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**BUSINESS CLIMATE
REFORM**



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Gathering Information

The Key to Good Analysis

Robert Holler





Definitions Revisited

- Analysis
 - The separation of an intellectual or material whole into its constituent parts for individual study.
 - The study of such constituent parts and their interrelationships in making up a whole.
 - A spoken or written presentation of such study
- Context: the circumstances in which an event occurs; a setting.



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What is it we really want to know?

- What happened in the past?
- What's happening now?
- What might happen in the future?
- Historical Analysis
- Predictive Analysis



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Sources of Information

- Internal Customs Sources
- Internal forms and databases
- Other government departments
- Other Customs administrations
- Commercial and public sources
- Other sources



The International Supply Chain

ORDER	TRANSPORT	CUSTOMS	PAYMENT
IMPORTER	FORWARDER	CUSTOMS	BANK
EXPORTER	TRANSPORTER	HEALTH AUTHORITIES	FINANCIAL INSTITUTION
INSURANCE COMPANY	CARRIER	PORT MANAGEMENT	OTHERS
CHAMBER OF COMMERCE	SHIPPING LINE	BROKERS	
AGENT	INSPECTION COMPANY (PSI)	OTHERS	
LICENSING AGENCY	INSURANCE COMPANIES		
EMBASSIES	OTHERS		
CREDIT CHECKING COMPANY			
OTHERS			



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Internal Customs Sources

- Uniformed Officers in the field
- Regional Offices
- Investigators
- Post Audit Officers
- Tariff and Classification Specialists



Internal Information

- Analysts must be able to
 - “Mine” data from automated system
 - Develop and produce analytical reports
 - Retrieve examinations results
- Analysts must have access to
 - Seizure and penalty reports
 - Intelligence and investigative reports



Other Government Departments

- Border Police or Immigration Service
- Police Intelligence Unit
- Phytosanitary - Agriculture,
- Veterinary Inspection
- Who else?
- May require MOU's/MOA's



Regional Cooperation

- Legal Restrictions
 - Creation of bi-lateral treaties
 - Exchange of confidential or personal data
- Unbounded Opportunities
 - Personal Relationships
 - Gentlemen's Agreements
 - Common Sense



Regional Cooperation

- Joint seminars or conferences
- Problem solving experience
- Simplification of work
- Statistical data exchange
- False document dissemination
- Pictures of smuggling trends
- Joint action plans



Commercial and Public Sources

- Importers and exporters
- Brokers
- Freight Forwarders
- Airlines, Railroad and Trucking Company personnel
- Trade Organizations



Other sources

- The internet
- The media
- Business journals
- Subscription services



Practical Exercise

- Break into small groups.
- Review the materials in Module 4 of your Participant's Handbook in Information Development, Analysis and Targeting.
- Be prepared to make a 10 minute gap-analysis oral presentation.