



VIETNAM POST

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# VIETNAM POST'S IPP APPROACHING TO MARKET

**PART 1 – E.commerce in global vision and in Vietnam**

**PART 2 – Business Strategy and Vietnam Post's IPP  
approaching to market.**

**PART 3 – Challenges.**

# PART 1: E.commerce in global vision and in Vietnam

# PART 1 – E-COMMERCE in global vision



9,7% retail revenue in 2017  
was from online shopping  
website

*Include:*

- UK: 14%
- USA: 11%

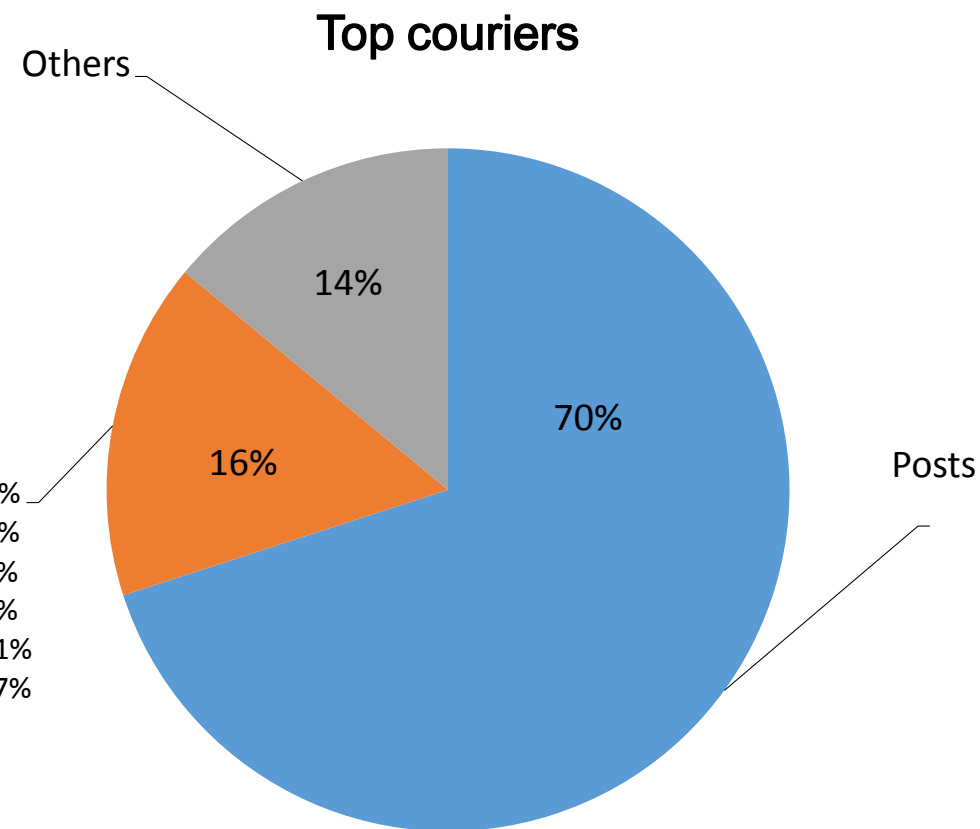
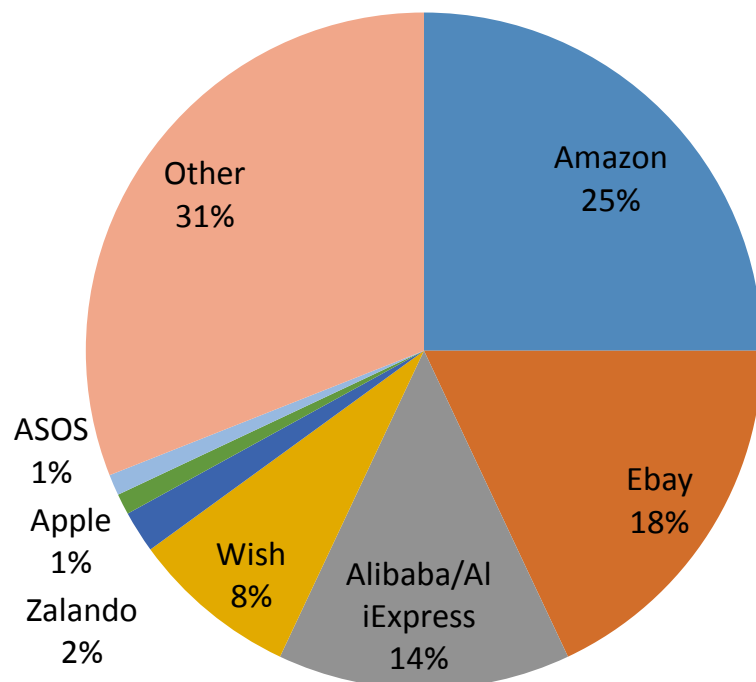
- Countries in APPU:

- + China: 11%
- + India: > 5%
- + SG, NZ: ~5%
- + HK: ~ 3%
- + TH: ~2%

\* According to Google and Temasek, global ecommerce market in Southeast Asia reached 11 billion USD in 2017, increased 41% compared to 2015.

\* Vietnam is one of the market with highest speed in Southeast Asia, gaining 33%.

**Top 4 retailers: Amazon, Ebay, Alibaba, and Wish are the retailers accounted for 2/3 cross border e-commerce trade.**



## PART 1 –E-COMMERCE in Vietnam

- In 2017, Alibaba invested 1 billion USD in **Lazada**, increased total capital of 83% Alibaba owned at Lazada.
  - JD - competitor of Alibaba at China market invested 44 million USD in **Tiki**. The new wind brought the electronic payment Alipay, through the corporate with NAPAS Vietnam.
  - DHL eCom join the e-commerce delivery market of Vietnam since 2017.
  - 2017 is also the year that many big name in e-commerce “gone away”
    - Ebay has not officially appear in Vietnam market yet.
    - Zalora officially changed the name to Robins Vietnam.
- The opportunity for courier enterprises to provide logistic service, **including Vietnam Post** for e-commerce enterprises to reach the international market.

### Top fanpage with most like



## **PART 2 – Business Strategy and Vietnam Post's IPP approaching to Market**

## Period 2018-2020 of Postal service + Postal finance service + Distribution

Revenue: ~ 886 million USD,  
in which *Postal Service takes up 38,3%*.  
Target to complete revenue target  
before 2020 deadline approved by MIC

2018

2020

### **MIC'S APPROVAL:**

Revenue: ~ 1 billion USD,  
in which *Postal Service takes up 52,5%*

### **TARGET OF VNPOST:**

Revenue: ~1,3 billion USD in which Postal  
Service takes up 52,5%





Customer	Need of customers	Service
C2C	<ul style="list-style-type: none"> <li>- Expecting to drop off, cheap rate, delivery standard not so strict.</li> <li>- Sending with plenty goods</li> <li>- Hard to approach order app.</li> </ul>	USO Letter Post Parcel Post
B2B – SMEs	<ul style="list-style-type: none"> <li>- Expecting to pick up at customers' address, favorable rate, strict and short delivery standard, tracking events, after sale.</li> <li>- Sending with standard goods</li> <li>- Approach order app, creating bill.</li> </ul>	Express service
B2C – Ecommerce customers	<ul style="list-style-type: none"> <li>- Expecting to pick up at customers' address, favorable rate to save cost, clear delivery standard, tracking events, after sale</li> <li>- Sending with plentiful goods</li> <li>- Approach order app, creating bill.</li> <li>- Particular product for ecommerce.</li> </ul>	Letter Post Parcel Post Express Ecommerce Product?





-Postal Law No 49/2010/QH12 – issued in 2010 provides for postal operations; organizations and individual's rights and responsibilities relating to postal operations and postal management of the state.

- Apply to organization and individuals involved in postal operations in Vietnam

Postal Law is open and



support to Vietnam  
Post to deploy IPP

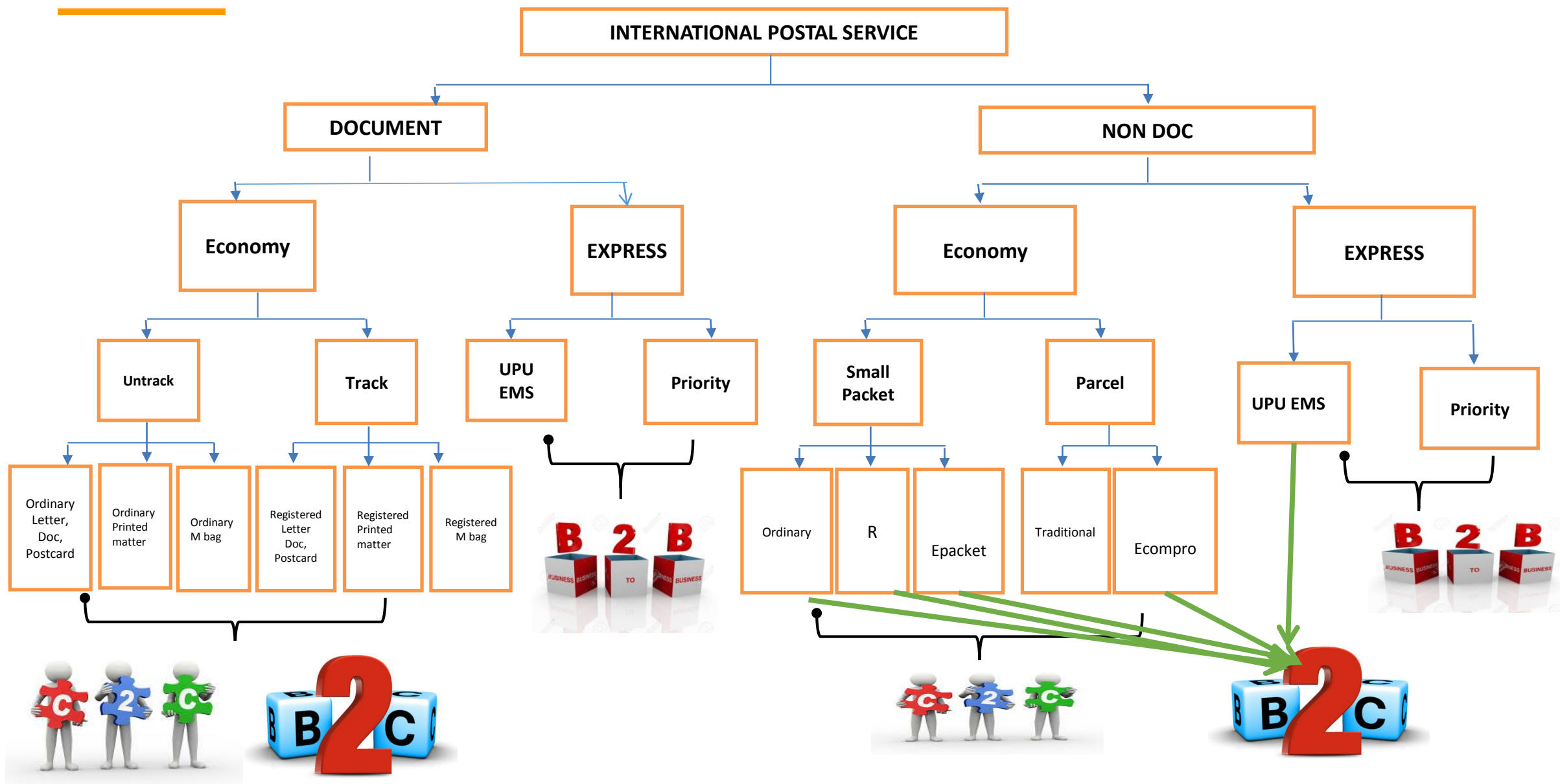
Chapter I- Article 3.2: *“Shipments include letters, packages, shipments accepted, transported & delivered legally via postal networks”.*

Chapter I – Article 3.4: *“Public postal services refer to postal services provided upon request by the State, icld common postal services, postal services for national defense, security, and other special purposes”*

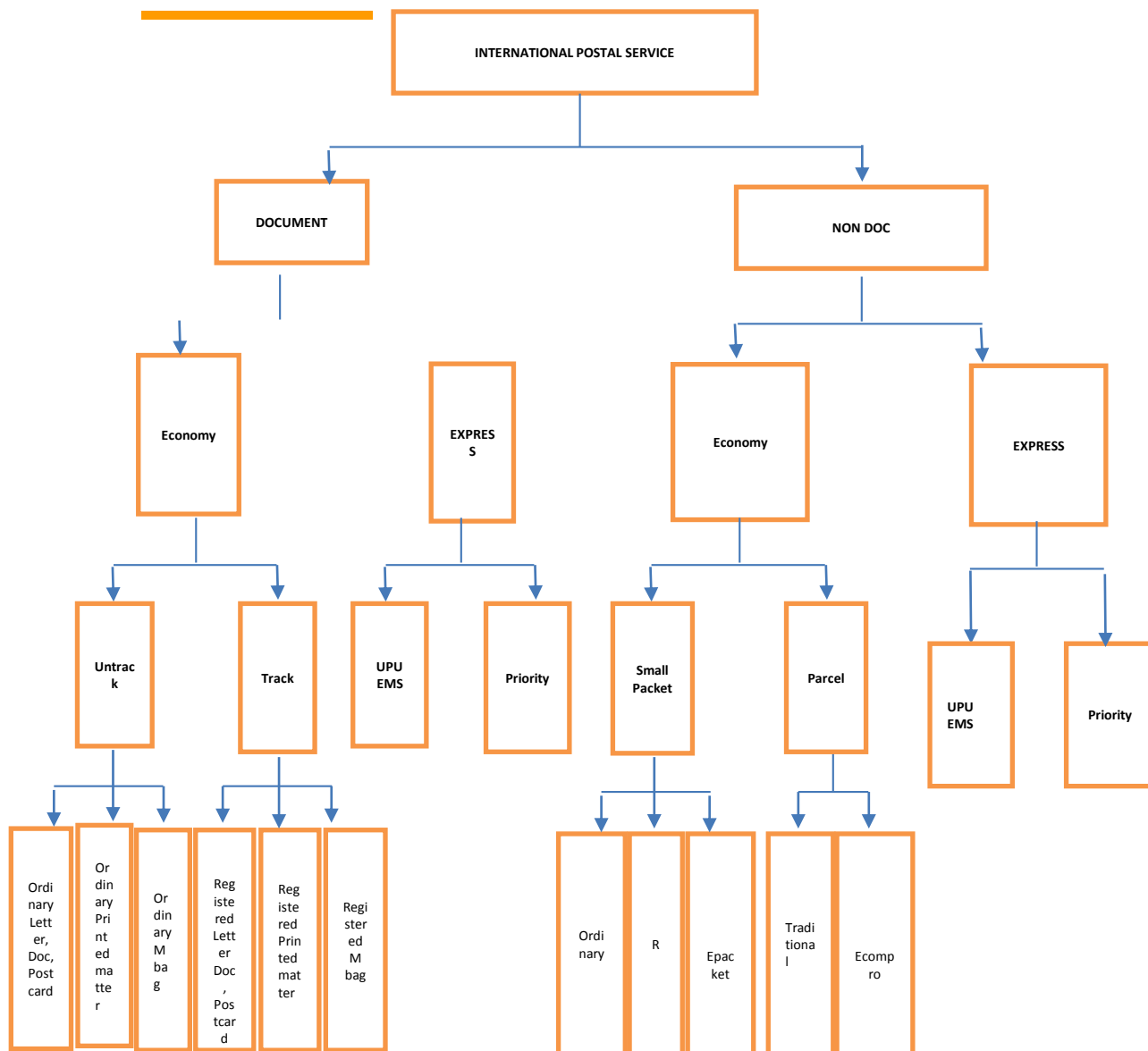
Chapter 1 – Article 4.3: *“Protect the confidentiality of correspondence under applicable laws”*

Chapter 1- Article 4.4: *“Ensure the regular, stable provision of public postal services”*

# PART 2 – 3. IPP ON MARKET ORDER



# PART 2 – 4. Solutions to support IPP implementation



EAD transmission & launch UPU projects in VN (ORE, SECUREX).

Modernize & Automize all Hubs as sorting mail centers & OEs

Renovate and upgrade IT application

Standardize human resources

# PART 2 – 4.1. Full EDI Implementation in Vietnam

EDI Msg Type	Version	Standards	Event Type	Description	Direction	Mail Class	Current State
EMSEVT	3.0	M40	EMA	Posting at origin office	Outbound	U, C, E	Available
			EMB	Arrival at outward office of exchange	Outbound	U, C, E	Available
			EXA	Item presented to export Customs/Security	Outbound	U, C, E	Awaiting
			EXB	Item held by export Customs/Security	Outbound	U, C, E	Awaiting
			EXC	Item returned from export Customs/Security	Outbound	U, C, E	Awaiting
			EXD	Item held at outward office of exchange	Outbound	U, C, E	Awaiting
			EXX	Export cancellation	Outbound	U, C, E	Awaiting
			EMC	Departure from outward office of exchange	Outbound	U, C, E	Available
			EMJ	Arrival at transit office of exchange	Transit	U, C, E	Available
			EMK	Departure from transit office of exchange	Transit	U, C, E	Available

# PART 2 – 4.1. Full EDI Implementation in Vietnam

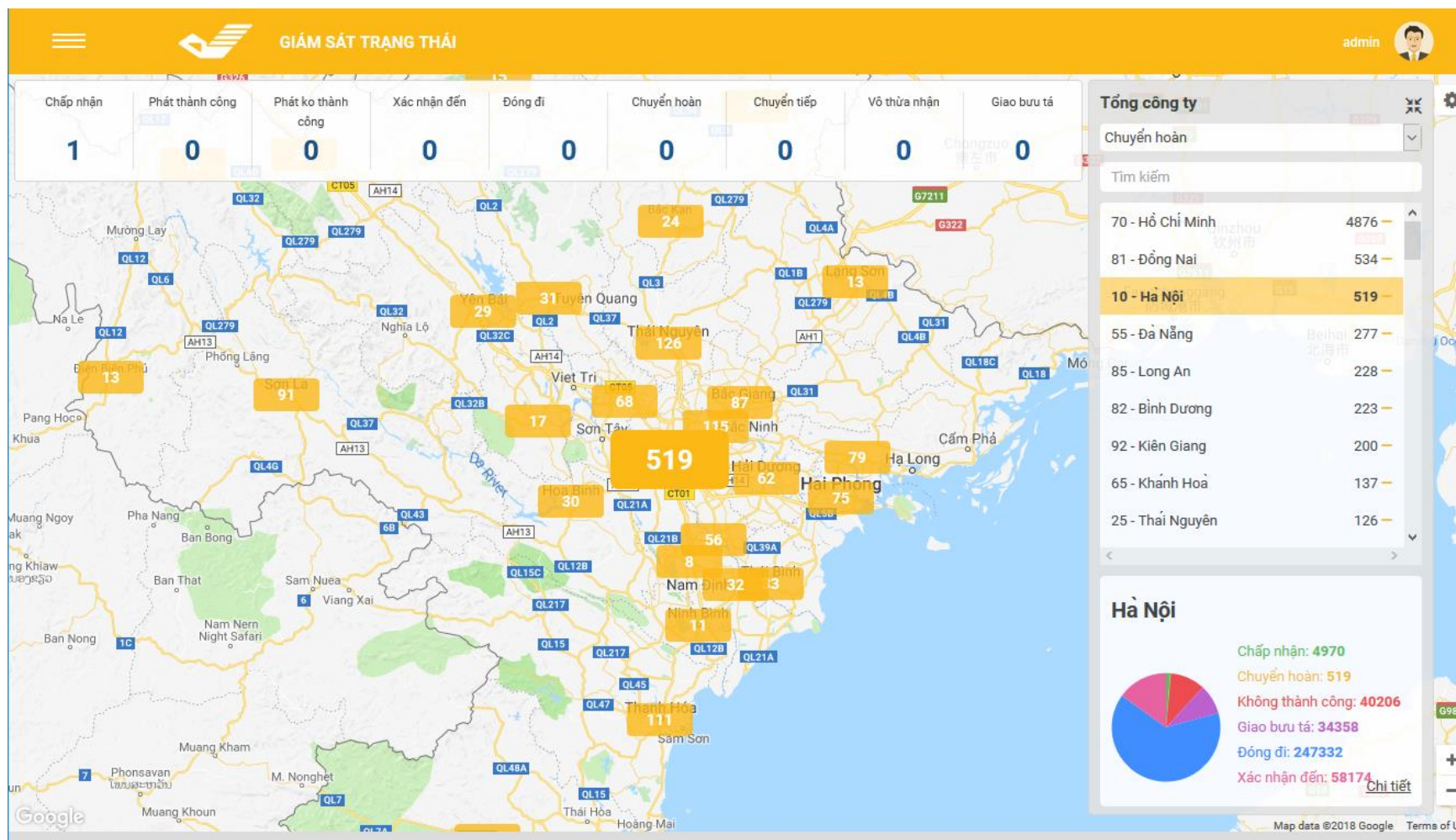
EDI Msg Type	Version	Standards	Event Type	Description	Direction	Mail Class	Current State
EMSEVT	3.0	M40	EMD	Arrival at Inward office of exchange	Inbound	U, C, E	Available
			EDA	Held at inward Office of Exchange	Inbound	U, C, E	Awaiting
			EDB	Item presented to Import Customs	Inbound	U, C, E	Available
			EME	Held by import customs	Inbound	U, C, E	Available
			EDC	Item returned to Import Customs	Inbound	U, C, E	Available
			EMF	Departure from inward office of exchange	Inbound	U, C, E	Available
			EDD	Item into sorting centre	Inbound	U, C, E	Awaiting
			EDE	Item out of sorting centre	Inbound	U, C, E	Awaiting
			EMG	Arrival at Delivery Office	Inbound	U, C, E	Available
			EDF	Held at delivery depot/delivery office	Inbound	U, C, E	Awaiting
			EDG	Item out for Physical Delivery	Inbound	U, C, E	Awaiting
			EDH	Item arrival at collection point for pickup (by recipient)	Inbound	U, C, E	Awaiting
			EDX	Import stopped Event	Inbound	U, C, E	Awaiting
			EMH	Unsuccesfull Delivery	Inbound	U, C, E	Available
			EMI	Final delivery	Inbound	U, C, E	Available

# PART 2 – 4.1. Full EDI Implementation in Vietnam

EDI Msg Type	Version	Standards	Event Type	Description	Direction	Mail Class	Current State
PREDES	2.1	M41	Posts	Close Dispatch	Outbound	U, C, E	Available
RESDES	1.0	M13	Posts	Receive Receptacle	Inbound	U, C, E	Available
PRECON	1.0	M10	Posts	Close Consignment	Outbound	U, C, E	Available
RESCON	1.0	M12	Posts	Receive Consignment	Inbound	U, C, E	Available
CARDIT	2.1	M48	Carriers	Close Consignment	Outbound	U, C, E	Available
ITMATT	1.2.1	M33	Post to Post	CN22, CN23 Data Capture send to Destination Post	Inb & Otb	U, C, E	Available
	1.5.0	M33	Post to Post	CN22, CN23 Data Capture send to Destination Post	Inb & Otb	U, C, E	Available
CUSITM	1.0.0	M43	Post to Customs	CN22, CN23 Data Capture send to Org Customs	Inb & Otb	U, C, E	Available
CUSRSP	1.0.0	M44	Customs to Post	CN22, CN23 Customs Response send to Org Post	Inb & Otb	U, C, E	Available

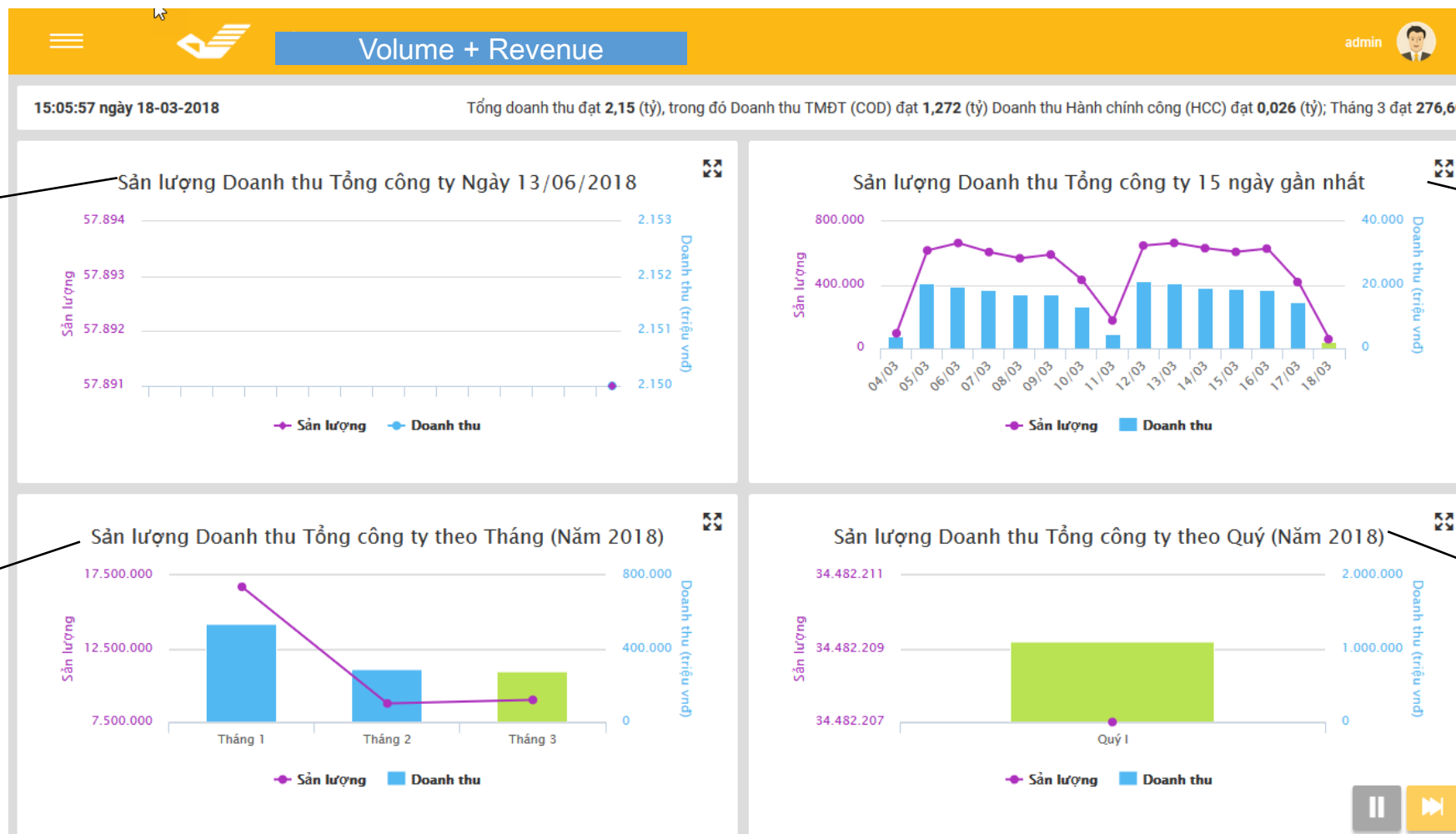


Monitoring of Postal System (MPS) – <http://mps.vnpost.vn>  
Real-Time event monitoring



## PART 2 – 4.2. Quality Control & Monitor in Vietnam

Monitoring of Postal System (MPS) – <http://mps.vnpost.vn>  
Volume & Revenue Statistics



Volume +  
Revenue day  
13 June






Volume +  
Revenue of  
15 nearest  
days

Monthly  
Volume +  
Revenue

Quarterly  
Volume +  
Revenue

## PART 2 – 4.2. Quality Control & Monitor in Vietnam

Monitoring of Postal System (MPS) – <http://mps.vnpost.vn>  
Item event Monitoring for Domestic

DANH SÁCH BƯU GỬI ĐANG LƯU GIỮ											
Tỉnh/Thành	10 - Bưu điện TP Hà Nội	Bưu cục	10 - Bưu điện TP Hà Nội	Trạng thái	Giao bưu tá	Dịch vụ	Bưu kiện	Từ ngày	01-01-2018	Đến ngày	14-06-2018
Chỉ tiêu thời gian	toàn bộ	Loại	COD-Thương mại điện	Thống kê	Xuất Excel	Định vị từ 1 đến 100	Tổng số bưu gửi	8625	Hướng dẫn sử dụng		
STT	ĐỊNH VỊ	MÃ BƯU GỬI	SỐ TIỀN THU HỘ	THỜI GIAN GỬI	THỜI GIAN CẬP NHẬT	BƯU CỤC LƯU GIỮ	CHUYỂN HOÀN	TRẠNG THÁI BCCP (HÀNG)	TRẠNG THÁI PAYPOST (TIỀN)	BƯU CỤC PHÁT HÀNH	QUỐC TẾ/TRONG NƯỚC
1		CX741056051VN	1,360,000	09/06/2018 14:58:00	13/06/2018 08:08:08	158505 - BCP Thường Tín (0433852101)		Giao bưu tá	Phát hành phiếu nhờ thu	721262 - Hiệp Bình Phước ()	TN
2		CW718191097VN	337,000	08/06/2018 18:20:00	13/06/2018 08:07:47	158505 - BCP Thường Tín (0433852101)		Giao bưu tá	Phát hành phiếu nhờ thu	729930 - Tân thời nhất (0838832710)	TN
3		CL124486681VN	181,000	12/06/2018 07:27:16	13/06/2018 08:07:47	158505 - BCP Thường Tín (0433852101)		Giao bưu tá	Phát hành phiếu nhờ thu	154280 - Xuân Khánh (0433838144)	TN
4		CE462930483VN	175,000	11/06/2018 09:38:21	13/06/2018 08:07:47	158505 - BCP Thường Tín (0433852101)		Giao bưu tá	Phát hành phiếu nhờ thu	461610 - Chợ Ga (0383853216)	TN
5		CD679111435VN	335,000	09/06/2018 08:06:58	13/06/2018 08:07:47	158505 - BCP Thường Tín (0433852101)		Giao bưu tá	Phát hành phiếu nhờ thu	672890 - Nam Ban ()	TN

## PART 2 – 4.2. Quality Control & Monitor in Vietnam

iQCS (Quality Control System for International Postal Services) <http://iqcs.vnpost.vn>  
Item last event monitoring in Real-Time (based on EMSEVT v3.0 events)

Last Event Monitoring Home > Tables > Data tables

Mail Class: Parcel Province: Tổng công ty

FromDate: 01/06/2018 ToDate: 16/06/2018

Last Event: EMI - Final Delivery Time: ---- All ----

[Search](#) [Export Excel](#) [Default](#)

ITEMCODE	OFFICE OF EXCHANGE	POST OFFICE	PROVINCE	DELIVERY PO	DELIVERY PROVINCE	LAST EVENT	EVENT TIMES
HH001573190US	VNSGNA	748150-BCP Trung tâm 3	70-Bưu điện TP Hồ Chí Minh	748150-BCP Trung tâm 3	70-Bưu điện TP Hồ Chí Minh	5-EMI - Final Delivery	2018-06-16T09:41:34.457
CL645799114DE	VNSGNA	749650-BCP quận 8	70-Bưu điện TP Hồ Chí Minh	749650-BCP quận 8	70-Bưu điện TP Hồ Chí Minh	5-EMI - Final Delivery	2018-06-16T09:39:21.183
CC215076417TW	VNSGNA	791170-BCP Bà Rịa Vũng Tàu	79-Bưu điện Tỉnh Bà Rịa Vũng Tàu	791170-BCP Bà Rịa Vũng Tàu	79-Bưu điện Tỉnh Bà Rịa Vũng Tàu	5-EMI - Final Delivery	2018-06-16T09:22:25.32
CA000569675CY	VNSGNA	161220-BCP Hưng Yên	16-Bưu điện Tỉnh Hưng Yên	161220-BCP Hưng Yên	16-Bưu điện Tỉnh Hưng Yên	5-EMI - Final Delivery	2018-06-16T09:14:11.657
CW823055755US	VNSGNA	710620-BCP Quận 4	70-Bưu điện TP Hồ Chí Minh	710620-BCP Quận 4	70-Bưu điện TP Hồ Chí Minh	5-EMI - Final Delivery	2018-06-16T09:12:27.3
HH001562268US	VNSGNA	804630-La Gi	80-Bưu điện Tỉnh Bình Thuận	804630-La Gi	80-Bưu điện Tỉnh Bình Thuận	5-EMI - Final Delivery	2018-06-16T09:05:37.253
HH001560531US	VNSGNA	718260-BCP Bình Thạnh	70-Bưu điện TP Hồ Chí Minh	718260-BCP Bình Thạnh	70-Bưu điện TP Hồ Chí Minh	5-EMI - Final Delivery	2018-06-16T08:53:54.143
HH001560369US	VNSGNA	862770-Thị Xã Gò Công	86-Bưu điện Tỉnh Tiền Giang	862770-Thị Xã Gò Công	86-Bưu điện Tỉnh Tiền Giang	5-EMI - Final Delivery	2018-06-16T08:36:31.337
CC242371855TW	VNSGNA	174410-Phả Lại	17-Bưu điện Tỉnh Hải Dương	174410-Phả Lại	17-Bưu điện Tỉnh Hải Dương	5-EMI - Final Delivery	2018-06-16T08:29:07.473
CD287144845JP	VNHANA	136270-BCP KCN Thăng Long	10-Bưu điện TP Hà Nội	136270-BCP KCN Thăng Long	10-Bưu điện TP Hà Nội	5-EMI - Final Delivery	2018-06-16T08:17:23

10 20 30

« 1 2 ... » 1 - 10 displayed, 2101 in total

## PART 2 – 4.2. Quality Control & Monitor in Vietnam

iQCS (Quality Control System for International Postal Services) <http://iqcs.vnpost.vn>  
Backlog Items Statistics

Backlog Items Statistics Home > Tables > Data tables

Mail Class: Parcel Province: Tổng công ty

FromDate: 01/06/2018 ToDate: 16/06/2018

Time: ---- All ---- Search Export Excel Default

PROVINCE	ARRIVAL	HAND OVER TO POSTMAN	UNSUCCESSFUL DELIVERY	RETURN	REDIRECT
Vận chuyển kho vận	0	0	0	0	0
Hồ Chí Minh	2916	2502	436	52	14
Thái Bình	129	113	3	1	0
Bắc Giang	147	115	4	0	0
Bình Dương	170	164	18	2	3
Hải Dương	461	444	8	0	1
Khánh Hòa	163	153	16	0	0
Đà Nẵng	67	73	34	3	2
Bắc Ninh	123	98	4	0	0
Hậu Giang	27	23	6	0	0

10 20 30 « < 1 2 ... > » 1 - 10 displayed, 61 in total

## PART 2 – 4.2. Quality Control & Monitor in Vietnam

iQCS (Quality Control System for International Postal Services) <http://iqcs.vnpost.vn>  
Delivery Standards & Target Statistics

Delivery Standards & Target Statistics Home > Tables > Data tables

Mail Class: Parcel Partner Operator: ---- All ----

FromDate: 01/06/2018 ToDate: 10/06/2018 Search

STT	OFFICE OF EXCHANGE	TOTAL VOLUME	STANDARD ACHIEVEMENT	ACHIEVEMENT PERCENTAGE	NOT ACHIEVEMENT	NOT ACHIEVEMENT PERCENTAGE	NO DELIVERY INFO
1	VNHANA	727	693	95.32	13	1.79	21
2	VNSGNA	1337	1310	97.98	8	0.6	19

10 20 30 1 - 2 displayed, 2 in total

# PART 2 – 4.2. Quality Control & Monitor in Vietnam

iQCS (Quality Control System for International Postal Services) <http://iqcs.vnpost.vn>  
LEG 2 Monitoring (based on CARDIT/RESKIT msg)



The screenshot shows a web browser window with the URL `iqcs.vnpost.vn/leg2mon/`. The page features a yellow header with the Vietnam Post logo and a user profile icon. Below the header is a search and filter bar with the following fields:

- DATE\_FROM**: 2018/03/07 08:44
- DATE\_TO**: 2018/03/24 08:45
- ORIG LOCATION**: VNHANA
- MAIL CATEGORY**: A

Buttons for "Search" and "Export" are located to the right of the filter bar. The main content area displays a table with 13 columns:

ORIG_OFFICE_FCD	CONSGNT_DEPARTURE_DT	CONSGNT_FID	CONSGNT_WEIGHT	DESPCH_FID	DESPCH_WEIGHT	CARRIER_CD	MAIL_CATEGORY_CD	MAIL_SUBCLASS_FCD	Dest_Country	Event_Name	Date_and_time	Event_Code
VNHANA	9/28/2017 1:20:00 AM	VNHANA011500	4.300	VNHANACAYVRAAUN70131	4.300	ZE	A	UN	CA	No RESKIT		
VNHANA	10/24/2017 10:35:00 AM	VNHANA012472	158.400	VNHANAKRSELBACN70188	149.700	KA	A	CN	KR	Delivered	10/25/2017 7:53:00 PM	21
VNHANA	11/20/2017 8:25:00 PM	VNHANA013640	25.900	VNHANAGBLALAAUN70192	25.900	TG	A	UN	GB	No RESKIT		
VNHANA	12/12/2017 5:25:00 PM	VNHANA014590	1.400	VNHANAPLWAWAUN70133	1.400	QR	A	UN	PL	No RESKIT		
VNHANA	1/4/2018 7:45:00 PM	VNHANA015867	40.500	VNHANAFRCDDGAUN80003	40.500	KA	A	UN	FR	No RESKIT		
VNHANA	1/30/2018 5:25:00 PM	VNHANA017120	2.400	VNHANAATVIECAUN80012	2.400	QR	A	UN	AT	Delivered	2/2/2018 9:10:00 PM	21
VNHANA	1/31/2018 10:10:00 AM	VNHANA017071	4.400	VNHANACNBJSAAUN80020	4.400	VN	A	UN	CN	No RESKIT		
VNHANA	3/2/2018 11:35:00 AM	VNHANA018175	8.700	VNHANATWTFEACN80035	8.700	CI	A	CN	TW	No RESKIT		
VNHANA	3/7/2018 5:25:00 PM	VNHANA018350	0.900	VNHANANOSLAAUN80031	0.900	QR	A	UN	NO	No RESKIT		
VNHANA	3/7/2018 5:25:00 PM	VNHANA018362	2.500	VNHANACZPRGAACN80013	2.500	QR	A	CN	CZ	No RESKIT		
VNHANA	3/7/2018 5:25:00 PM	VNHANA018358	4.000	VNHANACHZRHACN80011	4.000	QR	A	CN	CH	Delivered	3/12/2018 9:11:00 AM	21
VNHANA	3/7/2018 5:25:00 PM	VNHANA018363	2.100	VNHANAESMADBAUN80032	2.100	QR	A	UN	ES	No RESKIT		
VNHANA	3/7/2018 5:25:00 PM	VNHANA018368	1.000	VNHANAHUBUDAUN80021	1.000	QR	A	UN	HU	No RESKIT		
VNHANA	3/7/2018 5:25:00 PM	VNHANA018352	2.800	VNHANABGSOFDACN80004	2.800	QR	A	CN	BG	No RESKIT		
VNHANA	3/7/2018 5:25:00 PM	VNHANA018364	2.100	VNHANACHZRHBAUN80037	2.100	QR	A	UN	CH	Delivered	3/12/2018 9:12:00 AM	21
VNHANA	3/7/2018 5:25:00 PM	VNHANA018367	0.500	VNHANAFIHELAAUN80028	0.500	QR	A	UN	FI	No RESKIT		
VNHANA	3/7/2018 5:40:00 PM	VNHANA018333	30.100	VNHANAILTLVAACN80036	30.100	TK	A	CN	IL	Uplift	3/10/2018 7:55:00 AM	24
VNHANA	3/7/2018 7:45:00 PM	VNHANA018335	71.200	VNHANAUJFKAACN80042	48.500	KA	A	CN	US	Uplift	3/10/2018 5:06:00 AM	24
VNHANA	3/7/2018 7:45:00 PM	VNHANA018344	1.700	VNHANANZAKLAAUN80037	1.700	KA	A	UN	NZ	Uplift	3/10/2018 2:12:00 AM	24



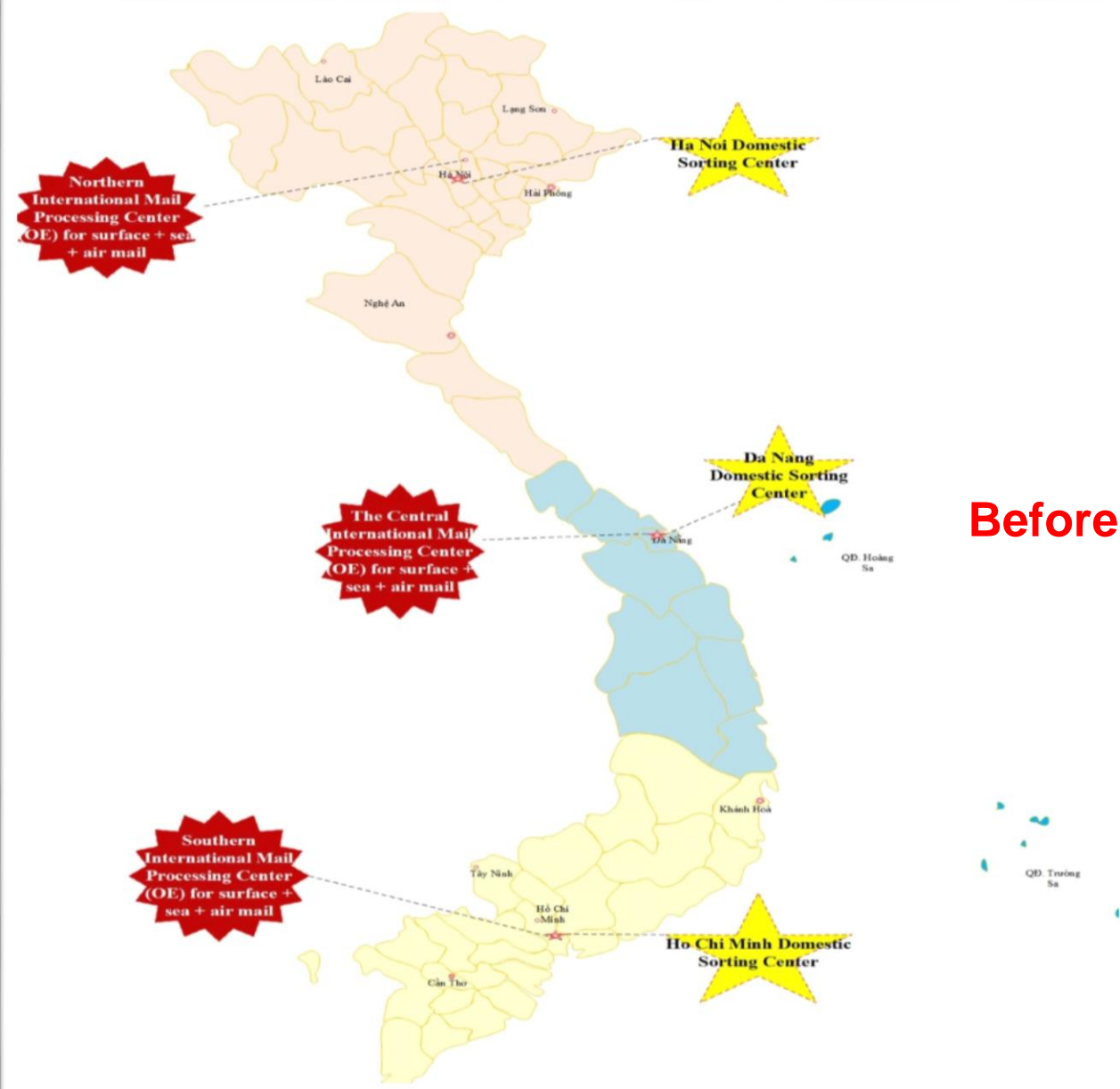
# PART 2 – 4.2. Quality Control & Monitor in Vietnam

iQCS (Quality Control System for International Postal Services) <http://iqcs.vnpost.vn>  
LEG 2 Monitoring (based on CARDIT/RESKIT msg)

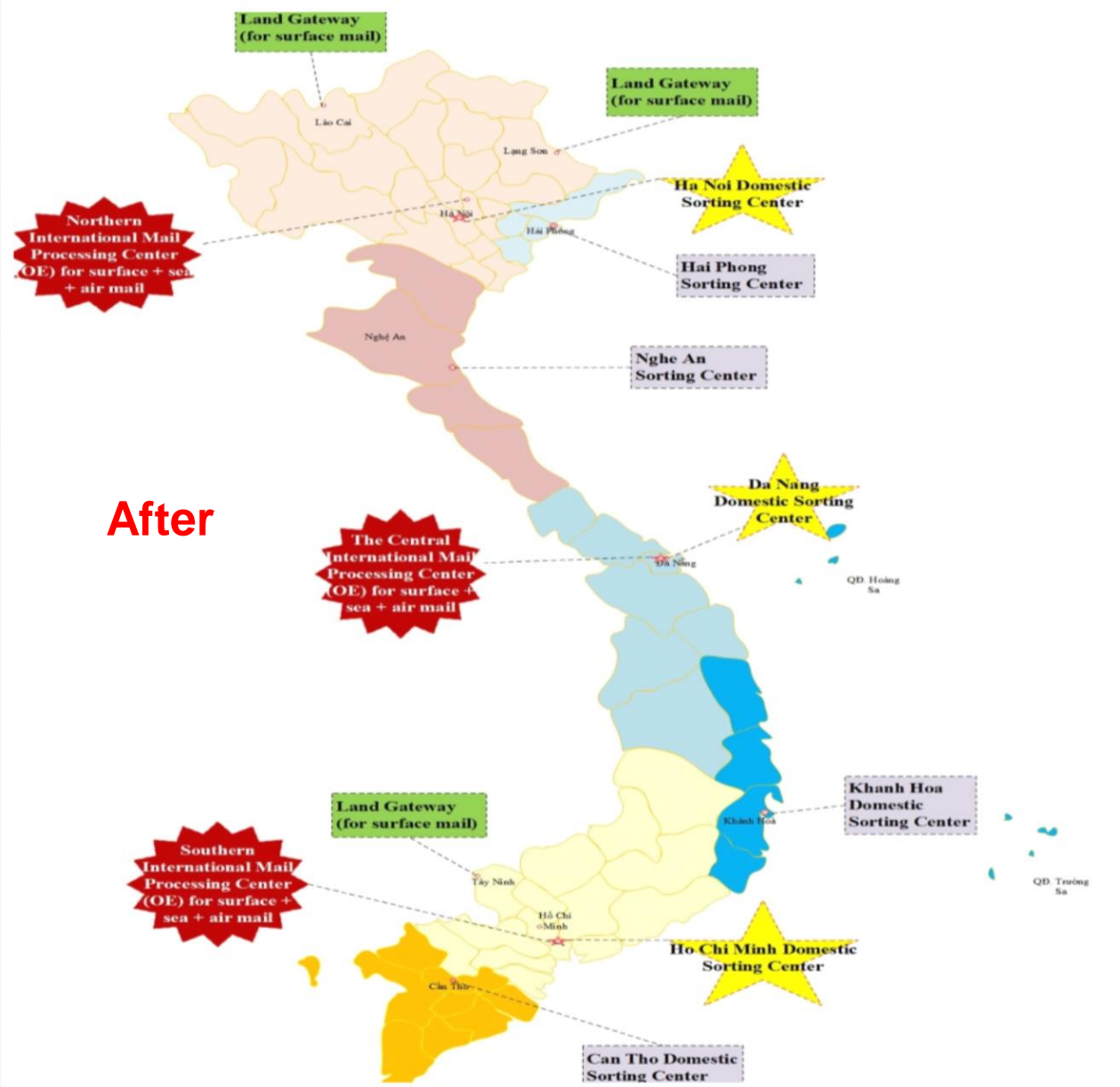
VNHANA	3/10/2018 12:35:00 PM	VNHANA018493	4.400	VNHANASGSINAAUN80041	4.400	SQ	A	UN	SG	No RESKIT		
VNHANA	3/10/2018 1:00:00 PM	VNHANA018502	1.200	VNHANAMYKULAAUN80040	1.200	MH	A	UN	MY	No RESKIT		
VNHANA	3/10/2018 1:00:00 PM	VNHANA018508	0.700	VNHANAPHMNLAAUN80021	0.700	MH	A	UN	PH	Delivered	3/12/2018 1:50:00 PM	21
VNHANA	3/10/2018 1:00:00 PM	VNHANA018507	0.200	VNHANAKHPNHAAUN80020	0.200	MH	A	UN	KH	Delivered	3/13/2018 11:20:00 AM	21
VNHANA	3/10/2018 7:45:00 PM	VNHANA018457	67.600	VNHANAUSYDAACN80043	48.700	KA	A	CN	AU	Delivered	3/14/2018 6:27:00 AM	21
VNHANA	3/10/2018 7:45:00 PM	VNHANA018457	67.600	VNHANAUSYDAACN80045	18.900	KA	A	UN	AU	Delivered	3/14/2018 6:27:00 AM	21
VNHANA	3/11/2018 12:35:00 PM	VNHANA018495	0.300	VNHANARUMOWSAUN80037	0.300	SQ	A	UN	RU	No RESKIT		
VNHANA	3/11/2018 7:45:00 PM	VNHANA018476	4.500	VNHANAHKHKAACN80012	0.500	KA	A	CN	HK	No RESKIT		
VNHANA	3/11/2018 7:45:00 PM	VNHANA018476	4.500	VNHANAHKHKAACN80037	4.000	KA	A	UN	HK	No RESKIT		
VNHANA	3/12/2018 5:25:00 PM	VNHANA018549	0.900	VNHANAGRATHAAUN80016	0.900	QR	A	UN	GR	Delivered	3/15/2018 1:15:00 PM	21
VNHANA	3/12/2018 5:25:00 PM	VNHANA018533	6.200	VNHANACHZRHACN80012	6.200	QR	A	CN	CH	Delivered	3/17/2018 8:25:00 AM	21
VNHANA	3/12/2018 5:25:00 PM	VNHANA018537	2.200	VNHANABGSOFDACN80005	2.200	QR	A	CN	BG	Delivered	3/16/2018 10:20:00 PM	21
VNHANA	3/12/2018 5:25:00 PM	VNHANA018534	2.000	VNHANAESMADACN80013	2.000	QR	A	CN	ES	Delivered	3/15/2018 3:50:00 PM	21
VNHANA	3/12/2018 5:25:00 PM	VNHANA018554	3.200	VNHANACHZRHBAUN80039	3.200	QR	A	UN	CH	Delivered	3/17/2018 8:25:00 AM	21
VNHANA	3/12/2018 5:25:00 PM	VNHANA018556	1.900	VNHANAATVIECAUN80023	1.900	QR	A	UN	AT	Delivered	3/15/2018 1:19:00 PM	21
VNHANA	3/12/2018 5:25:00 PM	VNHANA018552	2.600	VNHANACZPRGAUN80030	2.600	QR	A	UN	CZ	Delivered	3/15/2018 8:50:00 AM	21
VNHANA	3/12/2018 5:25:00 PM	VNHANA018553	1.000	VNHANAHUBUDAAUN80022	1.000	QR	A	UN	HU	Delivered	3/15/2018 7:15:00 AM	21
VNHANA	3/12/2018 5:40:00 PM	VNHANA018547	0.700	VNHANAILTVAUN80022	0.700	TK	A	UN	IL	Loaded	3/15/2018 11:20:00 AM	48
VNHANA	3/12/2018 5:40:00 PM	VNHANA018515	61.800	VNHANAILTVAACN80039	61.800	TK	A	CN	IL	Loaded	3/15/2018 11:20:00 AM	48
VNHANA	3/12/2018 5:40:00 PM	VNHANA018555	0.700	VNHANATRISTEACN80019	0.700	TK	A	UN	TR	Mail arrived	3/14/2018 12:22:00 PM	40
VNHANA	3/12/2018 5:40:00 PM	VNHANA018544	4.200	VNHANASNDKRCACN80001	4.200	TK	A	CN	SN	Uplift	3/15/2018 8:17:00 PM	24
VNHANA	3/12/2018 5:40:00 PM	VNHANA018529	1.200	VNHANAPLWAWAUN80037	1.200	TK	A	UN	PL	Uplift	3/15/2018 5:12:00 PM	24
VNHANA	3/12/2018 7:45:00 PM	VNHANA018527	25.200	VNHANAJPKWSAUN80048	25.200	KA	A	UN	JP	Transport leg completed	3/14/2018 8:18:00 PM	14
VNHANA	3/12/2018 7:45:00 PM	VNHANA018546	5.000	VNHANANZAKLAAUN80039	5.000	KA	A	UN	NZ	Uplift	3/14/2018 2:05:00 PM	24
VNHANA	3/12/2018 7:45:00 PM	VNHANA018518	10.900	VNHANAFRCYMAACN80040	10.900	KA	A	CN	FR	Delivered	3/14/2018 10:14:00 AM	21



## PART 2 – 4.3 NETWORK REFORM



Before



After

VIETNAM POST  
**PART 2 – 4.3 NETWORK REFORM**

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## PARCEL SORTING SYSTEM

### Advantage

- ✓ Fast scanning
- ✓ Less broken
- ✓ Easy to maintain



Total Area of sorting center: Min: 20.000m<sup>2</sup>, Max: 50.000m<sup>2</sup>

Equipped by semi-auto sorting technique

Each sorting center for provinces/Cities PO of each region.  
Average Capacity: 9.000 - 18.000 items/per hour

## PART 3 – CHALLENGES

## PART 3 – CHALLENGES

### Service

- The need to set up a particular product for ecommerce market is so urgent.

### Remuneration

- In term of IRP, it's mandatory to set up remuneration for particular product for E.commerce which is competitive in the market

### Customs issues

- It is suggested to set up strategy approved by UPU & WCO for the electronic customs clearance based on CDS for next step.

### Airline issues

- It is recommended UPU & IATA to give support in renovating the picking up process btw posts and airlines, using CN38 (as MAWB) to check data, enhancing awareness to handle DG goods

Thank you  
Q & A

