Trans-Pacific Partnership

Một số vấn đề về Hiệp định Đối tác xuyên Thái Bình Dương – TPP

Ngày 17 / 07 / 2013

Herb Cochran
Executive Director
AmCham Vietnam
Structural Growth Slowdown

Real GDP Growth Rate (%): Cyclical Upturn and Structural Downturn
Four Causes: Lack of ...

- Robust implementation of WTO Commitments in Investment and Services => don’t get efficiencies in key sectors

- Government -Business cooperation in structural reforms to increase competitiveness, adapt to WTO environment
  - SOEs
  - SMEs

- Adequate infrastructure (electric power, transport, etc.)

- Qualified labour force
  - hard to move up the value chain even as labour costs continue to rise
Vietnam: income gains

(US$ bill.)

- FTAAP
- TPP & RCEP
- TPP only
- RCEP only

www.amchamvietnam.com
Why such large gains?

- More exports of manufactures (34%)*
- More imports of consumer and production goods (27%)*
- More inward FDI due to investor optimism
- Stronger links to international supply chains
- Productivity gains from competition
- Momentum for reforms boosting growth and opportunity
How can firms in VN benefit?

- Industry Trade Shows in the U.S.
- Company Background Information D-U-N-S® Number
- Electronic Data Interchange (EDI)
- Testing & Certification
  - Quality & Safety, Labour & Environmental, Sustainability, …
- Product Liability Insurance / Marine Cargo Insurance
- Logistics • Security • Customs & Border Patrol
- Your Company Web Site
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How can firms in VN benefit?

- Identify prospective customer(s)
- Obtain “Suppliers Manuals”
- Develop Suppliers’ Application

Example - Walmart Stores
- 245,000,000 customers / week
- 10,800 stores in 27 countries
- E-commerce websites in 10 countries
- Annual sales of $466 billion
- 2.2 million associates

=> Walmart has detailed procedures and systems
Apply to be a supplier

All of our suppliers fit into four categories—National Product Suppliers, Local Product Suppliers, Service and Non-Resale Suppliers, and Direct Import & Global Suppliers. Together, they make up a global pool of more than 100,000 businesses—and they’re how we keep our shelves stocked with what customers want.

Check out the requirements for each category—this is the best way to make sure you’re ready for every part of our application process.

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3 Steps to Become a Walmart Supplier

National product suppliers are exactly what they sound like: businesses that offer the products we stock across the country and all over the world. Some of our product suppliers are multi-billion-dollar companies; some are businesses with just a few employees.

If your business is based in the United States, these three steps contain what you’ll need to successfully navigate our application process to supply products to Walmart.

1. **Online Product Submission**
2. **Supplier Questionnaire**
3. **Supplier Agreement**

*Please note that the process to apply for consideration to become a supplier may require you to expend a significant amount of effort and resources. Completing the application process does not guarantee that you will be approved to be a supplier. Further, if you are approved, Walmart and Sam's Club don't guarantee the level of success or business that you may or may not receive. Becoming an approved supplier simply means that you are eligible to receive orders or business from Walmart or Sam's Club. Any efforts or expenditures you make to become or remain an approved supplier are entirely at your own risk and will not be reimbursed.*
Step 2: Supplier Questionnaire

The Supplier Questionnaire may be completed by invitation only, after you have completed the Online Product Submission. If your Online Product Submission was successful and the buyer wants to know more about your company, you will receive an email with a link to the Supplier Questionnaire.

To complete the Supplier Questionnaire, you will need:

1. Federal Taxpayer Identification Number (TIN)
2. GTIN/UPC Membership Number
3. Dun & Bradstreet Number
4. Company Information
5. Ethnic Origin
6. Company Contacts
7. Company Manufacturing
8. Company Accounts
9. Company Promotions
10. Company References
11. Company Sales

Important Tips and Next Steps

- After completing the Supplier Questionnaire, you will be directed to the Dun & Bradstreet website.
- You will need to purchase a Supplier Qualifier Report from Dun & Bradstreet for $125.
- Questions about your report or technical issues should be directed to Dun & Bradstreet at (866) 815-2749.
- If your Supplier Questionnaire is approved, you will receive an email with a link to continue to Step 3 to complete the Supplier Agreement.
Supplier Support Center

Supplier Resources

Use these links and resources to learn more about how to become a Walmart supplier.

- Retail Link Training Modules
- Standards for Suppliers
- Supplier Diversity
- Women's Economic Empowerment
- Set up Global Data Synchronization Network
- Food Safety and Health Team
- Electronic Product Code (EPC)

Expand each topic for helpful links and further instructions.

- Set up Electronic Funds Transfer (EFT) Program
- EDI (Electronic Data Interchange)
- Supplier Replenishment Training
- Supplier Sustainability
- Supply Chain Reliability
- Product Safety and Compliance Library
Walmart Stores, Inc.

Getting Started with EDI Implementation Guideline

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Thank you!