

# AEO AND INNOVATIVE APPROACHES

## GLOBAL AEO AND TRUSTED TRADER TRENDS 2018

**Lars Karlsson**  
Senior Partner  
Managing Director KGH  
Global Consulting  
President KGH Border Services

**Sue Hill**  
Councillor  
(Immigration and Border  
Protection)  
Home Affairs, Australia

**BACK  
TO  
THE FUTURE**

# AEO IN THE SUPPLY CHAIN

WE ARE STRONGER AND FASTER TOGETHER



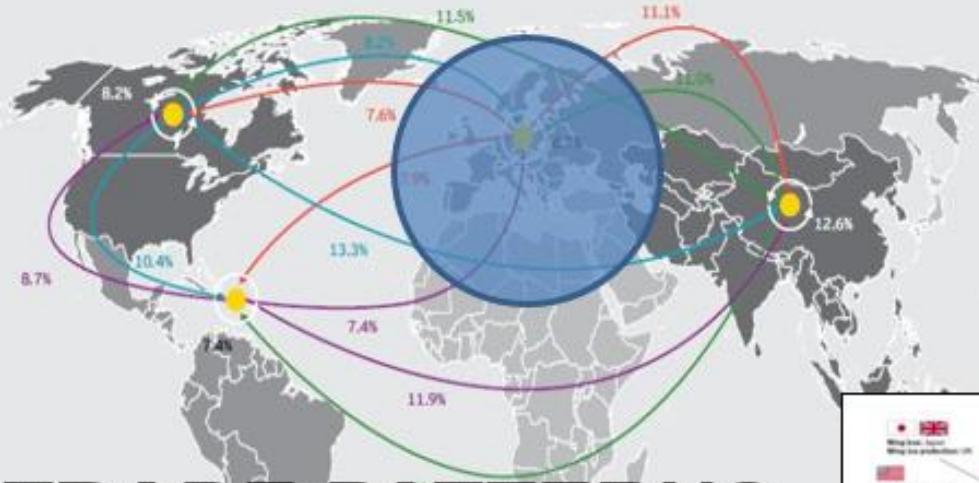


# THE WORLD IS STORMY PLACE



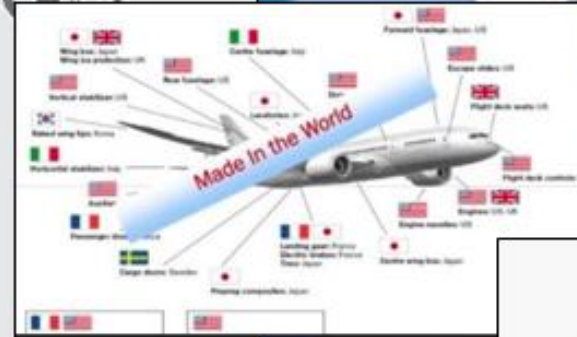


2020 vision: regional patterns of trade



# NEW TRADE PATTERNS AND NEW GLOBAL VALUE CHAINS

- New Value Chains
- New Product Groups
- More Complicated Value Chains
- Mixture of Goods and Services
- New Production Patterns



"CRISES IS GOOD.  
ALL REAL INNOVATION  
COMES OUT OF CRISES"

STEVE JOBS





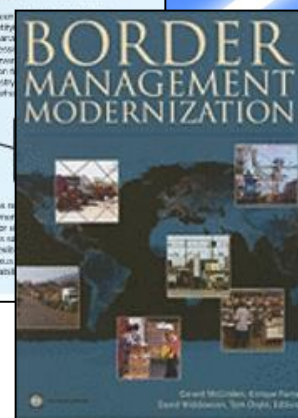
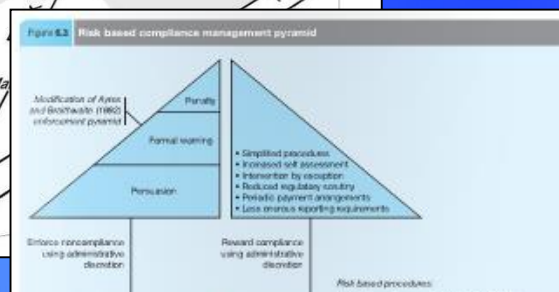
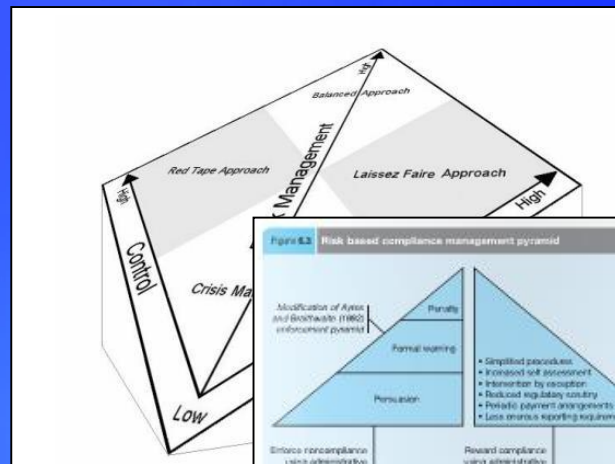
AEO

PARTNER

SHIP

EARLY 2000S

## THE THEORY OF COMPLIANCE MANAGEMENT



CUSTOMS COMPLIANCE

room stamp  
May 1928

# Förmanstrappan.

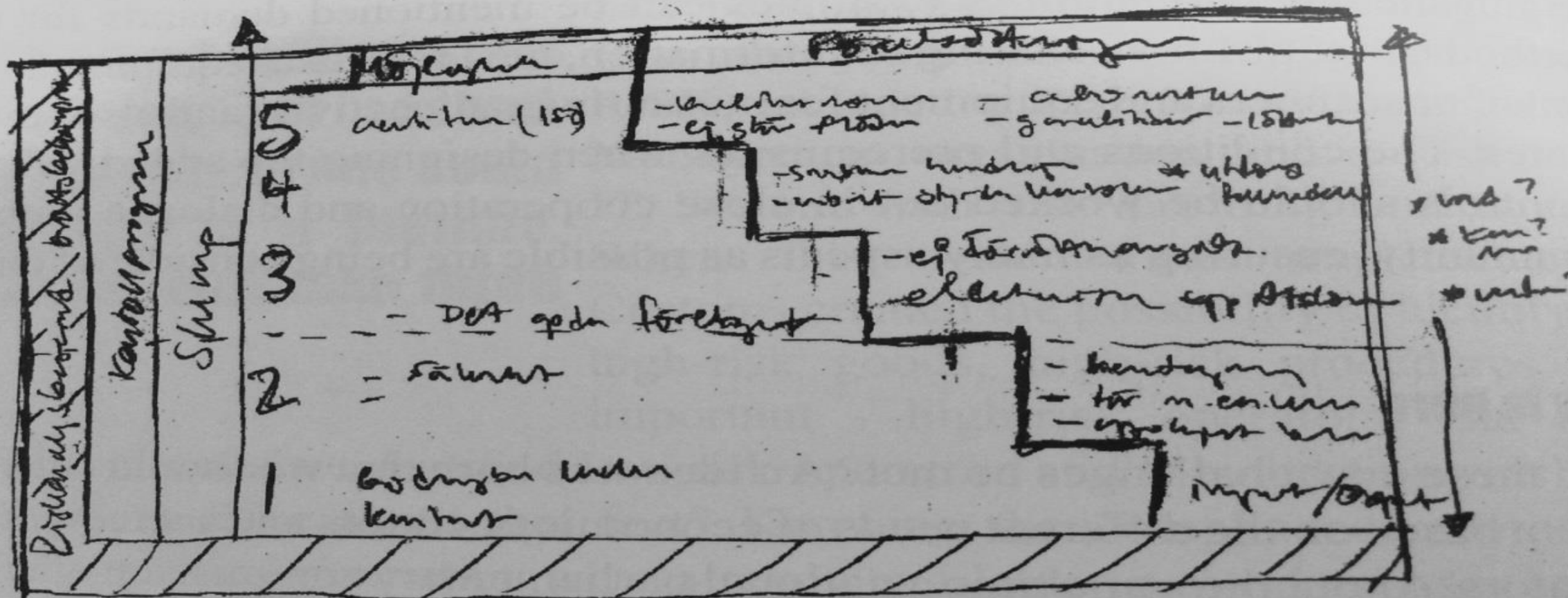
[Importation / Exportation]

\* Upprättad

open trap  
for outside

\* One man of type work

open for all



- Upprättad  
- Upprättad

Importation



50 000 AEO companies in the world

# 77 countries

# 24 more on the way

## 43 Mutual Recognition Agreements

# A new AEO Paradigm

# A new MRA future







AEO  
TRENDS

TRENDS

MACROTRENDS



REGIONAL AEO

AGENCY COORDINATION

SUPPLY CHAIN COVERAGE

BILATERAL AEO MRAs





# BILATERAL MRAs

MUTUAL RECOGNITION AGREEMENTS

**BRAZIL ↔ URUGUAY**

MUTUAL RECOGNITION CREATES NEW OPPORTUNITIES

**UAE ↔ KOREA**

**1 + 1 = 3**





# SUPPLY CHAIN COVERAGE

ALL STAKEHOLDERS OF THE SUPPLY CHAIN INVOLVED





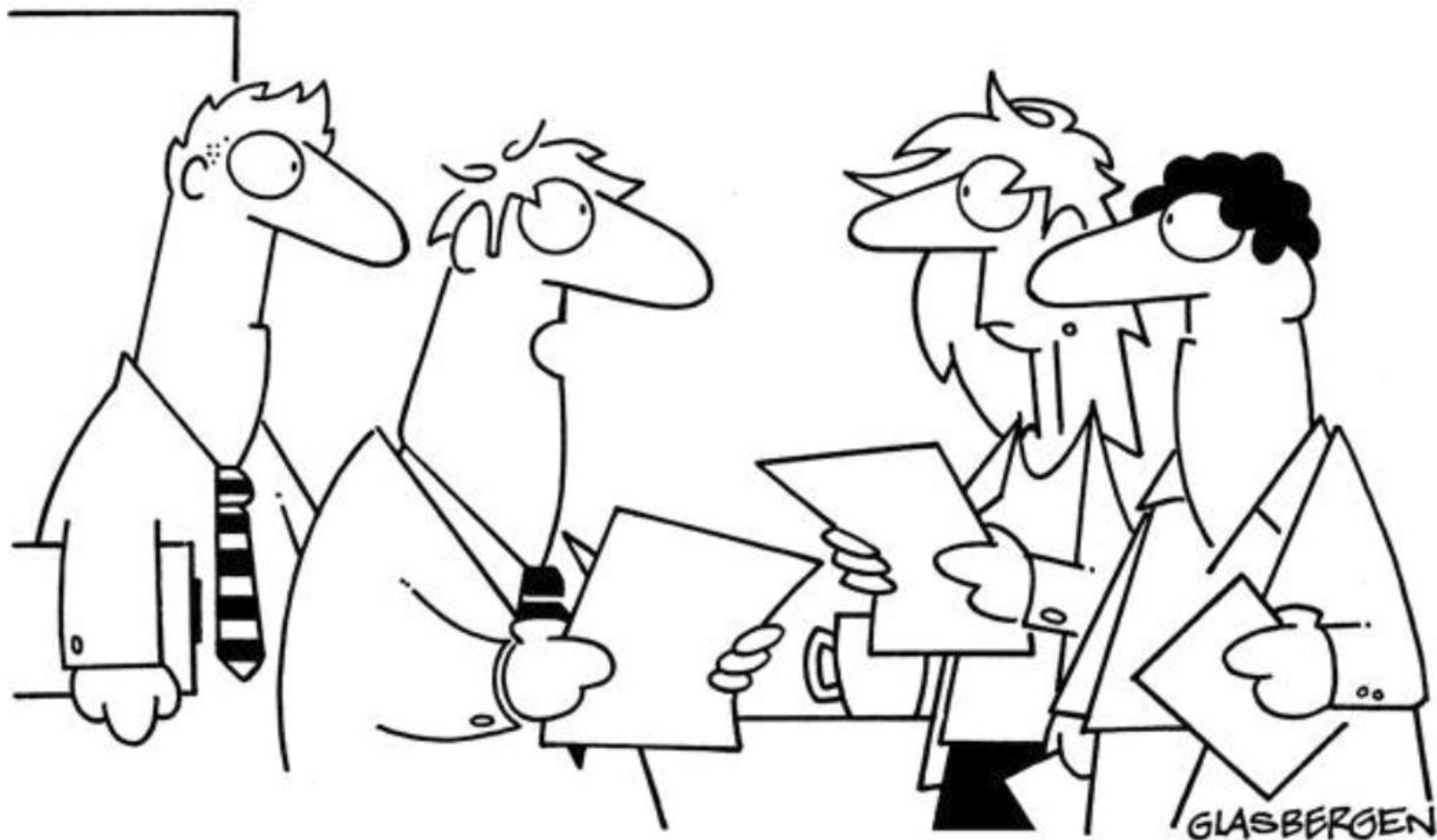


# AGENCY COORDINATION

SINGLE GOVERNMENT AEO STATUS







**“If we want to succeed as a team, we need to put aside our own selfish, individual interests and start doing things my way.”**

# REGIONAL AEO

REGIONAL AEO PROGRAMMES

PARTNERSHIP AND COOPERATION CREATES NEW OPPORTUNITIES







AEO  
TRENDS

OP

TRENDS

DESIGN, DEVELOPMENT AND OPERATIONS

## THE SMART BORDER / SINGLE WINDOW – AEO – ONE-STOP-SHOP

- ✓ HOLISTIC PROGRAMMES - MULTITIER PROGRAMMES
- ✓ NEW BENEFIT PACKAGES
- ✓ NEW KPI:s & MEASUREMENT PROGRAMMES
- ✓ INCREASED FOCUS ON MANAGEMENT AND MONITORING
- ✓ NEW APPLICATIONS (SME/eCOMMERCE/POSTAL/FREEZONES)
- ✓ AEO/TTP SOFTWARE SUPPORT
- ✓ REBUILDING OF LEGACY SYSTEMS







BREXIT









Australian  
BORDER FORCE

AUSTRALIAN  
TRUSTED  
TRADER

International AEO  
and trade facilitation

[www.border.gov.au/trustedtrader](http://www.border.gov.au/trustedtrader)



**WHAT ABOUT THE FUTURE?**







# AEO/TTP LINKS US TOGETHER

WE ARE SAFER AND FASTER TOGETHER



**THE FUTURE IS BACK !**  
**DON'T MISS IT!**



**THANK YOU FOR YOUR ATTENTION!**

ALL PICTURES ARE USED WITH PERMISSION