

## RMIG webinar\_Introduction\_8<sup>th</sup> October 2024, Vincenzo Aurelio

Good morning everyone,

First of all, I very much welcome the opportunity to have this webinar today with all of you and in particular I thank the IB for supporting this initiative to share this new and important project launched by the UPU, the Ready to Market Interoperability Group (RMIG), that I am personally leading.

This ground breaking initiative was launched to strengthen cooperation between Designated Operators (DOs) and wider postal sector players (WPSPs) to shape the future of postal interoperability and enable opportunities for a wider range of stakeholders, creating operational cooperation, ensuring essential services.

The main objective of the RMIG is to develop a progressive programme that creates greater business opportunities among the parties who join and focus on the needs of customers. Indeed, the different actors, who can participate, have the great opportunity to become part of an extended network reflecting the spirit of the Riyadh Congress. This means contributing directly to the development and implementation of effective interoperability models.

The RMIG, by operating as a UPU user-funded body, has the flexibility to explore new ideas, invest in cutting edge technology and deliver unparalleled value to members and its activities will be financed via contributions from its members. During the meeting the IB will go more into details in terms of governance and technology solutions that can be provided.

Of course, one of the questions that everyone could ask is “*Why should I join the RMIG? What would be the advantages?*”. This meeting today will be useful to clarify this important aspect by highlighting the networking opportunities offered by the RMIG, where DOs and CC members can work together, lead to a collaboration, building partnerships and creating business opportunities within the postal sector.

Speaking about the benefits of joining an agile, flexible group like the RMIG, new members can be part of the decision making process, contributing to the development and the direction of this new group. They can nominate candidates for the governing bodies giving a member direct influence on the leadership and progression of the group; participate in subgroups collaborating and contributing to specific areas of interest or expertise; draft new proposals for Councils and Congresses; and early access to relevant instruments and sector tools developed by the group. The RMIG as a member-driven body will enable knowledge sharing, provide a platform for sharing experiences and build on best practices creating a value proposition like no other.

Last June, the UPU launched an excellent promotional program to attract “a cohort of members” to kick-start the initial development of the group. Today, we will hear from the new members who have already joined the programme and they will explain why they decided to join this new body.

Looking at how the RMIG will drive innovation and progress we are confident that the RMIG will be able to change the paradigm of the UPU cross-border services allowing WPSPs to interconnect with the universal postal network, for example by developing commercial and technical knowledge that will boost volumes, giving stakeholders the opportunity to streamline the supply chain and build solutions for their customers.

In the coming years, we are convinced that the new RMIG collaboration between DOs and CC members will lead to an increase in global and regional UPU volumes which support new customer demands. This group can open a new dynamic for members, through new energy and positivity, in particular for developing countries, enabling collaboration between the parties, unlocking the potential of the market and boosting the development of postal networks.

Of course, from DOs side there are also expectations to learn more from the expertise of the WPSPs in the key areas as digital transformation, sustainability and financial inclusion.