

The Deloitte logo, consisting of the word "Deloitte" in a bold, blue, sans-serif font, followed by a small green dot.

# EMEA Consulting 2020 Capability Build

EMEA Centres of Excellence  
The SAP GTS (Global Trade Services) CoE

A close-up, artistic photograph of a pool table. The focus is on a cluster of billiard balls, with one ball in the foreground showing the number "246". The background is blurred, showing other balls and the table's surface. A decorative pattern of white dots is overlaid on the image, forming a large, stylized shape that resembles a pool cue or a similar object.

Building to share,  
playing to win

# Introduction

In a world where borders continue to disappear, a structured, reliable, and efficient approach to global trade management has become increasingly important to many multi-national companies.

The EMEA Centre of Excellence (CoE) for SAP Global Trade Services (SAP GTS) is a specialist team that advises companies in the deployment of SAP GTS in response to their cross-border trade management requirements, which include:

- Customs management.
- Compliance management.
- Trade preference management.

The EMEA SAP GTS CoE is the result of continuous investment over the last 10 years in the SAP Waldorf GTS development team relationship. The CoE is made up of global trade regulatory resources that specialise in SAP GTS and ERP Central Component (ECC) along with dedicated functional SAP GTS consultants, technical architects and developers.

The team can offer expertise across all GTS functionality:

- **Compliance management** looks at the import and export licenses needed, including applications and amendments (e.g., Sanctioned Party List (“SPL”) screening, embargo screening and license management for regulatory bodies such as the Export Administration Regulation (“EAR”), the International Treaty of Arms Regulation (“ITAR”), the Food and Drug Administration (“FDA”) and the Drug Enforcement Administration (“DEA”).
- **Customs management** mainly focuses on the efficient declaration and clearing of customs. It ensures border crossings do not cause delays in customer deliveries, and at the same time optimises inventory for clients. This includes import and export e-filing as well as bonded warehousing, free trade zones and inward & outward processing relief helping leverage the specific duty regimes available across the world.
- **Trade preference management** is aimed at leveraging international trade agreements such as North America Free Trade Agreement (“NAFTA”), EU agreements, MERCOSUR, and ASEAN Free Trade agreements.
- **Letter of credit** helps manage the letter of credit related activities at the different stages of the Order to Cash process.
- **Restitution management** focuses on the management of specific European subsidies for agricultural products.

Over the last decade, the CoE has grown to over 70 SAP GTS experts, who are connected to a network of over 500 Customs and Global Trade practitioners across EMEA, allowing it to provide regional and local regulatory support as required by any client.



# Approach

We support our clients in every SAP GTS related topic. Some current client topics include:

- Global trade vision and roadmap.
- Minimisation of compliance costs of global trade regulation and operations management.
- Acceleration of cross-border transactions.
- Financial risk reduction of regulatory non-compliance of international trade.
- Expansion of duty minimisation benefits available in international trade.



# Client value

We offer value to our clients in the following areas:

|  |   |
|--|---|
|  <p><b>Legal requirements</b></p>     | <ul style="list-style-type: none"> <li>• Full understanding and knowledge of worldwide international trade agenda and of synergies between different legal agendas</li> <li>• Legal watch service to customers</li> <li>• Close collaboration with national authorities, and implementation party of authorities execution systems</li> </ul>   |
|  <p><b>Implementation partner</b></p> | <ul style="list-style-type: none"> <li>• Global strategic partnership with SAP BusinessObjects Governance, Risk, and Compliance (GRC) and close collaboration with SAP AG on prioritising software functionalities (3 GRC related SAP Pinnacle awards in the last 3 years)</li> <li>• Access to national authorities during implementation (project timeline assurance, goodwill)</li> <li>• Fully integrated International trade compliance and SAP GTS expert team</li> </ul> |
|  <p><b>Changes</b></p>                | <ul style="list-style-type: none"> <li>• Organisational design – Deloitte is a key player in the shared service centre study and implementation</li> <li>• Training by customs experts for customs experts (we have former customs officers in the Deloitte team)</li> <li>• Track record in cost reduction by optimising trade compliance processes (e.g. simplification granted by authorities in filling process, customs valuation optimisation,...)</li> </ul>             |
|  <p><b>Quality</b></p>              | <ul style="list-style-type: none"> <li>• Data quality of existing ERP systems – Deloitte tools and control framework (Commodity Code Analyser, Tax Risk &amp; Opportunity Analyser)</li> <li>• Quality of the business input – expertise to assess quality of data and As-Is information provided</li> </ul>  |
|  <p><b>Cost and Speed</b></p>       | <ul style="list-style-type: none"> <li>• Enterprise Value Delivery (EVD) methodology for GTS</li> <li>• GTS template – forms (SAD, SED, EUR1, Certificate of Origin,...), feeder system interface filtering mechanism, ABAP workaround for product functionalities GAs (global and localisation)</li> </ul>   |

Leading practices have a higher business value:

|   | Leading Practices   | Business Value  |
|---|---|---|
|  <p><b>Customs Management</b></p>          | <ul style="list-style-type: none"> <li>• Full electronic data exchange with vendors, 3PLs and customs authorities (Automated Export System (AES))</li> <li>• Single source of truth fully integrated with key business units</li> <li>• Maximise usage of special customs procedures (e.g. free trade zone, IPR, etc.)</li> </ul> | <ul style="list-style-type: none"> <li>• Expedite customs clearance to reduce costly buffer stock</li> <li>• Reduce export and import transaction costs</li> <li>• Reduce errors in document creation</li> <li>• Reduce penalties and logistics charges</li> <li>• Leverage benefits of special customs procedures</li> </ul> |
|  <p><b>Compliance Management</b></p>       | <ul style="list-style-type: none"> <li>• Automated record-keeping</li> <li>• Third party due diligence</li> <li>• Automated proactive control for embargo, license controls, and sanctioned party screening</li> <li>• Single source of truth fully integrated with key business units</li> </ul>                                 | <ul style="list-style-type: none"> <li>• Manage complexities of international trade including regulatory compliance</li> <li>• Increase export control compliance while improving efficiencies</li> <li>• Risk management while trading on a global basis</li> </ul>  |
|  <p><b>Trade Preference Management</b></p> | <ul style="list-style-type: none"> <li>• Automated long term vendor declaration request through web portal</li> <li>• Automated calculation of trade preferences (all applicable trade agreements)</li> <li>• Full integration with ERP transactions (product qualifications and customer declaration requests)</li> </ul>        | <ul style="list-style-type: none"> <li>• Reduce duty and cost</li> <li>• Lower penalties</li> <li>• Faster trade (streamline trade)</li> </ul>  |

# Credentials/Case study

## Experience

Our SAP GTS expertise ranges from stand-alone implementations to more complex system integrations.

Our team has an in-depth understanding of the full range of SAP GTS functionality, which we have successfully deployed in a variety of organisations and industries. This includes compliance management, customs management, trade preference management, letter of credit and restitution management.

We have extensive experience integrating SAP GTS with the SAP Feeder System, including integrations that cover multiple instances. In addition, we have successfully delivered projects that required connecting SAP GTS with non-SAP systems (e.g. Oracle) and other peripheral systems (e.g. CustomsInfo Global Trade Desktop).

## Geographical exposure

From our Centre of Excellence base in Belgium, we serve clients around the world, with engagements either in progress or delivered across Europe (including but not limited to BE, NL, DE, FR, CH, UK, IE, PL, IT, ES, FN, DK, SE, HU, RO (spell them out)), the Americas (including but not limited to the US, CA, MX, PR, BR, AR, CO (spell them out)), and Asia Pacific (including but not limited to AU, IN, CN, MY, SG, JP (spell them out)).

## Case study

We recently completed a project that required the integration of SAP GTS with 59 non-SAP ERP systems:

- Major Industrial Product US based Company
- Very complex landscape with multiple types (59) of non-SAP instance interfaces to a single SAP GTS Instance (GTS 10.1) Interface to a product classification tool
- Customs management  
Risk management – Trade preference (NAFTA, CAFTA and MERCOSUR)
- North America and Latin America
- 9,000,000 products/4,000,000 Bill of Materials  
8 months project/4 FTEs

## Publication

The SAP GTS CoE has published the book "Implementing SAP Global Trade Services" in November 2014.

The SAP Press recommends it and has written following review:



*"Cut through overwhelming complexities with this comprehensive guide to SAP GTS. Begin by exploring fundamental SAP GTS concepts for configuration and implementation; then see how SAP GTS functionality can help you manage customs, export controls, and risk management throughout your international supply chain. Resolve real-world global trade issues and avoid delays and penalties to ensure that your business seamlessly circles the globe with SAP GTS."*

- Effectively implement and configure SAP GTS
- Manage regulatory changes and meet specific business needs
- Identify and solve customs-related issues for your business."

# Contacts

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