A close-up photograph of two ripe apricots resting on a light-colored wooden surface. The apricot in the foreground is in sharp focus, showing its characteristic yellow-orange color with a reddish blush on one side. The second apricot is slightly out of focus in the background. The image is framed by a large, semi-circular graphic element that transitions from white to a warm orange-yellow color.

Business process analysis: export of dried apricot

Izmir-Turkey
1-3 July 2015

Tajikistan

GDP - \$ 9.2 bln.



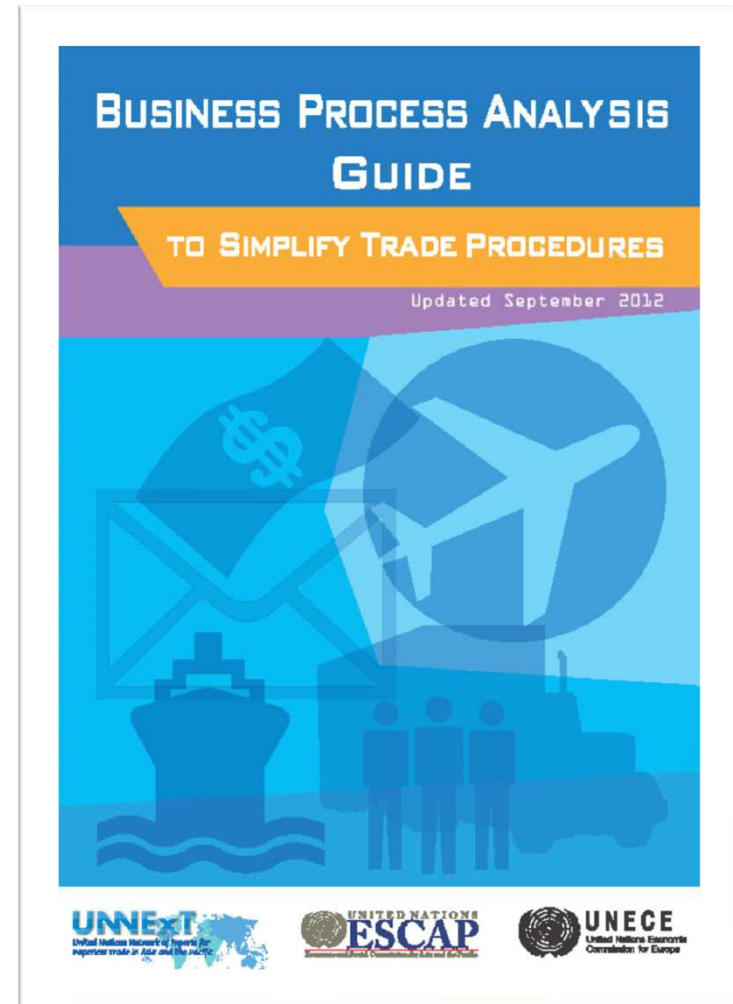
BPA in management practice in TJ

- BPA – new approach in facilitation of Reforms
- BPA has developed within SW (Functions of State bodies)
- Pilot BPA of products (UNECE consultants)



Based step for BPA

- UNNExT Guide on BPA used as recourse

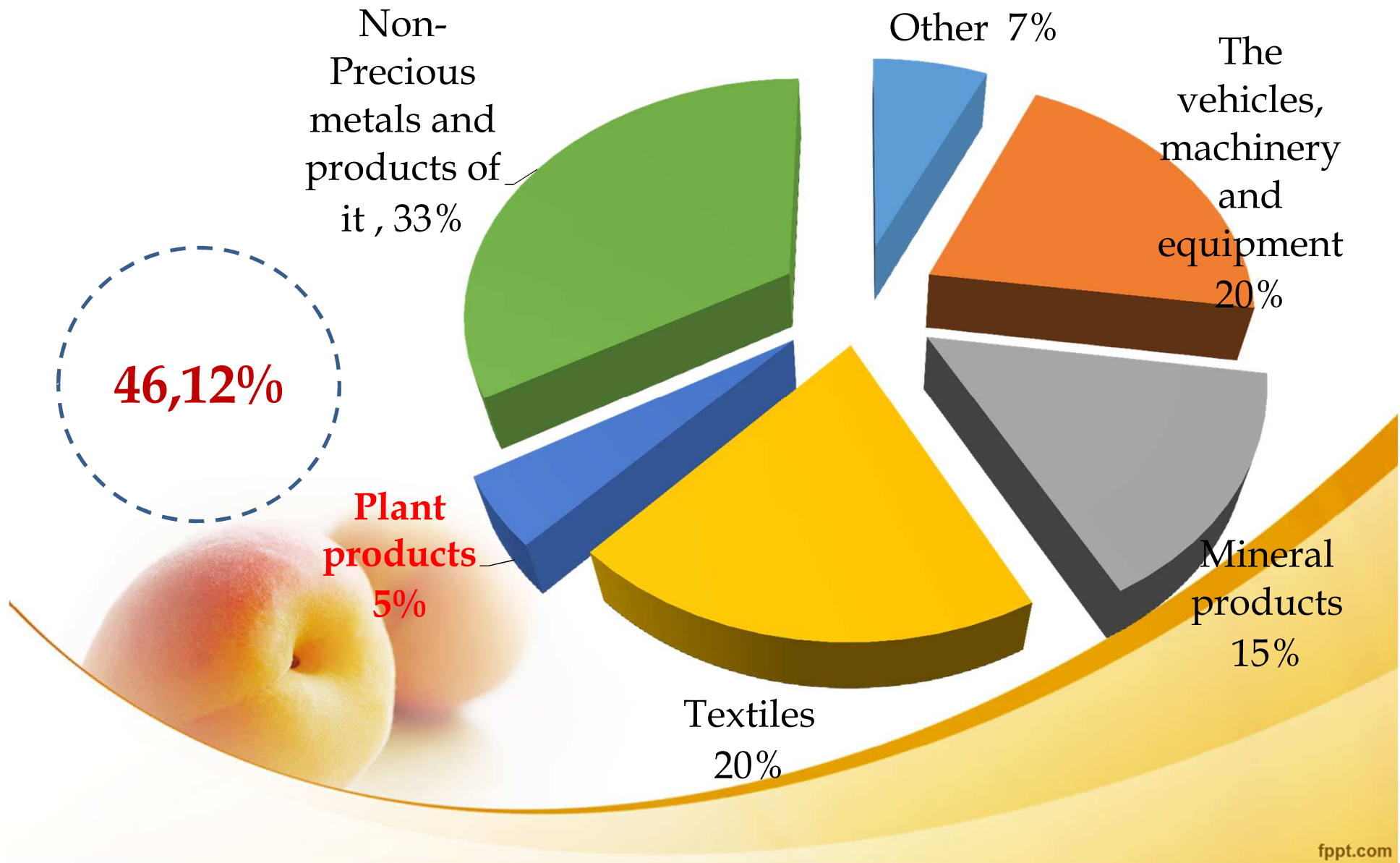


BPA preparation

- Collect background information
- Preparation of the Questionnaire and Stakeholders selection
- Conduct interviews
- Consolidate data into diagram, time-procedure chart



Background information



Stakeholder selection

Sugd region

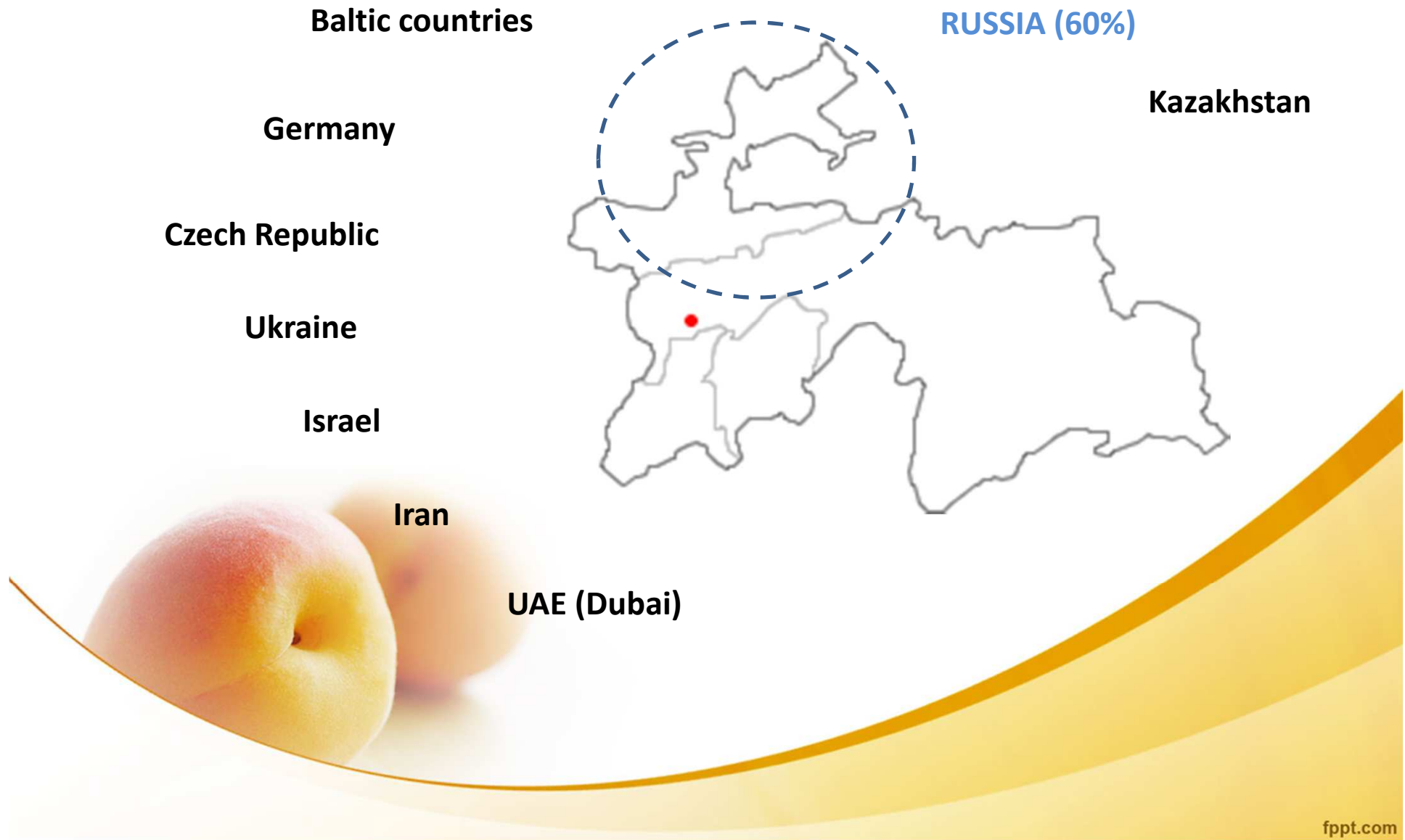
96,5%

Dushanbe



Product selection:

- Raw dried apricots
- Processed products



International supply chain model

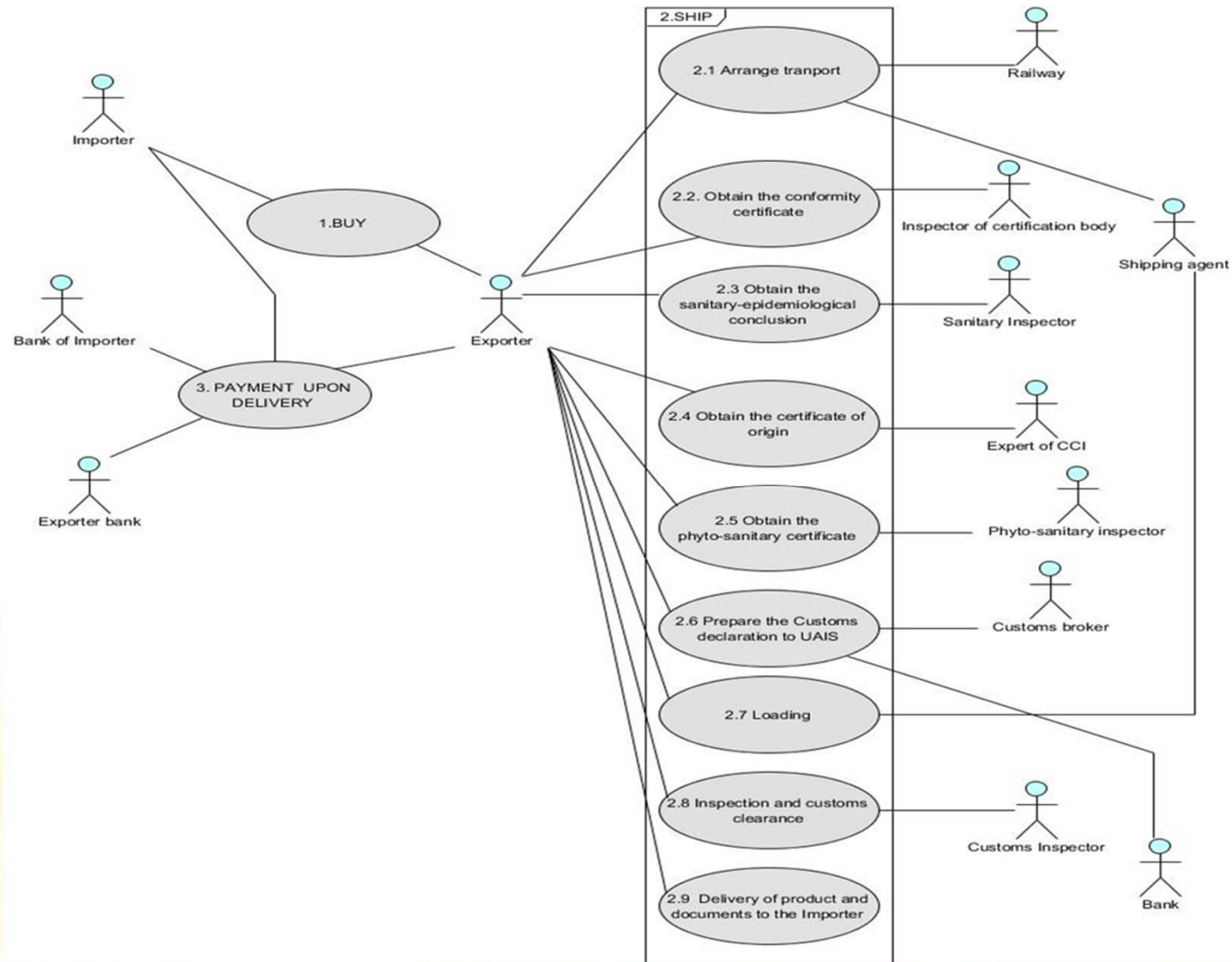


Scope of BPA of dried apricot

- BPA cover of export of dried apricot from TJ to Russia (till KZ border) using UZ and KG border
- BPA cover only TJ administrative procedures
- The BPA identified 11 involved parties as well as 13 core business processes



Core BP for dried apricot exports from TJ



International supply chain model

Buy

Conduct negotiation and
sign a contract

Preparation of Invoices

Ship

Arrange
transportation ,
obtain
certificates and
customs
clearance

Pay

Reconciliation
of the delivered
goods with the
packing list and
waybill



Core business processes «Ship»

2.1 Arrange transportation

2.2 Obtain conformity certificate

2.3 Obtain epidemiological conclusion

2.4 Obtain certificate of origin

2.5 Obtain phyto-sanitary certificate

2.6 Customs clearance

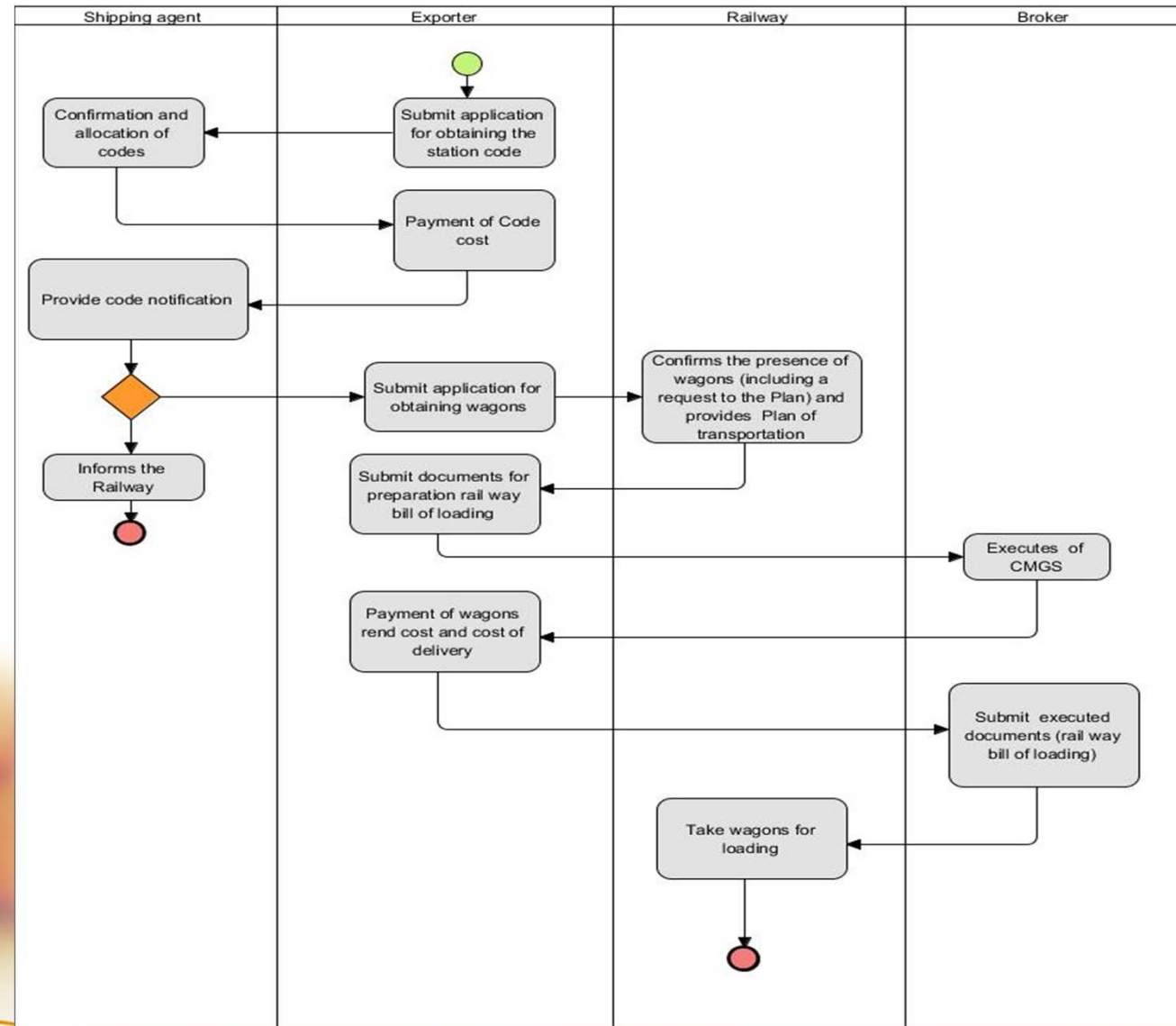
2.7 Loading; 2.8 customs inspection

2.9 Delivery of goods and documents to the Importer



Core BP «Ship» - arrange transportation

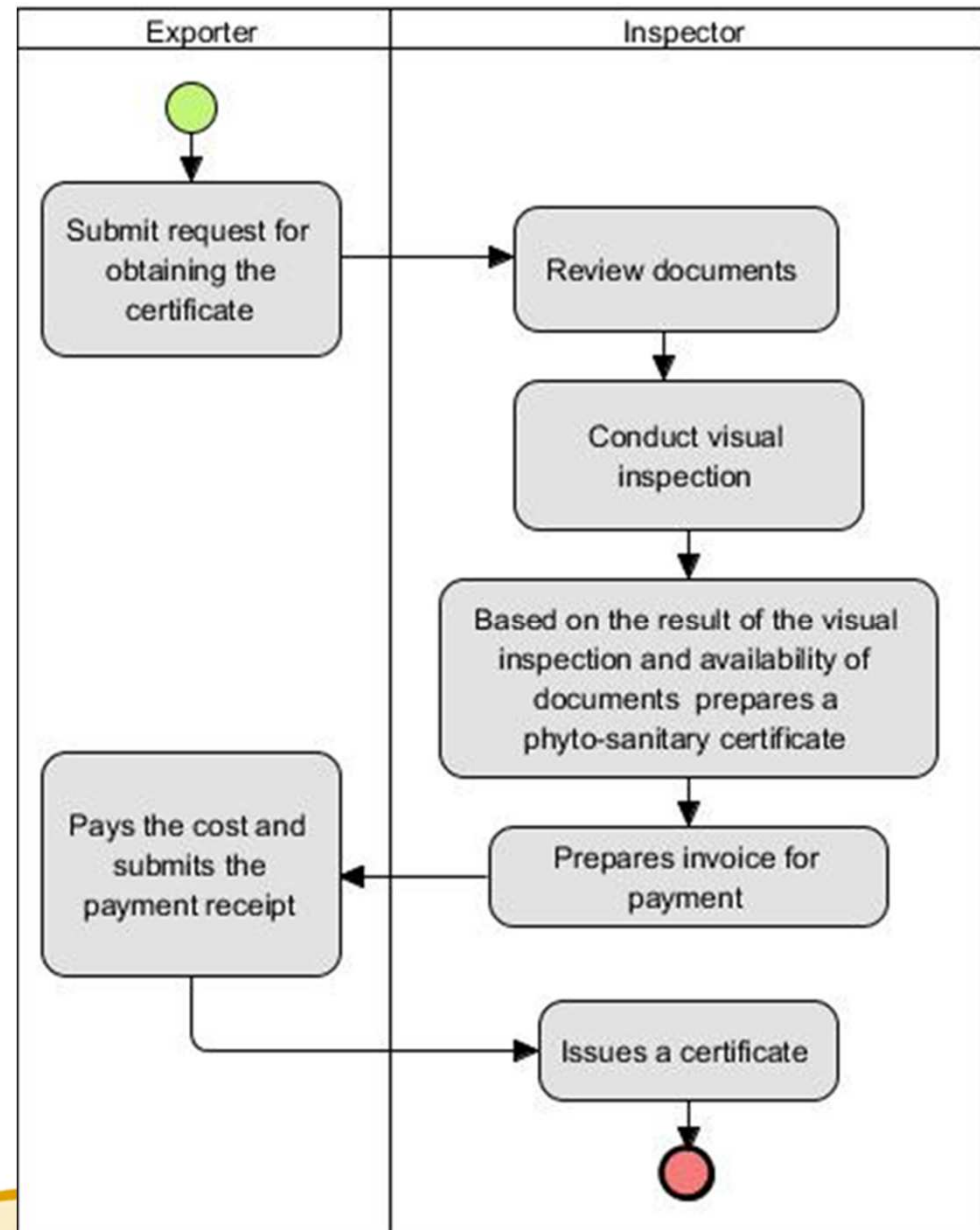
- repeated reference
- no clear pricing of services



Core business processes «Ship» - SPS certificate

SPS certificate

- a simple process
- unofficial payment
- lack of testing



Documents requirements

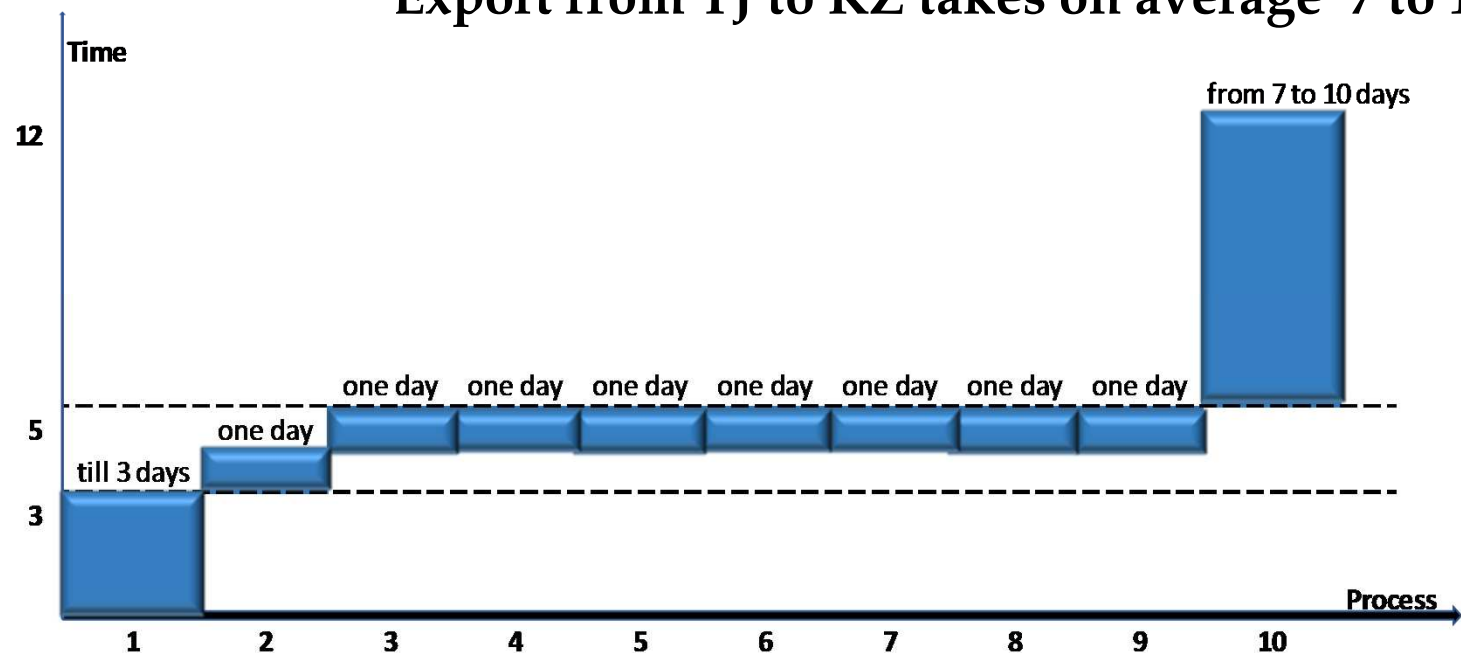
Customs declaration

1. Sale contract
 2. Invoice
 3. Certificate of origin
 4. Certificate of conformity
 5. SPS certificate
 6. Sanitary-Epidemiological Conclusion
 7. Transport documents (CMR, TIR)
 8. *Packing list (for exporter)*
 9. *Testing reports (for exporter), but in most cases Importer makes own test*
- Customs Code of RT

The total number of DOC can reach up to 21, including copies of documents submitted to the various State agencies (11 copies)

Time process chart

Export from TJ to KZ takes on average 7 to 10 days.



1. Buy: Contracting

2. Ship: Arrange transportation

3. Ship: Obtaining conformity certificate

4. Ship: Obtaining certificate of origin

5. Ship: Obtaining phyto-sanitary certificate

6. Ship: Obtaining Sanitary conclusion

7. Ship: Issuing Customs declaration

8. Ship: Loading

9. Ship: Inspection (customs search) and customs clearance

10. Ship: Delivery

Challenges for improvement

- Farmer and Exporter need more KNOWLEDGE of export processes and TOOLS for managing their SC
- Lack of operation manuals on day-to-day implementation of trade-related regulations in relevant State agencies
- Lack of TESTING and INSPECTION facilities
- LAND reforms not fully completed



Thanks!

