

e-Business Repository Project

UNECE Team of Specialists on
Internet Enterprise Development

Brussels 5 October 2005

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UNECE Team of Specialists on Internet Enterprise
Development

Agenda

- Introduction to the e-Business Repository project
- Business Registration
- Preliminary results
 - Business Registries and e-Government
- The Vision

Project Goals

- Strengthen **trust** in and **sustainability** of e-Business ...
- by creating a standards, methods and knowledge transfer ...
- of good practices among the countries of the region

Technical Focus, Standards Focus, Knowledge Transfer Focus

Repository Technical Focus

- Collection, storage and dissemination of reliable commercial information on companies,
- Presenting disparate information bases as an “e-Business repository”
- Providing access to the repository for users

Information Models and Management, Legacy Interoperability, Use Cases

Standards Focus

- Provide standards for this repository based on:
 - ebXML
 - Web Services
 - Other relevant standards

Knowledge Transfer Focus

- Knowledge transfer of the methods, standards, good practices and road maps among all the countries of the UNECE in order to promote the further building of e-Business repositories.

Overall Phasing of the Project

Phase 1	Develop the survey
Phase 2	Survey all UNECE countries on electronic business registration practices and develop survey report.
Phase 3	Feasibility Study in target countries
Phase 4	Prototype development in target countries
Phase 5	Knowledge transfer through development documentation of learning, standards and e-Business repository road map for implementation in further countries.

Areas for the Survey

- Legal requirements
- Registry – central or distributed
- Business Information
- Registry process
- Registry Systems
- Information Providers
- Information Users
- Security Requirements

Preliminary Results of the Project

The process of Business Registration



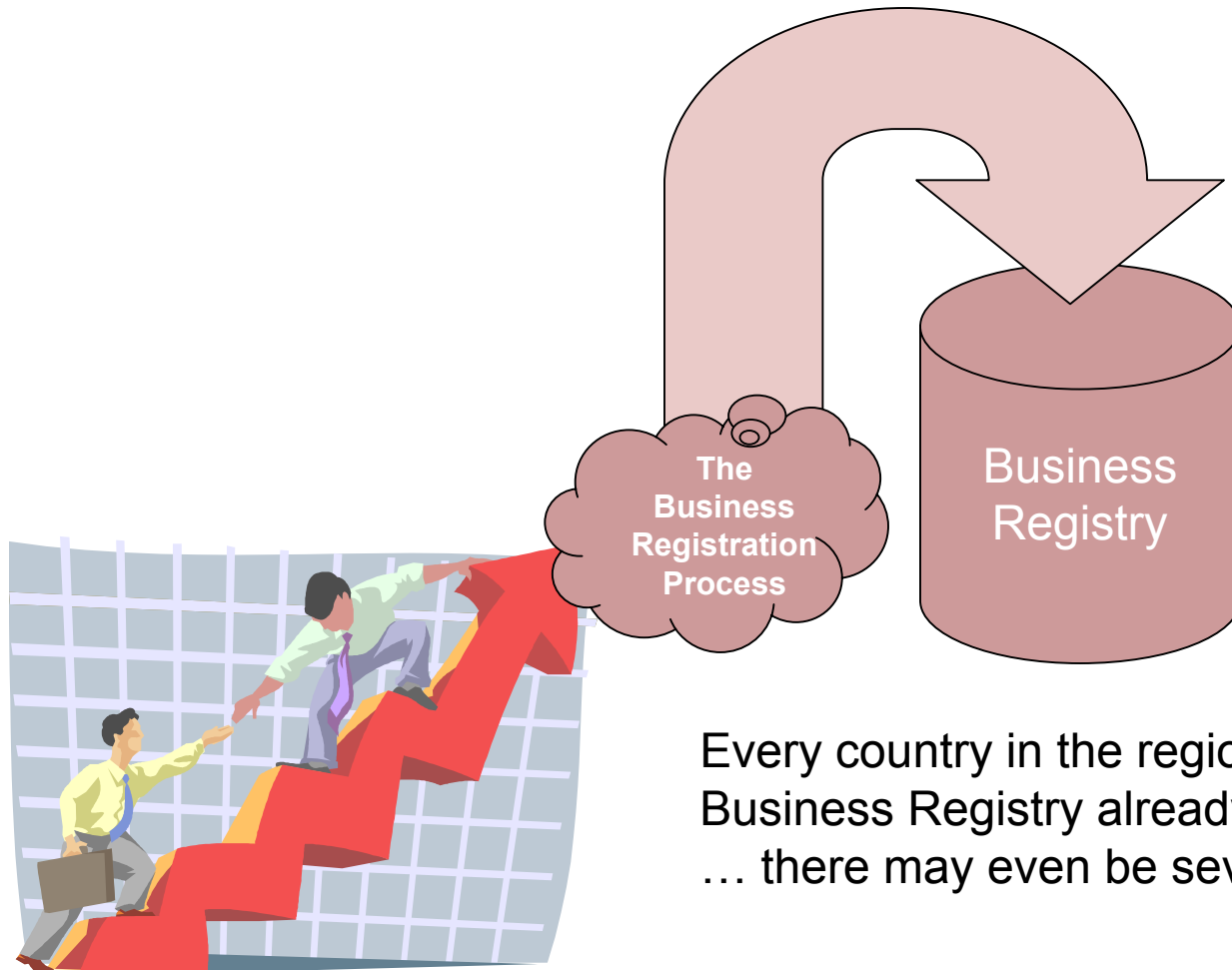
The
Business
Registration
Process



Steps to start a business
Macedonia – 13
Bulgaria – 10
Russian Fed. – 9
Kyrgyz Rep. - 8

Data: World Bank “Doing Business”
<http://rru.worldbank.org/DoingBusiness/>

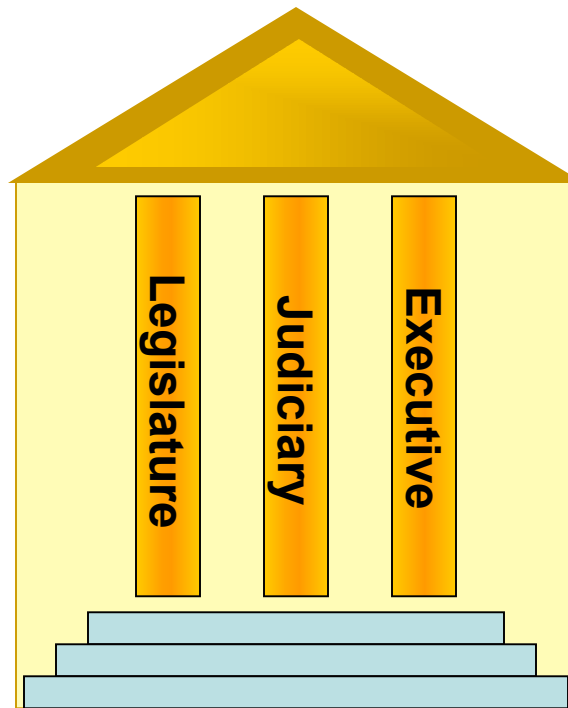
The Business Registry



Every country in the region has some form of Business Registry already in existence ...
... there may even be several of them

Government

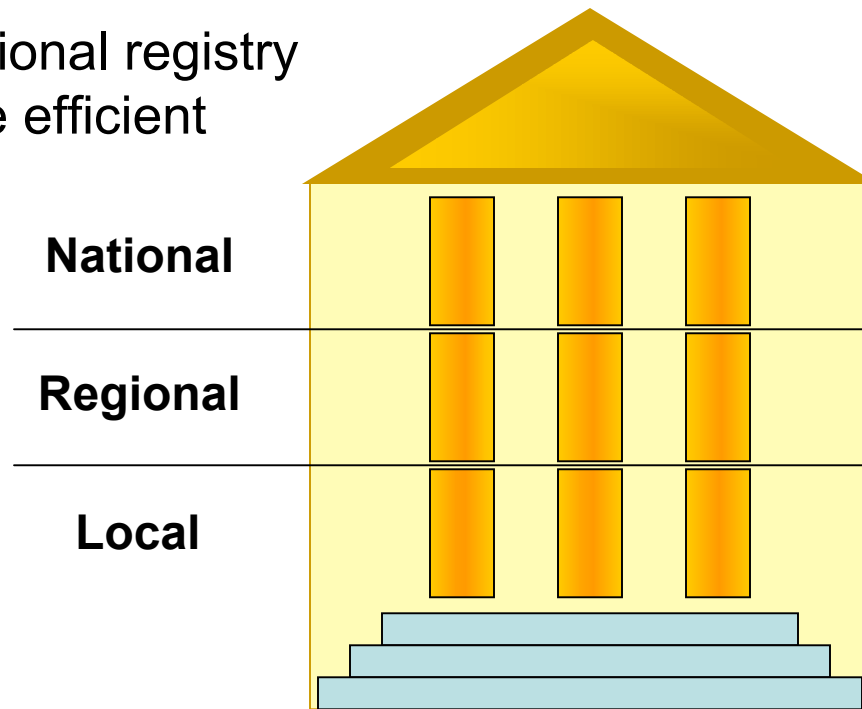
Government has a role to play in the establishment of basic trust in the ability to do business in the country



But which part of government is responsible for the registry differs between countries

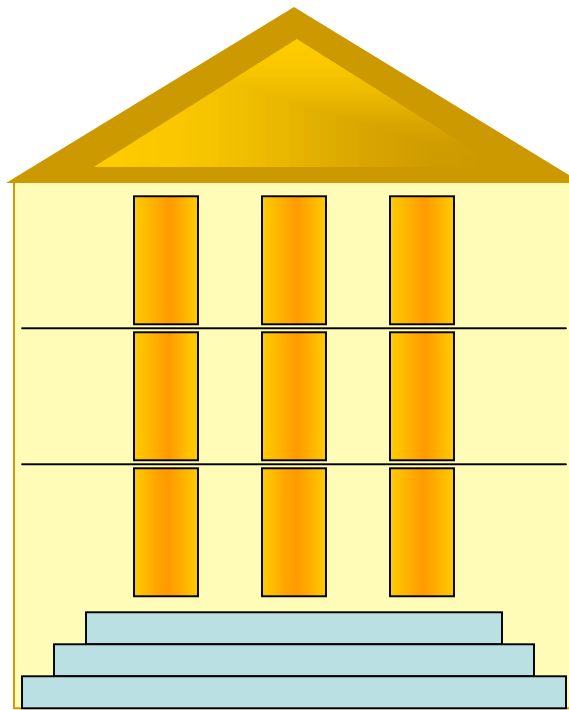
Government

A central national registry
may be more efficient



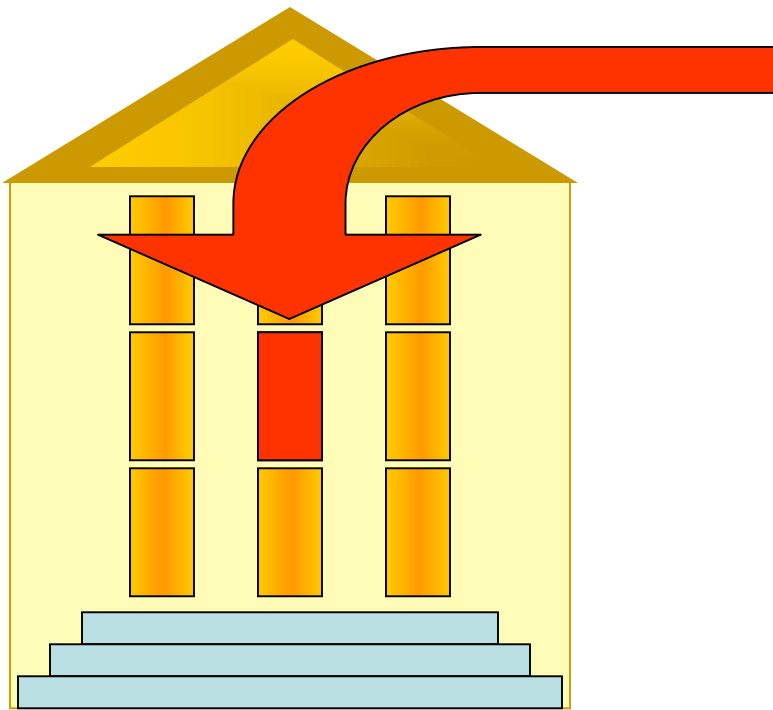
But local registries may
exist for historical or
service reasons

Government



The “House of Government”

Government Registry Practices

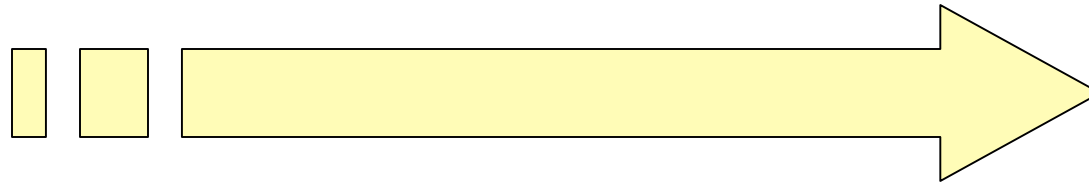


- Government Business Registry in Macedonia (FYROM) is maintained in the judiciary branch by 3 regional courts.
- Swiss Registries are at the cantonal level (26 cantons) by the Judiciary Associations
- Companies House in UK is in two locations (Scotland, England & Wales) in the Dept of Trade and Industry (Executive branch)

Business Model

Basic transformation processes

All Businesses consist of a **transformation** of a supply of various **inputs** into **goods and services** sold to **customers** who will pay for them.



Business Processes:

Customer to cash

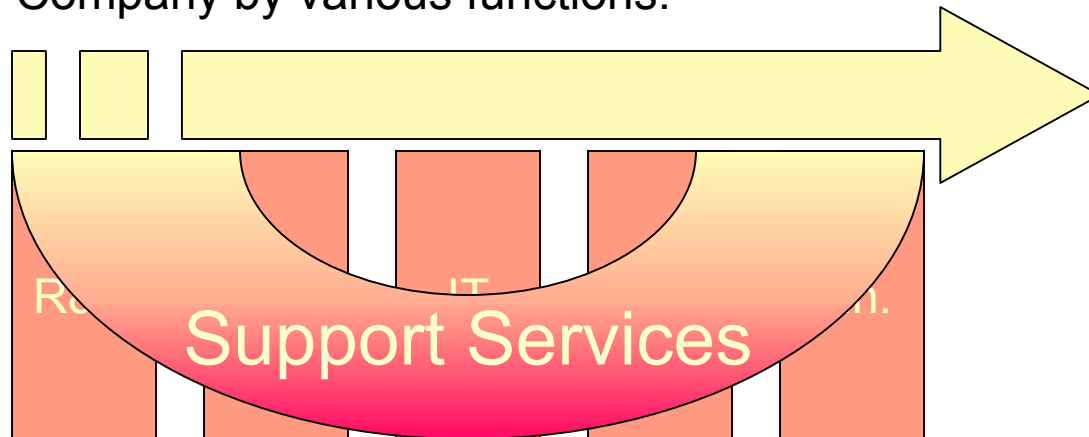
Purchase to pay

Research to new product

Etc.

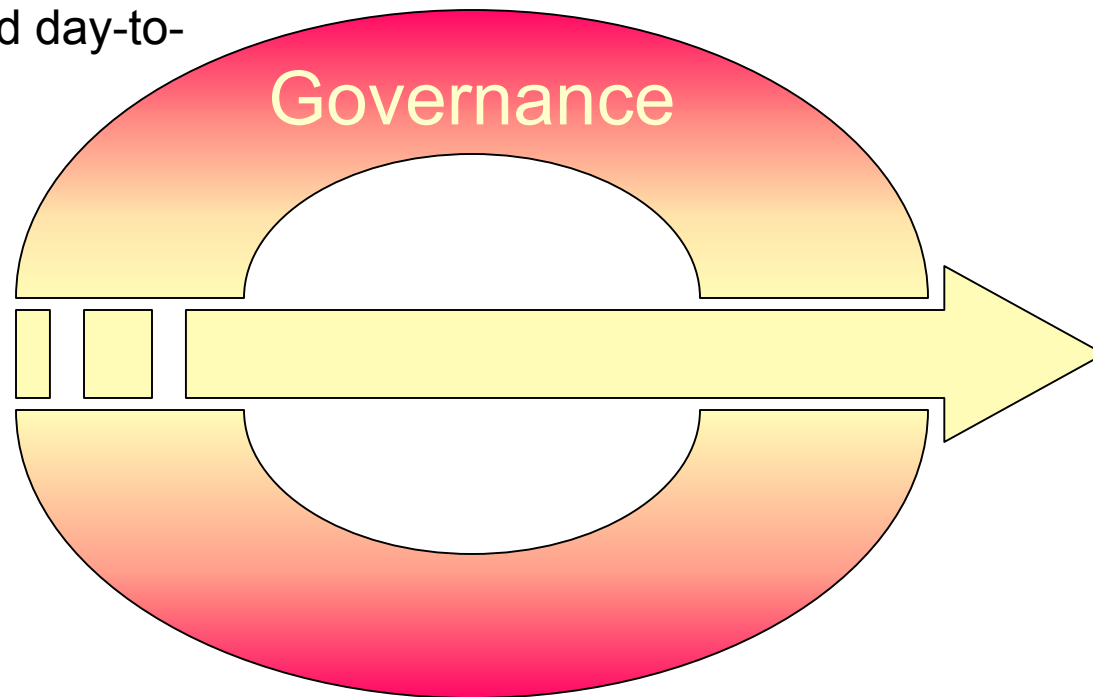
Business Model

Business Process are supported within the Company by various functions.

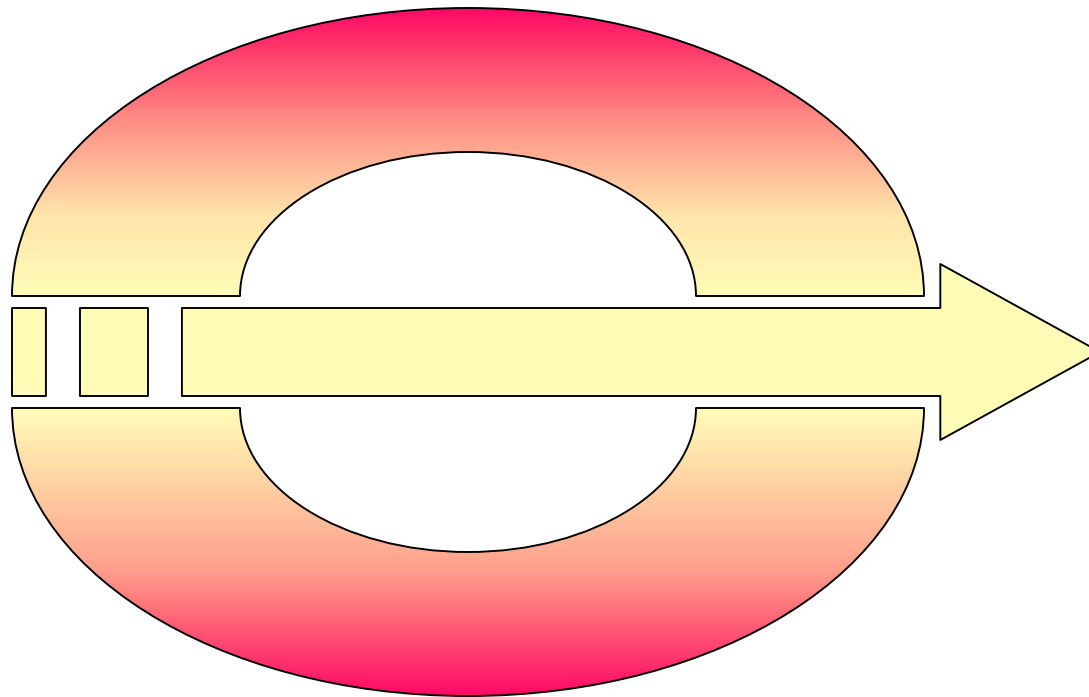


Business Model

The Board and Management provide strategy and day-to-day governance.

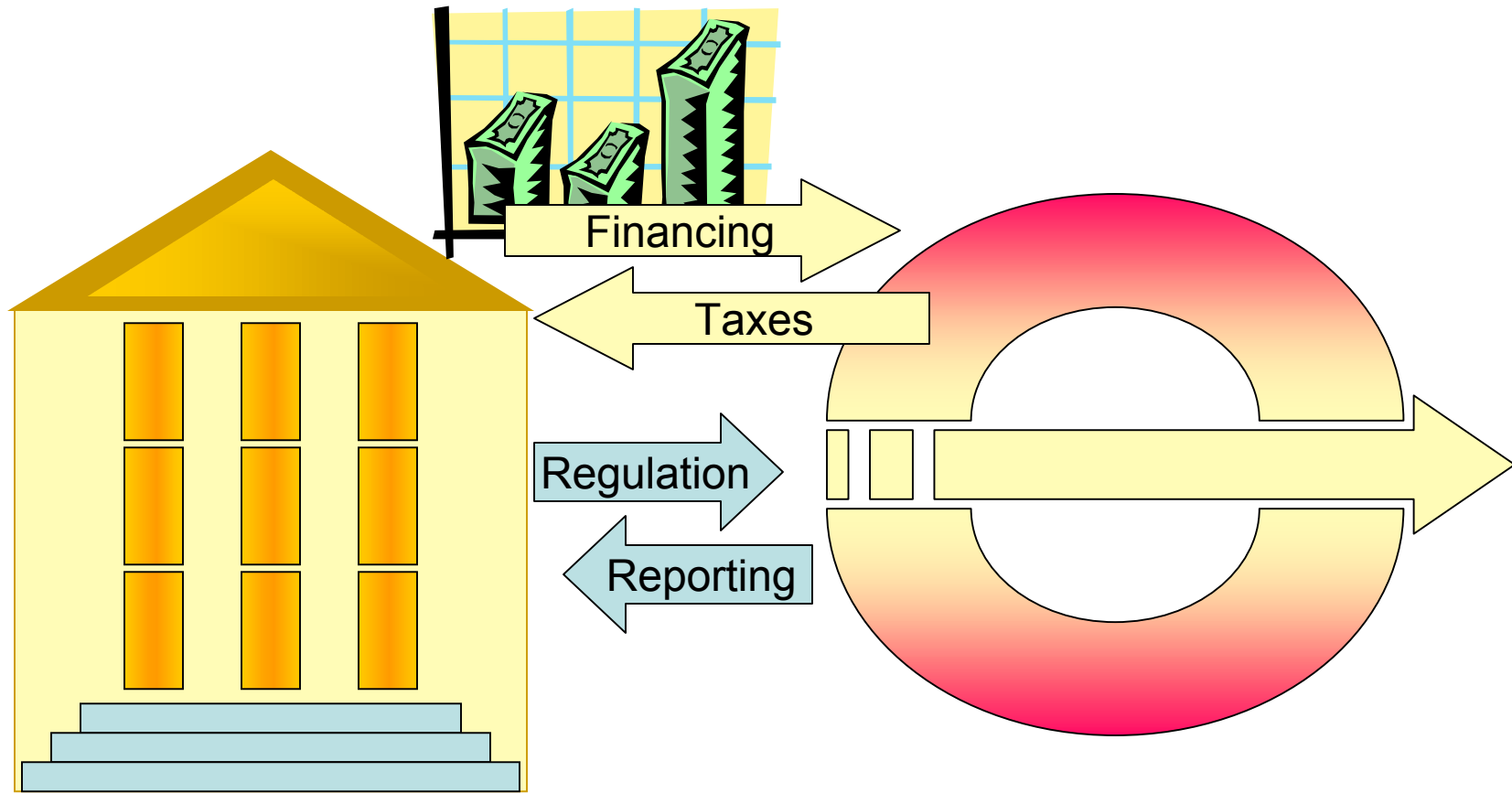


Business Model

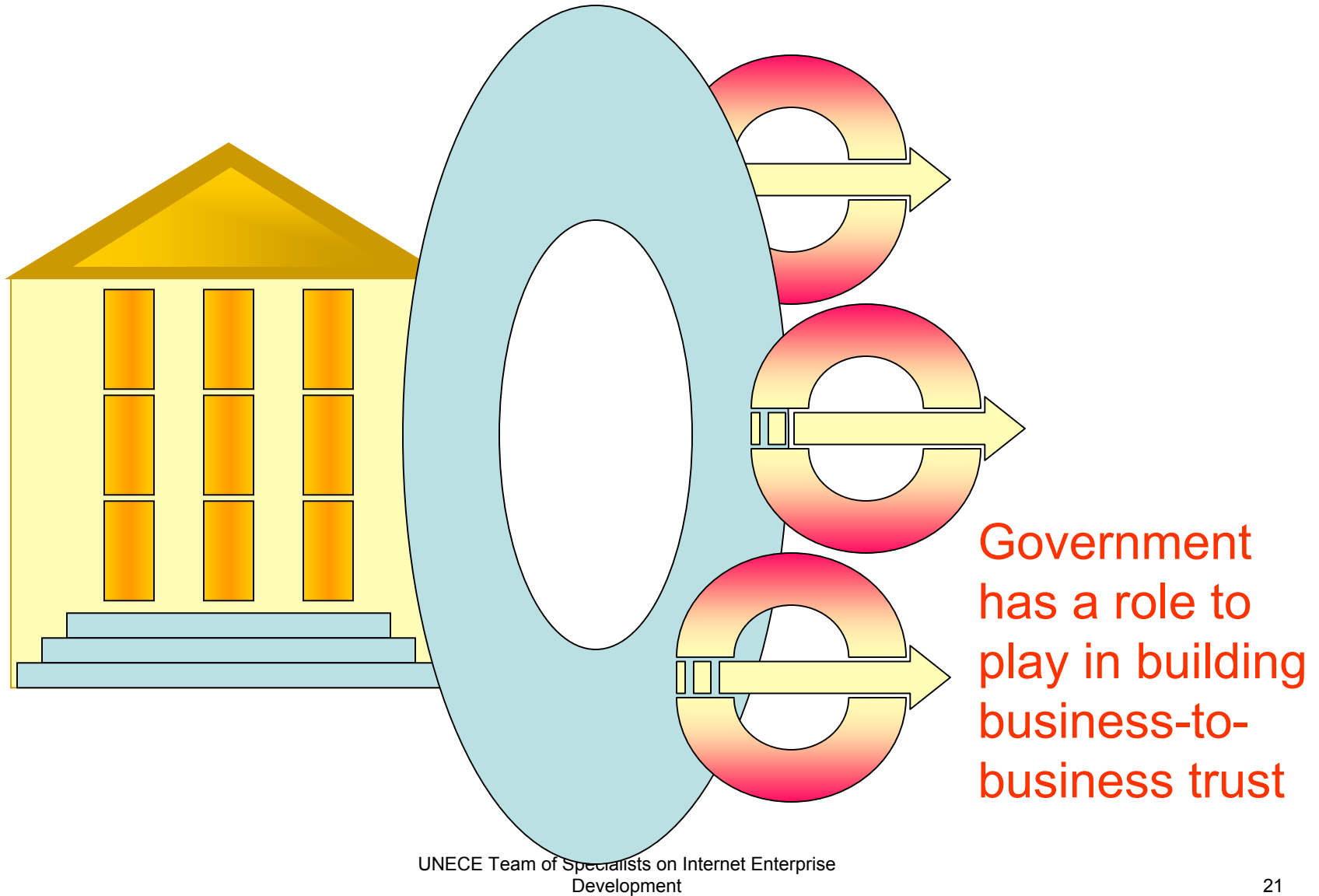


The “Hamburger”

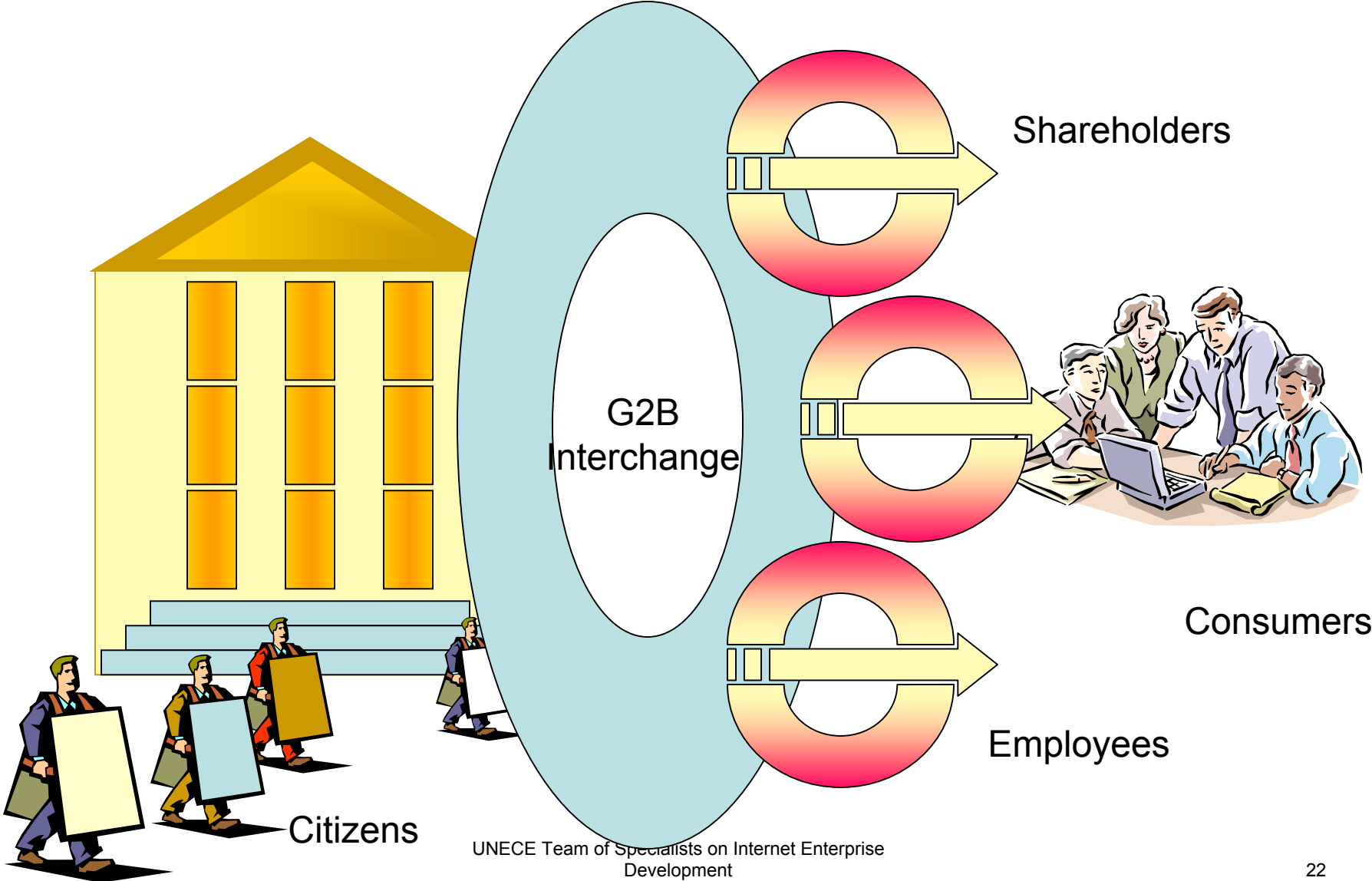
Government to Business (G2B)



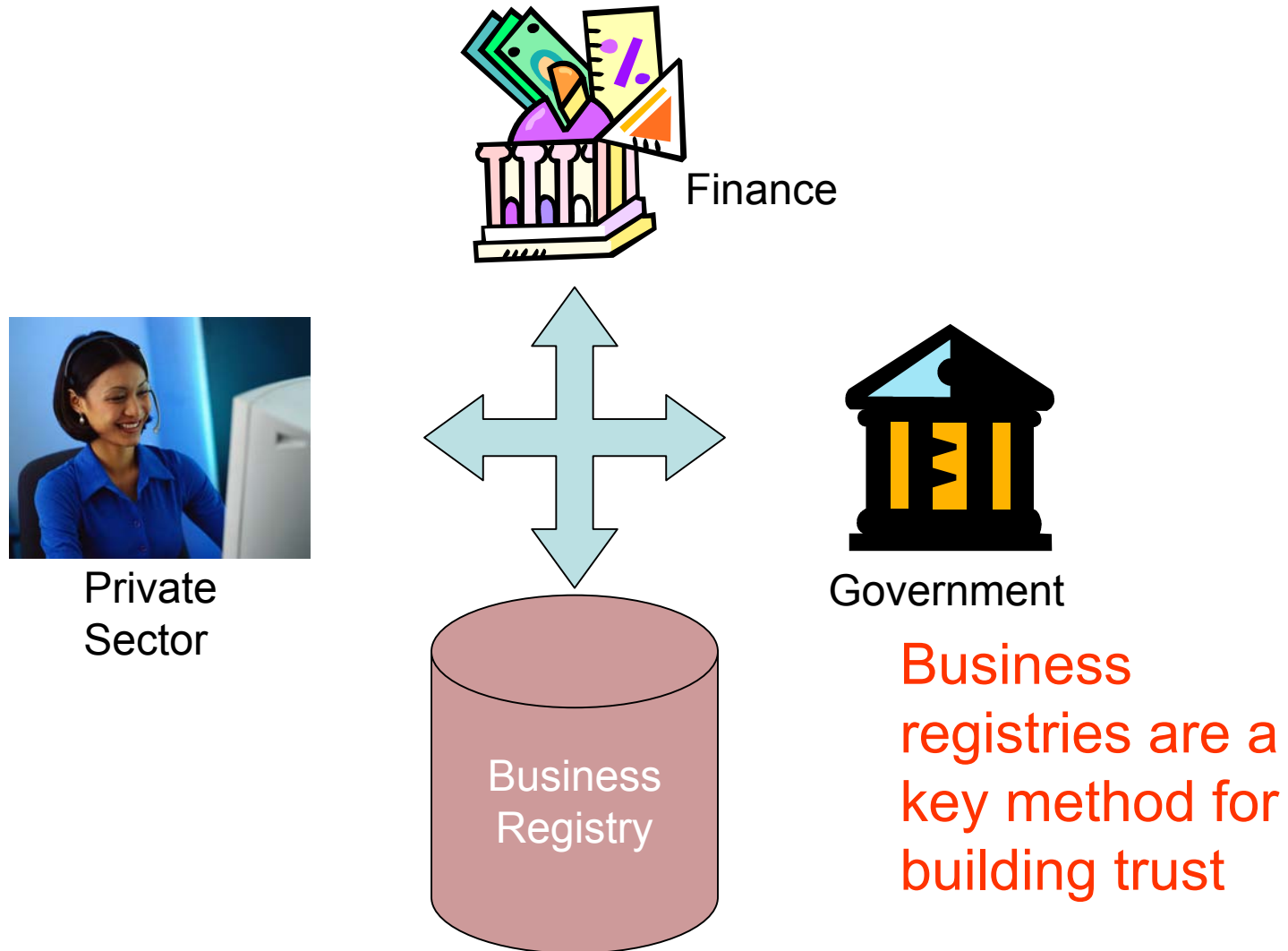
Government to Business (G2B)



Government to Business (G2B)



Business Registry Users



Business registries are a key method for building trust



"On the Internet, nobody knows you're a dog."

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cartoon by Peter Steiner
The New Yorker, Vol.69 (LXIX)
© The New Yorker 1993

Use Case 1

- Does XYZ Company Exist?
 - A company ABC wishes to trade with XYZ Company in Russia ...

... but before doing a transaction their Directors want to know that XYZ Company is a bona fide company in the Russian Federation.

Use Case 2

- Due Diligence

- After trading sometime together ABC GmbH in Germany wishes to enter into a complex transaction with XYZ Company in the FYROM

- ... ABC GmbH wishes to perform a light weight due diligence without incurring local costs (e.g. court, lawyer, accountant) in FYROM.

The e-Business Repository Vision

Building trust

Trust is like grass...



It grows by the millimetre...

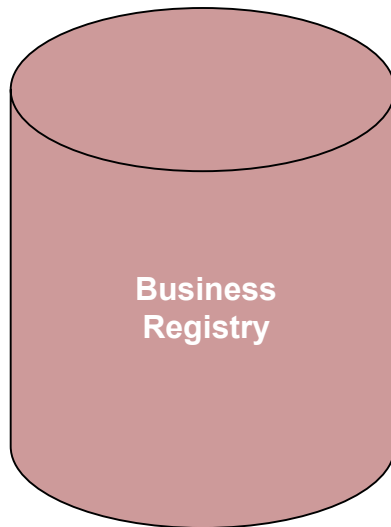
and you can mow it down by the yard.

Building Trust through “federated” information

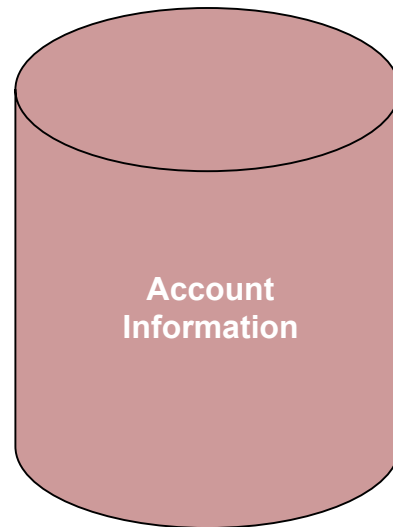
- Business Register -> holds basic business data
- Cadastre -> hold real property information
- Pledge Register -> holds liens or pledges against assets
- Revenue (Tax) -> holds official company account statements to Government

e-Business Repository Vision

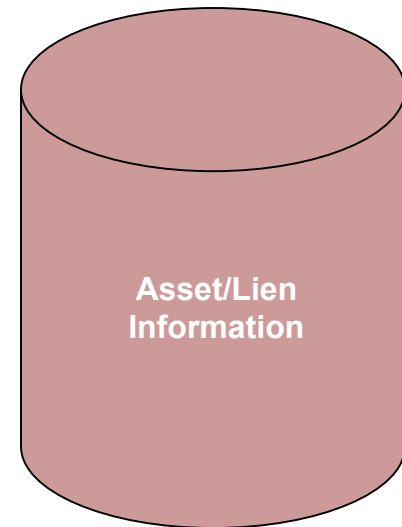
'Official' Registry



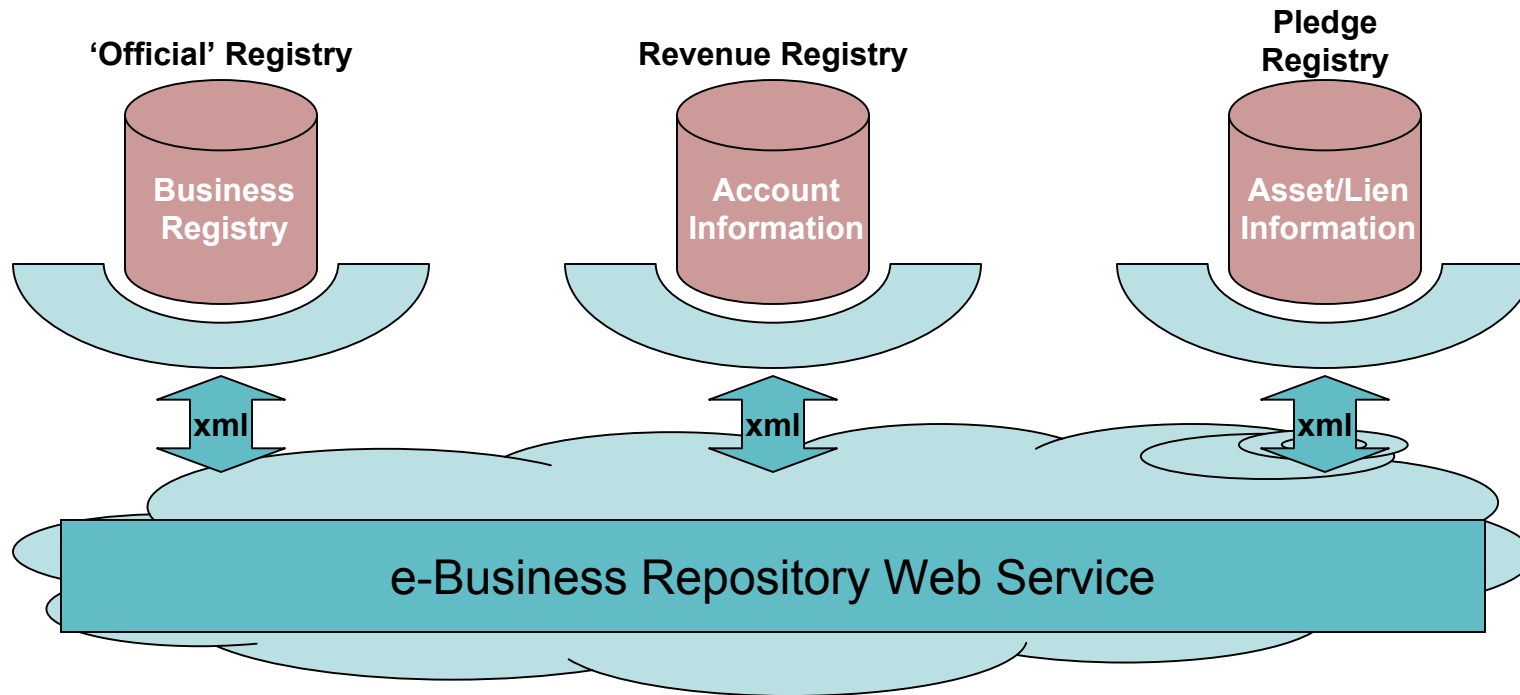
Revenue Registry



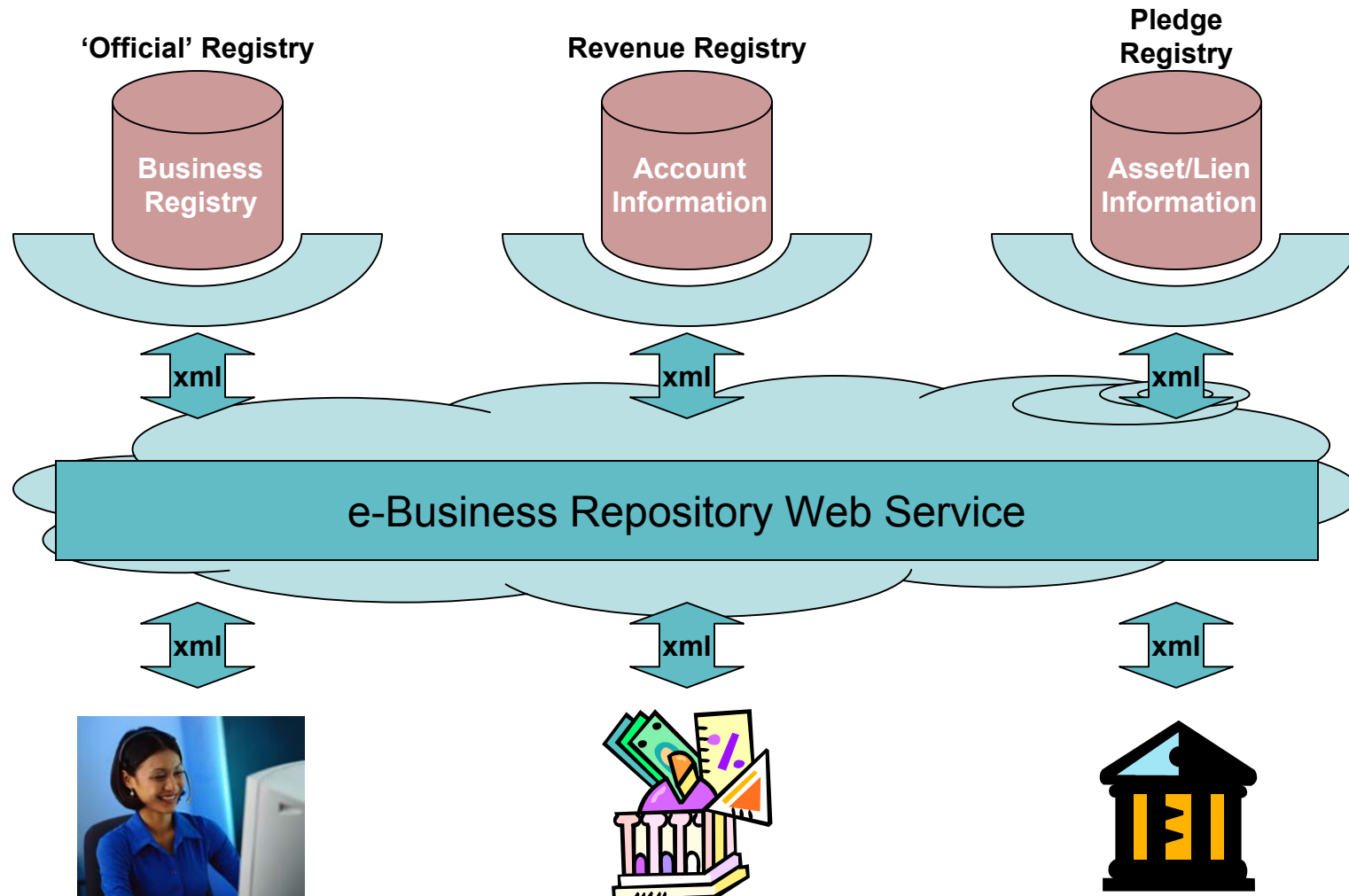
Pledge Registry



e-Business Repository Vision



e-Business Repository Vision



Recap

- Business Registration is a process which is well defined ...
- ...but with varying degrees of e-readiness
- The Business Registries and e-Government give governments a real role to play in trust and sustainability of e-Business in their countries
- The Vision of an e-Government supported and XML enabled e-Business repository is looking to be a potential win – win for governments and e-Business.

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