



#15 Estate LaGrange ~ PO Box 3171 Frederiksted Saint Croix USVI 00841 340.244.4362

FOR IMMEDIATE RELEASE

Contact: Michelle Garcia
Inner Circle Logistics, Inc.

Phone: 786-207-2592
Email: mgarcia@iclogistics.com

ICLogistics and Macedonian Customs successfully complete a USTDA Pilot Project for trade facilitation and business competitiveness

Skopje, Macedonia (October 3, 2008) – Inner Circle Logistics (ICLogistics), a supply chain focused net-centric data and document management solutions firm with its international headquarters in Saint Croix, USVI, and Customs Administration Republic of Macedonia (CARM) has successfully completed a pilot project demonstrating a powerful web-based solution that creates a “single window” for data and document exchange along Corridor X. The solution, implemented using a grant provided by the U.S. Trade and Development Agency (USTDA), provides a viable mechanism to increase trade capacity in South East Europe (SEE) along Corridor X, an East-West trade corridor identified by the European Union (EU) as one of the five most important strategic transport routes in Europe. The project’s goal of demonstrating an ICT-based trade facilitation solution that will simplify transit documentation requirements through a regional “single window” entry system for the Customs Administrations of Macedonia, Serbia and Bulgaria leads to positive growth outcomes for the private sectors of each respective country. The TDA Pilot successfully demonstrated the goals and objectives set forth at the Project’s beginning and provided a demonstrated solution that positively impacts global trade in three critical areas: costs, standards, and border crossing procedures.

From project inception, the many facets beyond the technical details necessary to implement a regional trade facilitation solution were also engaged. These important tasks included progress in the areas of the policy and regulatory environment surrounding regional trade, data harmonization, political and stakeholder buy-in, and marketing and understanding of the solution provided. During the Project lifecycle a complete regulatory and policy assessment was conducted by the Activity for Innovation & Economic Growth. This is of critical importance when considering that Bulgaria, Macedonia, and Serbia operate in different regulatory environments that are not always in line. This assessment included policy recommendations that would make adoption of innovative technologies a priority and improve on the level of interaction between the three countries.

On July 1st the fully integrated regional cross border trade facilitation solution was successfully demonstrated, greatly simplifying the process for the business community and allowing greater cooperation between SEE neighbors on strategic issues. Owing to net-centric processes, the solutions tool kit puts real integration in the grasp of SMEs, with limited information and communication technology (ICT) and financial resources, while simultaneously providing the ability for governments to share trade data among border agencies and with their counterparts across borders, offering further reductions in border wait times, improved shipment security, and reduced corruption. The solutions are built on ICLogistics’ flagship product Scarborough FairSM and integrate passive radio frequency identification (RFID), global positioning system (GPS), and biometric authentication technologies into a holistic supply chain solution.

The solution integrates these technologies with the added flexibility of combining data elements with electronic trade documents that can be entered and distributed in multiple languages for data reporting that is designed to be operations oriented. The solution provides the connectivity required to complete the "last mile" of supply chain integration in an inexpensive and easy-to-use format. It delivers significant cost savings, international reach and an unprecedented level of access to critical information by combining a B2B technology model with a unique process for B2G and G2G data and document exchange. “Our business

process patented [*U.S. 7,155,455 B2*] trade facilitation solution is leading the way in both capability and accessibility,” says John A. Clendenin, Chief Executive Officer of ICLogistics. “We are not aware of anyone that can offer this kind of integrated solution, working across multiple software platforms, languages, and document types, that is feasible for a small or medium enterprise to implement and powerful enough for a large corporation or government.”

These outcomes can provide immediate impact on trade volume and support for trends in growth of East-West trade, resulting from government revenue generation from trade and the overall rate of economic growth with associated tax revenues. This impact supports private sector growth by increased access to the global supply chain thereby creating new business opportunities, leading to healthy competition and positive pricing effects on national and international markets, and creating regional demand for skilled workers that counteract “brain drain.” The positive externalities that result from this trade facilitation solution support ongoing developmental efforts by the international community in SEE countries by providing improvements to ICT Infrastructure, Market Reform, improvements in Human Capacity, and Technology Transfer and Productivity Enhancement.

To ensure sustainability of the technology and processes introduced during the Project, three conferences were organized to disseminate Project findings to key stakeholders during the project cycle using the Supply Chain Centers of Regional Excellence (SCcORE) model. SCcORE represents a private-public partnership structure to institutionalize the concepts of supply chain management and technical innovation as drivers to improved trade facilitation. These Centers of Excellence will enable the technology transfer, training and business process infrastructure to support the USTDA’s effort in the Region as well as WB, USAID, and WCO regional initiatives in cross-border trade and supply chain integration. SCcORE will play a central role in fostering the competitiveness of SMEs incorporating the countries of Macedonia, Bulgaria and Serbia with the intention to include other countries and locations in the future. In addition, the Centers will partner with other educational institutions around the world for collaboration and competitive benchmarking efforts.

Conferences were organized in each of the participant countries, each focusing on the three pillars of the Project: trade policy and regulation, innovation and technology, and supply chain operational management. The first of these conferences was held in March, 2008 in Blagoevgrad, Bulgaria on the campus of the American University Bulgaria. This conference’s theme concerned policy and management. The second conference, organized in May, 2008, was held in Skopje and Ohrid Macedonia on the campuses of the Faculty of Mechanical Engineering and the Faculty of Tourism and Customs Administration. This conference focused on technical innovation and ICT tools. The third and final conference was held at the Faculty of Traffic and Transport Engineering in Belgrade Serbia. This conference focused on the operations of trade facilitation and global supply chains.

About USTDA

USTDA advances economic development and U.S. commercial interests in developing and middle-income countries. The agency funds various forms of technical assistance, early investment analysis, training, orientation visits and business workshops that support the development of a modern infrastructure and a fair and open trading environment. USTDA’s strategic use of foreign assistance funds to support sound investment policy and decision-making in host countries creates an enabling environment for trade, investment and sustainable economic development. In carrying out its mission, USTDA gives emphasis to economic sectors that may benefit from U.S. exports of goods and services.

About ICLogistics

ICLogistics provides the connectivity required to complete the "last mile" of supply chain integration in an inexpensive and easy-to-use format. It delivers significant cost savings, international reach and an unprecedented level of access to supply chain information to large corporations and small and medium enterprises (SMEs) by combining a business-to-business (B2B) technology model with a patent-pending process for exchanging inventory and supply chain data. ICLogistics combines Web-enabled data and document management with the integration and information management capabilities of enterprise resources planning (ERP) to power full supply chain integration. www.iclogistics.com.