



### Legal requirements

- Full understanding and knowledge of worldwide international trade agenda and of synergies between different legal agendas
- Legal watch service to customers
- Close collaboration with national authorities, and implementation party of authorities execution systems



### SAP GTS Implementation partner

- 2017 System Integrator of the Year Award in Belgium
- Access to national authorities during implementation (project timeline assurance, goodwill)
- Fully integrated international trade compliance and SAP GTS expert team



### Changes

- Organization design: Deloitte is a key player in the shared service center study and implementation
- Training by customs experts for customs experts (we have former customs officers in the Deloitte team)
- Track record in cost reduction by optimizing trade compliance processes (e.g. simplification granted by authorities in filing process, customs valuation optimization...)



### Quality

- Data quality of existing ERP systems: Deloitte tools and control framework (Commodity Code Analyzer, Tax Risk & Opportunity Analyzer)
- Quality of the business input: expertise to access quality of data and As-Is information provided



### Cost and Speed

- Enterprise Value Delivery (EVD) methodology for GTS
- GTS template: forms (SAD, SED, EUR1, Certificate of Origin...), feeder system interface filtering mechanism, ABAP workaround for product functionalities GAPS (global and localization)