


UPU UNIVERSAL
POSTAL
UNION



26th UPU CONGRESS
ISTANBUL 2016

Preparations for Congress 2016

APPU Meeting

May 2016

DCSC

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Agenda

1- Looking back on the Doha cycle (2013-2016)

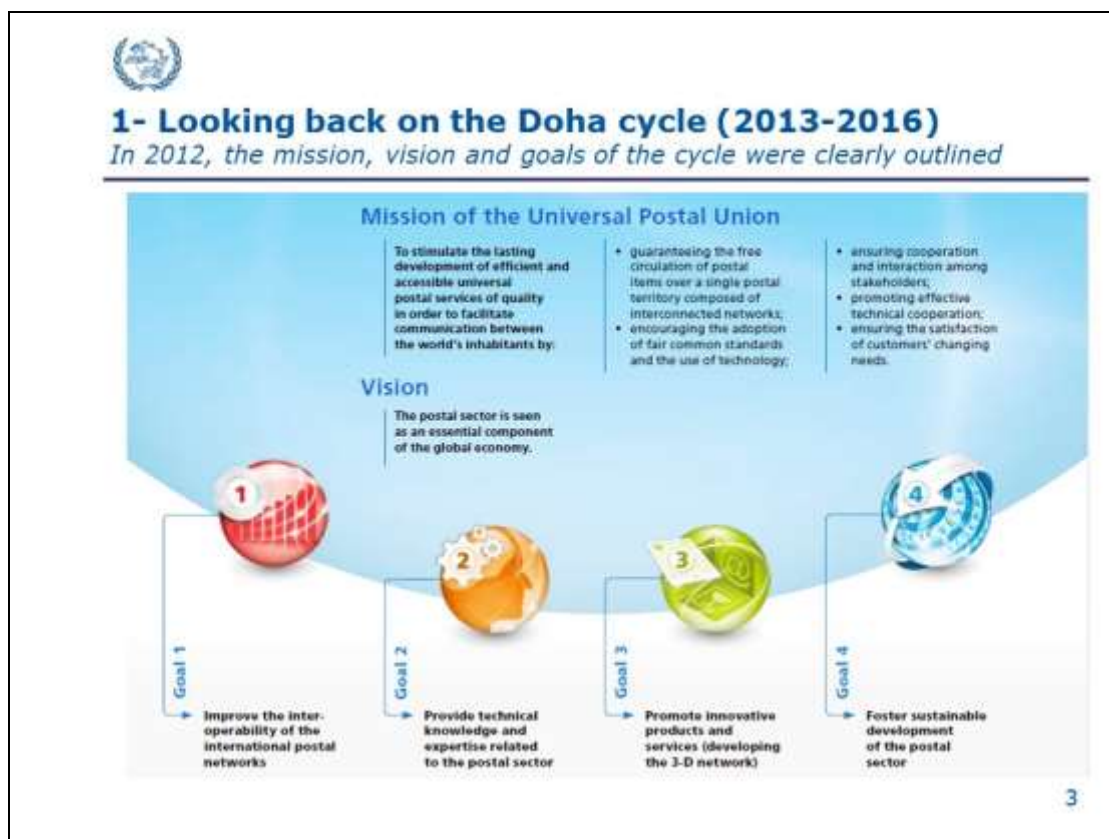
- Mission, vision and goals
- Achievements: current vs projected
- Risks and opportunities

2- Looking ahead towards the Istanbul cycle (2017-2020)

- Vision, mission & strategy
- Business Plan
- Preparation to Congress

3- Upcoming events

- CEO Forum
- Ministerial Conference




1- Looking back on the Doha cycle (2013-2016)
Completion stands at over 81% and is expected to reach 97% by June 2016

Goal	Number of resolutions or projects	Status in Dec-2015	Status in Jun-2016 (projected)
1- Interoperability of networks	22	79%	94%
2- Technical knowledge & expertise	11	82%	95%
3- Innovative products and services	15	80%	95%
4- Sustainable development	22	71%	96%
5- Extrabudgetary programmes	2	91%	96%
6- Technical cooperation	2	88%	98%
7- Support Programmes	32	80%	100%
Not assigned to a specific goal - Congress resolutions/docs without an underlying OPP/work proposal	17	94%	100%
TOTAL	123	81%	97%

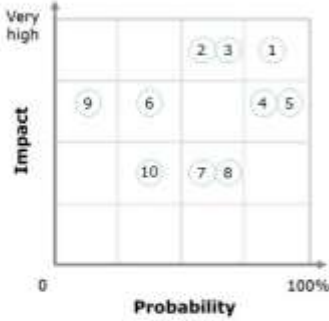
NB: The rates are calculated on a simple average basis

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1- Looking back on the Doha cycle (2013-2016)

EY identified 10 top risks that the organization is facing




Impact

Probability

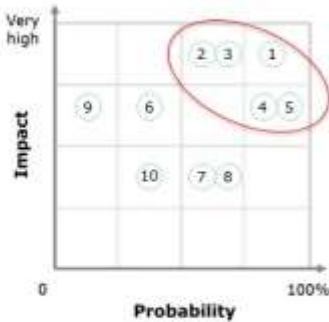
1. Role & relevance
2. Products & services
3. Funding
4. Organizational capacity & agility
5. HR / talent management
6. Financial sustainability
7. Image / communication
8. Resource allocation
9. Security
10. Compliance

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1- Looking back on the Doha cycle (2013-2016)

The first 5 risks are particularly threatening and self-reinforcing...



Impact

Probability




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            graph TD
            R1[Decreasing relevance (risk n°1)] --> R3[Reduction in financial commitments towards the UPU (risk n°3)]
            R3 --> R45[Lack of organizational agility (risks 4 & 5)]
            R45 --> R2[Challenges in developing products & services in new areas (risk n°2)]
            R2 --> R1
            
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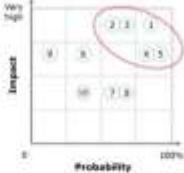
1. Role & relevance
2. Products & services
3. Funding
4. Organizational capacity & agility
5. HR / talent management


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1- Looking back on the Doha cycle (2013-2016)

...hence the need to break this cycle






Major opportunities yet to be fully seized

< 20% of POC/CA sessions revolve around decision-making

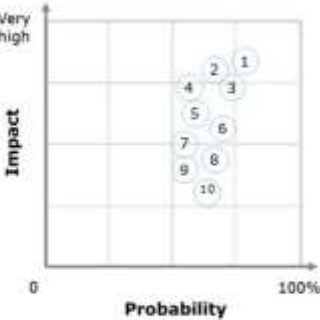
Cost of meetings CHF 9.6 m per year

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1- Looking back on the Doha cycle (2013-2016)

The UPU has 10 key opportunities to seize



Providing advice

1. On the interoperability of networks, e-commerce and payment systems
2. On business development, product harmonization & diversification

Developing and implementing

3. International standards, methodologies, procedures & certifications
4. Low-cost and secure technological solutions for all key segments

Constituting a hub

5. For integrated data, high-quality market intelligence and expertise on the postal sector
6. For greater coordination between governments, regulators, operators and other stakeholders

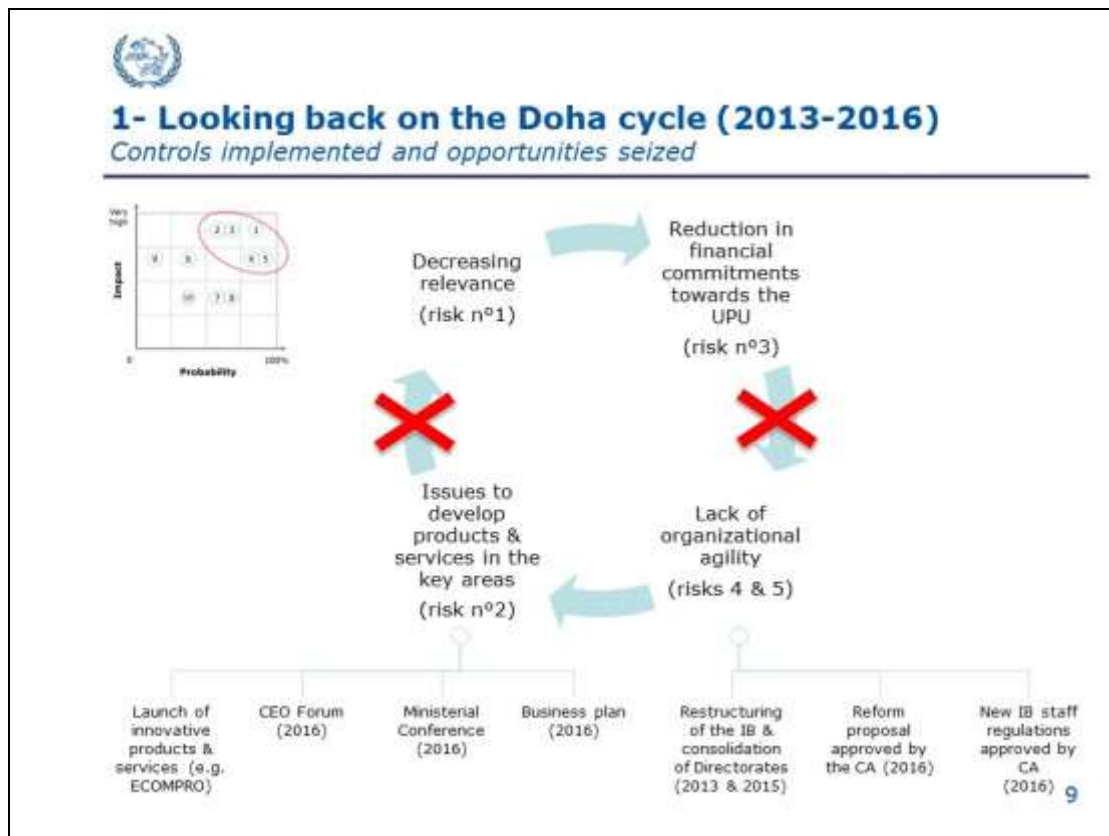
Facilitating

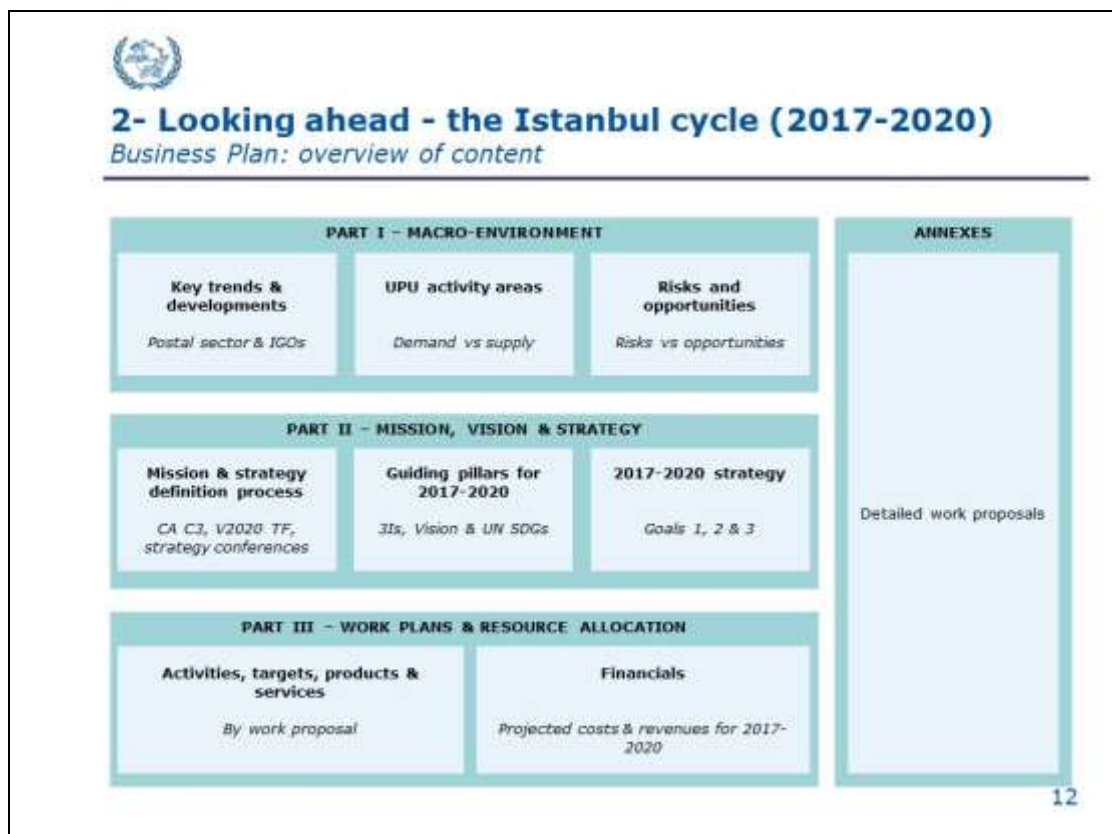
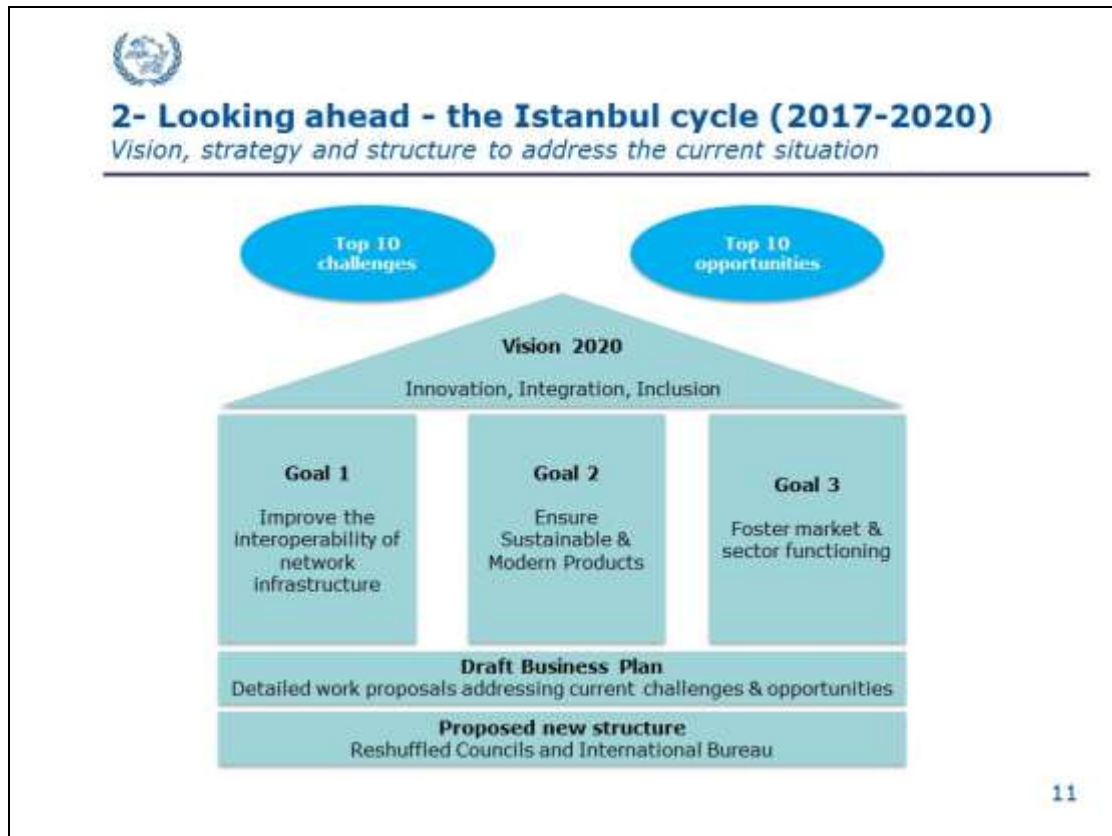
7. The design & implementation of postal development policies
8. The build-up of capacity and skills of postal staff
9. The negotiation of multilateral regulations

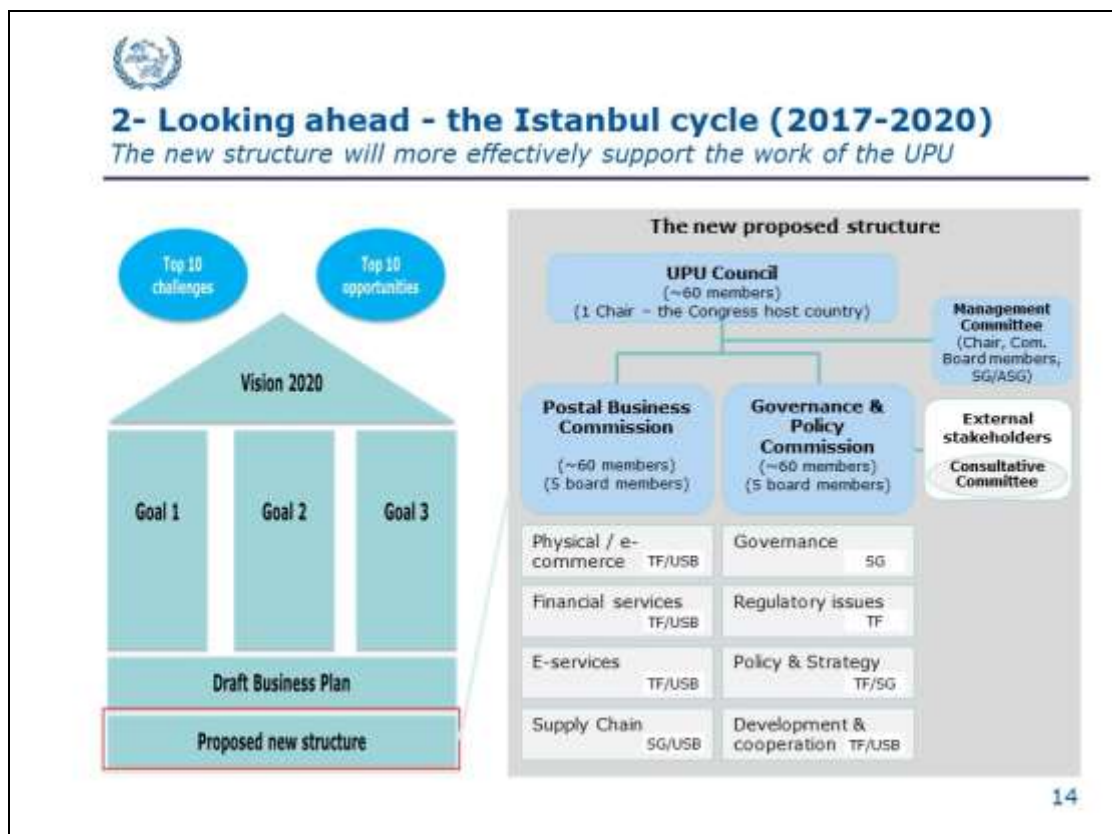
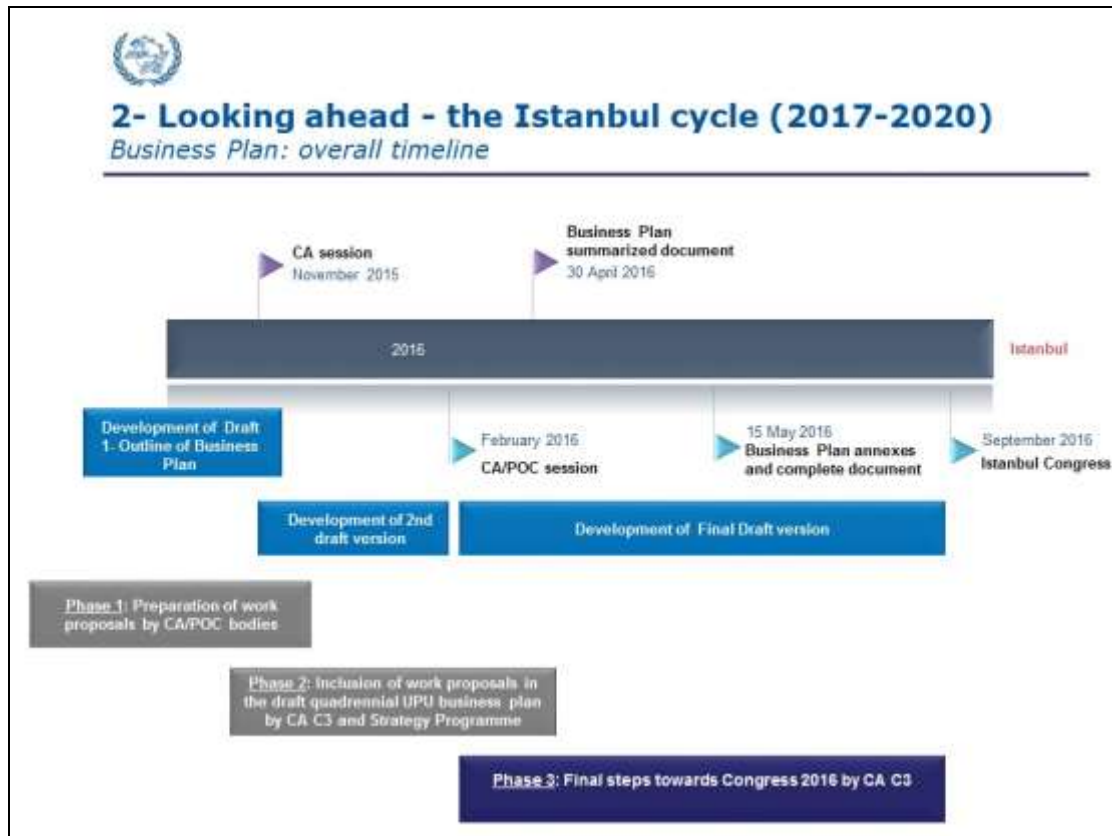
Leveraging & pooling

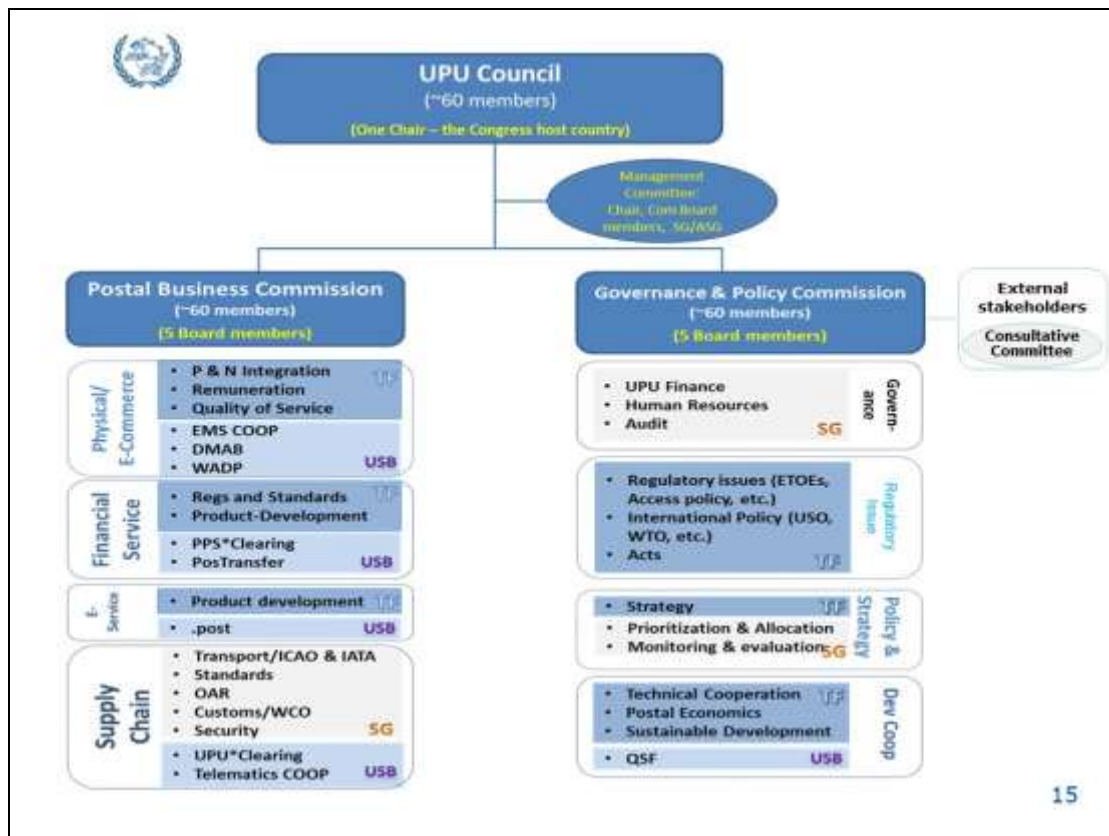
10. IB Support services for revenue generation

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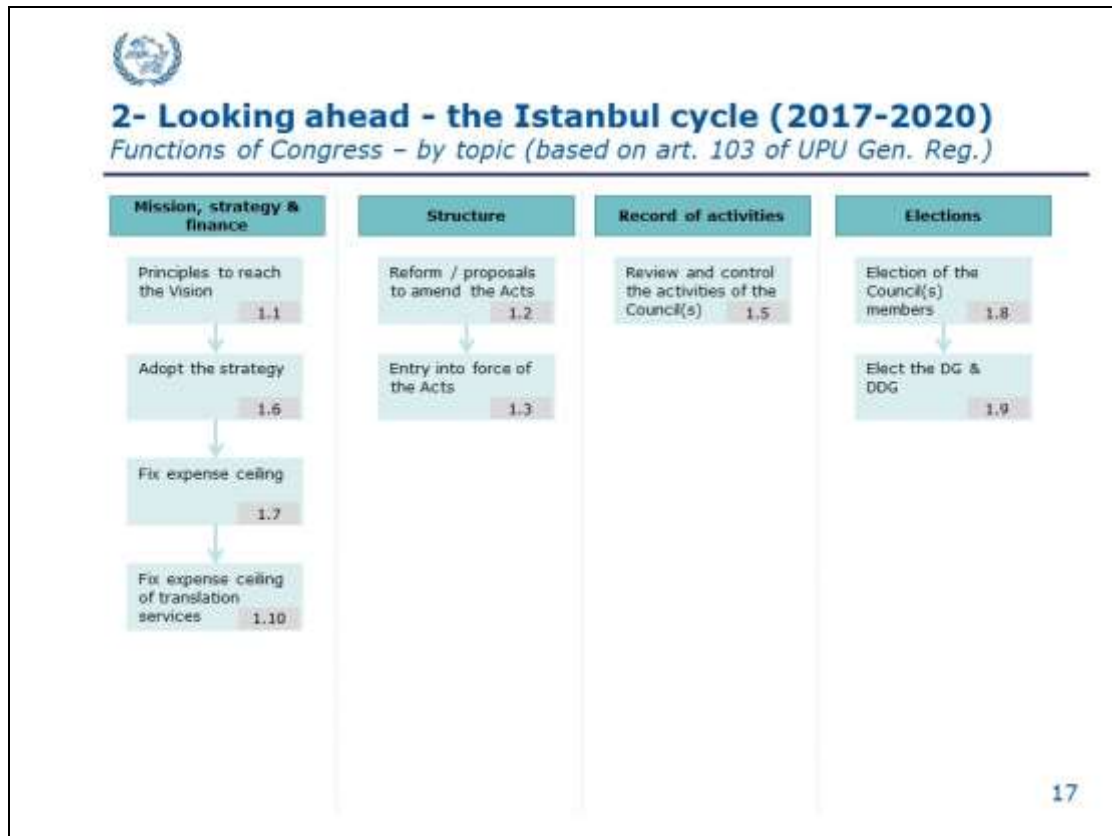
2- Looking ahead - the Istanbul cycle (2017-2020)
Functions of Congress – legal basis

Article 103 of the UPU General Regulations:

On the basis of proposals by member countries, the Council of Administration and the Postal Operations Council, Congress shall:

- 1.1** determine the general principles for achieving the object and purpose of the Union set out in the Preamble and article 1 of the Constitution;
- 1.2** consider and adopt, where appropriate, proposals for amendments to the Constitution, General Regulations, Convention and Agreements submitted by member countries and the Councils, in accordance with article 29 of the Constitution and article 138 of the General Regulations;
- 1.3** set the date for the entry into force of the Acts;
- 1.4** adopt its Rules of Procedure and the amendments to those Rules;
- 1.5** consider the comprehensive reports on the work of the Council of Administration, the Postal Operations Council and the Consultative Committee, covering the period from the previous Congress, presented by these respective bodies in accordance with articles 111, 117 and 125 of the General Regulations;
- 1.6** adopt the Union's strategy;
- 1.7** fix the maximum amount of the Union's expenditure, in accordance with article 21 of the Constitution;
- 1.8** elect the member countries to sit on the Council of Administration and the Postal Operations Council;
- 1.9** elect the Director General and Deputy Director General;
- 1.10** set in a Congress resolution the ceiling of the costs to be borne by the Union for the production of documents in Chinese, German, Portuguese and Russian.

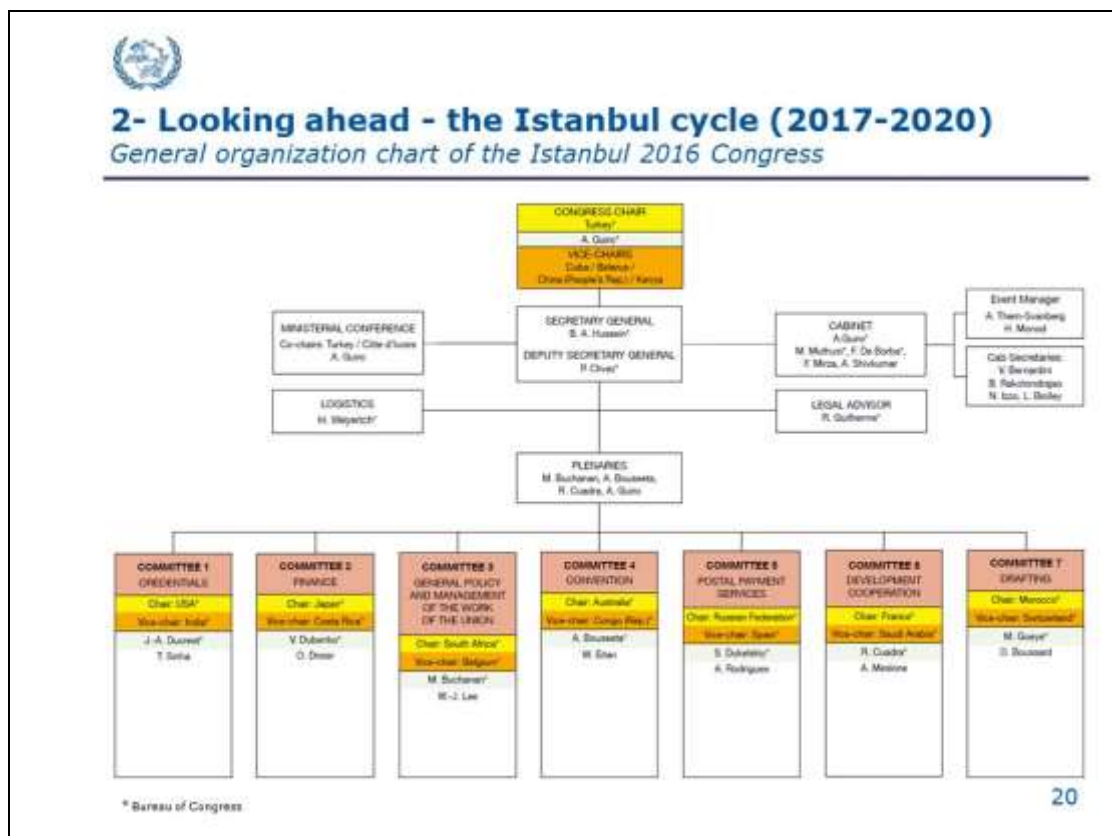
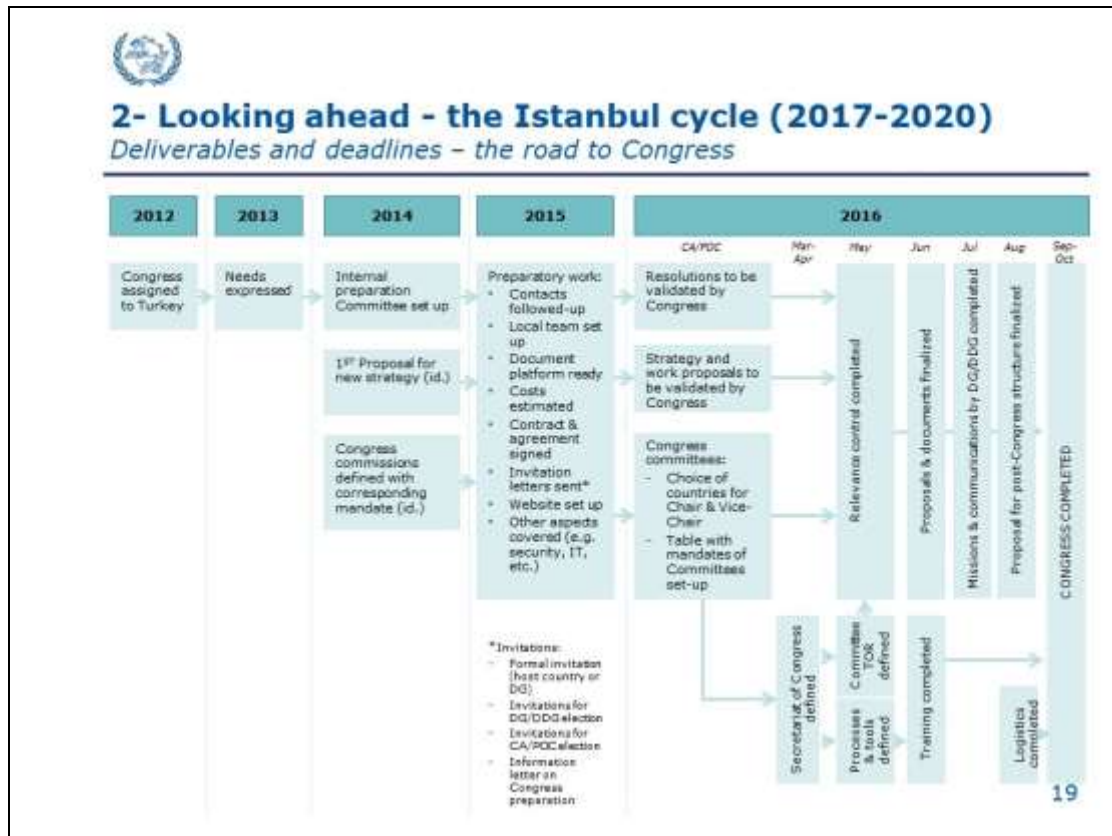
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2- Looking ahead - the Istanbul cycle (2017-2020)
Functions of Congress vs mandates of Committees

Committee	Indirect	Direct
C1 - Credentials	All	None
C2 - Finance	1.2, 1.4, 1.6	1.5, 1.7, 1.10
C3 - Work of the Union	1.3	1.1, 1.2 (Const. & Gen. Reg.), 1.5
C4 - Convention	None	1.2 (Convention & Agreement)
C5 - Financial services	1.1, 1.2, 1.6	1.5
C6 - Development & cooperation	1.1, 1.2, 1.6	1.5
C7 - Drafting	All	None
Plenary	None	All

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3- Upcoming events

CEO Forum and Ministerial Conference

UPU First World CEO Forum

Paris, 6 September 2016



UPU 2016 Ministerial Conference

Istanbul, 4 October 2016





3- Upcoming events

UPU First World CEO Forum






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**Leading Postal
Growth in an
Environment of
Disruptive
Innovation**

Paris, 6 September 2016

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3- Upcoming events


CEO Forum: 4+1 panels addressing the concerns of CEOs

Morning Theme: Strategic positioning in the fast-evolving e-commerce competitive landscape


Afternoon theme: Postal products and services in the digital economy




Panel 1:
E-commerce as a profitable ecosystem for Posts: Challenges, opportunities and solutions




Panel 2:
E-retailers and e-marketers: Customers or competitors?



Lunch with keynote address:
Corporate branding and leadership communication through social media



Panel 3:
Postal financial services in the digital era



Panel 4:
Role of big data in postal transformation and business

Closing Session:
Postal value chain: Thinking beyond borders

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3- Upcoming events

UPU 2016 Ministerial Conference



Istanbul, 4 October 2016



**Delivering
Sustainable
Development:
Connecting Citizens,
Businesses and
Territories**

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3- Upcoming events

Ministerial Conference: 3+1 sessions addressing the concerns of Ministers



**Session 1: Fostering
development through
social and financial
inclusion**



**Session 2: Facilitating
and Driving Trade**



**Session 3: Unlocking the
potential of the Post in a
digital economy**

**Closing Session:
Posting the future: A global coalition for
transformation**

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Any questions?