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TAPRII
TECHNICAL ASSISTANCE
FOR POLICY REFORM

USAID CUSTOMS TRAINING SUPPORT PROPOSAL: 2006-2007

Prepared in consultation with the
Customs Reform Unit / Egyptian Customs Administration

June 2006

This publication was produced for review by the United States Agency for International Development. It was prepared by the USAID-funded TAPRII project.

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TECHNICAL ASSISTANCE FOR POLICY REFORM II

CONTRACT NUMBER: 263-C-00-05-00063-00

BEARINGPOINT, INC.

USAID/EGYPT POLICY AND PRIVATE SECTOR OFFICE

JUNE 2006

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USAID CUSTOMS TRAINING SUPPORT PROPOSAL: 2006-2007

1. INTRODUCTION

Both the Egyptian Customs Authority (ECA) and USAID recognize the significant role that training plays in meeting the objectives of the TAPR II Component “A” trade facilitation objectives. The TAPR II program recognizes that a “strong training program tied to continuous improvement of performance” is essential to creating a modern and efficient Customs Authority capable of applying sophisticated, automated customs programs so as to:

- Avoid distortions likely to prejudice the proper functioning of the market which might arise owing to variations in the way customs procedures are applied in various parts of the customs territory
- Protect financial interests
- Provide equivalent level of protection to citizens and economic operators, wherever customs clearance formalities may be carried out, while ensuring the necessary smooth flow of international trade operations.

The TAPR II work program will assist in addressing the ECA training needs by supporting the Customs Reform Unit (CRU) and the ECA to provide for the development of comprehensive training plans and objectives through 2009. Special attention will be given to ensuring that the capacity to continue the training planning cycles after 2009 is developed.

Finally, specific training initiatives deemed crucial to the success of the reform program will be supported throughout the TARP II initiative and incorporated as part of the regular ECA training cycle.

This paper presents a series of training initiatives that have been identified by the ECA as proposals for support by the by USAID/TAPR II through 2006-2007.

The main objectives of the activities outlined in the Training Support Proposal are the following:

- Ensure consistent, uniform, and proper application of customs procedures;
- Increase trade facilitation and ensure application of international standards
- Improve efficiency of customs processing in order to speed up clearance of imported goods;
- Provide training to more than 1100 Customs Managers and Officers;
- Establish within the ECA, a core of trainers capable of providing customs training;
- Develop a set of training manuals to be used by the NCTI for internal training.

Several of the initiatives listed here have already been agreed to by USAID. These, along with the pending initiatives if approved and agreed to by USAID, will be incorporated, along with training initiatives to be funded by other donors and the ECA directly, into the overall ECA 2006-2007 training plan.

2. BACKGROUND AND APPROACH

These Training proposals are specifically chosen and designed to support the TAPRII Customs Reforms and trade facilitation objectives. They both build upon and expand on the earlier training efforts undertaken by USAID programs. In order to avoid duplication, they have been coordinated with the training efforts of the EU TEP-C project and the ECA's own training initiatives delivered through the National Customs Training Institute (NCTI).

For the most part, the training proposals are aimed at delivering practical in-depth training and are designed to build on the previous more theoretical and general training initiatives. Where practical and possible, workshop formats will be adhered to. The proposed training is aimed at promoting sustainability through train the trainer approaches and overall curriculum development within the NCTI

Candidate selection will be based on a series of objective criteria that will include: Training of candidates will be coordinated with other donors; candidates will be selected nationally and training will reflect ECA priorities and work flows. Those actually responsible for carrying out an ECA function will be given priority when training for that function is provided. Emphasis will be given to encouraging women to participate on the training sessions.

3. COSTING

The costing estimates are all inclusive. They provide for the cost of renting training facilities, providing lunches and tea breaks, audio-visual equipment, note pads, transportation, translating services, delivery assistance from the CRU and lodging when required. These estimates are based on historical records kept by the CRU.

The total daily cost of providing training for a single ECA Employee averages \$40 per day. If lodging is involved the cost averages \$65 per day.

Actual costs are used when the training is all-inclusive and provided by a third party such as the Arab Academy or Computer Training Associates.

Overseas study tours are individually estimated.

The cost of the trainer is also included when the training is not part of the on-going duties of the resident USAID TAPRII advisors. An effort has been made to estimate on a daily basis the total cost of providing for a short-term foreign expert trainer.

4. EVALUATION OF CURRENT TRAINING NEEDS AND DELIVERY PROPOSALS

4.1 COMPUTER TRAINING MODULES

The ECA is committed to a vigorous automation program. This will require the training of employees in the basic skills needed to handle both simple and sophisticated IT applications. While all sectors of the ECA will be affected, it is imported that those areas that provide the basic customs functions of reporting, accounting and release have the skills needed to accurately enter and manipulate data to ensure that the automated customs

program meets the expectations and needs of the Egyptian Government and its clients and stakeholders. USAID-assisted Computer training must accordingly be prioritized for those employees working in the newly established Modern Customs Complexes (MCCs) and the supporting Central Manifest Departments.

The CRU Training Committee has recommended that the basic computer training be organized through the National Customs Training Institute (CTI) and its regional branches in Port Said, Suez, Cairo and Damietta. Each site, including the main site in Alexandria, would be equipped with twelve PC computers and in the first instance, contracted IT trainers would provide courses. This approach would have the advantage of supporting the development of the capacity, curriculum and role of the NCTI while providing on site and sustained training. Interruptions to work schedules would be minimal and this long-term training initiative would be institutionalized within the ECA. Training costs would also be reduced. Estimated cost is for instructors to be contacted through the NCTI.

It is also important that a professional IT capacity within the ECA be further enhanced and developed. This will require dedicated training efforts for the IT maintenance, development and management staff in technical and systems development, maintenance, programming and problem shooting and solving.

It is equally important that the senior management within the ECA understand the application of automation within a modern customs environment, especially as it applies to risk management. An overseas study tour to Chile has been proposed in this regard.

Duration: see below.

Provider: National firm.

Participants: Employees with little or beginning, computerization knowledge and skills.

Objectives: to familiarize the participants with computer operation and the application of the following Office Software Packages: MS Windows/Internet, Word, Excel, Power Point, Project, and also with SPSS Statistics.

Prerequisites: ECA Employees

Computer modules:

Basic computer skills and the application of:

Windows & Internet:	3 days	500 participants X \$ 65.00 = \$ 32500.00
MS Word:	3 days	500 participants X \$ 65.00 = \$ 32500.00
MS Excel:	4 days	500 participants X \$ 65.00 = \$ 32500.00
SPSS Statistics:	4 days	500 participants X \$ 65.00 = <u>\$ 32500.00</u>

Total = \$130,000.00

IT technical and management training:

The courses listed below are necessary in order to prepare IT staff for the implementation of a new Customs Information System, starting January 2007. This plan focuses on critical

courses that should be completed by the end of this year. A broader training plan will be proposed for 2007.

Prerequisites: Experience in IT applications

Network Courses

Approximately 5 staff need network training. The key network courses include:

CCNA (Cisco Certified Network Administrator)

Duration = 9 days at an estimated price of \$1,700 per student.

Total Price = \$1,700 x 5 persons = \$8,500

CCNP (Cisco Certified Networking Professional)

Duration = 20 days at an estimated price of \$5,800 per student.

Total Price = \$5,800 x 5 persons = \$29,000

CCSP (Cisco Certified Security Professional)

Duration = 24 days at an estimated price of \$9,050

Total Price = \$9,050 x 5 persons = \$45,250

Database Courses:

Database Administration Training

Duration = 5 days at an estimated price of \$1,500 per student.

Total Price = \$1,500 x 5 persons = \$7,500

Database Performance Tuning

Duration = 5 days at an estimated price of \$1,500 per student.

Total Price = \$1,500 x 5 persons = \$7,500

Database Backup and Recovery

Duration = 3 days at an estimated price of \$1,000 per student.

Total Price = \$1,000 x 5 persons = \$5,000.

Operating System Courses:

SSUSE Linux Fundamentals

Duration 5 days at an estimated price of \$1,000 per student

Total Price = \$1,000 x 30 persons = \$30,000

SSUSE Linux Administration

Duration 5 days at an estimated price of \$1,000 per student

Total Price = \$1,000 x 6 persons = \$6,000

Advanced SSUSE Linux Administration

Duration 5 days at an estimated price of \$1,000 per student

Total Price = \$1,000 x 6 persons = \$6,000

Advanced MS Windows XP

Duration 5 days at an estimated price of \$1,000 per student

Total Price = \$1,000 x 10 persons = \$10,000

OST/Chile

Prerequisites: ECA Employees involved in risk management application

15 days 12 participants X 6000 = \$72,000

Total = \$226,750

4.2 MODERN MANAGEMENT TECHNIQUES

The ongoing structural reorganization of the ECA will only succeed if a central cadre of highly trained professional managers is available to shepherd and manage the implementation of the re- organization over the coming crucial years. A two-step approach in cooperation with the EU-funded TEP-C project has been developed. A series of short-term courses on modern management techniques will be provided by the TEP-C project through 2006-2007. These Courses will involve an element dealing with managing change. It is recommend that these be supported by two TAPRII training initiatives. The first initiative is aimed at ensuring the capacity exists within the new ECA HR structure to implement, manage and apply the new performance management and appraisal system. A series of short-term courses on application of HR Performance and Appraisal Systems will be delivered during the first quarter of 2007. Courses and lesson plans will be provided to the NCTI as part of their curriculum development. Train the trainer courses are provided for each segment

USAID will also sponsor 53 ECA employees from the middle and senior management ranks to attend MBA programs delivered by the Arab Academy. MBAs will be issued with specializations in Trade, Legal Affairs, HR and General Management. The Arab Academy has agreed to develop courses addressing Customs issues. These courses are a major investment to ensuring the quality of management within the ECA and to meeting the TAPRII objectives of components A and E.

4.2.1 APPLICATION OF HR PERFORMANCE APPRAISAL SYSTEMS

Duration: 4 days per event

Provider: Short-term Expert.

Participants: ECA employees chosen to work in the new HR General Directorate

Objectives: Train ECA HR employees in the implementation, management and application of an on-going HR performance appraisal system.

Perquisites: Trainers in train-the trainer course must have completed standard course

Application of HR Performance Appraisals:	75 participants X \$65X 4 = \$19500
Train-the-trainer Course.....	5 participants X \$40X 4 = \$ 800
Short-term expert.....	= <u>\$15000</u>
	Total \$ 35,300

4.2.2 ARAB ACADEMY MBA PROGRAMS

Duration: Two-year programs beginning May 2006

Provider: Arab Academy of Sciences and Technology

Participants: Qualified candidates from the senior management levels of the ECA

Objectives: Train ECA senior managers in the management of a modern organization charged with the delivery of high-profile government functions

Prerequisites: suitable University certificate/degree

MBA Legal.....	13 participants X \$2956.52 =	\$38,434.76
MBA HR/Management.....	33 participants X\$3873.87 =	\$127,837.71
MPA.....	6 participants X \$1391.30 =	\$ 8,347.80
.....	1 participant @ \$1043.47 =	\$ 1,043.47
Registration fees for 53 candidates	=	\$ 2,434.78
Book support.....	=	<u>\$10,000.00</u>
	Total	\$188,098.52

4.3 INTELLIGENCE/ENFORCEMENT AND ANTI-SMUGGLING

The trade facilitation results that are emerging from the TAPRII Customs reform program are to a large extent dependent on ensuring that the ECA has the capacity to develop and apply risk management criteria based on solid intelligence analysis. Without this capacity the integrity of the whole customs system is called into question. No effective intelligence or enforcement administrative area is currently operational within the ECA. Only informal systems are in place to support the anti-smuggling initiatives. The Commissioner of Customs has recently accepted proposals to create such an area pending the implementation of the Reorganization proposals. It is essential that basic capacities be built to ensure that the ECA is ready to apply the full range of risk assessment tools required for the delivery of an effective, facilitated trade regime.

4.3.0 BORDER APPLICATION AND ENFORCEMENT OF IPR LEGISLATION

Duration: 3 days

Provider: US Patent and Trademark Office - Conference in Bahrain

Participants: ECA officials involved in IPR border enforcement

Objectives: Develop capacities within the ECA to enforce IPR border provisions

Delivered May 2006 at an estimated cost of **\$5,100**

4.3.1 RISK ASSESSMENT, PROFILING AND SELECTIVITY FOR VESSELS AND SEA CARGO

Duration: 2 days per event

Provider: Resident long-term advisor on Intelligence and Anti-smuggling

Participants: Front-line ECA intelligence/anti-smuggling officers

Objectives: Develop risk assessment and intelligence capacities within the ECA while reducing incidents of smuggling and ensuring the integrity of sea ports

Prerequisites: ECA Employee

Risk Assessment profiling Vessels and Sea Cargo 80 participants X \$40X 2= **\$6,400**

4.3.2 RISK ASSESSMENT, PROFILING AND SELECTIVITY FOR LAND BORDER CROSSINGS

Duration: 2 days per event

Provider: Resident long-term advisor on Intelligence and Anti-smuggling

Participants: Front-line ECA intelligence/anti-smuggling officers

Objectives: Develop risk assessment and intelligence capacities with the ECA while reducing incidents of smuggling and ensuring the integrity of land borders

Prerequisites: ECA Employee

Risk Assessment profiling at land borders.... 20 participants X \$65X 2 = **\$2,600**

4.3.3 RISK ASSESSMENT, PROFILING AND SELECTIVITY FOR PASSENGERS

Duration: 2 days per event

Provider: Resident long-term advisor on Intelligence and Anti-smuggling

Participants: Front-line ECA intelligence/anti-smuggling officers

Objectives: Develop risk assessment and intelligence capacities with the ECA while reducing incidents of smuggling and ensuring the integrity of passenger programs

Prerequisites: ECA Employee

Risk Assessment profiling for passengers.....20 participants X \$65X 2= **\$2,600**

4.3.4 RISK ASSESSMENT, PROFILING AND SELECTIVITY FOR AIR CARGO AND AIRCRAFT

Duration: 2 days per event

Provider: Resident long-term advisor on Intelligence and Anti-smuggling

Participants: Front-line ECA intelligence/anti-smuggling officers

Objectives: Develop risk assessment and intelligence capacities with the ECA while reducing incidents of smuggling and ensuring the integrity of air cargo and aircraft customs applications

Prerequisites: ECA Employees

Risk Assessment profiling for air cargo and aircraft.... 60 participants X \$65 X 2= **\$7,800**

4.3.5 IMPLEMENTING AND MANAGING CUSTOMS INTELLIGENCE PROGRAMS

Duration: 5 days per event

Provider: Resident long-term advisors on Intelligence and Anti-smuggling

Participants: ECA intelligence/anti-smuggling managers

Objectives: Develop risk assessment and intelligence management capacities with the ECA training on the management and development of intelligence programs

Prerequisites: ECA managers or designated managers

40 participants X \$65 X 5= **\$13,000**

4.3.6 TRAIN - THE-TRAINER COURSE ON APPLICATION OF INTELLIGENCE SYSTEMS AND PROGRAMS

Duration: 5 days per event

Provider: Resident long-term advisors on Intelligence and Anti-smuggling

Participants: ECA intelligence/anti-smuggling NCTI officials

Objectives: Sustainability of risk assessment and intelligence management capacities in ECA training trainers on the application of Customs intelligence programs

Prerequisites: ECA Employees

20 participants X \$65 X 5= **\$6,500**

4.3.7 PRACTICAL RUMMAGE OF VESSELS

Duration: 5 days per event in the United Kingdom

Provider: UK Customs Intelligence and Anti-smuggling Unit

Participants: ECA intelligence/anti-smuggling officers

Objectives: Develop risk assessment and intelligence management capacities in the ECA.

Prerequisites: physically fit and designated or actual ECA enforcement employee

Practical training on sea vessel searches.....4 participants+ translator X 6000= **\$30,000**

4.3.8 PRACTICAL RUMMAGE OF AIRCRAFT

Duration: 5 days per event

Provider: UK Customs Intelligence and Anti-smuggling Unit

Participants: ECA intelligence/anti-smuggling officers

Prerequisites: physically fit and designated or actual ECA Enforcement employee

Objectives: Develop risk assessment and intelligence management capacities with the ECA

Practical training on aircraft searches 4 participants + translator X 6000= **\$30,000**

4.3.9 OBSERVATIONAL TOUR ON THE OPERATION OF INTELLIGENCE/ANTI-SMUGGLING CUSTOMS

Duration: 5 days

Provider: United Kingdom Customs Intelligence and Anti-smuggling unit

Participants: ECA intelligence/anti-smuggling senior officials

Objectives: Develop risk assessment and intelligence management capacities in the ECA.

Study tour on the operation of customs intelligence and anti-smuggling programs

Prerequisites: ECA management of designated management employee

4 participants X 4500= **\$18,000**

4.3.10 PRACTICAL AUTOMATION TRAINING FOR CUSTOMS INTELLIGENCE ANALYSTS

Duration: 3 days per event

Provider: Resident long-term advisors on Intelligence and Anti-smuggling

Participants: ECA intelligence/anti-smuggling officials

Objectives: Practical application of automated intelligence systems.

Prerequisites: ECA employee

Training on the application of intelligence programs 100 participants X 40 X 3= **\$12,000**

4.3.11 INTEGRITY WORKSHOPS

Duration: 3 days per event

Provider: Resident long-term advisors on Intelligence and Anti-smuggling

Participants: ECA middle and senior managers

Objectives: Develop approaches to improving integrity in the ECA.

Prerequisites: ECA manager or designated manager

Training on the development of integrity approaches... 100 participants X 40 X 3= **\$12,000**

4.4 CUSTOMS VALUATION TRAINING

Capacity remains to be built in the application of the WTO Customs Valuation Agreement. Various donor programs over the past years have provided basic customs valuation training to the ECA assessment officers. The valuation training under TAPR II will provide in-depth training and problem solving skills by working through practical and unique Egyptian valuation situations. The proposed valuation training will complement the Customs Valuation Risk Analysis training under the EU TEP-C initiative. Ensuring an adequate capacity to accurately apply the WTO Customs Valuation Agreement remains critical to Egypt meeting its WTO obligations and ensuring that the Minister of Finance's concern to achieve quality trade statistics is attained.

Customs Valuation Workshops on National Issues

Duration: 4 events @ 5 days per event

Provider: Resident long-term advisors

Participants: ECA Valuation Officers

Objectives: Develop capacity in the detailed application of the WTO Valuation agreement and improve the integrity of national trade statistics

Prerequisites: ECA Employee

Building capacity through valuation workshops...100 participants X\$40X 5 = **\$20,000**

4.5 TARIFF CLASSIFICATION

Accurate tariff classification remains crucial to the accurate application of duties and collection and recording of national and international trade statistics. Capacity to accurately and quickly apply tariff classification to imported goods remains to be built in the ECA. The CRU Classification Committee has identified a number of classification issues on which the ECA could benefit from additional training.

4.5.1 THE PRINCIPLES OF HS CLASSIFICATION: APPLYING THE HS RULES

Duration: 3 days per event

Provider: Resident national advisors

Participants: ECA Classification and Assessment officers

Objectives: Improve the capacity of the ECA to accurately and quickly classify goods.

Prerequisites: ECA Employees

Building capacity through classification training... 50 participants X \$65X 3= **\$9750**

4.5.2 CLASSIFICATION OF FOOD PRODUCTS

Duration: 3 days per event

Provider: WCO short-term expert

Participants: ECA Classification and Assessment officers

Objectives: Improve the capacity of the ECA to accurately and quickly classify goods through focused train-the-trainer programs:

Prerequisites: ECA Employee

10 participants X\$65 X 3 = \$1950

STE \$3330

Total: **\$5,280**

4.5.3 CLASSIFICATION OF CHEMICALS AND PHARMACEUTICALS

Duration: 3 days per event

Provider: WCO short-term expert

Participants: ECA Classification and Assessment officers

Objectives: Improve the capacity of the ECA to accurately and quickly classify goods through focused train-the-trainer programs:

Prerequisites: ECA Employee

10 participants X\$65 X 3 = \$1950

STE \$3330

Total: **\$5,280**

4.5.4 CLASSIFICATION OF GOODS WITHIN ELECTRONIC AND MECHANICAL CHAPTERS

Duration: 3 days per event

Provider: WCO short-term expert

Participants: ECA Classification and Assessment officers

Objectives: Improve the capacity of the ECA to accurately and quickly classify goods through focused train-the-trainer programs:

Prerequisites: ECA Employees

10 participants X\$65 X 3 = \$1950

STE \$3330

Total: \$5,280

4.5.5 CLASSIFICATION OF GOODS WITHIN NATIONAL SUB-HEADINGS

Duration: 3 days per event

Provider: WCO short-term expert

Participants: ECA Classification and Assessment officers

Objectives: Improve the capacity of the ECA to accurately and quickly classify goods through focused train-the-trainer programs

Prerequisites: ECA Employees

: 10 participants X \$65 X 3 = \$1950

STE \$3330

Total: \$5,280

4.6 APPLICATION OF THE CUSTOMS PROCEDURES FOR THE ADMINISTRATION OF THE RULES OF ORIGIN

Correct and accurate application of the Rules of origin is required to provide both accurate trade statistics and to ensure the proper application of regional trade agreements. The identification of the origin of goods and their component parts is also essential to ensuring that Supply Chain Management, Container Inspection Initiatives and risk management criteria can be properly developed and applied. It is proposed that the WCO be invited to deliver a series of introductory train-the-trainer courses on the customs administration of rules of origin regimes.

4.6.1 PRINCIPLES AND PRACTICAL APPLICATION OF RULES OF ORIGIN

Duration: 3 days Per event

Provider: WCO short-term expert

Participants: ECA Classification and Assessment officers

Objectives: to improve the capacity of the ECA to accurately and quickly determine the origin of goods through focused train-the-trainer programs.

Prerequisites: ECA Employee

Participants 25 X \$65 X 3 = \$4875

Short-term WCO expert..... \$3330

Total \$8,205

4.7 APPLICATION OF CUSTOMS BINDING RULINGS PROGRAMS

The application of Customs Binding Rulings Programs for Customs Classification, Valuation and Origin are conditions that are attached to both the Revised Kyoto Convention and facilitation measures suggested in the Doha Round. Binding advance rulings provide both transparency and certainty for the importer and administrative consistency for the customs authorities. The Minister has requested that a binding advance-ruling program be included in the Customs Executive Regulations. The Program currently does not exist in the ECA.

4.7.1 EGYPTIAN CUSTOMS LAW AND THE APPLICATION OF BINDING RULING PROGRAMS

Duration: 3 days per event

Provider: LTE

Participants: ECA Classification and Assessment officers

Objectives: Workshops to establish the framework for a Binding Rulings program

Building capacity through focused workshops

Prerequisites: ECA Employee

25 participants X\$65 X3= **\$4,875**

4.8 APPLICATION OF INWARD/OUTWARD PROCESSING, DRAWBACK, TEMPORARY IMPORTATION PROGRAMS

In 2002 the ECA assumed the administrative responsibility for a number of industrial incentive programs based on duties relief measures. Standard Operating Procedures and appropriate post audit programs have not been developed. The ECA has requested that a STE be brought in to work with the ECA to draft proposals for the application of the duty relief programs that could be further developed into a series of Ministerial recommendations at a series of participatory workshops. The workshops would also serve as administrative training forums.

Duration: 5 days per event

Provider: STE

Participants: ECA Duties Relief Program Officers

Objectives: Workshops to establish the framework for the new duties relief operating procedures and enhanced administrative capacities to ensure the enhanced and facilitated application of important national industrial incentive programs.

Prerequisites: ECA Employees

Building capacity through focused workshops	30 participants X\$65X5 =	\$9750
	STE	<u>\$15000</u>
	Total	\$ 24,750

4.9 MANAGEMENT AND APPLICATION OF AUTOMATED DECLARATION AND RELEASE CENTERS

The introduction of Modern Customs Complexes (MCCs) throughout the ECA is a major initiative of the TAPR II Customs Reform Project. The MCCs are designed to be a one-stop customs facility for the importer that will provide for the application of risk management, electronic receipt of documentation and client service center. They are the primary vehicles for introducing the proposed new automated customs system to the importers. The concept of a single point of assessment and release for a port or customs site is new in Egypt. Currently a port will have several assessment and release sites. This leads to inefficiencies and inconsistent application of program. It makes the management of integrity issues more difficult. The ECA believe that a study tour for the key managers responsible for the MCCs will be of enormous benefit to the initiative. Three study tours of 10 participants each.

Duration: 5 days per event

Provider: US Customs Service; Singapore Customs Service (to be finalized); Kingdom of Netherlands Customs service (to be finalized)

Participants: Key managers of MCCs

Objectives: Building capacity in the management and organization of MCCs.

Prerequisites: ECA Employee

Building capacity through study tour to the USA. 10 participants X \$4500 = **\$45000**

Building Capacity Through Study tour to Rotterdam. 10 participants X \$6000= **\$60000**

Building Capacity through Study Tour to Singapore. 10 participants X \$7000 = **\$70000**

5. TRAINING SUMMARY

Total Participants	2974
Total Participant Days	10869
Total Workshops	146
Short Course	22
Overseas Study Tours	8
Total Cost	\$989,758.52

OST: Observational Study Tour

SC: Short Course

C: Customized

OTS: Off-the-Shelf

WS: Work Shop

T: Tailored

Computer IT- Table

Estimated Dates	Title	Train Type	Proc Type	Language	Cat	Parts Event	Nos Event	Total Parts	Provider	Location	Days per Event	Nos Part Days	Budget US \$
01-05/ 30-06	Windows and Internet	WS	T	English		20	25	500	Local Firm	TBD	16 hours / 3 days	1500	\$32,500
01-05/ 30-06	MS Word	WS	T	English		20	25	500	Local Firm	TBD	16 hours / 3 days	1500	\$32,500
01-05/ 30-06	MS Excel	WS	T	English		20	25	500	Local Firm	TBD	24 hours/ 4 days	2000	\$32,500
01-05/ 30-06	SPSS Statistics	WS	T	English		20	25	500	Local Firm	TBD	24 hours/ 4 days	2000	\$32,500
01-10 / 31- 12	CCNA (Cisco Certified Network Administrator)	SC	1	English		5	1	5	Local Firm	TBD	9	45	\$8,500
01-10 / 31-12	CCNP (Cisco Certified Networking Professional)	SC	1	English		5	1	5	Local Firm	TBD	20	100	\$29,000
01-10 / 31-12	CCSP (Cisco Certified Security Professional)	SC	1	English		5	1	5	Local Firm	TBD	24	120	\$45,250

01-10 / 31-12	Database Administration Training	SC	1	English		5	1	5	Local Firm	TBD	5	25	\$7,500
01-10 / 31-12	Database Performance Tuning	SC	1	English		5	1	5	Local Firm	TBD	5	25	\$7,500
01-10 / 31-12	Database Backup and Recovery	SC	1	English		5	1	5	Local Firm	TBD	3	15	\$5,000
01-10 / 31-12	SSUSE Linux Fundamentals	SC	1	English		30	1	30	Local Firm	TBD	5	150	\$30,000
01-10 / 31-12	SSUSE Linux Administration	SC	1	English		6	1	6	Local Firm	TBD	5	30	\$6,000
01-10 / 31-12	Advanced SSUSE Linux Administration	SC	1	English		6	1	6	Local Firm	TBD	5	30	\$6,000
01-10 / 31-12	Advanced MS Windows XP	SC	1	English		10	1	10	Local Firm	TBD	5	50	\$10,000
TBD	Systems maintenance	WS	T	English		10	5	50	Local Firm	TBD	10 days	500	\$10,000
TBD	Systems Dev.	WS	T	English		5	5	25	Local Firm	TBD	10 Days	250	\$12,500
TBD	Programming	WS	T	English		10	5	50	Local Firm	TBD	20	1000	\$25,000
TBD	Automation national risk management Chile	OST		English/Arabic		10	1	10			15	150	\$72,000

OST: Observational Study Tour

SC: Short Course

C: Customized

OTS: Off-the-Shelf

WS: Work Shop

T: Tailored

Application of HR Performance Appraisal Systems													
Estimated Dates	Title	Train Type	Proc Type	Language	Cat	Parts Event	Nos Event	Total Parts	Provider	Location	Days per Event	Nos Part Days	Budget US \$
TBD	Application of HR Performance Appraisal Systems	WS	T	English Trans Arabic		25	1	25	STE	Alexandria	4	100	\$6,500 STE \$3,750
TBD	Application of HR Performance Appraisal Systems	WS	T	English Trans Arabic		25	1	25	STE	Cairo	4	100	\$6,500 STE \$3,750
TBD	Application of HR Performance Appraisal Systems	WS	T	English Trans Arabic		25	1	25	STE	Port Said	4	100	\$6,500 STE \$3,750
TBD	Train the trainer	WS	T	English Trans Arabic		5	1	5	STE	Alexandria	4	20	\$800 STE \$3,750

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MBA Middle and Senior Management Training Program													
MBA Legal													
Estimated Dates	Title	Train Type	Proc Type	Language	Cat	Parts Event	Nos Event	Total Parts	Provider	Location	Days per Event	Nos Part Days	Budget US \$
May2006 - May2008	MBA Course			Arabic			1	13	Arab Academy	Alexandria / Cairo TBD	4 Terms		\$38,434 registration \$608.69 books \$2,500
MBA General													
May2006 - May2008	MBA Course			Arabic			1	33	Arab Academy	Alexandria / Cairo TBD	4Terms		\$127,837.71 registration \$1,545.15 books \$6,346
MPA													
May2006 - May2008	MPA Course			Arabic			1	7	Arab Academy	Alexandria / Cairo TBD	4Terms		\$9,391.27 registration \$280.94 books \$1,154

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Intelligence / Enforcement / Anti-smuggling													
Estimated Dates	Title	Train Type	Proc Type	Language	Cat	Parts Event	Nos Event	Total Parts	Provider	Location	Days per Event	Nos Part Days	Budget US \$
July 2006	Risk assessment, profiling and selectivity for vessels and sea cargo front line officers	SC	T	English Trans Arabic		20	1	20	FE	Port Said	2	40	Requested TAPRII \$1,600
July 2006	Risk assessment, profiling and selectivity for vessels and sea cargo front line officers	SC	T	English Trans Arabic		20	1	20	FE	Suez	2	40	Requested TAPRII \$1,600
May 2006	Border Application and Enforcement of IPR legislation	OST	T	English Trans Arabic		3	1	3	FE	Bahrain	3	9	\$5,100 Delivered
July 2006	Risk assessment, profiling and selectivity for vessels and sea cargo front line officers	SC	T	English Trans Arabic		20	1	20	FE	Damietta	2	40	Requested TAPRII \$1,600
July 2006	Risk assessment, profiling and selectivity for vessels and sea cargo front line officers	SC	T	English Trans Arabic		20	1	20	FE	Alexandria	2	40	Requested TAPRII \$1,600

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Intelligence / Enforcement / Anti-smuggling													
Estimated Dates	Title	Train Type	Proc Type	Language	Cat	Parts Event	Nos Event	Total Parts	Provider	Location	Days per Event	Nos Part Days	Budget US \$
July 2006	Risk assessment, profiling, selectivity for officers at land border crossings	SC	T	English Trans Arabic		20	1	20	FE	TBA	2	40	Requested TAPRII \$2,600
July 2006	Risk Assessment, Profiling and Selectivity for Passengers	SC	T	English Trans Arabic		20	1	20	FE	TBD	2	40	Requested TAPRII \$2,600
TBA	Train the Trainer	SC	T	English Trans Arabic		20	1	20	FE	TBA	5	100	Requested TAPRII \$6,500
September 2006	Risk Assessment, Profiling and Selectivity for Air Cargo and Aircraft	SC	T	English Trans Arabic		20	1	20	FE	Cairo Airport	2	40	Requested TAPRII \$2,600
September 2006	Risk Assessment, Profiling and Selectivity for Air Cargo and Aircraft	SC	T	English Trans Arabic		20	1	20	FE	Alexandria Airport	2	40	Requested TAPRII \$2,600
September 2006	Risk Assessment, Profiling and Selectivity for Air Cargo and Aircraft	SC	T	English Trans Arabic		20	1	20	FE	Sharm El Sheikh Airport	2	40	Requested TAPRII \$2,600

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Intelligence / Enforcement / Anti-smuggling													
Estimated Dates	Title	Train Type	Proc Type	Language	Cat	Parts Event	Nos Event	Total Parts	Provider	Location	Days per Event	Nos Part Days	Budget US \$
November2006	Intelligence training and Risk for Intelligence Officers	SC	T	English Trans Arabic		20	1	20	FE	Alexandria	5	40	Requested TAPRII \$6,500
November2006	Intelligence training and Risk for Intelligence Officers	SC	T	English Trans Arabic		20	1	20	FE	Cairo	5	40	Requested TAPRII \$6,500
July 2006	Rummage of Vessels	OST	T	English			1	4	FE	UK	10	40	\$30,000
July 2006	Rummage of Aircraft	OST	T	English			1	4	FE	UK	5	20	\$30,000
August 2006	Intelligence, Organization and Development	OST	T	English			1	4	FE	UK	5	20	18,000 Approximate Cost
January 2007	Analyst Training	T		English Trans Arabic		20	5	100	FE	TBA	3	300	Requested TAPRII \$12,000
February 2007	Integrity Workshop	T		English Trans Arabic		20	5	100	FE	TBA	3	300	Requested TAPRII \$12,000

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Customs Valuation Training Program													
Estimated Dates	Title	Train Type	Proc Type	Language	Cat	Parts Event	Nos Event	Total Parts	Provider	Location	Days per Event	Nos Part Days	Budget US \$
14-18 and 21-25 May 06	In Depth Customs Valuation Workshop Addressing Unique Egyptian Valuation Issues	WS	T	English Trans Arabic		25	2	50	TAPR II RA	Port Said	5	250	Delivered TAPR II \$10,000
July 06	In Depth Customs Valuation Workshop Addressing Unique Egyptian Valuation Issues	WS	T	English Trans Arabic		25	1	25	TAPR II RA	Cairo	5	125	Requested TAPR II \$5,000
6-10 August 06	In Depth Customs Valuation Workshop Addressing Unique Egyptian Valuation Issues	WS	T	English Trans Arabic		25	1	25	TAPR II RA	Alexandria	5	125	Requested TAPR II \$5,000

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In-Depth Tariff Classification													
Estimated Dates	Title	Train Type	Proc Type	Language	Cat	Parts Event	Nos Event	Total Parts	Provider	Location	Days per Event	Nos Part Days	Budget US \$
TBD	Six Rules of HS Classification: Practical Applications	WS	T	Arabic		10	10	100	National Provider	National	3	300	\$6,000
	Classification of Goods Within HS chapters---	WS	T	English Trans Arabic		10	1	10	WCO STE	Alexandria	3	30	\$1,950 *STE \$3330
	Classification of Goods Within Chapters	WS	T	English Trans Arabic		10	1	10	WCO STE	Alexandria	3	30	\$1950 *STE \$3330
	Classification of Goods Within Chapters	WS	T	English Trans Arabic		10	1	10	WCO STE	Alexandria	3	30	\$1,950 *STE \$3330
	Classification of Goods Within National Subheadings	WS	T	Arabic		10	5	50	National Provider	Alexandria	3	150	\$1,950 *STE \$3330

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Application of Customs Procedures for the Administration of Rules of Origin													
Estimated Dates	Title	Train Type	Proc Type	Language	Cat	Parts Event	Nos Event	Total Parts	Provider	Location	Days per Event	Nos Part Days	Budget US \$
TBD	Principles and practical Application of rules of Origin	WS	T	English Trans Arabic		25	1	25	WCO/STE	Alexandria	3	75	\$4,875 *STE \$3330

Application of Customs Binding Ruling Programs													
Estimated Dates	Title	Train Type	Proc Type	Language	Cat	Parts Event	Nos Event	Total Parts	Provider	Location	Days per Event	Nos Part Days	Budget US \$
TBD	Egyptian Customs Law and the Application of Binding Ruling Programs	WS	T	English Trans Arabic		25	1	25	LTE	Alexandria	3	75	Requested TAPRII \$4,875

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Application of Inward/outward Processing, Drawback, Temporary Importation Programs													
Estimated Dates	Title	Train Type	Proc Type	Language	Cat	Parts Event	Nos Event	Total Parts	Provider	Location	Days per Event	Nos Part Days	Budget US \$
TBD	Application of Industrial Incentive Duty Relief Schemes	WS	T	English Trans Arabic		10	3	30	STE	TBD	5	150	\$9,750 *STE \$15,000

Application of Automated Declaration Processing and Releases Centers													
Estimated Dates	Title	Train Type	Proc Type	Language	Cat	Parts Event	Nos Event	Total Parts	Provider	Location	Days per Event	Nos Part Days	Budget US \$
TBD	On Site Review of Automated Declaration Processing and Release Centers	OST		English Trans Arabic		10	1	10	US Customs Service	New Jersey USA	5	50	Requested TAPRII \$45,000
						10	1	10	TBD	Rotterdam	5	50	\$60,000
						10	1	10	TBD	Singapore	5	50	\$70,000

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