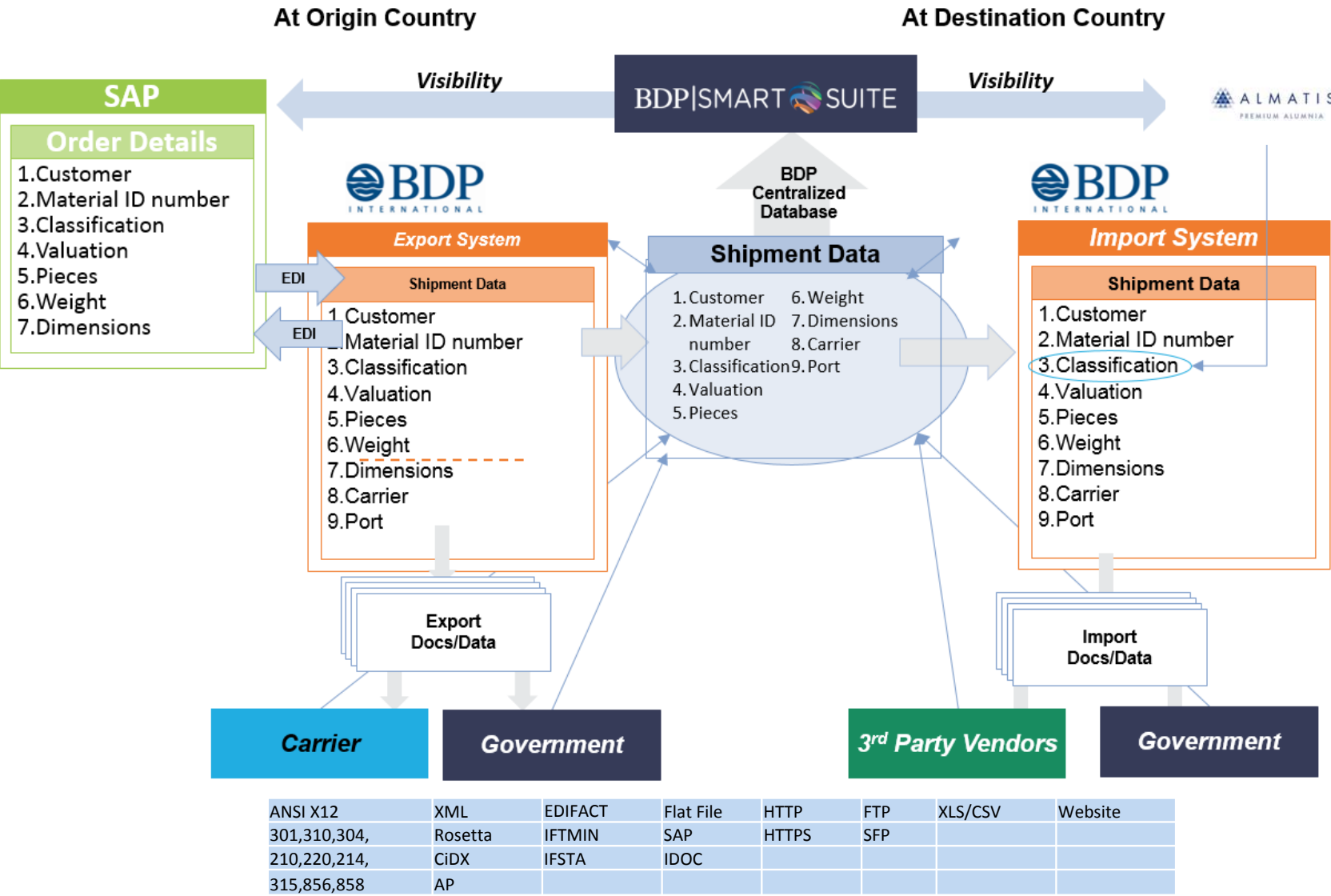
Yves Letange  
MD EUNAT



# Integrated processes



# Control Tower Systems Flow



# BDP Smart Suite Features

## Smart Track

Track and trace your shipments

## Smart Map

View your top shipments and alerts instantly

## Smart Alerts

Proactive event management system

## Smart Reports

User-generated and user-friendly reporting tools

## Smart Documents

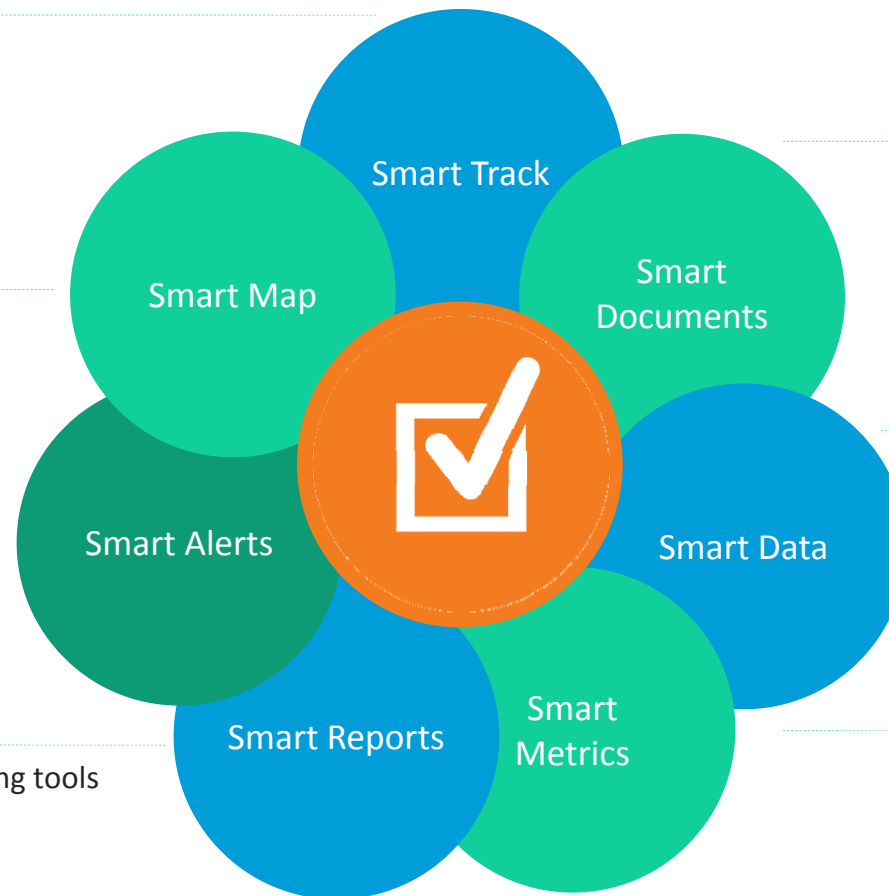
Electronic document generation and secured storage

## Smart Data

Data warehouse reports

## Smart Metrics

Metrics graphs and drill-down reports



A nighttime photograph of a city skyline, likely New York City, with illuminated skyscrapers and a body of water in the foreground. A large, semi-transparent blue grid pattern is overlaid on the right side of the image, extending from the top right towards the bottom right.

# Current Supply Chain Opportunities and Industry Trends

# Macro Trends

## *Changes that Impact the Shape of the Global Supply Chain*

### New or Increased Need for:

Advanced  
Information  
Technology

Continuity

Sustainability

Compliance

Partnerships

End-to-end  
visibility

Today growth in Logistics is driven by expansion from Asia to N. America and from Asia to Europe

developing economies

Tomorrow growth will come from elsewhere, more fragmented, unpredictable and volatile

result of increased cost in Asia and increased transportation cost.

# Macro Trends



## CLOUD COMPUTING

- Software-as-a-Service (SaaS): delivery of software
- Platform-as-a-Service (PaaS): creation of software
- Infrastructure-as-a-Service (IaaS): the storing and accessing of data and programs.

# Macro Trends

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More data available = Opportunities for:

Mining and Pre-Screening

Self adapting  
planning &  
performance  
management

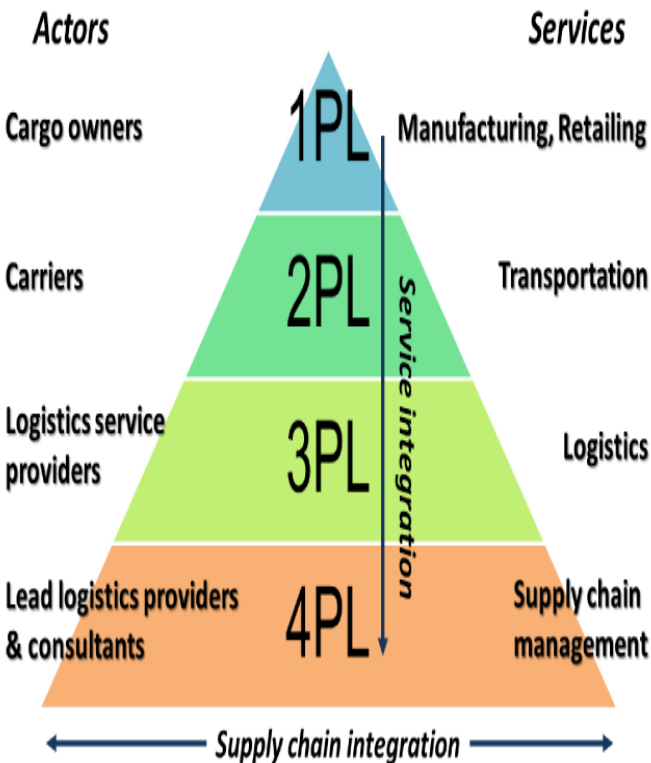
Predictive  
analytics

A nighttime photograph of a city skyline, likely New York City, with numerous illuminated skyscrapers. A large, semi-transparent blue globe with a white grid pattern is overlaid on the right side of the image. The text "Changing competitive landscape" is centered over the image in a large, white, sans-serif font.

# Changing competitive landscape

# Evolution: E-logistic – STP (Straight Through Processing)

- TEU allocation
- Rate and Route
- Transport Visibility
- Exception management
- E-Freight Audit & Pay
- Carrier Reporting



# Bank Payment Obligation

## A new instrument for trade settlement



Antwerp, November 17, 2016



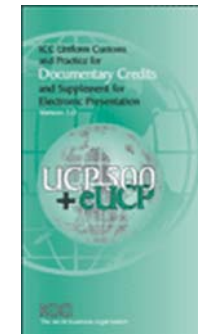
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# ePresentation: from paper to electronic

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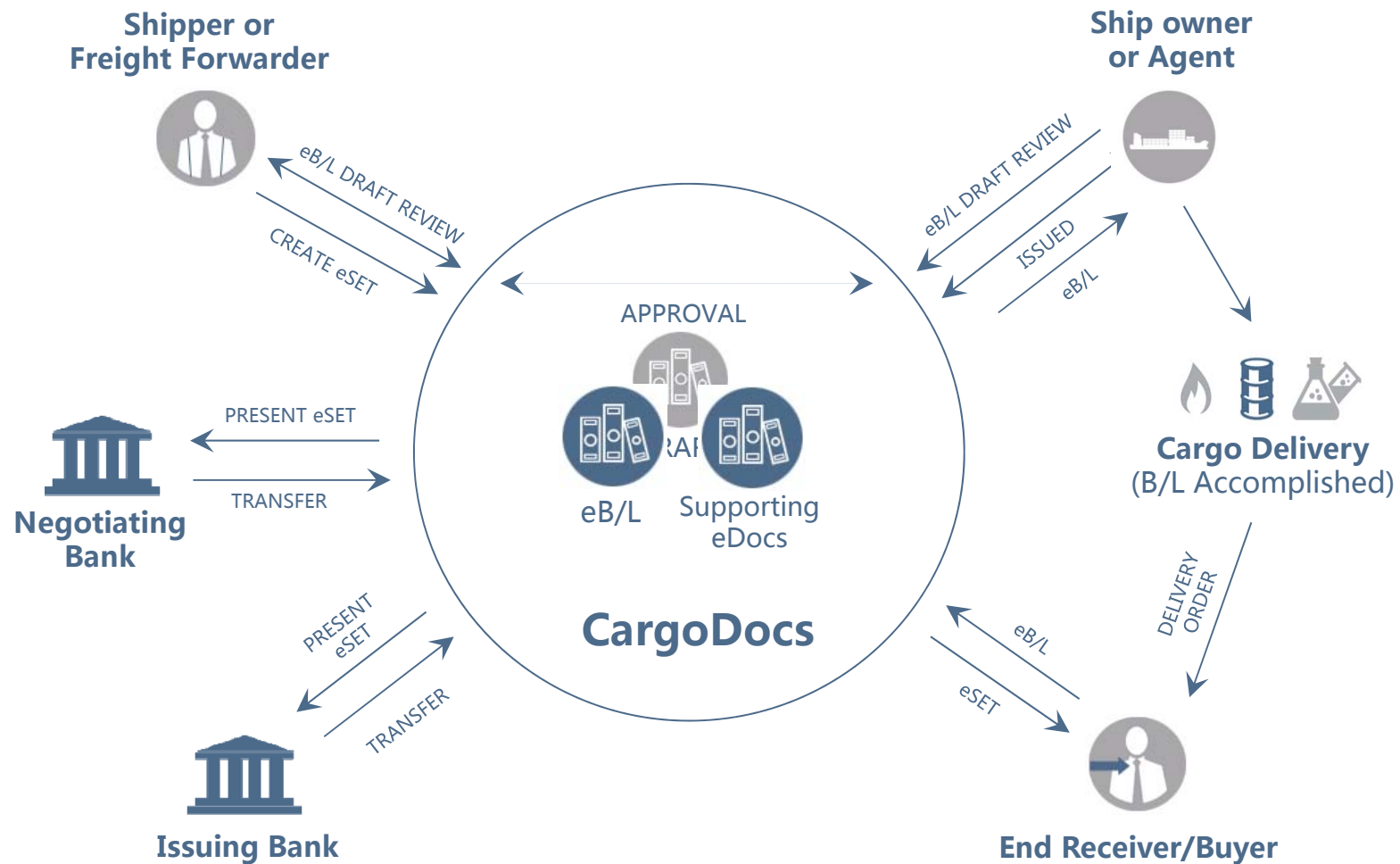
- ePresentation provides a corporate and bank with the ability to dematerialise their trade and trade finance processes.
- Supporting all settlement types, from Open Account to BPO and Letters of Credit issued under eUCP.
- Based on replicating historical paper processes; enables management of eB/Ls and supporting documents through their entire lifecycle. It includes:
  - Commercial invoice
  - Document of transport
  - Certificates of origin, insurance ...
- Service providers such as **EssDocs**, **Bolero** have already been involved in the digitization of bill of lading. **We are in contact with both of these providers to evaluate their services.**
- An existing legal environment: eUCP
  - 12 eUCP articles complete existing UCP 600 allowing electronic or part-electronic presentation under a Letter of Credit.



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# Workflow with EssDocs



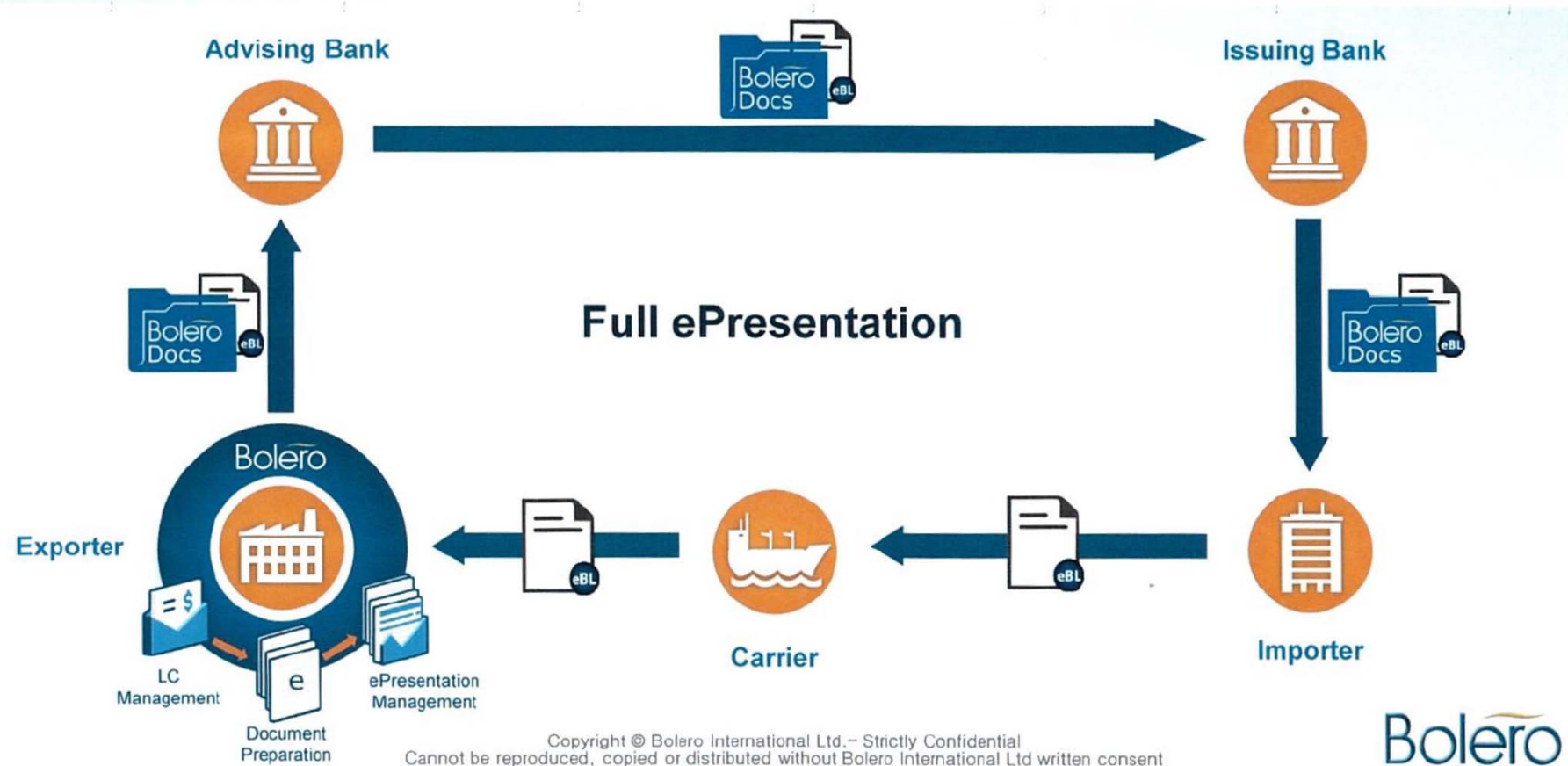
Source: CargoDocs for Trade Finance



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# Workflow with Bolero



Source: Bolero



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# Why eDocs and not Paper?

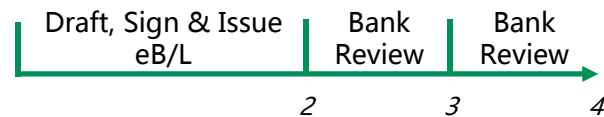
From a financing perspective, eB/Ls and/or BPO make a huge difference in shorter routes

(Sailing Time from Port Hedland to Shanghai) 11 days

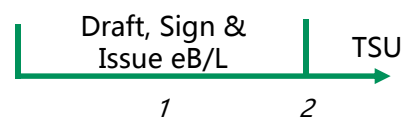
## Paper Documents



## eB/L + eUCP



## BPO+



*Assumptions: Docs are created, signed and issued to shipper in two days with paper and one with eDocs; all courier times are two business day and takes one day for each party to process documents; no mistakes, and/or rejections of documents!*



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# What are the benefits for clients to exchange eDocuments?

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- Improve Working Capital
  - Reduce Time to Cash
  - Reduced Inventory
  - Optimised Credit Line Usage
- Reduce Risk
  - Compliance
  - Auditability
  - Improved Controls and Traceability
- Improve Customer offerings
  - Reduce Fees
  - Reduce Financing Costs
  - Reduction in Demurrage Costs
- Improve Operational Efficiencies
  - Standardised Processes
  - Automation
  - Reduction in Manual Processing
  - Reduction in Paper



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# Today

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- The Framework is in place to facilitate Digital Solutions for both the Supply Chain and for Trade Finance Products.
- A Paperless Supply Chain seems more than just an Innovation and can be considered as the Future of Trade
- **Are we ready today to deal with electronic documents, making use of the same platform?** Corporates, Ports, Shipping companies, Banks, Forwarders, Inspection Companies, Court houses, ..
- Some legal aspects still need to be tackled



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# Contact

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## THANK YOU



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