October 2016

Briefing
IGTC online poll
Adoption of electronic documentation in the grain trade

Poll in English here
Poll in Spanish here
Poll in Portuguese here
IGTC Working Group work plan here (v. August 2016)

In July 2016 the IGTC's Working Group agreed to extend its work plan into 2017, with a strong focus on communication activities and the exploration of new tools to convey the evolution of industry innovation and uptake of electronic trade documentation.

One such tool was the launch on 11th August of an anonymous, confidential online poll to garner data on the uptake of such electronic trade documentation. At the very least, the results of the poll are intended to give a snapshot of how the technology is currently perceived among the IGTC's global participants.

All IGTC members received the survey and were invited to share it with relevant companies in their networks. Participants were asked to complete just one survey per company, and consider only import and export transactions. It was highlighted that all responses will be treated with the utmost confidentiality and only seen by the IGTC Secretariat.

Thanks to IGTC industry volunteers, the poll has been translated into Spanish and Portuguese. There may be appetite to translate it into other languages in the coming weeks.

KEY FINDINGS
Over half – 67% of respondents confirm they are currently using electronic trade documentation;
  ➢ Adoption began **no more than three years ago**, and has continued well into 2016, with the most recent adoption reported three months ago;
  ➢ **No respondents** currently use electronic documents for all transactions.
  ➢ Half of respondents stated they aim for at least 50% of their transactions to move to electronic documentation by 2018.
  ➢ **Over half – 67%** of respondents stated they plan for the wholescale adoption by 2025 i.e. a rate of 75-100% of electronic trade documentation for all documents in one transaction.

RESPONSES TO INDIVIDUAL QUESTIONS:
  1. **Is your business a current user of electronic trade documentation**?
  • 67% responded YES

- <u>25%</u> responded NO
- <u>8%</u> responded OTHER

Examples listed: EBLs, quality certificates, weight & grade certificates.

2. When did you begin adoption?
- Three years maximum length of time.
- Three months shortest length of time.

3. What percentage of your import/export transactions are currently conducted where any one document could be considered an electronic trade document?
- <u>42%</u> responded 0-5%
- <u>25%</u> responded 5-25%
- <u>8%</u> responded 25-50%
- <u>0%</u> responded 50-75%
- <u>25%</u> responded 75-100%

4. What percentage of your import/export business is currently conducted where all of the documents in a transaction could be considered electronic trade documents?

- <u>67%</u> responded 0-5%
- <u>17%</u> responded 5-25%
- <u>8%</u> responded 25-50%
- <u>8%</u> responded 50-75%
- <u>0%</u> responded 75-100%

5. What is your target for the adoption of electronic trade documentation for all documents in a transaction by <u>2018</u>?

- <u>0%</u> responded 0-5%
- <u>34%</u> responded 5-25%
- <u>25%</u> responded 25-50%
- <u>25%</u> responded 50-75%
- <u>8%</u> responded 75-100%
- <u>8%</u> responded OTHER

6. What is your target for the adoption of electronic trade documentation for all documents in a transaction by <u>2025</u>?

- <u>0%</u> responded 0-5%
- <u>8%</u> responded 5-25%
- <u>17%</u> responded 25-50%
- <u>8%</u> responded 50-75%
- <u>67%</u> responded 75-100%