



**FIRST INTERGOVERNMENTAL  
GROUP OF EXPERTS  
ON E-COMMERCE AND THE  
DIGITAL ECONOMY**

**4-6 October 2017, Geneva**



**How can developed countries partner with developing countries, in the most impactful way, to maximize opportunities and address challenges relating to e-commerce and the digital economy?**

**Daniel C. Crosby**

**Chairman, Business for eTrade Development**



**The eTrade for all initiative enables developing countries to find out more easily what kind of assistance that is available from the international community in seven policy areas.**

**Member States, donors, international organizations and the private sector can all participate in and contribute to the resource.**

# B4eTD – Who are we??

1. Articulate private sector views on the gains from ecommerce and priority challenges to ecommerce development, so as to help governments, donors, and agencies prioritize efforts on ecommerce development.
2. Disseminate fresh solutions the private sector sees as key to undoing bottlenecks to ecommerce – through ideating policies, programs, and new development interventions and models on ways to drive ecommerce development.

# B4eTD – Who are we??

3. Actively facilitate the creation of public-private partnerships to advance ecommerce worldwide, such as in SME capacity-building, empowerment of women in commerce, and “etrade” facilitation.
4. Empower the private sector in developing countries with new data, ideas, and global best practices to best articulate their views on priorities for ecommerce development in their countries and regions.
5. Through rigorous data and metrics, monitor countries’ progress on ecommerce development throughout the world.

# 1. WHAT DO DEVELOPING COUNTRIES NEED IN ORDER TO BUILD COMPETITIVE ADVANTAGES THROUGH E-COMMERCE AND THE DIGITAL ECONOMY?

## 58. The Intergovernmental Group of Experts may wish to explore the following issues:

(a) What are the most relevant indicators to measure the readiness of countries to engage in and benefit from e-commerce and the digital economy?

(b) What are best practices to **engage all relevant stakeholders in developing policies** for the digital economy?

## continued...

(c) How can the Intergovernmental Group of Experts contribute to advancing consensus-building in relevant areas of **law reform, such as data protection and privacy**, and cybercrime?

(d) How can the Intergovernmental Group of Experts support the production of **relevant statistics** on the digital economy in developing countries?

## 2. WHAT CAN DEVELOPING COUNTRIES DO TO STRENGTHEN THEIR PHYSICAL AND TECHNOLOGY INFRASTRUCTURE?

- **66. The Intergovernmental Group of Experts may wish to discuss the following points:**
- (a) How to accelerate the roll-out of relevant **ICT connectivity, especially broadband connectivity**, in developing countries, including in rural areas;
- **(b) How to enable more efficient logistics to enable e-commerce domestically and across borders.**



### 3. HOW CAN DEVELOPED COUNTRIES PARTNER, IN THE MOST IMPACTFUL WAY, WITH DEVELOPING COUNTRIES TO MAXIMIZE OPPORTUNITIES AND ADDRESS CHALLENGES RELATING TO E-COMMERCE AND THE DIGITAL ECONOMY?

**74. The Intergovernmental Group of Experts may wish to explore the following issues:**

(a) Best practices for developed countries **[and companies]** to partner with developing countries to build the ability of the latter to engage in and benefit from e-commerce and the digital economy;

## continued...

(b) How to enable adequate **follow-up of rapid eTrade assessments in LDCs**;

(c) How to best **leverage eTrade for All** to facilitate effective capacity-building in relevant areas in developing countries.



Merci.

<http://business4etrade.org/>  
[info@business4etrade.com](mailto:info@business4etrade.com)

Thank you.

