

DOCUMENT OF THE INTER-AMERICAN DEVELOPMENT BANK

REGIONAL

**TRADE FACILITATION AND SECURITY IN THE PACIFIC ALLIANCE THROUGH
THE AUTHORIZED ECONOMIC OPERATOR (AEO)**

(RG-T2368)

TC DOCUMENT

The project team consisting of prepared this document: Sandra Corcuera (INT/TIU); Aurelio Garcia (INT/TIU); Joaquin Tres (INT/INT); Matthew Shearer (INT/INT); Kaori Yamazaki (INT/INT); Kevin McTigue (LEG/SGO); María Teresa Soto Aguilar (VPC/FMP); María Rospide (INT/TIU).

Under the Access to Information Policy, this document is subject to public disclosure.

TC Document

I. Basic Information for TC

▪ Country/Region:	Regional: Colombia, Chile, Mexico, Peru, Panama and Costa Rica
▪ TC Name:	Trade Facilitation and Security in the Pacific Alliance through the Authorized Economic Operator (AEO)
▪ TC Number:	RG-T2368
▪ Team Leader/Members:	Sandra Corcuera (INT/TIU), Team Leader; Aurelio Garcia (INT/TIU); Joaquim Tres (INT/INT); Matthew Shearer (INT/INT); Kaori Yamazaki (INT/INT); Kevin McTigue (LEG/SGO); Maria Teresa Soto Aguilar (VPC/FMP); Maria Rospide (INT/TIU).
▪ Type of TC:	Client Support(CS-TC)
▪ Date of TC Abstract authorization:	April 8, 2014
▪ Beneficiary:	Customs Administrations and the private sector of the Pacific Alliance (CH, PE, CO, ME, CR, PN)
▪ Executing Agency:	Inter-American Development Bank, through the Integration and Trade Sector (INT/INT)
▪ Donors providing funding:	Japan Special Fund (JSF)
▪ IDB Funding Requested:	US\$400,000
▪ Local Counterpart Funding, if any:	US\$80,000
▪ Disbursement Period (which includes Execution period):	42 months
▪ Required Start Date:	August 15, 2014
▪ Types of Consultants:	Individuals and Firms
▪ Prepared by Unit:	INT/INT
▪ Unit of Disbursement Responsibility:	INT/INT
▪ TC Included in Country Strategy (y/n):	No
▪ TC included in CPD (y/n):	No
▪ GCI-9 Sector Priority:	No. 4 Competitive regional and global international integration

II. Objectives and Justification of the TC

- 2.1 **Objectives:** The objective of this TC is to support the consolidation of Authorized Economic Operator (AEO)¹ programs in the beneficiary countries², (CH, PE, CO,

¹ AEO is a certification issued by a Customs Administration to an organization that has a proven track record of security and fiscal compliance and that has agreed to implement additional security requirements and practices to guarantee the integrity of its operations. The Customs Administration rewards the security and fiscal compliance of the company by offering benefits and priority treatment at the border. It also enhances the reputation of the company as a trusted partner for its suppliers and customers, Customs authorities and society in general. For more detail, see Compendium of Authorized Economic Operator Programmes, WCO.

ME, PN and CR) that are members or prospective members of the Pacific Alliance, in order to facilitate and secure international trade. Four countries (CH, ME, PE and CO) joined together in 2011 to establish the Pacific Alliance, a deep integration agreement with the objective of moving progressively towards the free circulation of goods, services, capital, and people, with a strong element of trade facilitation and Customs cooperation. Panama and Costa Rica have the status of observer members, and are in the adhesion process to become new member states.

- 2.2 **Justification:** [Cross-border threats and illicit activities](#) have introduced risk factors in current trade flows. Furthermore, higher demands of competitiveness for intra-regional trade and for access to global markets are driving forces for reduction of transaction costs. The public sector, in particular Customs Administrations, and the private sector are adversely affected by the lack and/or breaches in security. At the same time, both sectors benefit from increases in legitimate trade flows. This implies that both have a shared responsibility to secure the supply chain and to identify trade facilitation measures. The World Customs Organization (WCO), through [the SAFE Framework of Standards](#), established the formation of public-private [pillars](#) and alliances and defined collaboration programs, such as the AEO, as a tool to facilitate and secure trade.
- 2.3 In addition to improving security in international trade, [the AEO program contributes to the modernization of Customs Administrations](#), advancing the concept of coordinated border management and improving risk management. Furthermore, the program also helps [companies](#) export by improving the competitiveness and integrity of the companies. AEO certification is recognized worldwide and facilitates trade at both the originating and destination port of entry in cases where there is a Mutual Recognition Agreement (MRA) in effect between the two countries. AEO programs also foster global integration through the optimization and harmonization of Customs requirements and procedures between countries. In Latin America and the Caribbean, there is one MRA that was signed by Mexico and Korea in March 2014, and three MRA negotiations are currently in the early stages of negotiations; between Mexico and Costa Rica, Peru and Costa Rica, and Peru and Colombia.
- 2.4 The Pacific Alliance was established for the purpose of the political and economic coordination, cooperation and integration among member countries while enhancing cooperation with the Asia Pacific countries. To achieve the goal, the Pacific Alliance regards trade facilitation instruments including the AEO as key components. At the VII Summit of the Pacific Alliance in Cali, Colombia in May 2013, the Presidents of the member countries adopted the “Cali Declaration”. In the Declaration, they instruct to “identify the requirements, elements and procedures that will enable standards to

2 The Bank has supported Customs administrations in the region with other TCs: designing of AEO programs of Colombia, Dominican Republic, Panama, Peru and Uruguay (RG-T1325) and identifying bottlenecks and developing action plans for facilitating and securing supply chain in Latin America and the Caribbean (RG-T1705). At the moment, 411 companies have been certified in Mexico, 10 in Peru and 4 in Costa Rica. See [info on the development of AEO countries](#).

be defined for achieving Mutual Recognition Agreements (MRA) between the Authorized Economic Operator (AEO) programs of the Pacific Alliance”³

- 2.5 According to the Enabling Trade Index 2014 (ETI) by the World Economic Forum (WEF), the overall performance score in efficiency and transparency of border administration of Pacific Alliance members⁴ is 4.84 out of 7.00, compared to 5.62 of the high income OECD countries. The index suggests that Pacific Alliance members have a competitive disadvantage in areas such as efficiency of clearance process, cost to import/export, and time predictability of import procedures: Colombia ranked 123rd and Mexico 94th regarding cost to export⁵; Costa Rica 102nd and Peru 91st regarding efficiency of Customs clearance process; and Panama 93rd regarding Customs service⁶. More importantly, costs associated with security are also a significant burden for the private sector in the Pacific Alliance: According to the WEF’s Global Competitiveness Index, Colombia ranked 140th out of 148, Costa Rica 106th, Chile 54th, Mexico 139th, Panama 115th and Peru 132nd regarding business costs of crime and violence.⁷
- 2.6 Furthermore, The World Trade Organization (WTO) has recently adopted the “Agreement on Trade Facilitation” in the 9th Ministerial Meeting in Bali⁸ that aims to expedite Customs procedure, improve effective revenue collection, and promote cooperation among Customs Administrations. Customs of WTO member countries should implement this international standard. As one of the trade facilitation measures, Article 7 of the Agreement requires them to implement AEO program.
- 2.7 This proposed TC will contribute to implementing these political mandates in coordination with the AEO technical subgroup under the Trade and Integration Group of the Pacific Alliance by providing technical support and analytical studies for Customs Administrations of the Pacific Alliance to strengthen their AEO programs while disseminating the benefits of the programs to private sectors in their countries. This TC will also contribute to the IDB’s strategic priority No. 4 “Competitive regional and global international integration” set forth in the Ninth General Capital Increase of Resources (GCI-9), Integration and Trade Sector Framework, Country Strategies, and the Donor priority. Finally this TC is also trying to contribute to aspects of better and safe trade, integration and efficient logistics, all areas of improvement in the country strategies of some of the beneficiary countries⁹.

³ See page 4 of http://alianzapacifico.net/documents/cali_eng.pdf (in English).

See page 5 of <http://alianzapacifico.net/documents/cali.pdf> (in Spanish).

⁴ Costa Rica and Panama are not included in this calculation. Individually, Colombia ranked 68th out of 138 countries, Chile 26th, Mexico 62nd, Peru 51st, Panama 55th and Costa Rica 46th.

⁵ According to the ETI, the cost to export per container costs US\$2,355 in Colombia and \$1,450 in Mexico while it costs \$450 in the top-ranked country (Malaysia).

⁶ For more detail, see Country/Economy profiles in *the Global Enabling Trade Report 2014*, WEF.

⁷ For more detail, see Country/Economy profiles in *the Global Competitiveness Report 2013-2014*, WEF.

⁸ The Trade Facilitation Bali Agreement will be adopted in July 2014 and needs to be ratified by July 2015.

⁹ See <http://idbdocs.iadb.org/WSDocs/getDocument.aspx?DOCNUM=38987920>

III. Description of activities/components and budget

3.1 Component I: Strengthening the design and implementation of AEO programs.

Activities will support Customs Administrations in designing, implementing, and consolidating their AEO programs based on the SAFE Framework by exchanging best practices and cutting-edge skills regarding AEO programs in other regions. The novelty and complexity of the AEO program make it very important for Customs Administrations to have access to specialized support to train human resources and help them carry out the necessary legal and technical changes to their legislation and procedures such as validations, inspections, security requirements and benefits. This component consists of the three activities:

- (i) Specialized technical assistance for AEO teams. Beneficiary countries will receive tailored-made technical assistance to improve their AEO programs based on the ample knowledge and experience in designing AEO programs and other trade facilitation measures including risk management and auditing by other Customs Administrations, following the customs to customs pillar of SAFE Framework. Also, consultancy services will be hired to conduct a risk management study, since having such a system is the foundation of the AEO program.
- (ii) Capacity-building activities. Officers from Customs and other border agencies will benefit from workshops aimed at advancing the knowledge of the AEO program including international agreements, audits, cancellation policies, benefits, and the sustainability of the program.
- (iii) Professional exchange program. Officers from beneficiary countries will take part in technical exchanges to learn best practices. This program will be a one-week program and have a wide range of activities including lectures on validation, risk assessment, good practices in promoting the AEO program and meetings with AEO companies.

3.2 Component II: Design a strategy for mutual recognition agreement discussions.

Activities financed under this component will develop tools to assist and facilitate the dialogue among Customs Administrations towards mutual recognition discussions of their AEO programs. This component has three activities:

- (i) Designing action plans to pursue mutual recognition. Under this activity beneficiary countries will be assisted in formulating a strategic proposal to undertake successful MRA negotiations.
- (ii) Regional workshops. As a preliminary step toward concluding MRAs among beneficiaries, regional workshops will be organized to share their AEO practices and identify challenges for mutual recognition and how to harmonize their programs. This activity includes the development of a matrix for comparing AEO programs.
- (iii) Working visits to prospective MRA parties by beneficiaries. Under this activity beneficiary countries will pay visits to prospective MRA counterparts in order to establish compatibilities between AEO programs and to carry out joint observations of validations and audits.

3.3 Component III: Support private sector compliance with security standards. The objective is to promote the merits of being an AEO to private sector actors and give them the detailed information and tools to meet the security standards required for AEO status. This component has three activities:

- (i) Workshops for the private sector. For the purpose of disseminating the benefits of the AEO programs, the Bank will support AEO workshops for the private sector in each beneficiary country. At the workshop, representatives of companies that hold AEO certification will explain the importance and benefits of obtaining AEO status share their experiences and give advice what they should do in order to fulfill all the AEO requirements.
- (ii) Cost-benefit analysis of the beneficiaries' AEO programs. Under this activity an analysis will identify the bottlenecks for the private sector, and the type of benefits that will attract them to the beneficiaries' AEO programs if offered.
- (iii) Capacity-building activities via e-learning modules. The online AEO course that has already been developed by the Bank will be offered to those seeking AEO accreditation.

Table III.1 Indicative Results Matrix

	Results Statement	Indicator	Base Line	Goal 2014	Goal 2015	Goal 2016	Final Goal	Data Source
Outcome 1	Actions at national level to simply, harmonize, and improve regulations and procedures	Number of countries with an fully-fledged AEO program	5	0	1	0	6	National and Customs Regulatory Frameworks
Outcome 2	Procedure and Regulatory Frameworks harmonized and improved regionally	Number of formal Mutual Recognition Agreement (MRAs) negotiations taking place	0	1	2	3	6	Official communications between Customs Administrations to establish a Mutual Recognition Agreement
Outcome 3	Strengthened capacities of public and private sectors to participate in international trade flows	Number of AEO companies certified	375	75	100	100	650	AEO database management system in Customs Administrations of beneficiary countries
Outputs Component 1	Technical assistance and capacity building to design and strengthen AEO	Procedure manuals to manage AEO applications	5	0	1	0	6	Project documents at the executing agency (INT)
		Total number of AEO specialists trained	0	40	40	40	120	Project documents at the executing agency (INT) and

	programs	successfully through the capacity-building activities						test results.
		Number of women trained	0	16	16	16	48	(same as above)
		Number of officers participating in the exchange program	0	0	12	12	24	Project documents at the executing agency (INT)
Outputs Component 2	Activities to facilitate the dialogue (compatibility and validation missions, regional workshops on good practices) to promote harmonization and mutual recognition agreements.	Compatibility matrix analysis created	0	0	1	0	1	Project documents at the executing agency
		Number of regional workshops on good practices or consensus building	0	1	1	1	3	Project documents at the executing agency (INT) and reports and documents from the workshops
		Number of working visits to assess compatibility and harmonization	0	1	2	2	5	Mission reports and project documents at the executing agency (INT)
Outputs Component 3	Technical Assistance and Capacity building activities to promote the AEO program among the public and private sectors	Cost-Benefit Study on AEO certification	0	0	1	0	1	Project documents at the executing agency (INT)
		Number of Private Sector companies trained through the IDB online course	0	5	10	10	25	Project documents at the executing agency (INT) and test results.
		Number of workshops to disseminate the AEO program among the private sector	0	1	3	2	6	Project documents at the executing agency (INT) and reports and documents from the workshops.

3.4 The total estimated cost of this Technical Cooperation is US\$480,000. Up to \$400,000 of which will be financed by a non-reimbursable contribution from the resources of the Japan Special Fund (JSF), and a local counterpart contribution of US\$80,000 in-kind that will be provided by the Beneficiaries. The breakdown of the indicative budget is shown below:

Table III.2. Indicative Budget (amounts are in US\$)

Activities/Components	IDB	Local (In-kind)	Total
Component I: Strengthening the design and implementation of AEO programs	137,000	31,000	168,000
Component II: Design a strategy to facilitate discussions for mutual recognition agreements	129,000	29,000	158,000
Component III: Support private sector compliance with security standards	89,000	20,000	109,000
Support to Monitoring and Evaluation	25,000		25,000
Contingencies	20,000		20,000
Total	400,000	80,000	480,000

- 3.5 Beneficiaries will provide as counterpart (up to 20%, in-kind) in logistical support and all the necessary equipment to carry out regional workshops and technical missions.

IV. Executing agency and execution structure

- 4.1 **Executing Agency.** Given the strategic objectives and the regional characteristics of the TC, the IDB will be the executing agency. Within the Bank, INT/INT will have the technical responsibility for administering the TC. The execution of the project by the Bank was requested by the beneficiary Customs Administrations (National Customs of Chile, SUNAT of Peru, Mexican Customs, DIAN of Colombia, National Customs Service of Costa Rica, and National Customs Authority of Panama), as evidenced in their communications to the Bank. It is justified by the experience and competence of the IDB in related projects, such as ATN/FG-11778-RG and ATN/MR-13902-RG. Also, the beneficiaries will provide logistical support to the regional workshops such as transportation. In executing this project, the bank will establish the visibility of the JSF to promote local awareness under close coordination and communication with the Japanese Executive Director's Office of the Bank in accordance with the provision in the JSF Operating Guidelines (18.Visibility). The Bank will supervise the progress of all the work.
- 4.2 **Overall Monitoring and Evaluation.** The outcomes and outputs defined in the Indicative Results Matrix will be the basis for the Monitoring and Evaluation (M&E) of this TC. The project team leader will be responsible for preparing Progress Reports (PR) based on the advances of the indicators in the Results Matrix. They will be available to the IDB and the JSF upon demand. Additionally, the project team leader in collaboration with the IDB will prepare a Project Implementation Review and a completion report in accordance with the JSF requirements.
- 4.3 **Procurement.** For the contracting of individual consultants the project team will observe Human Resources selection procedures (AM-650); for consulting firms, the Policies for the Selection and Contracting of Consultants financed by IDB (GN-2350-9) using e-Sourcing. In the case of non-consulting services contracts, the Corporate Procurement Policy and procedures (GN-2303-20).

- 4.4 **Execution and disbursement period.** To allow time for the execution of the components, this TC will disburse in 42 months and execute in 36 months from the signature of the contract.

V. Major issues

- 5.1 Implementation risks are considered low. The risks are related to the weak communication and coordination mechanisms between Customs Administrations and the private sector, and to positions resistant to the changes that would be derived from the implementation of AEO programs. The strategy to mitigate these risks is through the IDB serving as executing agency in its role as facilitator of knowledge and dialogue mechanisms and as an honest broker. Furthermore, the strong support of the Customs Directors of the beneficiary countries and the presidential mandates supporting the AEO of the Pacific Alliance serve to mitigate the risks.

VI. Exceptions to Bank policy

- 6.1 There are no exceptions to Bank policy in this project.

VII. Environmental and Social Strategy

- 7.1 This project has been classified under the category "C" according to the Policy Environment and Safeguards Compliance Policy (OP-703) (see [Safeguard Policy Filter and Safeguard Screening Form](#)).

Annexes

Annex I	Letters of Request
Annex II	Terms of Reference
Annex III	Procurement Plan

"2014, Año de Octavio Paz"

Oficio No. 347-420
México, D.F. a 21 de agosto de 2014

Sra. Gina Montiel
Gerente del Departamento de Centroamérica, México, Panamá y
República Dominicana
Banco Interamericano de Desarrollo
Presente

Hago referencia al proyecto de Cooperación Técnica no reembolsable: "Facilitación Comercial y Seguridad en la Alianza del Pacífico a través del Operador Económico Autorizado (OEA)", que el Sector de Integración y Comercio del BID está impulsando.

Al respecto, me permito informar a usted el Servicio de Administración Tributaria (SAT), en virtud de su compromiso de implementación del Marco Normativo para un Comercio Ágil y Seguro de la Organización Mundial de Aduanas suscrito por México, y en el convencimiento de que este proyecto contribuirá a la facilitación comercial, al incremento de la competitividad y la seguridad de la cadena logística, ha manifestado gran interés en ser una de las instituciones beneficiarias de dicha Cooperación Técnica No Reembolsable.

En virtud de lo anterior, me permito solicitarle atentamente que se lleven a cabo las gestiones conducentes a fin de que el SAT reciba el apoyo en comento.

No omito señalar que dicha cooperación técnica sería ejecutada por el BID.

Sin otro particular por el momento, aprovecho la ocasión para enviarle un cordial saludo.

ATENTAMENTE
EL TITULAR



Ing. Juan Bosco Martí Ascencio

C.c.p.- Dr. Fernando Aportela Rodríguez.- Subsecretario de Hacienda y Crédito Público, Secretaría de Hacienda y Crédito Público.
Sr. Miguel del Villar Volkensz.- Administrador Central de Asuntos Aduaneros Internacionales, SAT.
Sra. Mercedes Araoz Fernández.- Representante de País, BID.
Sra. María de los Ángeles González.- Directora Ejecutiva por México y República Dominicana, BID.
ils/dtp/ucg

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Señor
Antoni Estevadeordal
Banco Inter-Americano de Desarrollo
Gerente del Sector de Integración y Comercio
1300 New York Ave. NW.
Washington DC20577
USA
antonio@iadb.org

**CORREO
CERTIFICADO**

Asunto: Facilitación Comercial y Seguridad en la Alianza del Pacífico a través del Operador Económico Autorizado (OEA)

Estimado Sr. Estevadeordal,

Tengo el placer de dirigirme a Usted con relación al proyecto de Cooperación Técnica no reembolsable: "Facilitación Comercial y Seguridad en la Alianza del Pacífico a través del Operador Económico Autorizado (OEA)", que el Sector de Integración y Comercio del BID está impulsando.

En virtud de nuestro compromiso de implementación del Marco Normativo para un Comercio Ágil y Seguro de la Organización Mundial de Aduanas y suscrito por Colombia, y en el convencimiento de que este proyecto contribuirá a la facilitación comercial, al incremento de la competitividad y la seguridad de la cadena logística, reiteramos nuestro interés en que la Dirección de Impuestos y Aduanas Nacionales DIAN, sea una de las instituciones beneficiarias.

Para ello, nos comprometemos a apoyar el desarrollo del proyecto de OEA, con un equipo de funcionarios técnicos de la Aduana a tiempo completo para cumplir con las siguientes funciones:

- a) La colaboración con expertos internacionales para el fortalecimiento del Programa de OEA en el marco de la Alianza del Pacífico, haciendo partícipe a otras entidades gubernamentales del proceso y al sector privado en aras de facilitar el cumplimiento de los estándares.
- b) La activa contribución a la red de trabajo regional formada por los equipos OEA de las Aduanas de la Alianza del Pacífico, para la identificación de buenas prácticas con el fin de optimizar y uniformar los programas, para generar sinergias de asistencia mutua.

Formule su petición, queja, sugerencia o reclamo en Sistema PQSR de la DIAN:
<http://mulsca.dian.gov.co/WebSolicitudesexternas/DefMenuSolicitudNS.faces>

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Dirección de Gestión de Aduanas

Carrera 8ª N° 6C -36 piso 6°
PBX 607 99 99 ext. 1677

- c) La continúa aplicación de mejoras en las áreas operativas de la aduana para la correcta administración de los programas OEA (área de gestión de riesgo, auditoría de empresas, gestión informática del programa).
- d) La participación en jornadas de difusión de los programas del OEA en foros internacionales e iniciar diálogos encaminados a alcanzar Acuerdos de Reconocimiento Mutuo.

Por último, y con el fin de dar continuidad a las acciones de coordinación realizadas por el BID (INT/INT), en el marco de la red de trabajo regional del OEA con los países, en el marco de la Alianza del Pacífico, con la OMA y con las Aduanas de otros países, la Dirección de Impuestos y Aduanas Nacionales DIAN reitera la conveniencia de que el BID (INT/INT) ejerza la coordinación como entidad ejecutora.

Agradeciéndole de antemano su atención y apoyo, le saluda atentamente,



CLAUDIA MARIA GAVIRIA VASQUEZ
Directora de Gestión de Aduanas

SIN ANEXOS

c.c: Sandra Corcuera, Especialista en Integración y Comercio (INT/TIU), sandracs@iadb.org



República de Panamá
Autoridad Nacional de Aduanas

Panamá, 09 de Junio de 2014
Nota N° 901-01-198DG

Señor Antoni Estevadeordal
Banco Inter-Americano de Desarrollo
Gerente del Sector de Integración y Comercio
1300 New York Ave. NW.
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USA
antonie@iadb.org

Ref.: Facilitación Comercial y Seguridad en la Alianza del Pacífico a través del
Operador Económico Autorizado (OEA)

Estimado Sr. Estevadeordal:

Tengo el placer de dirigirme a Usted con relación al proyecto de Cooperación Técnica no reembolsable: "Facilitación Comercial y Seguridad en la Alianza del Pacífico a través del Operador Económico Autorizado (OEA)", que el Sector de Integración y Comercio del BID está impulsando.

En virtud de nuestro compromiso de implementación del Marco Normativo para un Comercio Ágil y Seguro de la Organización Mundial de Aduanas y suscrito por la República de Panamá y en el convencimiento de que este proyecto contribuirá a la facilitación comercial, al incremento de la competitividad y la seguridad de la cadena logística, reiteramos nuestro interés en que la Autoridad Nacional de Aduanas de Panamá sea una de las instituciones beneficiarias.

Para ello, nos comprometemos a apoyar el desarrollo del proyecto de OEA, con un equipo de funcionarios técnicos de la Aduana a tiempo completo para cumplir con las siguientes funciones:

- a) La colaboración con expertos internacionales para el fortalecimiento del Programa de OEA en el marco de la Alianza del Pacífico, haciendo participe a otras entidades gubernamentales del proceso y al sector privado en aras de facilitar el cumplimiento de los estándares.
- b) La activa contribución a la red de trabajo regional formada por los equipos OEA de las Aduanas de la Alianza del Pacífico, para la identificación de buenas prácticas con

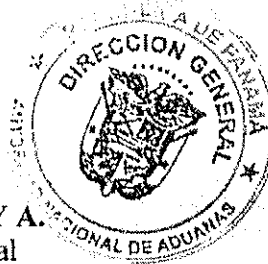
el fin de optimizar y uniformar los programas, para generar sinergias de asistencia mutua.

- c) La continúa aplicación de mejoras en las áreas operativas de la aduana para la correcta administración de los programas OEA (área de gestión de riesgo, auditoria de empresas, gestión informática del programa).
- d) La participación en jornadas de difusión de los programas del OEA en foros internacionales e iniciar diálogos encaminados a alcanzar Acuerdos de Reconocimiento Mutuo.

Por último, y con el fin de dar continuidad a las acciones de coordinación realizadas por el BID (INT/INT), en el marco de la red de trabajo regional del OEA con los países, con la OMA y con las Aduanas de otros países, la Autoridad Nacional de Aduanas de Panamá reitera la conveniencia de que el BID (INT/INT) ejerza la coordinación como entidad ejecutora.

Agradeciéndole de antemano su atención y apoyo, le saluda atentamente.


JORGE CARNEY A.
Dirección General



c.c: Sandra Corcuera, Especialista en Integración y Comercio (INT/TIU), sandracs@iadb.org

09 de junio de 2014
DGA-355-2014

Señor Antoni Estevadeordal
Banco Inter-Americano de Desarrollo
Gerente del Sector de Integración y Comercio
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antonie@iadb.org

Ref.: Facilitación Comercial y Seguridad en la Alianza del Pacífico a través del
Operador Económico Autorizado (OEA)

Estimado Sr. Estevadeordal:

Tengo el placer de dirigirme a usted con relación al proyecto de Cooperación Técnica no reembolsable: "Facilitación Comercial y Seguridad en la Alianza del Pacífico a través del Operador Económico Autorizado (OEA)", que el Sector de Integración y Comercio del BID está impulsando.

En virtud de nuestro compromiso de implementación del Marco Normativo para un Comercio Ágil y Seguro de la Organización Mundial de Aduanas y suscrito por Costa Rica, y en el convencimiento de que este proyecto contribuirá a la facilitación comercial, al incremento de la competitividad y la seguridad de la cadena logística, reiteramos nuestro interés en que el Servicio Nacional de Aduanas, sea una de las instituciones beneficiarias.

Para ello, nos comprometemos a apoyar el desarrollo del proyecto de OEA, con un equipo de funcionarios técnicos de la Aduana a tiempo completo para cumplir con las siguientes funciones:

- a) La colaboración con expertos internacionales para el fortalecimiento del Programa de OEA en el marco de la Alianza del Pacífico, haciendo partícipe a otras entidades gubernamentales del proceso y al sector privado en aras de facilitar el cumplimiento de los estándares.
- b) La activa contribución a la red de trabajo regional formada por los equipos OEA de las Aduanas de la Alianza del Pacífico, para la identificación de buenas prácticas con el fin de optimizar y uniformar los programas, para generar sinergias de asistencia mutua.
- c) La continúa aplicación de mejoras en las áreas operativas de la aduana para la correcta administración de los programas OEA (área de gestión de riesgo, auditoría de empresas, gestión informática del programa).
- d) La participación en jornadas de difusión de los programas del OEA en foros internacionales e iniciar diálogos encaminados a alcanzar Acuerdos de Reconocimiento Mutuo.

Por último, y con el fin de dar continuidad a las acciones de coordinación realizadas por el BID (INT/INT), en el marco de la red de trabajo regional del OEA con los países, con la OMA y con las Aduanas de otros países, la Dirección General de Aduanas, reitera la conveniencia de que el BID (INT/INT) ejerza la coordinación como entidad ejecutora.

Agradeciéndole de antemano su atención y apoyo, le saluda atentamente


Rafael Bonilla Vindas
Director General de Aduanas





c.c: Sr. Fernando Rodríguez Garro, Viceministro de Ingresos.
Sra. Sandra Corcuera, Especialista en Integración y Comercio (INT/TIU), sandracs@iadb.org



Servicio Nacional de Aduanas
Dirección Nacional

Valparaíso, 21 de Noviembre de 2011

Señor
Antoni Estevadeordal
Banco Interamericano de Desarrollo
Gerente del Sector de Integración y Comercio
1300 New York Ave. NW.
Washington DC20577
USA

Ref.: Apoyo a la implementación del OEA en Chile

Estimado Sr. Estevadeordal:

Tengo el placer de dirigirme a usted con relación al proyecto de Cooperación Técnica no reembolsable: "Apoyo a la implementación del OEA en Chile", que el Sector de Integración y Comercio del BID está impulsando.

En virtud de nuestro compromiso de implementación del Marco Normativo para un Comercio Ágil y Seguro de la Organización Mundial de Aduanas y suscrito por Chile, y en el convencimiento de que este proyecto contribuirá a la facilitación comercial, al incremento de la competitividad y la seguridad de la cadena logística, reiteramos nuestro interés en que el Servicio Nacional de Aduanas, sea una de las instituciones beneficiarias.

Para ello, nos comprometemos a apoyar el desarrollo del proyecto de OEA, con un equipo de funcionarios técnicos de la Aduana a tiempo completo para cumplir con las siguientes funciones:

- a) La colaboración con expertos internacionales para la definición del Programa de OEA, haciendo partícipe a otras entidades gubernamentales del proceso y al sector privado en aras de facilitar el cumplimiento de los estándares.
- b) La activa contribución a la red de trabajo regional formada por los equipos OEA de las Aduanas de América Latina, para la identificación de buenas prácticas con el fin de optimizar y uniformar los programas, para generar sinergias de asistencia mutua.
- c) La continúa aplicación de mejoras en las áreas operativas de la aduana para la correcta administración de los programas OEA (área de gestión de riesgo, auditoría de empresas, gestión informática del programa).



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- d) La participación en jornadas de difusión de los programas del OEA en foros internacionales e iniciar diálogos encaminados a alcanzar Acuerdos de Reconocimiento Mutuo.

Por último, y con el fin de dar continuidad a las acciones de coordinación realizadas por el BID (INT/TIU), en el marco de la red de trabajo regional del OEA con los países, con la OMA y con las Aduanas de otros países, el Servicio Nacional de Aduanas de Chile reitera la conveniencia de que el BID (INT/TIU) ejerza la coordinación como entidad ejecutora.

Agradeciéndole de antemano su atención y apoyo, le
saluda atentamente,

Rodolfo Álvarez Rapaport
Director Nacional de Aduanas

C.C:

- Antoni Estevadeordal, Gerente del Sector de Integración y Comercio (INT/TIU), antonie@iadb.org
- Fabrizio Opertti, Jefe de Unidad de Comercio e Inversión (INT/TIU), fabrizioo@iadb.org
- Manuel Márquez, Especialista de Aduanas y Facilitación del Comercio (INT/TIU), manuelm@iadb.org



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Volumen 1
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"Decenio de las Personas con Discapacidad en el Perú"
"Año del Centenario de Machu Picchu para el mundo"

CARTA N° 32 - 2011-SUNAT/300000

15 NOV. 2011

Señor Antoni Estevadeordal
Gerente del Sector de Integración y Comercio
Banco Inter-Americano de Desarrollo
1300 New York Ave. NW.
Washington DC20577
USA

Ref.: Apoyo a la implementación del OEA en Perú

Estimado Sr. Estevadeordal:

Tengo el placer de dirigirme a Usted con relación al proyecto de Cooperación Técnica no reembolsable: **"Apoyo a la implementación del OEA en Perú"**, que el Sector de Integración y Comercio del BID está impulsando.

En virtud de nuestro compromiso de implementación del Marco Normativo para un Comercio Ágil y Seguro de la Organización Mundial de Aduanas y suscrito por Perú, y en el convencimiento de que este proyecto contribuirá a la facilitación comercial, al incremento de la competitividad y la seguridad de la cadena logística, reiteramos nuestro interés en que la Superintendencia Nacional de Administración Tributaria (SUNAT), sea una de las instituciones beneficiarias.

Para ello, nos comprometemos a apoyar el desarrollo del proyecto de OEA, con un equipo de funcionarios técnicos de la Aduana a tiempo completo para cumplir con las siguientes funciones:


- a) La colaboración con expertos internacionales para el fortalecimiento del Programa de OEA, haciendo partícipe a otras entidades gubernamentales del proceso y al sector privado en aras de facilitar el cumplimiento de los estándares.
- b) La activa contribución a la red de trabajo regional formada por los equipos OEA de las Aduanas de América Latina, para la identificación de buenas prácticas con el fin de optimizar y uniformar los programas, para generar sinergias de asistencia mutua.
- c) La continua aplicación de mejoras en las áreas operativas de la aduana para la correcta administración de los programas OEA (área de gestión de riesgo, auditoría de empresas, gestión informática del programa).



- d) La participación en jornadas de difusión de los programas del OEA en foros internacionales e iniciar diálogos encaminados a alcanzar Acuerdos de Reconocimiento Mutuo.

Por último, y con el fin de dar continuidad a las acciones de coordinación realizadas por el BID (INT/TIU), en el marco de la red de trabajo regional del OEA con los países, con la OMA y con las Aduanas de otros países, la Superintendencia Nacional de Administración Tributaria (SUNAT) reitera la conveniencia de que el BID (INT/TIU) ejerza la coordinación como entidad ejecutora.

Agradeciéndole de antemano su atención y apoyo, le saluda atentamente



GLORIA EMPERATRIZ LUQUE RAMIREZ
Superintendente Nacional Adjunto de Aduanas
SUPERINTENDENCIA NACIONAL
DE ADMINISTRACIÓN TRIBUTARIA

c.c: Fabrizio Opertti, Jefe de Unidad de Comercio e Inversión (INT/TIU), fabrizioo@iadb.org
Manuel Márquez, Especialista de Aduanas y Facilitación del Comercio (INT/TIU), manuelm@iadb.org

**TERMS OF REFERENCE
DRAFT**

**INTER-AMERICAN DEVELOPMENT BANK
INTEGRATION AND TRADE SECTOR**

Consultancy for cost-benefit analysis of AEO program:
Trade Facilitation and Security in the Pacific Alliance
through the Authorized Economic Operator (AEO)

RG-T2368

I. Background

- 1.1 Cross-border threats and illicit activities have introduced risk factors in current trade flows. Furthermore, higher demands of competitiveness for intra-regional trade and for access to global markets are driving forces for reduction of transactional costs. The public sector, in particular Customs Administrations, and the private sector are negatively affected by the lack and/or breaches in security. At the same time, both sectors benefit from increases in legitimate trade flows. This implies that both have a shared responsibility to secure the supply chain and to identify trade facilitation measures. The World Customs Organization (WCO) in the SAFE Framework of Standards established the formation of public-private alliances and the definition of collaboration programs, such as the Authorized Economic Operator (AEO), as a tool to facilitate and secure trade.
- 1.2 In addition to improving security in international trade, the AEO program contributes to the modernization of Customs Administrations, advancing the concept of coordinated border management and improving risk management. Furthermore, the program also helps companies export to international markets by improving the competitiveness and integrity of the company. The AEO certification is recognized worldwide and facilitates trade at both the originating and destination port of entry in cases where there is a Mutual Recognition Agreement (MRA) in effect between the two countries. AEO programs also foster global integration through the optimization and harmonization of Customs requirements and procedures between countries. . In the LAC, there is one MRA signed by Mexico and Korea in March 2014, and three MRA negotiations are currently in process: negotiations between Mexico and Costa Rica, Peru and Costa Rica, and Peru and Colombia.
- 1.3 The Pacific Alliance was established in 2011 for the purpose of the political and economic coordination, cooperation and integration among member countries while enhancing cooperation with the Asia Pacific countries. To achieve the goal, the Pacific Alliance regards trade facilitation instruments including the AEO as one of the key components. At the VII Summit of the Pacific Alliance in Cali, Colombia in May 2013, the Presidents of the member countries adopted the “Cali Declaration”. In the Declaration, they instructs to “identify the requirements, elements and procedures that will enable standards to be defined for achieving Mutual Recognition Agreements (MRA) between the Authorized Economic Operator (AEO) programs of the Pacific Alliance” .
- 1.4 Furthermore, The World Trade Organization (WTO) has recently adopted the “Agreement on Trade Facilitation” in the 9th Ministerial Meeting in Bali ,that aims to expedite Customs procedure, improve effective revenue collection, and promote cooperation among Customs

Administrations. Customs of WTO member countries should be obliged to implement this international standard. As one of trade facilitation measures, Article 7 of the Agreement requires them to implement AEO program.

II. Consultancy Objective(s)

- 2.1 The main objective of the consultancy is to conduct a cost-benefit analysis of the AEO programs in the Pacific Alliance.

III. Main Activities

- 3.1 Survey costs and benefits associated with maintaining AEO membership that includes interviews with companies with AEO certificate and the customs administrations of the Pacific Alliance.
- 3.2 Survey opinions of private sector in the Pacific Alliance regarding current AEO program of their country.
- 3.3 Analyze the outcome of the surveys and figure out benefits and bottlenecks of the existing AEO programs. Comparison with other AEO programs in other region will be included.
- 3.4 Submit an analytical report that includes recommendations and survey reports.

IV. Reports/Outputs

- 4.1 An initial study plan that includes the methodology to be applied in preparing the study.
- 4.2 An interim report on the study
- 4.3 The final report on the study including recommendations for improvement of AEO program based on this analysis.

V. Qualifications

- 5.1 Knowledge on AEO programs.
- 5.2 Familiar with issues and trends of trade facilitation in the international fora.
- 5.3 Experience in the countries of the Pacific Alliance will be assessed.
- 5.4 Have experience of cost benefit analysis or similar analytical experience.
- 5.5 Ability to analyze information, identify and evaluate problems and propose solution based on real results.
- 5.6 Ability to institutional relations and public/private negotiation
- 5.7 Excellent oral and written Spanish language skills and good knowledge of English.

VI. Place of work, contract duration, and amount and method of payment

- 6.1 The tasks described above should be conducted in the consultant's office.
- 6.2 The consultancy will run for XX months from [Date] to [Date]
- 6.3 It is anticipated the required consultancy conducting field visits in the region.
- 6.4 The Project Team proposes the following, subject to approval by the Administrative Services and Corporate Procurement Division of the IDB:
- The first payment of 20% of total amount upon signing of the contract.
 - The second payment of 40% upon delivery of the interim report.
 - The third and final payment of 40% upon delivery of the final report with the verification of projected vs. actual expenses.

VII. Coordination

- 7.1 Responsibility for general and technical coordination of this project corresponded to:

Sandra Corcuera
Integration and Trade Specialist
Integration and Trade Sector
Phone (202)623-1661
Sandracs@iadb.org

TERMS OF REFERENCE
DRAFT

INTER-AMERICAN DEVELOPMENT BANK
INTEGRATION AND TRADE SECTOR

Consultancy for formulating strategy plans for Mutual Recognition Agreement:
Trade Facilitation and Security in the Pacific Alliance
through the Authorized Economic Operator (AEO)

RG-T2368
XX XXX, 201X

VIII. Background

- 8.1 Cross-border threats and illicit activities have introduced risk factors in current trade flows. Furthermore, higher demands of competitiveness for intra-regional trade and for access to global markets are driving forces for reduction of transactional costs. The public sector, in particular Customs Administrations, and the private sector are negatively affected by the lack and/or breaches in security. At the same time, both sectors benefit from increases in legitimate trade flows. This implies that both have a shared responsibility to secure the supply chain and to identify trade facilitation measures. The World Customs Organization (WCO) in the SAFE Framework of Standards established the formation of public-private alliances and the definition of collaboration programs, such as the Authorized Economic Operator (AEO), as a tool to facilitate and secure trade.
- 8.2 In addition to improving security in international trade, the AEO program contributes to the modernization of Customs Administrations, advancing the concept of coordinated border management and improving risk management. Furthermore, the program also helps companies export to international markets by improving the competitiveness and integrity of the company. The AEO certification is recognized worldwide and facilitates trade at both the originating and destination port of entry in cases where there is a Mutual Recognition Agreement (MRA) in effect between the two countries. AEO programs also foster global integration through the optimization and harmonization of Customs requirements and procedures between countries. . In the LAC, there is one MRA signed by Mexico and Korea in March 2014, and three MRA negotiations are currently in process: negotiations between Mexico and Costa Rica, Peru and Costa Rica, and Peru and Colombia.
- 8.3 The Pacific Alliance was established in 2011 for the purpose of the political and economic coordination, cooperation and integration among member countries while enhancing cooperation with the Asia Pacific countries. To achieve the goal, the Pacific Alliance regards trade facilitation instruments including the AEO as one of the key components. At the VII Summit of the Pacific Alliance in Cali, Colombia in May 2013, the Presidents of the member countries adopted the “Cali Declaration”. In the Declaration, they instructs to “identify the requirements, elements and procedures that will enable standards to be defined for achieving Mutual Recognition Agreements (MRA) between the Authorized Economic Operator (AEO) programs of the Pacific Alliance” .
- 8.4 Furthermore, The World Trade Organization (WTO) has recently adopted the “Agreement on Trade Facilitation” in the 9th Ministerial Meeting in Bali ,that aims to expedite Customs

procedure, improve effective revenue collection, and promote cooperation among Customs Administrations. Customs of WTO member countries should be obliged to implement this international standard. As one of trade facilitation measures, Article 7 of the Agreement requires them to implement AEO program.

IX. Consultancy Objective(s)

- 9.1 The main objective of the consultancy is to support beneficiaries in formulating action plans for MRA negotiation.

X. Main Activities

- 10.1 Review beneficiaries' existing AEO framework that includes the legal basis, number of AEO certificates issued/applied and others.
- 10.2 Support beneficiaries in improving their AEO programs, strategies and action plans for MRA. Outcomes of the risk management study and the cost-benefit analysis taken under RG-T2368 should be taken into consideration.
- 10.3 Support organizing MRA regional workshops.
- 10.4 Develop a matrix for comparing AEO programs of other countries.

XI. Reports/Outputs

- 11.1 Monthly reports of the activities undertaken.
- 11.2 The final report on the activities conducted and development.

XII. Qualifications

- 12.1 Bachelor's or preferably Master's degree in international trade, business administration economics or similar, as provided by IDB rules.
- 12.2 Ample knowledge and expertise in the areas of Customs operations
- 12.3 Experience in the countries of the Pacific Alliance will be assessed.
- 12.4 Have experience of cross-border (bilateral/multilateral) negotiation
- 12.5 Knowledge of the concepts of the AEO and be familiar with issues and trends of trade facilitation in international fora. And preferably that he/she has participated in a MRA negotiation previously.
- 12.6 Ability to analyze information, identify and evaluate problems and propose solution based on real results.
- 12.7 Ability to institutional relations and public/private negotiation
- 12.8 Excellent oral and written Spanish language skills and good knowledge of English.

XIII. Place of work, contract duration, and amount and method of payment

- 13.1 The tasks described above should be conducted in the beneficiary's offices .
- 13.2 The consultancy will run for XX months from [Date]to [Date]
- 13.3 It is anticipated the required consultancy conducting field visits in the region.
- 13.4 The Project Team proposes the following, subject to approval by the Administrative Services and Corporate Procurement Division of the IDB:
- The first payment of XX% of total amount upon signing of the contract.
 - The monthly payment of XX% upon XX

- The final payment of XX% upon delivery of the final report.

XIV. Coordination

14.1 Responsibility for general and technical coordination of this project corresponded to:

Sandra Corcuera
Integration and Trade Specialist
Integration and Trade Sector
Phone (202)623-1661
Sandracs@iadb.org

Términos De Referencia
DRAFT

Banco Interamericano de Desarrollo
Sector de Integración y Comercio

Consultoría para la realización de un estudio sobre los sistemas de gestión de riesgo en el marco del programa de Operador Económico Autorizado (OEA)

RG-T2368

I. Antecedentes:

- 1.1 La proliferación de amenazas transfronterizas y las actividades ilícitas han introducido un factor de riesgo a las transacciones comerciales, en el marco de un comercio global creciente. Por otro lado, la liberalización del comercio, vía tratados y acuerdos comerciales, como motor de la competitividad y factor de crecimiento global, exigen la reducción de costos transaccionales en la cadena del comercio internacional vía medidas de facilitación comercial.
- 1.2 Las falencias y brechas en seguridad y las reducidas medidas de facilitación tienen una incidencia negativa en la competitividad de los Países de la Alianza del Pacífico a la par que en sus procesos de integración regional. Tanto el sector privado como el público ven mermada su capacidad para promover el desarrollo económico y social en sus países. A su vez, ambos sectores se benefician del crecimiento de los flujos comerciales legítimos por lo que es importante crear alianzas estratégicas que coadyuven a establecer responsabilidades compartidas para mitigar los riesgos de seguridad en la cadena de suministro y a identificar medidas de facilitación comercial. Para ello, la Organización Mundial de Aduanas (OMA), en el Marco Normativo para Asegurar y Facilitar el Comercio Global, apunta a la definición de programas de Operador Económico Autorizado.
- 1.3 Además de los beneficios asociados al incremento de los niveles de seguridad y el establecimiento de medidas de facilitación, la implantación de los programas de OEA se presenta como una oportunidad para: (i) modernizar las aduanas y propiciar el concepto de coordinación fronteriza, al incorporar a otros entes gubernamentales; (ii) uniformar procesos de cara a la integración regional mediante el trabajo conjunto de diseño y optimización de los Programas; (iii) incrementar el nivel de competitividad del sector privado al tener que mejorar sus procesos internos para el cumplimiento de los requisitos, y por ser beneficiario de las medidas de facilitación otorgadas a los operadores certificados, tanto en la aduana de origen como en la destino, caso de existir un Acuerdo de Reconocimiento Mutuo (ARM) entre las aduanas
- 1.4 A nivel internacional y en especial en los países más desarrollados se han venido implementando el Marco Normativo de la OMA y los estándares asociados a

los programas de certificación de los operadores económicos, implica que las medidas de facilitación comercial dependen en gran medida y son también responsabilidad del sector privado. Las empresas deben asumir el compromiso de proteger su comercio de la intervención del terrorismo, narcotráfico y otros actos ilícitos, aportando confianza a las aduanas e información relevante para el análisis del riesgo aduanero.

- 1.5 Algunas de las Aduanas de la región, sensibilizadas por la importancia de los programas de OEA, considerados como buena práctica globalmente, han venido realizando esfuerzos con diferente grado de avances. Las aduanas de AR, CO, CR, GU, ME, PE, y RD han inaugurado sus programas de OEA recientemente, mientras que Chile ha comenzado a diseñar activamente el programa. El Banco, en una iniciativa piloto y con recursos de las CT RG-T1325, y RG-T2070 ha prestado apoyo a varios de los países de la Alianza del Pacífico en los últimos 5 años. Además con recursos de la CT RG-1705 y en colaboración con OMA ha creado una red regional que participa activamente en seminarios y encuentros regionales y en la elaboración de productos. Además, el Banco también ha servido como ente catalizador de apoyo de otras Aduanas facilitando la asistencia de especialistas de la Aduana de España y de EE.UU.
- 1.6 El objetivo de este programa es apoyar la implantación y el fortalecimiento de los programas de Operador Económico Autorizado (OEA) en las administraciones de aduanas de los países la Alianza del Pacífico con el fin de incrementar los niveles de seguridad de la cadena logística, las medidas de facilitación de comercio, y alentar las iniciativas de armonización e integración regional.
- 1.7 Esta operación se enmarca dentro del ámbito prioritario 4 del Noveno Aumento General de Recursos del Banco, “Integración Competitiva Regional y Mundial.

II. Objetivo de la Consultoría

- 2.1 El objetivo de la consultoría es realizar un estudio sobre los sistemas de gestión de riesgo en el marco del programa de Operador Económico Autorizado (OEA)

III. Actividades a desarrollar

- 3.1 Elaborar una metodología de trabajo que incluya entrevistas a las administraciones de aduanas y a instituciones regionales.
- 3.2 Realizar un relevamiento de la aplicación de la gestión por riesgo en las Aduanas, normativa y herramientas utilizadas, y su vinculación con el programa OEA.
- 3.3 Presentar las recomendaciones de mejora de los sistemas de gestión de riesgo en base a las buenas prácticas internacionales y un plan de acción.
- 3.4 Presentar los resultados del estudio en un foro regional sobre el OEA.

IV. Productos de la Consultoría

- 4.1 Un informe que incluya los resultados del relevamiento y la metodología de trabajo a aplicar en la elaboración del estudio.
- 4.2 Un informe final con el estudio que incluya las recomendaciones de mejora de los sistemas de gestión de riesgo en base a las buenas prácticas para la eficaz implementación del programa de OEA.

V. Perfil de la consultoría

- 5.1 Deberá contar con conocimiento y experiencia en la implantación de sistemas de gestión de riesgo, y en el concepto de los programas de Operador Económico Autorizado a nivel internacional.
- 5.2 Se valorará la experiencia en los países de la Alianza del Pacífico.
- 5.3 Deberá tener capacidad probada para el relacionamiento institucional y en especial en el tema del OEA.
- 5.4 Capacidad de análisis de la información, identificación y evaluación de los problemas y propuesta de soluciones con sentido práctico orientado a la obtención de resultados reales.
- 5.5 El idioma de trabajo para la realización del estudio será el español pero se deberá conocer el idioma inglés para el análisis de la literatura y otros estudios realizados.

VI. Lugar de trabajo, plazo de ejecución, monto de la consultoría y modalidad de pago

- 6.1 Las tareas descritas anteriormente en su país de residencia. La consultoría se desarrollará durante XX meses desde el X de XXXX de 201X al XX de XXXX de 201X.
- 6.2 Se prevé que la consultoría requiera la realización de visitas de campo en algunos de los países de la región.
- 6.3 El consultor recibirá los siguientes pagos:
 - a. Un primer pago correspondiente al 20% del total a la firma del contrato;
 - b. Un segundo pago, correspondiente al 40%, a la entrega de un informe para el XX de XXXX de 201X.
 - c. Un tercer y último pago, correspondiente al 40% a la entrega del informe final para el XX de XXX de 201X.

VII. Responsabilidad de la consultoría

7.1 La responsabilidad de la coordinación general y técnica de este estudio corresponderá a:

Sandra Corcuera

Especialista Integración y Comercio

Sector de Integración y Comercio

Tel. (202) 623-1661

Sandracs@iadb.org

PROCUREMENT PLAN FOR NON-REIMBURSABLE TECHNICAL COOPERATIONS										
Country: Regional (Colombia, Chile, Mexico, Peru, Panama and Costa Rica)					Executing agency: Bank/ INT/INT				Public Sector	
Project number: RG-T2368					Title of Project: Trade Facilitation and Security in the Pacific Alliance through the Authorized Economic Operator (AEO)					
Period covered by the plan: 36 months										
Threshold for ex-post review of procurements:					Goods and services (in US\$):		Consulting services(in US\$):			
Item Nº	Ref. AWP	Description (1)	Estimated contract cost (US\$)	Procurement Method (2)	Review of procurement (ex ante or ex-post) (3)	Source of financing and percentage		Estimated date of the procurement notice or start of the contract	Technical review by the PTL (4)	Comments
						IDB %	Local %			
1		Component 1	\$137,000							
		Non-consulting services								
	1.1	Logistics expenses for organizing the capacity building activities	\$35,000	PC	N/A	100%		1-Oct-14	N/A	
	1.2	Logistics costs of travel and expenses of exchange program participants	\$62,000	PC	N/A	100%		1-Oct-14	N/A	
		Individual consultants								
	1.4	Consulting services for Risk Management Study	\$40,000	IICQ	N/A	100%		1-Oct-14	N/A	
2		Component 2	\$129,000							
		Non-consulting services								
	2.1	Logistics expenses for organizing regional workshop	\$75,000	PC	N/A	100%		1-Nov-14	N/A	
	2.3	Logistics costs of travel and expenses of working visit for mutual recognition discussions	\$30,000	PC	N/A	100%		1-Nov-14	N/A	
		Individual Consultants								
	2.4	Consulting services for discussions and negotiation about AEO mutual recognition	\$24,000	IICQ	N/A	100%		1-Nov-14	N/A	
3		Component 3	\$89,000							
		Non-consulting services								
	3.1	Logistics and substantial expenses for capacity building activities for Private Sector	\$54,000	PC	N/A	100%		15-Jan-15	N/A	
		Individual consultants								
	3.3	Consulting services for AEO Cost-Benefit Study	\$35,000	IICQ	N/A	100%		15-Jan-15	N/A	
4		Project Execution Unit	\$25,000							
		Individual consultants								
	4.1	Consulting services for the monitoring and evaluation	\$25,000	IICQ	N/A	100%		1-Oct-14	N/A	
5		Contingencies	\$20,000							
Total			\$400,000	Prepared by: Sandra Corcuera				Date: July 11, 2014		
(1) Grouping together of similar procurement is recommended, such as computer hardware, publications, travel, etc. If there are a number of similar individual contracts to be executed at different times, they can be grouped together under a single heading, with an explanation in the comments column indicating the average individual amount and the period during which the contract would be executed. For example: an export promotion project that includes travel to participate in fairs would have an item called "airfare for fairs", an estimated total value of US\$5,000, and an explanation in the Comments column: "This is for approximately four different airfares to participate in fairs in the region in years X and X1".										
(2) Goods and works: CB: Competitive bidding; PC: Price comparison; DC: Direct contracting.										
(2) Consulting firms: CQS: Selection Based on the Consultants' Qualifications; QCBS: Quality and cost-based selection; LCS: Least Cost Selection; FBS: Selection under a Fixed Budget; SSS: Single Source Selection; QBS: Quality Based selection.										
(2) Individual consultants: IICQ: International Individual Consultant Selection Based on Qualifications; SSS: Single Source Selection.										
(3) Ex-ante/ex-post review: In general, depending on the institutional capacity and level of risk associated with the procurement, ex-post review is the standard modality. Ex-ante review can be specified for critical or complex process.										
(4) Technical review: The PTL will use this column to define those procurement he/she considers "critical" or "complex" that require ex ante review of the terms of reference, technical specifications, reports, outputs, or other items.										