



FROM COLLECTING DATA TO TRULY SERVICING CUSTOMERS. ANATOMY OF SUCCESS

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TRANSFORMING BUSINESS REGISTRIES FOR THE POST PANDEMIC ERA
21 - 24 SEPTEMBER 2022



NRD Companies

NEW CHAPTER. BETTER.

Bringing a new,
better chapter to
your digital journey

Dozens of Registry Authorities trust their challenges to us





What is the role of the Business Registry today?



**The traditional
role**



**The changing
role**

The registry plays a critical role in the economic development of a country

Today a business register has become an important tool for:

- ✓ **TRANSPARENCY**
- ✓ **POLICY PLANNING**
- ✓ **TAX PURPOSES AND ECONOMIC STATISTICS**
- ✓ **THE BUSINESSES THEMSELVES**

The power of an effective registration system:

- ✓ **FOSTERING PRIVATE-SECTOR GROWTH**
- ✓ **FIGHT AGAINST POVERTY**
- ✓ **REDUCED TAX SHADOW**
- ✓ **PROVIDE PRODUCTIVE, DECENT EMPLOYMENT**
- ✓ **BUSINESSES PLAY BY THE RULES**

The expectations from stakeholders



what citizens/businesses expects:

- ✓ Publicly accessible
- ✓ Intuitive
- ✓ User-friendly
- ✓ Time – efficient
- ✓ Cost - efficient
- ✓ Transparent

**Business
Registration
Agency**



what Governments expects:

- ✓ Automated
- ✓ Complete
- ✓ Accurate
- ✓ Interoperable
- ✓ Transparent
- ✓ Effective
- ✓ Secure



Business Registry as a Trusted Partner

START



A trusted partner for e-government initiatives



A trusted partner in the prevention of money laundering



A trusted partner for the legislator



A trusted partner for the society

A trusted partner for e-government initiatives



- **Contribute** to the Government's digital development objectives
- **Develop** technological solutions for the easy and convenient use of e-services
- **Promote** data accessibility and re-use of collected data and cross-country data exchange
- **Facilitate** the whole company registration ecosystem, providing as many services as possible to businesses through the same portal

A trusted partner in the prevention of money laundering



- **Collect** data on the ultimate beneficiaries
- **Ensure** that detailed guidelines for the identification of a beneficial owner are developed
- **Ensure** accuracy and timeliness of data provided
- **Combine** company data with global sanctions and general AML screening, presenting a holistic picture of companies' beneficiaries.
- **Refer** suspicious cases and cooperate with law enforcement authorities
- **Enhance** international cross-border cooperation, **share** BO register data cross-border

A trusted partner for the legislator



- **Simplify** the legal requirements
- **Reduce** the number of documents to be submitted
- **Adjust** the online submission form for data entry
- **Standardize** the incorporation documents for company registration, **use** templates
- **Use** the electronic certificate for business registration

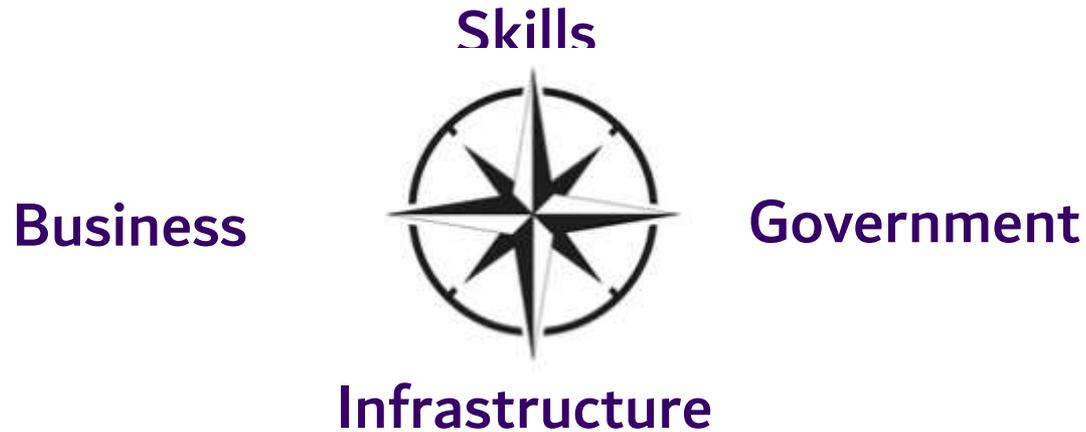


A trusted partner for the society

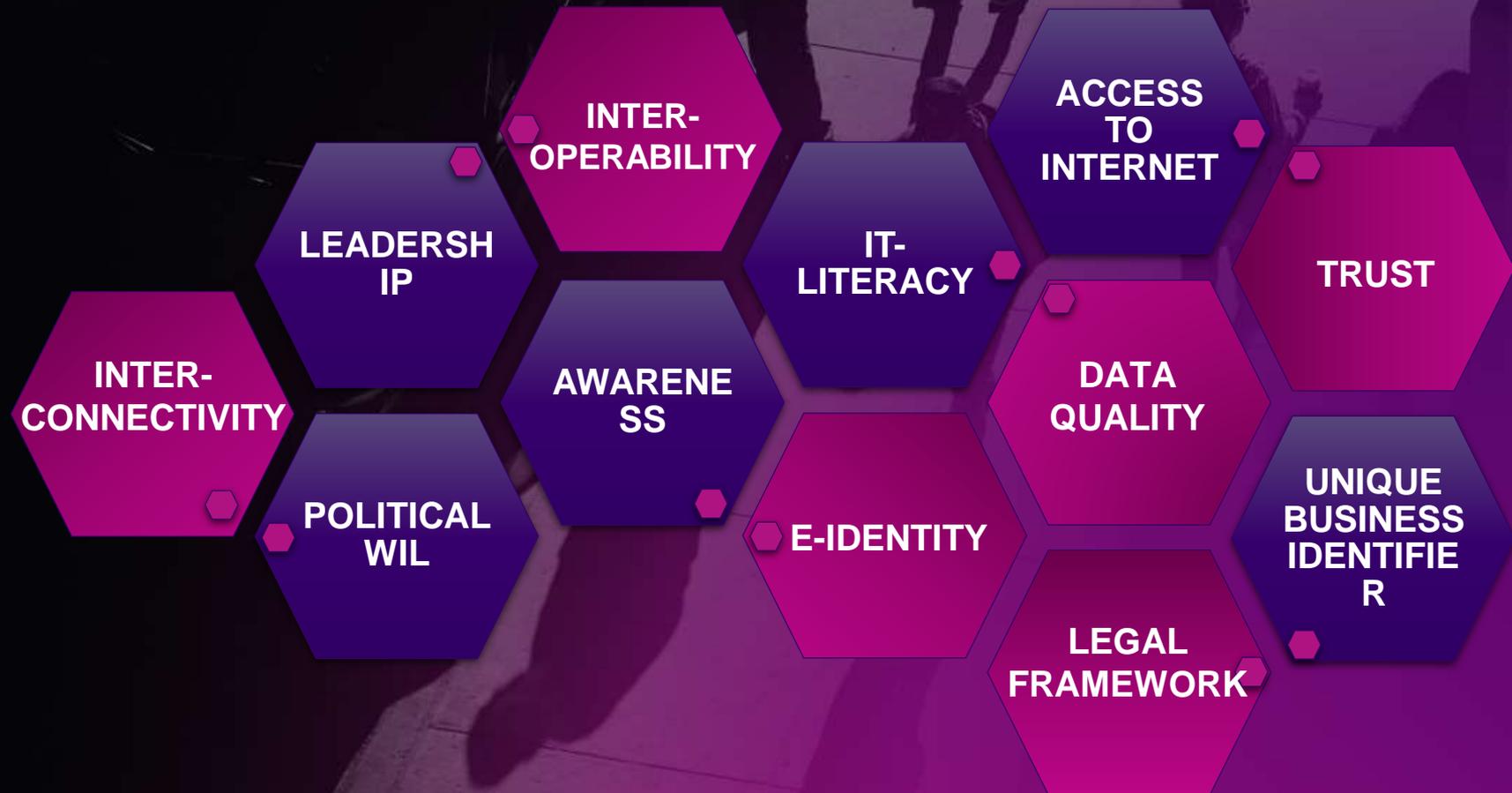


- **Contribute** to a transparent business environment
- **Provide** simple, user-friendly, cost-efficient e-services
- **Contribute** to reducing the administrative burden
- **Promote** e-commerce by electronically receiving and sharing information
- **Ensure** efficient access to accurate and updated information
- **Initiate** reforms, e.g. introduce a virtual registered office idea
- **Protect** registered data not only from cyber-attacks but also from business identity theft

The directions to the success



What are prerequisites for success



Guiding Principles



KNOW WHERE YOU
ARE: ASSESS TO FIND
OUT YOUR STRENGTHS
AND WEAKNESSES IN
THE BUSINESS
REGISTRATION
PROCESS



START WHERE YOU
ARE: KEEP WHAT
WORKS AND IMPROVE
OR GET RID OF WHAT
DOESN'T, RETHINK
TARGET FOR EFFICIENT
BUSINESS
REGISTRATION



TAKE YOUR PEOPLE
ALONG FOR THE RIDE:
INVEST IN YOUR TEAM,
TOGETHER YOU CAN
MOVE THE MOUNTAINS



KEEP IT SIMPLE: IS ALL
ABOUT THE SERVICE
EXPERIENCE



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Let's talk

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