



Business Process Analysis: on Export of Cassava/Maize

Presentation of Findings to
the Supreme National Economic Council

InterContinental Hotel, Phnom Penh
April 19, 2013

Scope/Methodology

- The BPA is based on Unified Modeling Language (UML), which provides a set of standard graphical notations for business process modeling.
- The use case diagram serves as a project's frame of reference.
 - Its purpose is to present a graphical overview of core business processes including all stakeholders that are involved in these business processes.
- The activities diagram an elaboration of each business process displayed in the use case diagram.
 - It portrays a sequence of activities and documentary flows from one responsible party to another.

Scope/Methodology

- The first BPA was conducted in 2010-2011 “An Analysis of Trade Facilitation and Import/Export Processes in Cambodia” at the requested by the Supreme National Economic Council.
- The BPA of cassava and maize export was commissioned in 2012 with the aim to include these 2 strategic crops in the recently implemented one window service, i.e., a facility that facilitates exporters in completing documentary requirements of various government agencies involved in the international trade.

Scope/Methodology

- The compelling reason, then as it's now, for conducting the BPA survey is that the results of the analysis may well be served as a baseline for implementing trade facilitation measures, not only for the selected products, but for the export/import sector such as:
 1. Simplification of trade procedures (including commercial, transport, regulatory and financial procedures);
 2. Simplification of documentary requirements and their alignment with international standards; and
 3. Ultimately automation of international trade transaction and its associated electronic documents for paperless trade systems.

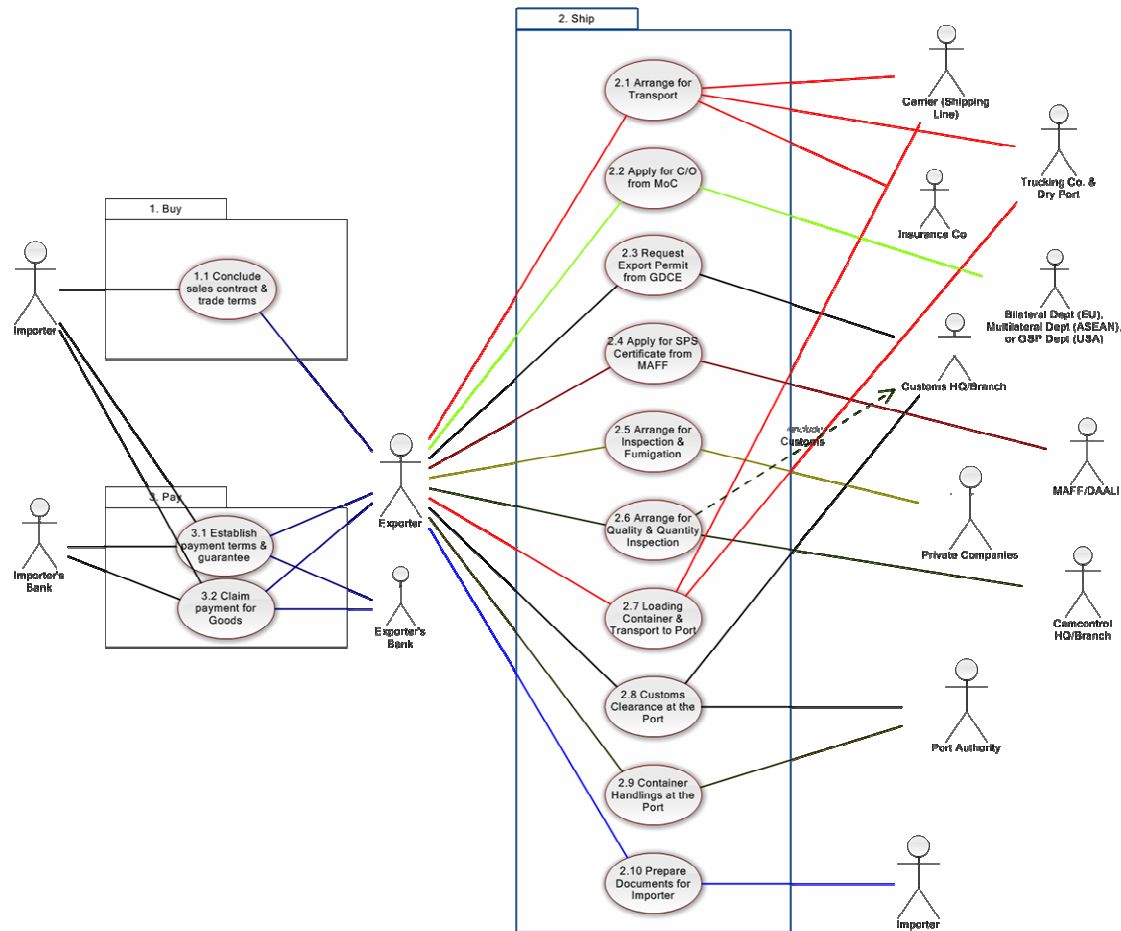
Scope/Methodology

- The analysis of cassava and maize export process covered all 3 processes areas of the United Nations Centre for Trade Facilitation and Electronic Business (UN/CEFACT) International Supply Chain Model.
1. **Buy:** the conclusion of trade terms and the establishment of sales contract.
 2. **Ship:** the arrangements for cargo movement and the completion of necessary actions to meet regulatory requirements of both export and import countries.
 3. **Pay:** the claim for the payment for the purchased cargo, once its delivered and meet all certain conditions and requirements.

Scope/Methodology

- The analysis of cassava and maize export process was based on the assumptions of which.
 1. Cassava and maize is exported to China.
 2. Cassava and maize is shipped by an ocean transport via SAP.
 3. Cassava and maize is sent in a 20-foot full container load.
 4. Trucking co. delivers an empty container to exporter's premise for loading and brings the loaded container to the Port container yard before loading it onto the vessel.
 5. The cargo is delivered under the C.F.R term for cassava where an exporter arranges and absorbs the costs of shipping to the port of destination and F.O.B term for maize.
 6. Cassava C.F.R. US\$255 per ton and maize F.O.B. US\$250 per ton.
 7. The payment for the purchased is made by a letter of credit, involved only the importer and exporter banks, no third party guarantee bank.
 8. Quoted price in November 2012.

Use Case Diagram of Business Processes of Cassava/Maize Exports



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Case Diagram Process Area: 1. Buy

