



SENEGAL - Case Study

Background

Senegal is considered a model of Customs modernization. Our project started in 2001 when Cotecna won a re-tender for Pre-Shipment Inspection (PSI) services. As a result, a 2.5 MeV mobile scanner was installed for a period of one year in the port of Dakar for demonstration purposes. Following the success of the scanning tests, the Senegalese Government issued an international tender for scanner implementation.

Objectives: improve security in Senegalese ports, airports and land borders to facilitate legitimate trade and secure government revenues

Approach: utilize a combination of PSI, risk management, e-tracking and scanning services to improve security and speed up both inspection and Custom's processes

Results: improved trade, increased revenues and enhanced security

Approach

Cotecna successfully won this tender and Cotecna installed a 3.8 MeV mobile scanner with a steel penetration capacity of 260mm to complement the existing PSI program. In May 2004, Cotecna installed a second 3.8 MeV scanner. The selection of these scanners was the result of a detailed feasibility study carried out by Cotecna. This increased scope was supported by a Computerized Risk Management System (CRMS®), operated jointly by Cotecna and the Customs Administration.

In November 2007 an international tender was launched to provide additional scanners, PSI services and transit monitoring services (e-tracking).

Cotecna successfully won this tender and in 2008 signed a new exclusive inspection contract with the Government of Senegal. The contract awarded to Cotecna is a combined Pre-Shipment and Destination Inspection program, including the provision of additional scanning equipment, CRMS® and transit monitoring services to provide Customs with real time evidence of the location of transit trucks and containers. This new contract started on March 1, 2008; Cotecna installed two gantry and one portal 6.5 MeV scanners and a pallet scanner at the airport of Dakar.

Cotecna set up three offices at the north and south maritime ports of Dakar and at four border posts (Rosso, Kidira, Karang and Keur Ayip).

Cotecna's IT system is integrated into Orbus 2000®, (a Customs-Private JV), which is an electronic system dealing with import documents.

2009's Doing Business report has recognized Senegal as the top performer in cross border trading thanks to the introduction of many trade facilitation measures including risk management (www.doingbusiness.org).

Results

The three core benefits of using high energy scanners are; a reduction of clearance time, increased revenues and improved security.

Facilitation of trade

The implementation of the scanners in Senegal significantly reduced the time necessary for physical inspections (average of 12 min per container scanned) and also reduced the percentage of physical inspections prior shipment from 100% to 10%. This significant improvement of Customs' efficiency meant positive impacts for legitimate importers and exporters alike, rewarding compliance with faster clearance times.

Protection of revenue

More efficient collection of duties and taxes led to a positive impact on Customs' revenues and reduced costs due to a more efficient allocation of Customs' resources. **Customs' revenues doubled in seven years.**

Better security

The use of advanced technology to detect non-compliance and to enforce standards through product sampling techniques was the direct result of the integration of scanning services and Cotecna's Computerized Risk Management System (CRMS®)

Investment

Cotecna has invested more than EUR 10 million in scanning technology, an e-tracking system and infrastructure in Senegal over the past 9 years.