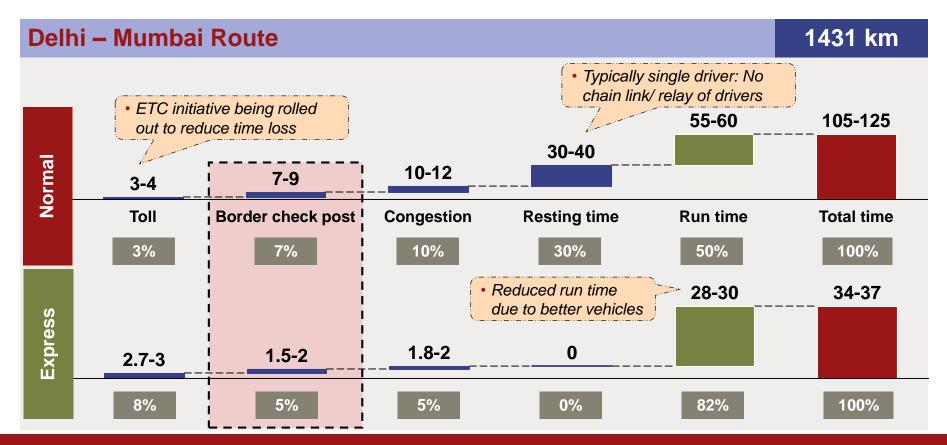


### Documentation and procedure simplification

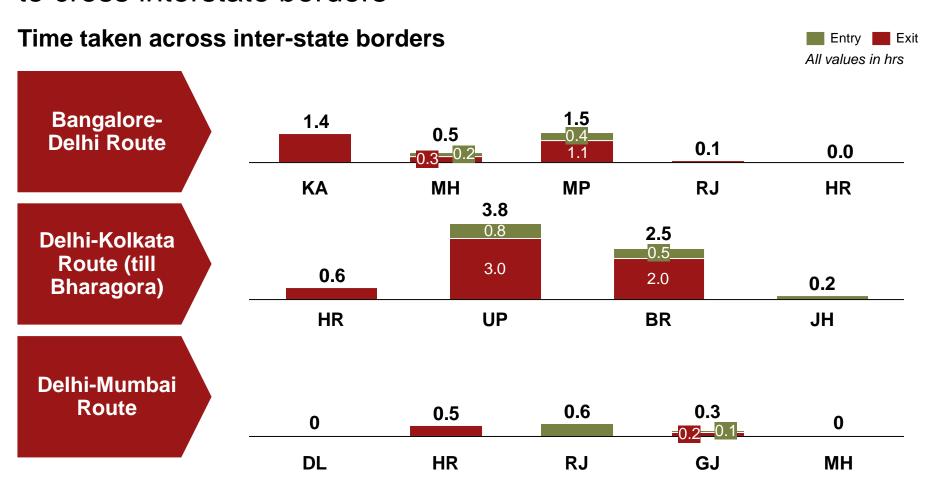
Discussion Document 22 April 2016

For freight movement within India, inter-state border checks and documentation play a major role in delays



5-10% of the total transit time is spent for verification of documents at state border check posts

Moreover, there are significant differences in typical times taken to cross interstate borders



There are opportunities to leverage best practices across various states & ensure standardization to improve logistics efficiency

# Crossing inter-state borders includes 3 key steps, each having its own set of complexities

#### Inter-state border crossing



#### **Document preparation**



#### 3 Within state checks

- Consignment related documentation requirement:
  - Inbound/ outbound VAT form for origin & destination states
- Transit pass for states in route
- Online forms to be filled for most states

- Tax document verification by CTO¹: VAT form/ transit pass, invoice & bilty
- Overloading & vehicle document verification by RTO:
- Checks by other relevant authorities based on commodity carried (forests, mines, etc.)
- Floating CTO document verification: Surprise checks to verify goods being transported
- Floating RTO checks:
   Check of vehicle & driver documents (driving license, pollution, etc.)

#### Key Complexities

**Key Activities** 

- Difference in form requirements across states
- High downtime for state commercial tax websites
- Sub-optimal design & inefficient operation of checkposts
- Technology constraints (software/ hardware)
- No issues if required documents are available & accurate

### Delay Contribution







Illustrative - select states

#### **ATKearney**

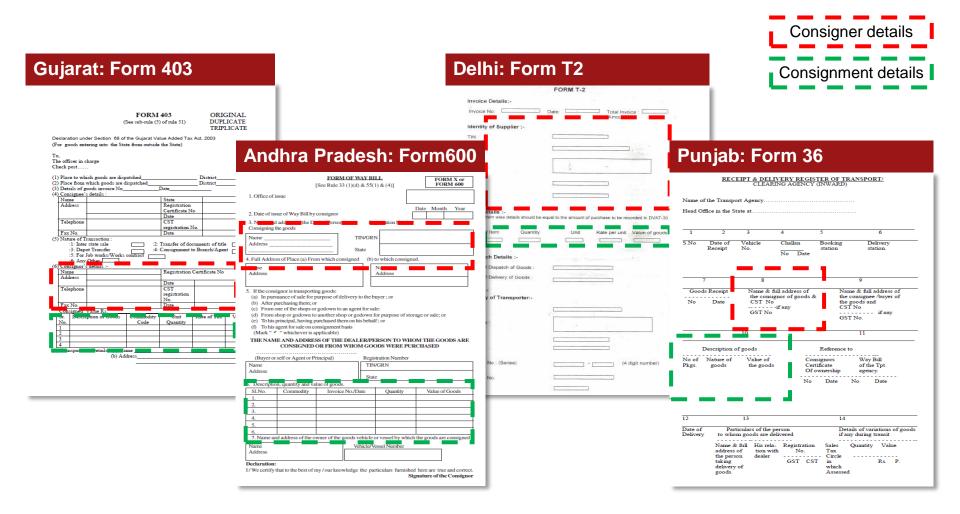
# Significant differences in documentation requirement across different states result in higher complexity

#### **Inbound Documentation**

Online forms Online forms										
Form Details	МН	GJ	AP	DL	PB	Typical details required				
Form Number	NA	403	600	T2	36					
Origin		✓	✓	✓	✓	City, district				
Destination		✓	✓	✓	✓	City, district				
Consigner details		✓	✓	✓	✓	Name, address, VAT/TIN/CST no.				
Consignee details		✓	✓	×	✓	Name, address, VAT/TIN/CST no.				
Consignment details		<b>✓</b>	✓	<b>√</b>	<b>√</b>	Waybill no., date, goods description, quantity / weight, transaction nature				
Transporter details		✓	✓	✓	✓	Name, address, owner's name				
Vehicle details		✓	✓	✓	✓	RC no., LR no.				
Driver details		✓	×	×	×	Name, address, DL no., issuing state				
Invoice copy	✓	✓	$\checkmark$	✓	$\checkmark$	Copy of invoice, invoice number				

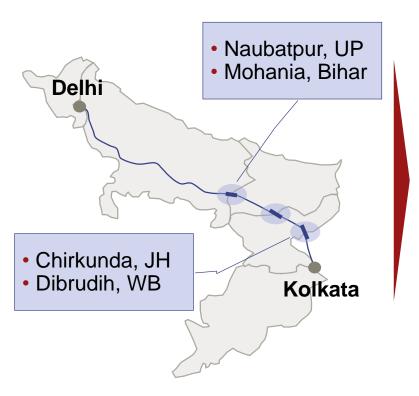
For each of the states in route, there is need for separate documents

1 In addition to differences in information required, differences in format adds to the complexity



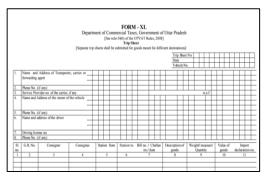
1 This leads to time being wasted during/ in preparation of the journey

#### **UP – Bihar border example**



#### **Documentation differences**

#### **UP Transit**



#### **Bihar Transit**

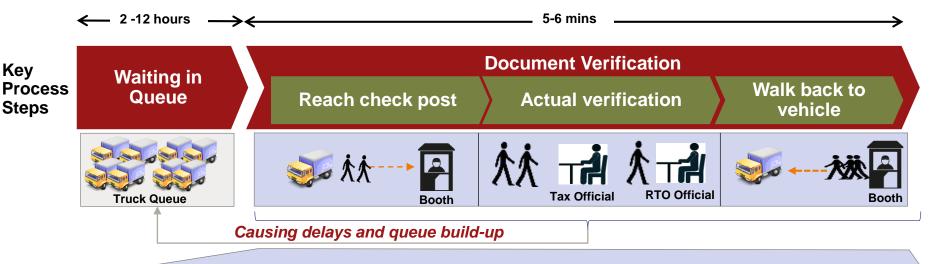
		Form	D-VII	
			under section 62 of the	
			ded Tax Act, 2005	
			ule 40]	200
		(To be produced in Triplicate b	cfore the appropriate author	rity)
To,				
The		of C	Commercial Taxes.	
I/We		n accordance with the provisions of ru eby -	ac 40 of the Bihar Value A	idded Tax Rules, 200
	(a)			
	(a)			
		is being moved by me/us on my/our	behalf to	by road/ rive
		craft.		
	(b)	apply for permission to transport the i	following consignment of	
		from	to	by road
		river craft.		
	(c)	declare that the following consignme	nt of	
		is proposed to be transported across road/ river craft.	the state of Bihar by me/	us on my/our behalf b
1.	Na	me and Address of Consignor		
2.	Tax	spayer Identification Number of the C	Consignor	
		me and Address of the Consignee		

- Difference in validity of transit pass
  - Bihar: 24 hours; UP: 90 hours
- Typically, transit passes prepared through agents over internet (commercial tax website) – outages increase preparation time
  - Drivers spend 1-3 hours for transit pass preparation
  - Bilty with multiple invoices take more time

Need for separate documents, coupled with ICT issues, increases the document preparation time, and in some cases, the journey time

The process of border verification is marred by 3 key issuespoor design, inefficient operations & technology constraints

#### Process and issues in document verification



#### Key Issues

#### **Poor Design**

- In many instances, drivethrough checkpoints not present for document verification
- Verification centers located off-highway (~150 m)

#### **Inefficient Operations**

 Drive-through checkpoints not operational/ in operation partially, leading to capacity reduction

#### **Technology Constraints**

- System outages, causing large delays
- Hardware complexities
   (screen size, etc.), leading to
   higher processing time



## There is need to extend Indian and global best practices across the country to ease freight movement



#### **India Best Practices**

- Inter-state border movement for few Indian states is efficient – need to extend best practices to other states
  - <u>Rajasthan</u>: No border check posts; Flying squads of CTOs to carry out sample checks
- <u>Maharashtra</u>: No state specific documentation required; no checkposts
- <u>AP:</u> Single window for all except RTO, common form (Form 600) for inbound/ outbound/ transit
- <u>Gujarat:</u> Single metaform per trip



#### **Global Best Practices**

- <u>USA</u>: Centralized inter-state goods movement
  - 3 documents required: Field requirements specified by central govt., no specific form
- No inter-state check points: Border check posts entirely eliminated
- <u>Europe</u>: TIR system of inter-country movement
  - Vehicle containers sealed at origin, intermittent checks only for suspicious cases
- Available only for authorized transporters

### steps for pan-India nplementation

**Features** 

- Share best practices: Collate best practices across states and suggest specific recommendations to states
- Accelerate implementation: Incorporate appropriate best practices in priority states

- ICT infrastructure upgrade: Integrate required databases centrally to reduce # of input fields
- Incentivize complying transporters: Identify & ease inter-state movement for transporters having a history of regular compliance

# 3-pronged approach is needed to ease freight movement through inter-state borders in short-to-medium term (1/2)

#### **Theme**

#### **Improvement**



Document complexity reduction

- Rationalize fields in current forms and standardize across states
  - Reduce redundant fields (~4 in total, out of 25) such phone #, date of registration of consigner/consignee, invoice # & driver details
  - Develop common form across all states to reduce complexity
- Integrate inter-state IT backend infrastructure to enable one-form-pertrip, with further rationalization of fields (potential reduction of 4 more fields)



## Strengthen ICT backbone

- Ensure availability of state commercial tax websites
  - Mandate high service levels (~99%) of commercial tax websites, with strong penalty provision to website managing organizations
- Clearly define maintenance time-periods with fixed periodicity;
   additional slots to be notified in advance
- Improve hardware to improve efficiency
  - Large screen devices for checkpoints for ease of data-entering

# 3-pronged approach is needed to ease freight movement through inter-state borders in short-to-medium term (2/2)

#### **Theme**

#### **Improvement**



ı

Verification process effectiveness

- Design Improvements
  - Construct additional booths to manage peak traffic use statistical assessment of traffic data to identify requirement
  - Construct drive-through checkpoints at all borders to improve capacity, and ensure co-location of all relevant checkpoints (CTO, RTO, mines, forests, etc.)
- Operational Improvements
  - Number of operational booths to be in line with expected traffic use statistical analysis to predict manning & update basis on-ground situation
  - Ensure usage of existing drive-through checkpoints mandate document verification through existing drive-through windows
  - Reduce processing time through barcode scanning of form numbers

In addition, there is need of strong compliance and monitoring at inter-state borders to assess performance and manage course-correction

A.T. Kearney is a leading global management consulting firm with offices in more than 40 countries. Since 1926, we have been trusted advisors to the world's foremost organizations. A.T. Kearney is a partner-owned firm, committed to helping clients achieve immediate impact and growing advantage on their most mission-critical issues. For more information, visit <a href="https://www.atkearney.com">www.atkearney.com</a>.

Americas	Atlanta	Calgary	Dallas	Houston	New York	San Francisco	Toronto
	Bogotá	Chicago	Detroit	Mexico City	Palo Alto	São Paulo	Washington, D.C
Asia Pacific	Bangkok	Hong Kong	Kuala Lumpur	Mumbai	Seoul	Singapore	Taipei
	Beijing	Jakarta	Melbourne	New Delhi	Shanghai	Sydney	Tokyo
Europe	Amsterdam	Budapest	Helsinki	Ljubljana	Moscow	Prague	Vienna
-	Berlin	Copenhagen	Istanbul	London	Munich	Rome	Warsaw
	Brussels	Düsseldorf	Kiev	Madrid	Oslo	Stockholm	Zurich
	Bucharest	Frankfurt	Lisbon	Milan	Paris	Stuttgart	
Middle East	Abu Dhabi	Dubai	Manama				
and Africa	Doha	Johannesburg	Rivadh				

# The process, issues & potential solutions for inter-state movement have been identified through primary research

Locations covered Borders visited States visited Haryana - Punjab Delhi - Uttar Pradesh Sambhu (10 km from Gazipur (near Ghaziabad) Ambala) on NH 1 on NH 24 Uttar Pradesh - Bihar Delhi - Haryana Naubatpur (UP) & Mohania Kapashera (near Gurgaon) on NH 8 (BR) on NH 2 Rajasthan - MP Jharkhand - WB Dholpur (RJ) & Morena Chirkunda (JH) & Duburdih (MP) on NH 3 (WB) on NH 2 **Gujarat - Maharashtra** Orissa - Jharkhand - WB Bhilad (GJ) & Achhad (MH) Jamsola (OR) & Chichra on NH 8 (WB) on NH 6 Tamil Nadu - Karnataka Tamil Nadu - AP

Puzhal (TN) & Tada (AP)

on NH 5

Hosur (TN) & Attibelle (KA) on NH 7

### Standardization of inbound, outbound & transit forms across all states can be institutionalized using existing infrastructure

 Common form for inbound, outbound and transit

 Rationalized details requirement: Reduced consignerconsignee field details

 No driver details for commercial tax documents

	For Inbou	and / Or	utbound / Tra	m XX nsit for State			-	
	par -							
							-	
Origin of goods	State:			Dist	rict:			
Destination of g	oods State:			Dist	rict:			
Consignee detai VAT/CST #:								
A 11								
Consigner detai	ile.							
V/1/CST #: _	115							
_								
Name:								
Address:	action: Inte	er-state		pot transfer	Joi Fo	b works/ Work or export	s contract	
	action:Inte Con	er-state nsignme	saleDej	pot transfer / agent	Joi Fo	or export	Tax Rate	Tax levie
Address: Address: Nature of trans Consignment D	action:Inte Con	er-state nsignme	saleDepend to branch	pot transfer / agent	F0	Value of		
Address: Address: Nature of trans Consignment D	action:Inte Con	er-state nsignme	saleDepend to branch	pot transfer / agent	F0	Value of		
Address: Address: Nature of trans Consignment D	action:Inte Con	er-state nsignme	saleDepend to branch	pot transfer / agent	F0	Value of		

Proposed form (short-term solution)

 Field to mention name of state for which form is filled

- Entire break-up of consignment details
- Standardized commodity codes across states
- Form to be incorporated across states
- For online filling, auto-filling of fields may further reduce effort

### ICT integration will enable reduction of paper-work to a single form for each trip

Proposed form (medium-term solution)

							Fo	orm XX				
												No change in transporter     & vehicle details
Tran	sport	er Deta	ails N	Vame:					wars Name:			
	-		A	Address				And the second of the second	_			
	cle De	etails ents De		Vehicle :	RC #:				Lorry Receip	t #:		Origin-destination, consigner-consignee details combined in a row to allow only one
#	Or	igin	Desti	nation	Consigner	Consignee	Nature of	Commodity	Description of			form for one trip
#	State	District	State	District	VAT/CST #	VAT/CST #	transaction <sup>1</sup>	Code	Goods			goods (L
1	DL	XX	MH	YY	12345678901	12345678902	For export	VIII102	Parcels	500	Nos	12,34,567 14 1,72,839.40
2	DL	XX	KA	ZZ	12345678901	12345678903	Inter-state sale	VIII102	Parcels	300	Nos	5,67,890 14 79,504.60
1												

#### Summary

State type	#	State Name	Total Value of Goods (INR)	Total Tax Levied (INR)
Outbound		Delhi	18,02,457	2,52,344
Inbound	1	Maharashtra	12,34,567	
Inbound	2	Karnataka	5,67,890	

 Auto-generated summary table to ease checking by all officials across states & individually approve for their state

<sup>&</sup>lt;sup>1</sup> Drop-down with the following options: Inter-state sale, Depot transfer, Job works/ Works contract, Consignment to branch/ agent, For export

Cons

### **Documentation & procedure simplification**

#### Stage 1: Standardized, efficient interstate border movement

#### Stage 2: Removal of physical interstate borders

- Reduce document complexity: One form across all states/ one form per trip
- Increase verification effectiveness: Integrated drive-through checkposts with optimal booths & manning, barcode usage
- Improve ICT backbone: Improve website service levels; optimal hardware

- Remove border checkposts to enable smooth movement
- Manage by exception
  - Flying squads for random checks
  - Increase penalties to deter noncompliance

Pros Better acceptability & easier implementation

Incremental benefit to status quo

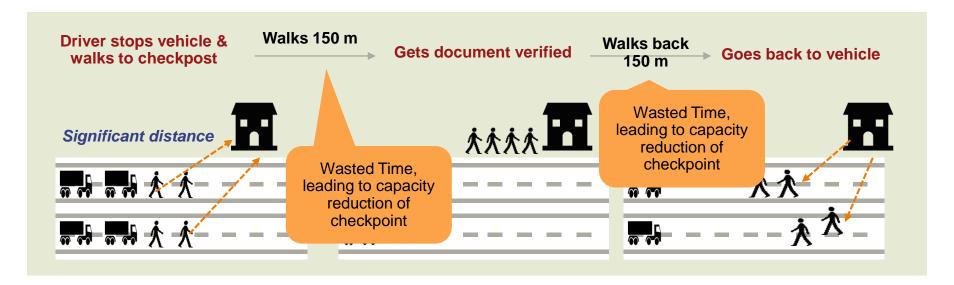
- Best-in-class procedure implementation
- Step change for states difficult to generate buy-in across all

Stage 2 is the preferred end-state; Stage 1 implementation may be needed to manage change effectively

### ② Design issues reduce capacity of checkposts, due to time spent in driver movement

#### **Checkpoint design issues**

Seen at UP, Bihar, WB, TN, AP, Punjab



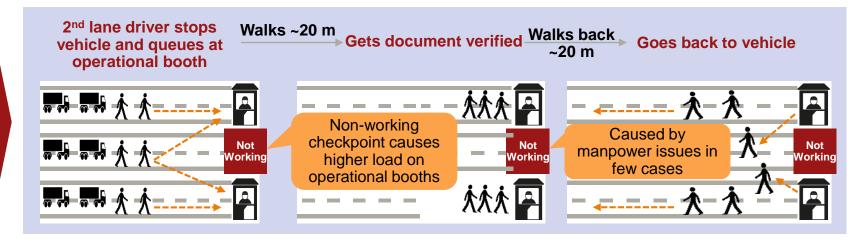
- In few cases, the **commercial tax verification check-post off highway** need for drivers to get down and walk ~150 m
- Leads to wastage of time of drivers, leading to capacity constraint
- Further capacity reduction in monsoon, peak summers due to non-availability of good waiting facilities at verification center

# 2 In addition, partial operation/ non usage of checkpoint infrastructure constrains processing capacity

#### **Checkpoint operational issues**

Case 1 seen at all border checkposts Case 2 seen at Bihar, GJ, WB, JH, Orissa

Case 1: Partial operation of checkpoints



Case 2: Drive through checkpoints not used

