Asian-Pacific Postal Union Executive Council Meeting Langkawi, Malaysia 16 - 21 May 2016

Report of the e Services Working Group

The chairman Sun Kuan Ieong (Gregory), from Macao China opened the meeting by a brief introduction of his background, the chairman also explained that in order to have a better time management for three remote speakers in later sessions, the chairman seek for the agreement from the floor, and the revised agenda was adopted by the e-Service work group.

Mr. Sun gave a chairman report of the eServices Work Group, which included the execution and completion of the "APPU Questionnaire about cross border online-shopping service", the survey received high response rate from the member countries of the APPU, in addition, an analysis of the survey result was conducted, and this eService Work Group meeting will present the analysis result.

In addition, the chairman also introduced that there is a Postal e-Service Development Measuring Survey conducted by the UPU POC eService Committee (C4), Product and Development Work Group, the survey is an 18 months global collaborative effort in world wide scale.

On another hand, the chairman gave a presentation of the analysis on the "APPU Questionnaire about cross border online-shopping service", while Mr. Ducasse, Jean-Philippe from USPS presented the topic of "Measuring Postal e-Service Development Asian-Pacific Perspective", Mr. Ducasse's presentation looked at the result of the survey in Asia Pacific perspective, it showed eService development progress of many Asian countries, and how these development compared to the rest of the world. In addition, chairman of the POC C4 eCommerce work group, Mr. Alex do Nascimento presented the UPU E-Commerce Program (ECOMPRO) and the UPU E-Commerce Guide 2.0, furthermore, Director of the Postal Technology Center (PTC) of UPU, Mr. Harald Weyerich presented an overview of the IT infrastructure and solutions from UPU PTC, explained how to integrate electronically all elements of the Postal Supply Chain, and the global repository for Postal e-Shop(GLORYPOSE). Furthermore, Mr. Harald also introduced the integrated postal eCommerce Services for customer satisfaction and how the mentioned modules from PTC could assist APPU members.

Finally, the chairman also presented the UPU PReM standard S52 compliance test suite update as well as drafted Istanbul Business Plan proposals submitted to Congress by POC eService Committee, these proposals are "Proposal033-Enhance online value chain for e-commerce", "Proposal 034 – Postal electronic Services" and "Proposal 037 – Digital transformation of the UPU", since no discussion items were raised in AOB session, the chairman declared that the meeting is adjourned at 12:20p.m.

Sun Kuan Ieong Chair, APPU e Services Working Group Thursday, 19 May 2016



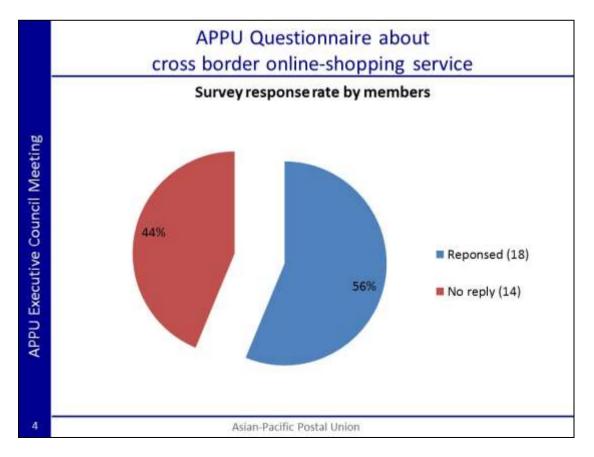
Agenda

- 1. Opening
- 2. Agenda adoption
- Chairman report
- 4. APPU Questionnaire about cross border online-shopping service
- 5. Measuring Postal e-Services Development Asian-Pacific Perspective
- UPU ECOMPRO update, eCommerce Guide 2.0
- 7. UPU PReM Standard S52 Compliance Test Suite
- 8. The Global Repository for Postal E-Shops GLORYPOSE
- 9. Integrated Postal eCommerce Services for Customer Satisfaction
- 10. Drafted Istanbul Business Plan submitted to Congress by POC C4
- 11. AOB
- 12. Closing

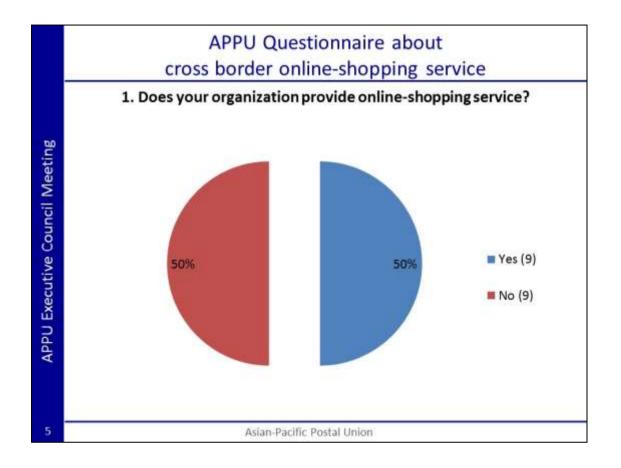
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APPU Executive Council Meeting



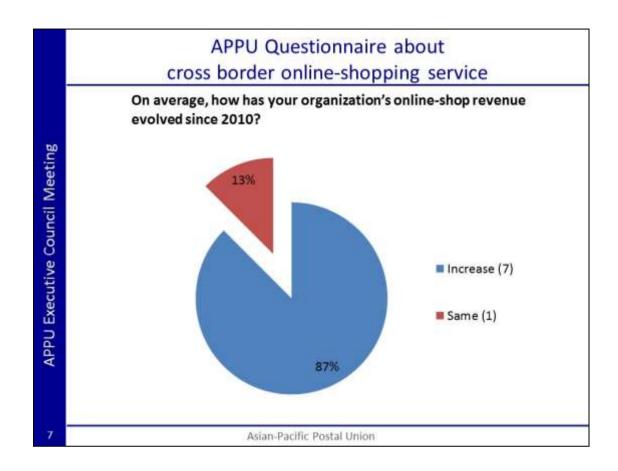


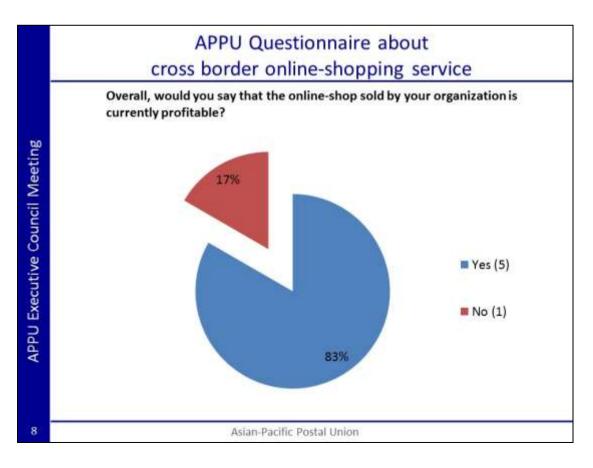
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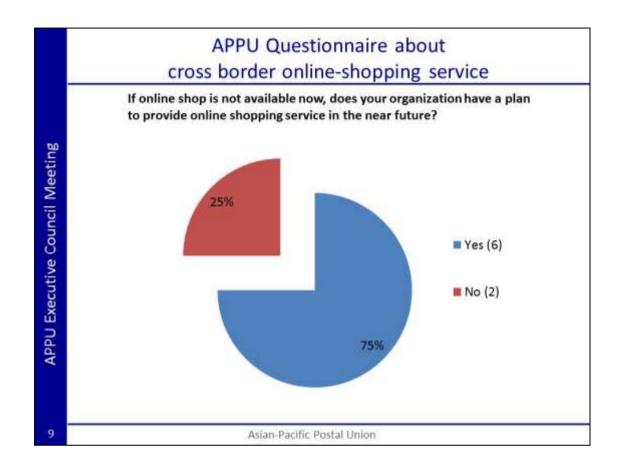


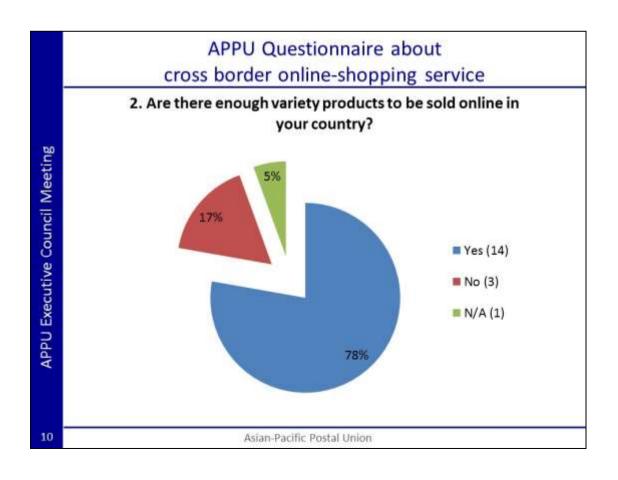
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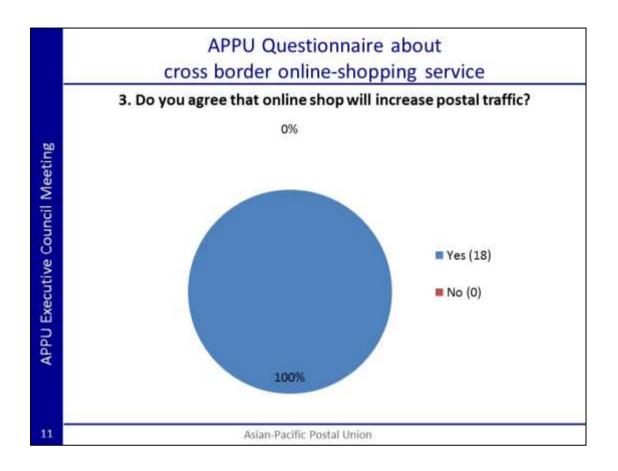
APPU Questionnaire about cross border online-shopping service Online-shop features includes: APPU Executive Council Meeting ✓ Online philatelic and postal products shop; ✓ Online shopping portal or shopping mall; ✓ Integration of services with e-merchants' sites; ✓ Delivery address assistant service; ✓ Calculation of estimated total landed costs: ✓ Online account management; ✓ Online customs declaration; ✓ Online management of documents/merchandise delivery options; ✓ Online payment; ✓ Delivery address assistant service, Asian-Pacific Postal Union

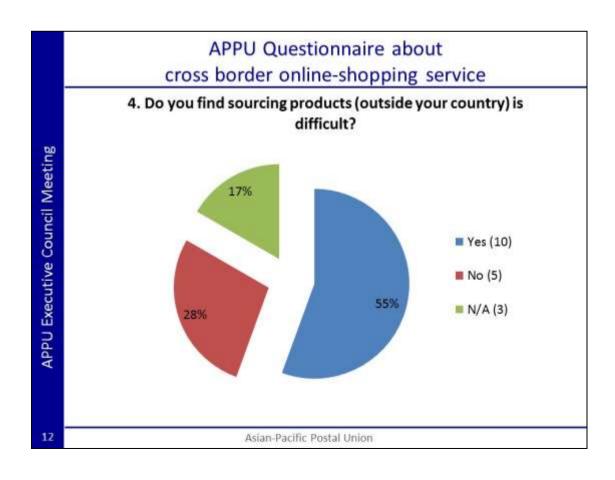


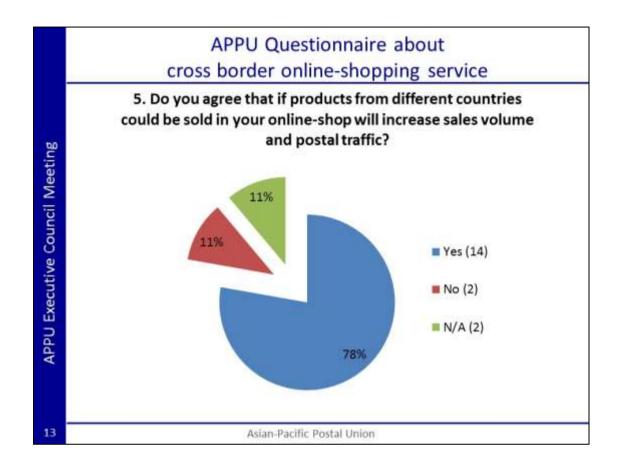


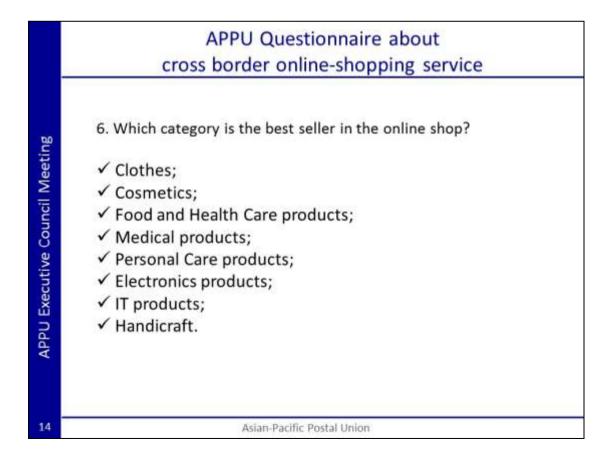


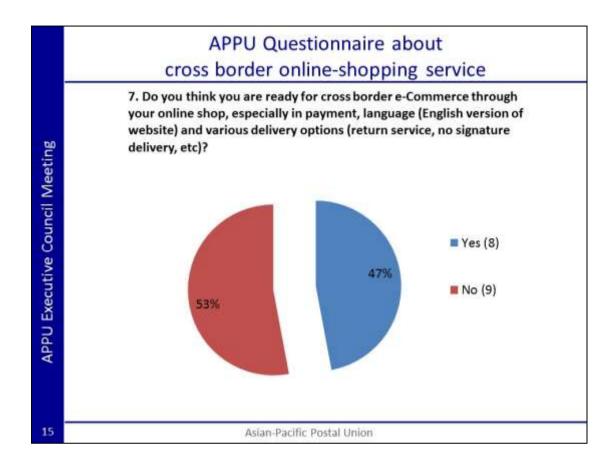












APPU Questionnaire about cross border online-shopping service

8. What will you suggest to increase cross border eService including but not limited to online shopping service among APPU members?

- Develop website and payment gateway among APPU members;
- Mutually agreed payment system;
- Money transfer;
- Make full market research;
- Cheaper online shopping platform between partners;
- Link to major member countries shopping portal;
- Post unity and commitment;
- Work in joint hands to bring in some best sellers with good price and aim to provide a packet of quality services;
- > Delivery to convenience store to receive items.
- Overcome difference in rules and regulations of customs;

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APPU Executive Council Meeting

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APPU Questionnaire about cross border online-shopping service (Con't)

8. What will you suggest to increase cross border eService including but not limited to online shopping service among APPU members?

- Cross border track and trace;
- Cross border return management;
- Cross border delivery standards;
- Consider adoption of APP ePacket;
- Sharing of marketplace;
- > Trade facilitation for e-Commerce merchant

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Thank you very much

APPU Executive Council Meeting

Drafted Istanbul Business Plan submitted to Congress by POC Committee 4

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Proposal 033

APPU Executive Council Meeting

Title of work proposal	Enhance online value chain for e-commerce		
Istanbul World Postal Strategy (IWPS) goal	Goal 1: Improve the interoperability of the network infra- structure Goal 2: Ensure sustainable and modern products		
IWPS programme	Programme 1: E-commerce and trade Programme 5: E-services		
Entity or entities preparing the work proposal	POC Committee 4		
Status of approval by CA/POC	To be reviewed by Committee 4 on 18 February. Expected to be approved by POC Plenary		
Period of implementation	2017-2020		
Date submitted			
Previous resolutions associated with the work	C 42/2012, C 44/2012, C 31/2012, C 33/2012 and C 46/2012		
Linked work proposals, if any	034 – Postal electronic services 035 – POST development 032 – E-commerce (ECOMPRO)		
Linked Congress documents, if any	Congress-Doc 41: Digital transformation		

Title of work proposal	Postal electronic services
Istanbul World Postal Strategy (IWPS) goal	Goal 1: Improve the interoperability of the network infra- structure
	Goal 2: Ensure sustainable and modern products
IWPS programme	Programme 5: E-services
Entity or entities preparing the work proposal	POC Committee 4
Status of approval by CA/POC	To be reviewed by Committee 4 on 18 February 2018. Expected to be approved by POC Plenary.
Period of implementation	2017-2020
Date submitted	1 February 2016
Previous resolutions associated with the work	C 42/2012, C 44/2012, C 31/2012, C 33/2012 and C 46/2012
Linked work proposals, if any	933 – E-commerce solutions development
	035POST development
	032 – Comprehensive E-Commerce Programme (ECOMPRO)
Linked Congress documents, if any	Congress-Doc 41: Digital transformation

Title of work proposal	Digital transformation (of the UPU)
Work proposal reference number	037
Istanbul World Postal Strategy (IWPS) goal	Fully transversal
IWPS programme	Fully transversal
Entity or entities preparing the work proposal	POC Committee 4, POST Group, Telematics Cooperative
Status of approval by CA/POC	Expected to be endorsed by POC Committee 4, the POST Group and the Telematics Cooperative and then approved by the POC Plenary
Period of implementation	2017-2020
Date submitted	February 2016
Previous resolutions associated with the work	-
Linked work proposals, if any	003 – Future strategy of the Telematics Cooperative 034 – Postal electronic services 035 – POST development
Linked Congress documents, if any	Congress-Doc 41 (Digital transformation)



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Measuring Postal e-Services Development Asian–Pacific Perspective

Results of the 2015 UPU Survey

APPU EC Meeting – May 19, 2016

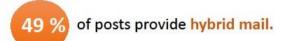
Jean Philippe DUCASSE

U.S. Postal Service Office of Inspector General Digital and Global Team ipducasse@uspsoig.gov
On behalf of POC C4 PSDG



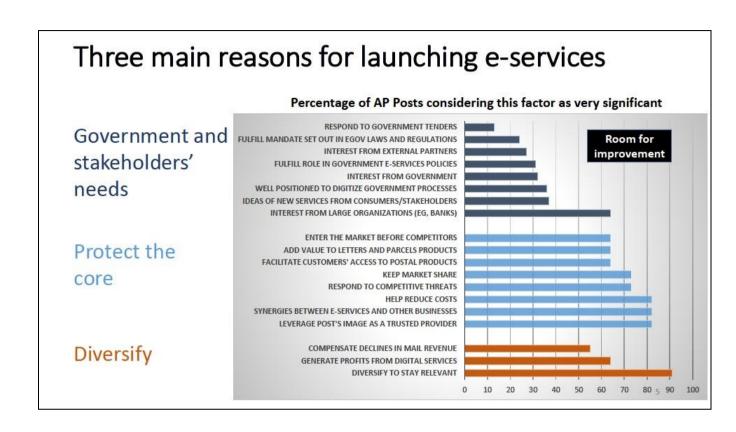


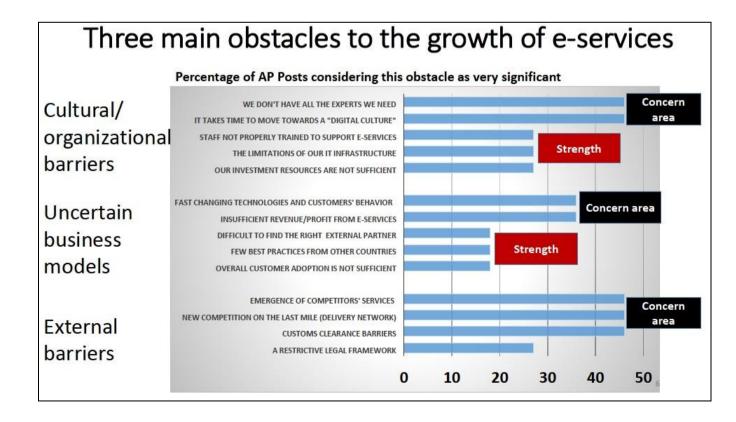


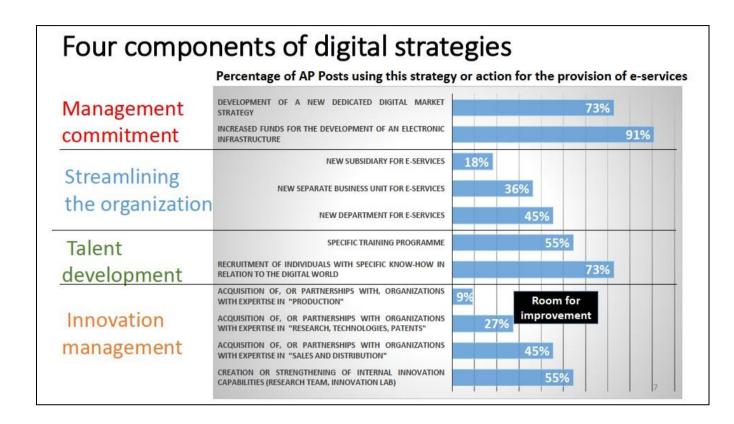


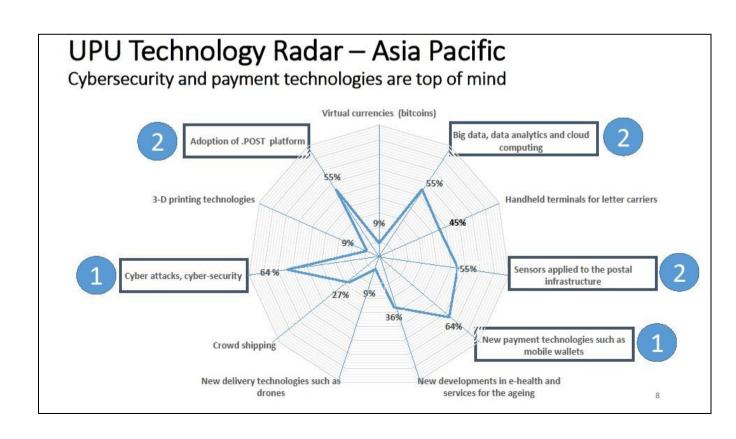
- posts have put in place mobile apps to allow access to services such as e-cards, postal electronic mailbox, and online management of delivery options.
- of posts say they can make money from selling digital services.
- of posts say that one of the main reasons to launch electronic services is to exploit synergies between e-services and other activities.
- claim that the lack of digital culture is one of the main barriers to the launch of postal electronic services.

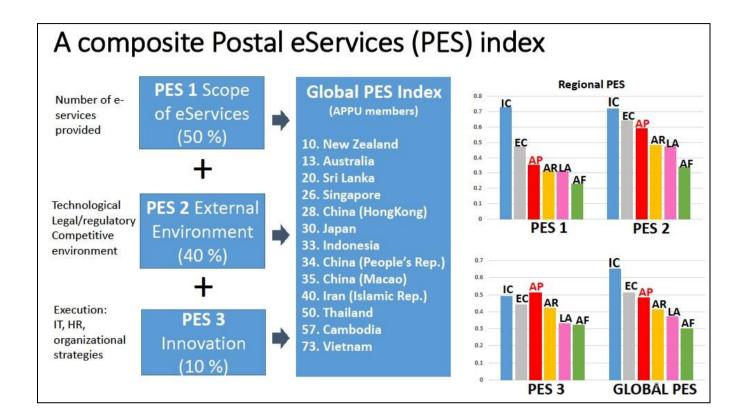
Asia Pacific scorecard: most widespread services A mix of first generation services and more recent innovations ePost/eGov **eCommerce** 1. Postal electronic mailbox 1.Online philatelic shop 2. Hybrid mail 2. Postal shopping portal 3. E-cards 3. Web sites integration 4. Digital archive 4. Online customs declaration 5. Digital signature eFinance/ Support Services **Payments** 1. Info. on services/prices 2. Online lookup 1. Electronic remittances 3. Track and trace 2. Online account management 4. Online contact / cust. serv. 3. Online bill payment 5. Public Internet in post office 4. Payment solutions 6. Electronic notification 7. Pick up service (Red = higher than world average)

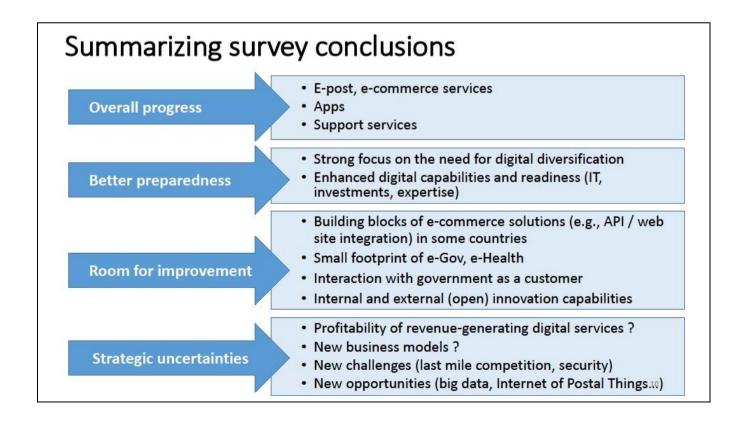












Next steps - Digital as a driver of growth

Istanbul Business Plan proposal 034 provides for the biennial monitoring of postal e-Services, and publication of a UPU Technology Radar.



"Digital transformation is less about the next set of products and services coming through, and more about creating an organisation that can adapt and create new business models quickly."

(Australia Post)



Thank you!



UPU E-Commerce Program POC e-Commerce Group

APPU Executive Council meeting Langkawi, Malaysia 16 - 21 May 2016

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Agenda

Accelerate growth of e-commerce in Posts

- 1. UPU E-Commerce Program ECOMPRO
- 2. UPU e-commerce Guide

16 - 21 May 2016



Mr. Vantuyl Barbosa, Vice-Chair POC, Brazil

UPU E-COMMERCE PROGRAM ECOMPRO

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ECOMPRO progress

- 1. ECOMPRO community
- 2. Outreach
- 3. ECOMPRO- regional projects
- 4. E-commerce parcel pilot



ECOMPRO community

A total of 42 members:

Africa	Americas	Arab	Asia	Caribbean	Europe
8	4	1	11	2	16

Members exchange and share information through email

All members receive:

- User guide for the e-commerce parcel delivery category
- The UPU E-Commerce Guide
- Regular updates on ECOMPRO

A questionnaire survey on awareness and ability to implement the e-commerce parcel delivery category was sent to the ECOMPRO community in June 2015

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State of Readiness of physical services for e-Commerce

- Quality of service → End-to-end reliability with standards
- The exchange of EMSEVT.v3 and ITMATT is planned to become mandatory in 2016 under Air parcel, e-commerce parcel and EMS (pending POC approval)

State of Readiness – e-Commerce Requirements				
Products	Electronic Tracking	ITMATT	PREDES v.2.1	EMSEVT v.3
E-commerce parcel	Yes	2016	2016	2016
Air Parcel	Yes	2016	2016	2016
EMS	Yes	2016	Or PREDES v2	2016
Exprès	Yes	No	No	No
June 2015	183	20	97	35
October 2015	183	38	102	98



Outreach - UPU Regional Strategy Conferences 2015



82% of UPU Member Countries attended the 7 Regional Strategy Conferences in 2015

Strengthening operational efficiency and e-commerce development*
was identified as the Top Priority for all regions

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Outreach

- Regional workshops:
 - · Americas and Caribbean (Brasilia) held in August 2015
 - AICEP (+PUASP) (Brasilia) held in October 2015
 - PUASP (Montevideo) in 2016
 - · CPU scheduled for 2016
- ECOMPRO focused workshop agenda drafted
- ECOMPRO website Preparations underway
- IB participation in external events to promote ECOMPRO:
 - UPU/EPFL Postal Innovation Platform (Geneva), 10-11 September 2015
 - Post Expo (Paris), 29 September 1 October 2015



E-Services

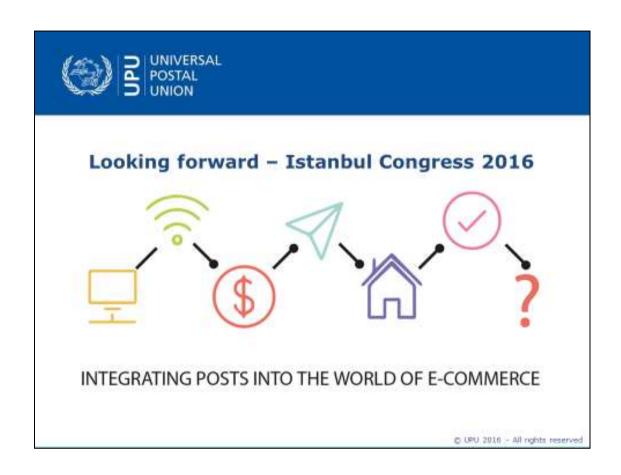
- Cambodia Began installation of philately webshop under .post
- Malaysia Launch ezipoz.my.post e-commerce portal
- · ips.post launched

Payment services

· Postal E-commerce Payments framework under discussion in African pilot



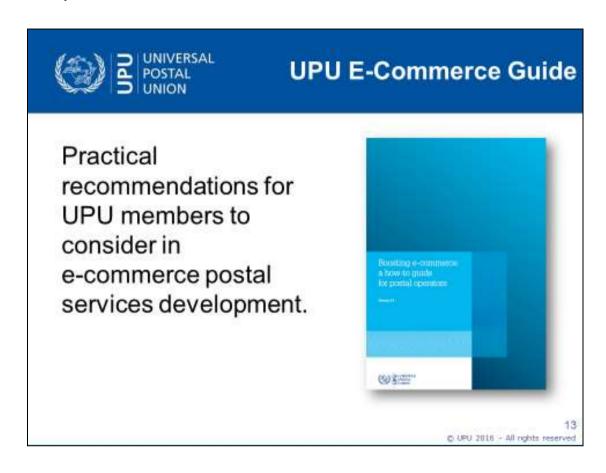
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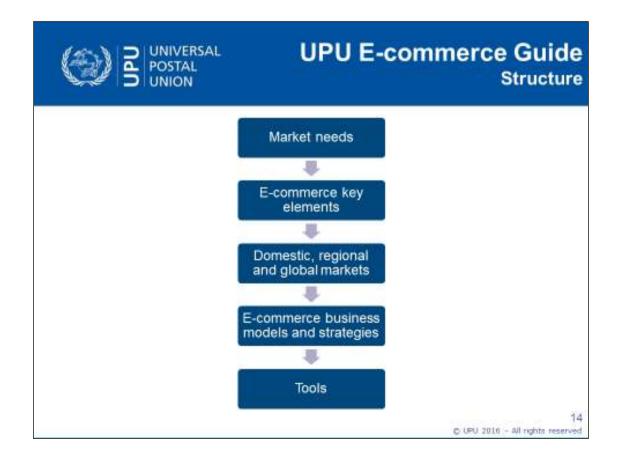




Mr. Alex do Nascimento - POC C4 E-commerce Group / Brazil

UPU E-COMMERCE GUIDE



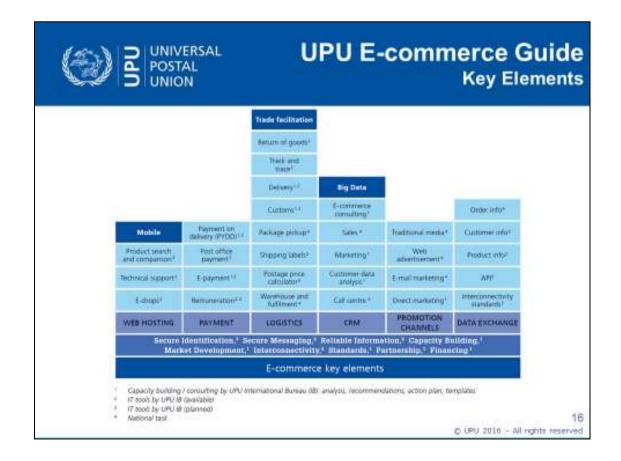




UPU E-commerce Guide Market driven

- Results from the UPU E-commerce Forum in 2014
- · Customer driven approach

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() N	UNIVERS POSTAL UNION	AL	UPU E-commerce Guio Business models and strategi			
Relation	Demand	Parcel profile	Delivery	Sellers	Consumers	Distribution	Negotiation
B2B	Regular – scheduled and predicted demand	Grouped items	Non express	One	Known	Concentrated	Flexible pricing. Case by case negotiations are common
B2C	Irregular	Small packages	Express and non-express	One	Unknown	Diffuse	Non-flexible pricing
B2E	kregular	Small packages	Express	One	Known	Concentrated	Non-flexible pricing
CZC	Irregular	Small packages	Express and non-express	Many	Unknown	Diffuse	Flexible pricing. Online auctions and face-to-face negotiations are optional
B2G	Regular	Small packages	Express and non-express	Many	Known	Concentrated	Non-flexible pricing, usually decided by e-procurement
G2B	Regular	Small packages	Express	One	Knawn	Diffuse	Non-flexible pricing
G2C	Irregular	Small packages	Express	One	Known	Diffuse	Non-flexible pricing
G2G	Regular	Grouped	Non express	One	Known	Concentrated	Flexible pricing
	ii .						© UPU 2016 - All rights rese

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UPU E-commerce Guide

- IPS
- IFS
- UPU Global Track and Trace
- CDS
- PEG
- COMPAS
- · And others



UPU E-commerce Website

www.ecommerce.post

- 2014 UPU E-commerce Forum
- UPU E-commerce Guide
- · Meeting documents
- Publications

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Thank you very much

Alex do Nascimento Vantuyl Barbosa

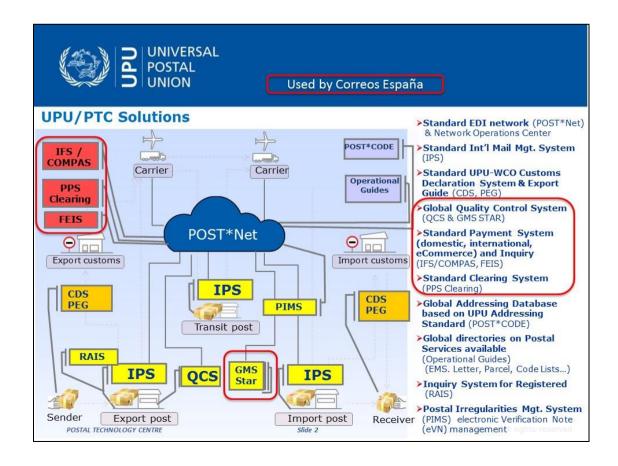
POC-C4-E-Commerce-Group@upu.int



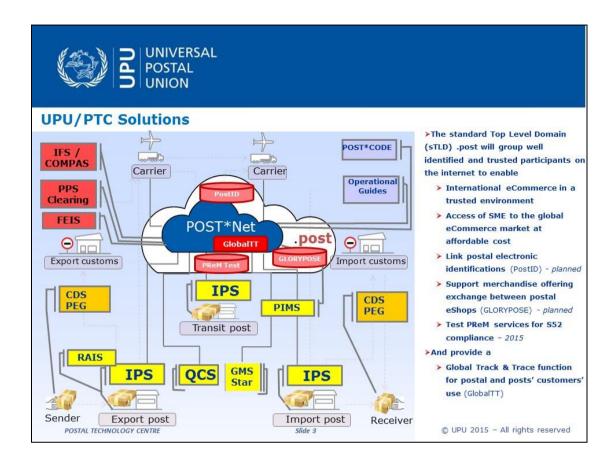
Integrating electronically all elements of the Postal Supply Chain

Overview of IT infrastructure and solutions of the UPU's Postal Technology Centre (PTC)

POSTAL TECHNOLOGY CENTRE



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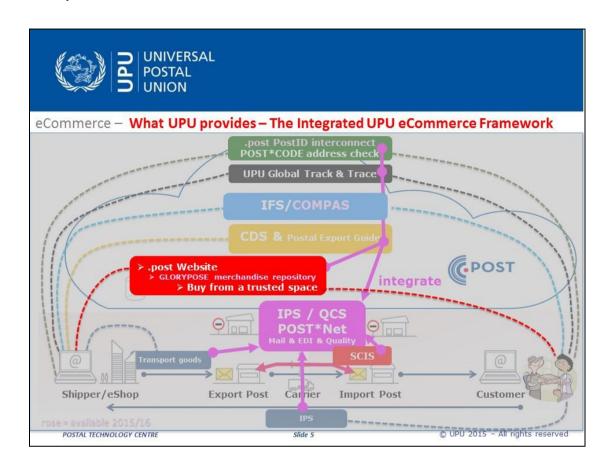


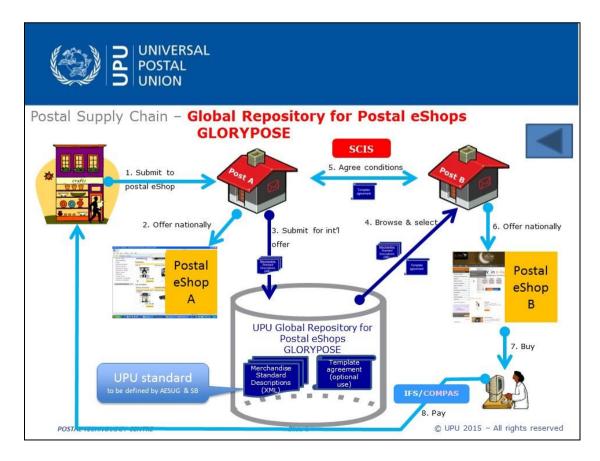


Integrating electronically all elements of the Postal Supply Chain

The Global Repository for Postal E-Shops GLORYPOSE

POSTAL TECHNOLOGY CENTRE







Postal Supply Chain - GLORYPOSE functionality (prototype)

Submit merchandise description

- Upload ebXML merchandise descriptions
- Updload/define conditions and validity period

Browse

- Browse GLORYPOSE database for merchandise with different selection criteria

Select & agree

- Submit interest to offering post (requesting post)
- Exchange information on conditions
- Prepare agreement
 - > Based on a GLORYPOSE template agreement (optional)
- > Finalize agreement
- > free merchandise for dowload (offering post)
- Download merchandise ebXML for integration in own Postal eShop (requesting post)

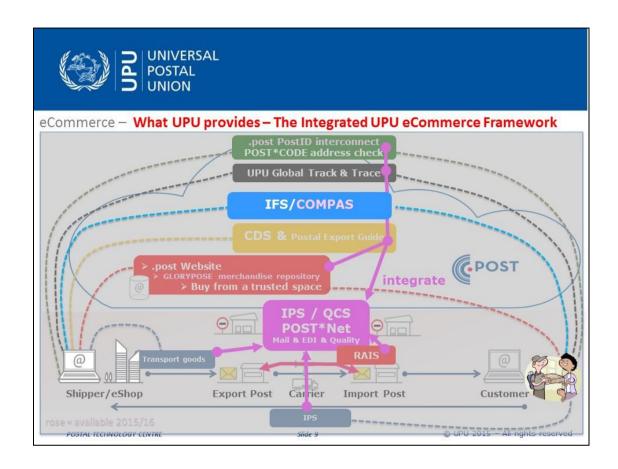
Report

On merchandise categories, on cross-border usage etc. © UPU 2015 - All rights reserved



Integrated Postal eCommerce Services for Customer Satisfaction

UPU's e-commerce Payment solution





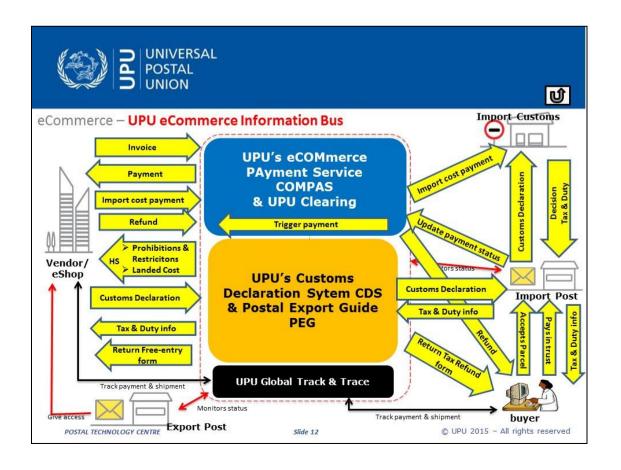
eCommerce - Payment

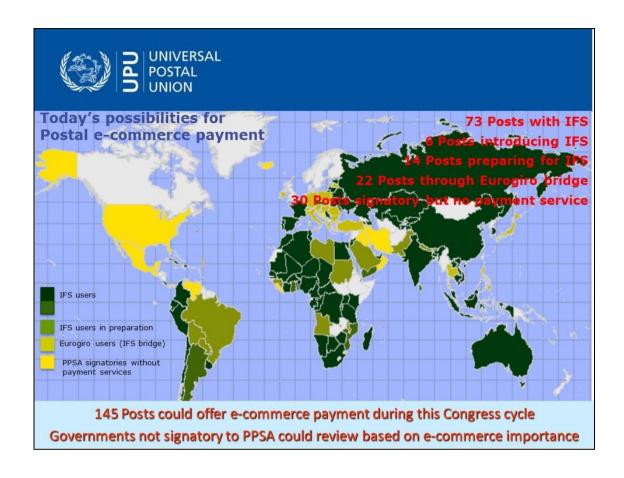


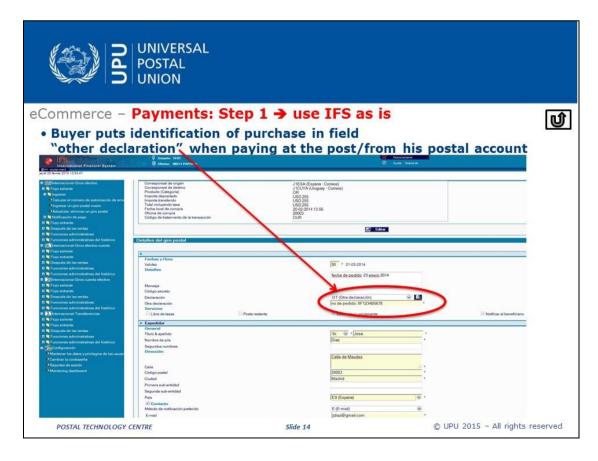
- Payment is indispensable ©
- Posts have an own payment network based on a UPU Treaty (Postal Payment Service Agreement) – currently 116 signatories
- Posts have a standard IT infrastructure & solution
- Ecommerce Forum (2014) and Strategy Conference (2015) confirmed
 - E-retailers would welcome the possibility of an integrated payment serivce of the posts "anything that helps us simplify the process is welcome..."
 - > Affordable payment solutions in e-commerce will help growth
 - > Remittances & e-commerce are linked (building micro enterprises)
- Posts have the ability and the infrastructure to
 - offer postal payments linked to shipments
 - > Paying for merchandise + shipment + Customs duties/taxes incl. refund
 - > Combined delivery+payment Track&Trace
- → As a one-stop-service for e-retailers and e-buyers

POSTAL TECHNOLOGY CENTRE

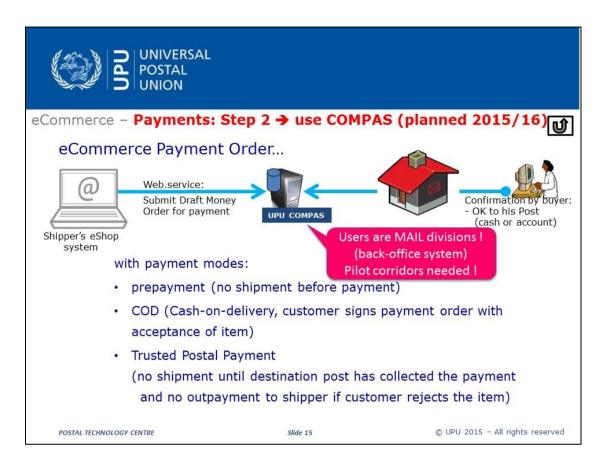


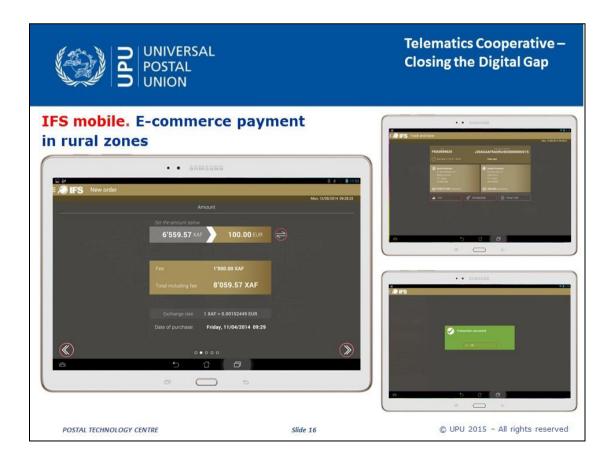


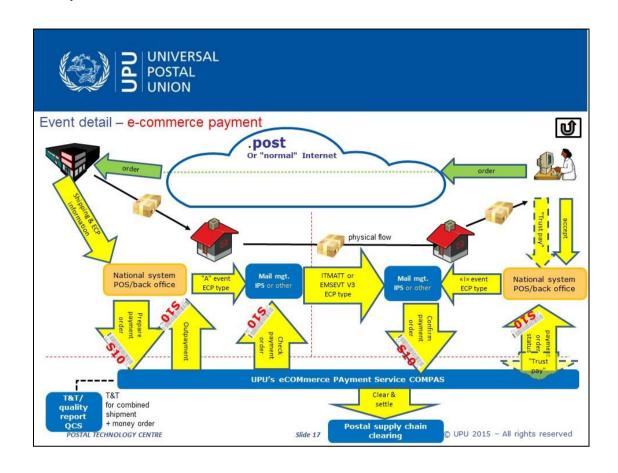




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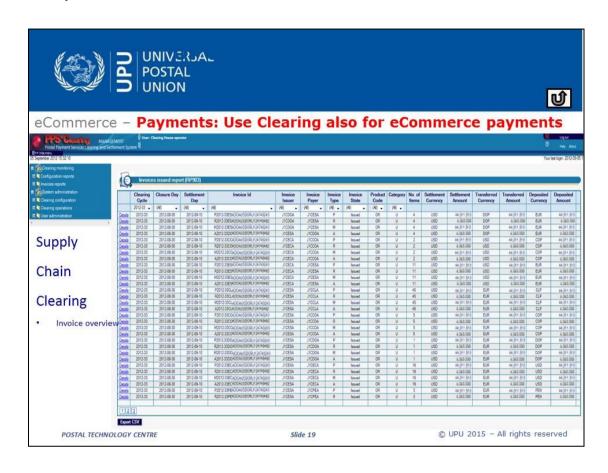








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Introduction to Universal Postal Union Postal Registered electronic Mail Standard (S52) compliance test suite

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Scope

- PREM (Postal Registered electronic Mail) is the electronic version of registered mail, that introduces authentication and identity management for senders and receivers, ensuring privacy and email integrity. It also provides the possibility of using a reliable and certified service, such as proof of delivery and acceptance between the authenticated parties.
- In order to ensure that the solutions established are in accordance with the UPU PREM S52 standard, an interoperability test suite has been developed and donated by China to the IB.
- This test suite deployed by the IB so that any organization interested to prove their PREM system is compliant with UPU S52 standard can do so with a standard suite of tests. A number of test cases are required to be executed successfully and testing results could be published for verification purposes.
- A "tester guide" has been written to explain how DOs should setup their system to complete the test. – prepared by Macao Post



Current process

DO contact the Electronic Postal Services or the Postal Technology Center showing the interest to perform the test for S52 compliance

The point of contact in the Programme of Electronic Postal Services sends the «tester guide» and help the DO to have a permanent contact in the PTC to start the technical setup process

The DO is in charge to set up their internal systems according with the «tester guide» in order to perform the test

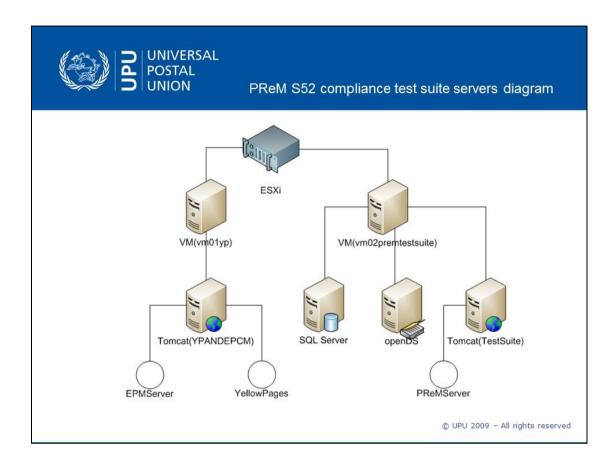
The PTC communicate to the DO the result of the test

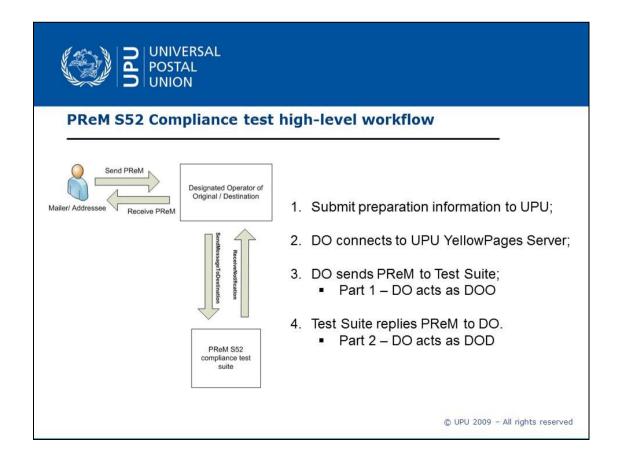
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Introduction of the PreM Test Suite

- In order to ensure compatibility of a system against the UPU S52 Postal Registered electronic Mail (PReM) functional specifications, this test suite is developed and deployed, any organization interested to proof that their PReM system is compliance with UPU S52 standard, a compatibility test could be conducted with a single DO at a time.
- A number of test cases are required to be executed successfully and testing results will be send to the testing email address registered with UPU by the testing organization in the YellowPage Server,
- In addition, testing log generated will be the proof of S52 compatibility and could be published publicly for verification purpose. The test suite consists of ESXi virtual machine guest OS(s) which host a PReM test suite server, a YellowPage Server and an EPCM Server.







Testing procedure

1. Submit the prepared information to UPU

UPU will create a DO record on UPU YellowPages server, and configure the report email receiver of the DO so that, DO could establish a SSL communication with Test Suite, and receive the testing report via email.

2. Connecting to UPU YellowPagesServer

Testing DO must connect to the central YellowPagesServer provided by UPU to get the Test Suite attributes using the Web Service (Retrieve Postal Attributes).

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EC 2016 Doc 15 Add 5



Testing procedure (cont'd)

3. DO send PReM to Test Suite (verify send PReM capability)

After retrieving UPU Test Suite attributes, DO could send a PReM by calling WebService - sendMessageTODOO() provided by Test Suite. Test suite will analysis the PReM Dispatch if the function called successfully and then generate the analysis report (part 1 – DO acts as DOO) and email it to DO registered email address;

4. Test suite reply a new PReM to DO (verify receive PReM capability) After the part 1 report sent, Test suite will reply a new PReM to DO. If DO accept, reject, or wait for the message expire, Test suite will generate the analysis report (part2 – DO acts as DOD) and send to DO via email.



Test cases - case #1

DO send PReM to Test Suite, and accept Test Suite reply

Part 1 DO(DOO) sends P	ReM to Test Suite			
Description	DO sends a PReM message to Test suite user (testsuit@prem.upu.post); PReM message subject: (DO country code) testcase#1 yyyy/mm/dd			
Expected evidence	At least the following LV1 evidence should be generated: - (1) EST-MLR-MSG-ACC-DOO - (1) E-DSP-TIC-SUC-DOD			
Expected results	PReM dispatch is verified. Evidences are generated; Part 1 report sent;			
Part 2 DO(DOD) user acc				
Description Expected evidence	Test suite reply a PReM message to DO user; And DO user accepts the reply; At least the following LV1 evidence should be generated: - (1) EST-MLR-MSG-ACC-DOO - (1) E-DSP-TIC-SUC-DOD - (1) E-MSG-ADR-DLV-DOD			
Expected results	DO user accepts the reply. Evidences are generated; Part 2 report sent;			

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Test cases - case #2

DO send PReM to Test Suite, and reject Test Suite reply

Part 1 DO(DOO) sends F	PReM to Test Suite					
Description	DO sends a PReM message to Test Suite user (testsuit@prem.upu.post); PReM message subject: (DO country code) testcase#2 yyyy/mm/dd					
Expected evidence	At least the following LV1 evidence should be generated: - (1) EST-MLR-MSG-ACC-DOO - (1) E-DSP-TIC-SUC-DOD					
Expected results	PReM dispatch is verified. Evidences are generated; Part 1 report sent;					
Part 2 DO(DOD) user re	jects Test Suite's reply					
Description	Test suite reply a PReM message to DO user And DO user rejects the reply;					
Expected evidence	At least the following LV1 evidence should be generated: - (1) EST-MLR-MSG-ACC-DOO - (1) E-DSP-TIC-SUC-DOD - (1) E-MSG-ADR-REJ-DOD					
Expected results	DO user reject the reply. Evidences are generated; Part 2 report sent;					



Test cases - case #3

DO send PReM to Test Suite, and wait Test Suite PReM message to expire

Description	DO conde a BRAM massage to Test Suite user (testsuit@prem usu past).				
Description	DO sends a PReM message to Test Suite user (testsuit@prem.upu.post);				
	PReM message subject: (DO country code) testcase#3 yyyy/mm/dd				
Expected evidence	At least the following LV1 evidence should be generated:				
	- (1) EST-MLR-MSG-ACC-DOO				
	- (1) E-DSP-TIC-SUC-DOD				
Expected results	PReM dispatch is verified.				
	Evidences are generated;				
	Part 1 report sent;				
Part 2 DO(DOD) user wa	it for Test Suite's reply expire				
Description	Test Suite reply a PReM message to DO user; DO user wait for the PReM message to				
	expired (for testing purpose expiration is set to 24 hours after sent);				
Expected evidence	At least the following LV1 evidence should be generated:				
	- (1) EST-MLR-MSG-ACC-DOO				
	- (1) E-DSP-TIC-SUC-DOD				
	(1) L-D31-11C-30C-D0D				
	- (1) E-MSG-ADR-EXP-DOD				
Expected results	1 9 5				
Expected results	- (1) E-MSG-ADR-EXP-DOD				

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Thank you very much

