

## **FRANCIS NORMAN LOPEZ**

Francis Norman Lopez is the President and CEO of InterCommerce Network Services, Inc. since December 1997, and now serving as the Chairman of the Pan Asian e-Commerce Alliance (PAA) Steering Committee for the period in 2015-2016. He worked in various government agencies, i.e., the National Economic and Development Authority, Philippine Export Council, Ministry of Trade and the Livelihood Corporation, and later moved to the private sector, i.e., the Philippine Exporters Confederation, EDINet Philippines and InterCommerce.

InterCommerce is a value-added service provider of the Bureau of Customs, Philippine Economic Zone Authority, Clark and Subic Freeport Zones, the Board of Investments and the Department of Agriculture, specifically the Bureau of Animal Industry, Bureau of Fisheries and Aquatic Resources, Bureau of Plant Industry, National Meat Inspection Services and the DA MAV Secretariat. In addition to enabling electronic transactions between traders and logistics services providers and the government trade regulatory agencies, InterCommerce has recently embarked on the development of systems for the automation of Customs bonded warehouse operations, and the exchange of the electronic Certificate of Origin and SPS Certificates.

The Pan Asian e-Commerce Alliance (PAA) was established in 2000, and currently composed on 11 service providers accredited by Customs and other trade regulatory government organizations in CIECC in China, TradeLink in Hongkong, PT EDII in Indonesia, NACCS in Japan, KNet in Korea, TEDMEV in Macau, Dagangnet/DNeX in Malaysia, InterCommerce in Philippines, CrimsonLogic in Singapore, TradeVan in Taiwan and CAT Telecoms in Thailand. The PAA aims to promote and provide secure, trusted, reliable and value adding IT infrastructure and facilities to enhance seamless trade globally, serving more than 340,000 subscribers across the region.

Mr. Lopez has been instrumental in the development and implementation of the Pan Asia Exchange (PAE), the PAA B2B E-Commerce Marketplace. To differentiate from other e-marketplaces, the PAE is envisioned as a trusted neutral marketplace for SMEs, supported by members of PAA with the ability to verify suppliers and their trade transactions, knowledgeable in Customs and trade processes, and collaborating with other supply chain, logistics and service providers. During the APEC SME Workgroup during its meeting in Iloilo, Philippines, he proposed that the PAE as a secure and reliable platform for buyer-seller matching among the APEC member countries.

He has done consulting work at the UNESCAP, recently participating as resource person on the drafting of the Regional Agreement on Paperless Trade Facilitation. Likewise, he has joined the United Nations Network of Experts for Paperless Trade and Transport in the Asia and the Pacific (UNNEXT), contributing to initiatives on the agri-food supply chain and electronic SPS exchange. Last April 2016, he participated in the UNCITRAL Colloquium on the Identity Management and Trust Services, presenting the PAA Legal Framework as a model for a secure exchange of information.

Likewise, he was engaged by Nathan Consulting for his expertise on business process analysis, electronic Certificate of Origin and electronic SPS exchange, in the implementation of the ASEAN Single Window.

He is a graduate of Economics at the University of San Carlos, Cebu City, with a Certificate in Development Economics from the School of Economics, University of the Philippines, Diliman, Quezon City. He has completed the academic requirements for his Masters in Business Administration at the De La Salle University, Manila.