FROM COLLECTING DATA TO TRULY SERVICING CUSTOMERS.
ANATOMY OF SUCCESS

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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
Today a business register has become an important tool for:

- Transparency
- Policy Planning
- Tax purposes and economic statistics
- The businesses themselves

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

what Governments expects:
- Automated
- Complete
- Accurate
- Interoperable
- Transparent
- Effective
- Secure
Business Registry as a Trusted Partner
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

Skills
Business
Infrastructure
Government
What are prerequisites for success

- Inter-operability
- IT-literacy
- Access to Internet
- Trust
- Unique Business Identifier
- Data quality
- Legal framework
- E-identity
- Awareness
- Political will
- Leadership
- Inter-connectivity

Inter-connected:
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

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

KEEP IT SIMPLE: IT’S ALL ABOUT THE SERVICE EXPERIENCE
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TRANSFORMING BUSINESS REGISTRIES FOR THE POST PANDEMIC ERA
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