

Deloitte.



Deloitte's Global Offering

Introduction to Deloitte's global offering for the implementation of SAP Global Trade Services



Introduction

Multinational entities need scalable, flexible, global trade management solutions that can facilitate compliance operations and adapt to the changes that are a reality in today's global trade regulatory environments.

Deloitte's global offering for the implementation of SAP Global Trade Services (SAP GTS) allows companies to centralize, automate, and manage the collective requirements of their global trade functions.

For over a decade, Deloitte has been involved in global SAP GTS implementations, combining the experience of global trade regulatory specialists, technical resources, and certified functional SAP GTS consultants to deliver a broad-based solution. Deloitte's global network of highly experienced international trade specialists provides clients

with tailored, broad-based regional and local regulatory implementation services across all SAP GTS functionalities.

Compliance Management

- Compliance management is achieved using three distinct functionalities of Sanctioned Party Lists (SPL) screening, Embargo, and Legal Control.
- **SPL screening:** Transaction documents are screened against applicable international, national, and company-specific lists to identify transactions with higher risk economies, entities, and/or individuals so that a targeted assessment can be performed, and inappropriate transactions are identified.

- **Embargo:** Identifies potential transactions with embargoed countries.
- **Legal Control:** Integrates license management with international and domestic regulations like the US Export Administration Regulation (EAR), US International Treaty of Arms Regulation (ITAR), and regulations from government agencies like the US Food and Drug Administration (FDA).



Customs Management

- **Customs clearance process** is streamlined by gathering relevant trade information needed to generate and support import and export declarations.
- **Efficient cross-border transactions** are facilitated by consolidating customs information in one location, as well as providing the option to integrate electronic filing of import and export declarations directly with customs authorities.
- **Special customs regimes** can be used in GTS for programs like bonded warehouse management, free trade zones management, and inward/outward processing relief.

Risk Management

- **Trade Preference** provides an efficient, auditable record to identify potential cost-savings opportunities with international trade agreements like various EU agreements, the Southern Common Market (MERCOSUR), the Association of Southeast Asian Nations (ASEAN), and the US Mexico Canada Agreement (USMCA).
- **Vendor and customer declarations** issuance and revocation is facilitated and performs preference determinations to identify the lowest duty rates applicable.



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Our credentials



Our differentiators



Deloitte global coverage



Our SAP GTS publication



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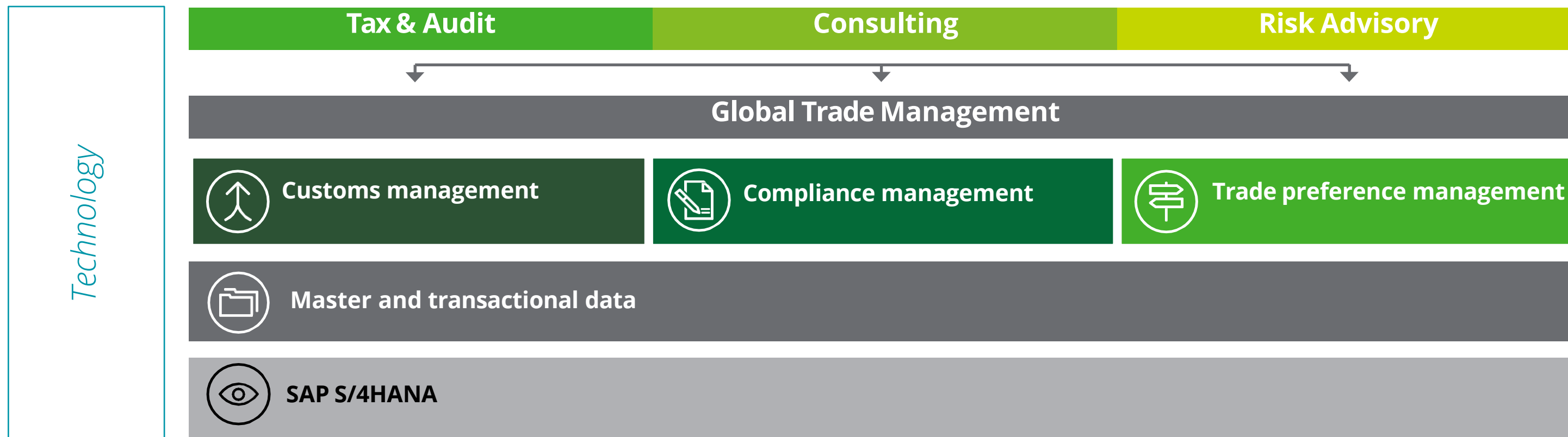
Deloitte's Global Offering



Global offering

Deloitte's network of SAP GTS professionals can advise companies as they:

- Identify a high-level global trade automation to analyze bottom-line metrics
- Manage global trade regulatory compliance and operational costs
- Manage the impact of international trade duties





Deloitte's Global Offering



Global offering

Deloitte's network of SAP GTS professionals can advise companies as they:

- Design a roadmap to achieve target global trade operations
- Manage financial risks associated with trade non-compliance
- Better facilitate cross-border transactions



Extensive experience



SAP GTS market Leader



Data analytics



Global integrated services Practice



SAP ECC and SAP S/4HANA knowledge



Team mobility



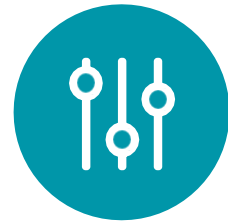
Deloitte's Global Offering



Our differentiators

- Global trade continues to evolve as one of the most complex and crucial aspects of supply chain management. With a mix of national security, foreign policy, revenue collection, and consumer protection objectives, the need for technology-based solutions across this data-intensive field with broad legal ramifications is imperative.
- Architecting an effective solution and blending this effort across business processes requires a well-formulated approach and sound execution.
- Deloitte follows a 360° model to analyze structures, processes, and systems, and our team is well-equipped in matters of global trade, which allow us to implement effective solutions for the challenges that companies are facing today.

Differentiators



IMPLEMENTATION

- Global strategic collaboration with SAP BusinessObjects GRC and close collaboration with SAP AG on prioritizing software functionalities (three GRC-related SAP Pinnacle awards in the last three years)
- Experience working with national authorities during implementation (project timeline assurance, goodwill)
- Fully integrated team specializing in global trade compliance and SAP GTS



CHANGES

- Organization design with Deloitte being a key player in the shared service center study and implementation
- Tailored training programs for your global trade specialists developed by team members who have regulatory experience.
- Track record in cost reduction by making trade compliance processes more effective



QUALITY

- Data quality of existing ERP systems using Deloitte tools and control framework (Commodity Code Analyzer, Tax Risk & Opportunity Analyzer)
- Quality of the business input with the experience needed to analyze data quality and provide as-is information



COST AND SPEED

- SAP GTS template using forms such as SAD, SED, EURI, and Certificate of Origin, a feeder system interface filtering mechanism, plus custom ABAP enhancements to fill functionality gaps (global and local)
- Enterprise Value Delivery methodology for SAP GTS



Deloitte's Global Offering



The team

Deloitte focuses on providing high level solutions to assist clients in their international trade processes. With experience in all facets of business functions a well-formulated approach and sound execution is taken to ensure your needs are met.

The team provides a comprehensive broad-based approach centered on the collaboration of Deloitte's wide network of professionals:

GLOBAL TRADE SPECIALISTS

Due to ever-changing and complex global trade regulations, it is critical to have a deep understanding and interpretation of the requirements, as well as experience with translating these into the SAP GTS design. Our Global Trade Advisory specialists have a deep understanding of the various SAP GTS functionalities, as well as global trade regulatory requirements.

These specialists work closely with our functional SAP GTS and technical specialists when deploying SAP GTS.



FUNCTIONAL SAP GTS SPECIALISTS

Our functional SAP GTS specialists have strong SAP GTS functionality knowledge and are responsible for documenting the business and regulatory requirements that need to be considered for the SAP GTS implementation. These professionals have one to seven years of relevant SAP GTS experience. These specialists also have knowledge of SAP's ERP Central Component (ECC) and S/4HANA.

TECHNICAL SAP GTS SPECIALISTS

Our SAP GTS technical specialists have a strong technical background in SAP GTS. These specialists take a lead role in configuring and deploying SAP GTS, including technical design and the implementation of potential enhancements or add-ons. These specialists also have knowledge of SAP's ERP Central Component (ECC) and S/4HANA.



Deloitte's Global Offering



Our credentials

We have built extensive experience with respect to the implementation of SAP GTSworldwide using integrated teams combining Global Trade Advisory and Consulting SAP Transformation services.

Also, through close collaboration with our local global trade specialists, we are able to accelerate and secure legal requirement gathering and validation and deliver projects within agreed timelines and budgets.

We outline below some representative implementations by industry.

	Aerospace & Defense	Automotive	Energy, Chemicals & Industrial Products
Value 	Risk exposure from potential export controls violations/transshipment diversion Manual and fragmented processes for performing export control checks	Cost savings opportunities through greater utilization of free trade agreements (FTA). Increased efficiencies in FTA eligibility determination	Adhering to international license guidelines of controlled chemicals Managing the classification of export and import controlled products and their respective licenses
Functionalities 	<ul style="list-style-type: none"> • Customs Management • Export Management • Trade Preference Management • Sanctioned Party List Screening 	<ul style="list-style-type: none"> • Compliance Management • Customs Management • Trade Preference Management 	<ul style="list-style-type: none"> • Customs Management • Export and Import Control Management • Trade Preference Management • Sanctioned Party List Screening
Regions 	North America & EMEA	Worldwide	North America & EMEA
Scope 	Managing assignment of export licenses and reporting capabilities Configuring rule sets to enable automated license assignment and decrease manual review Centrally managing export classifications across various jurisdictions (ITAR, EAR, etc.) Managing and performing embargo screening	<ul style="list-style-type: none"> • Global trade topics dominate headlines as various countries had begun exhibiting protectionist tendencies and pursuing competitive trade policies. • These complex and frequently changing regulatory requirements threaten established supply chains and challenge companies to adapt efficiently 	<ul style="list-style-type: none"> ▪ Maintaining required data elements and documentation for import and export declarations ▪ Monitoring preferential statuses of product batches and individual products, and requesting/issuing certificates of origin







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	Life Sciences	Technology, Media, Telecom	Consumer
Value 	Manual and fragmented processes for performing export control and import compliance checks Risk exposure from potential PGA and export control violations (US Food and Drug Administration, US Department of Agriculture, Toxic Substances Control Act, European Medicine Agency, EAR, EU Dual Use, etc.) given complex supply chain scenarios	Risk exposure from potential export controls violations/transshipment diversion Managing sanction screening of high number of customers/business partners	One global SAP ERP system and multiple non-SAP feeder systems, connected to a single SAP GTS instance.
Functionalities 	<ul style="list-style-type: none"> • Customs Management • Export and Import Control Management • Trade Preference Management • Sanctioned Party List Screening 	<ul style="list-style-type: none"> • Customs Management • Export Management • Trade Preference Management • Sanctioned Party List Screening 	<ul style="list-style-type: none"> • Customs Management • Trade Preference Management
Regions 	Worldwide	Worldwide	Switzerland, North America & APAC
Scope 	<ul style="list-style-type: none"> ▪ Managing sanction screening of a high number of customers/business partners ▪ Volume of import/export declarations, customs clearance delays, and associated broker costs ▪ Managing third party brokers' import and export clearances 	<ul style="list-style-type: none"> ▪ Volume of import/export declarations, customs clearance delays, and associated broker costs ▪ Managing third party brokers' import and export clearances 	<ul style="list-style-type: none"> ▪ 1,600,000 products 450,000 Bills of Materials ▪ 250 000 Business Partners ▪ Localized direct e-filing and broker model ▪ Preference support for non-ERP integrated flows



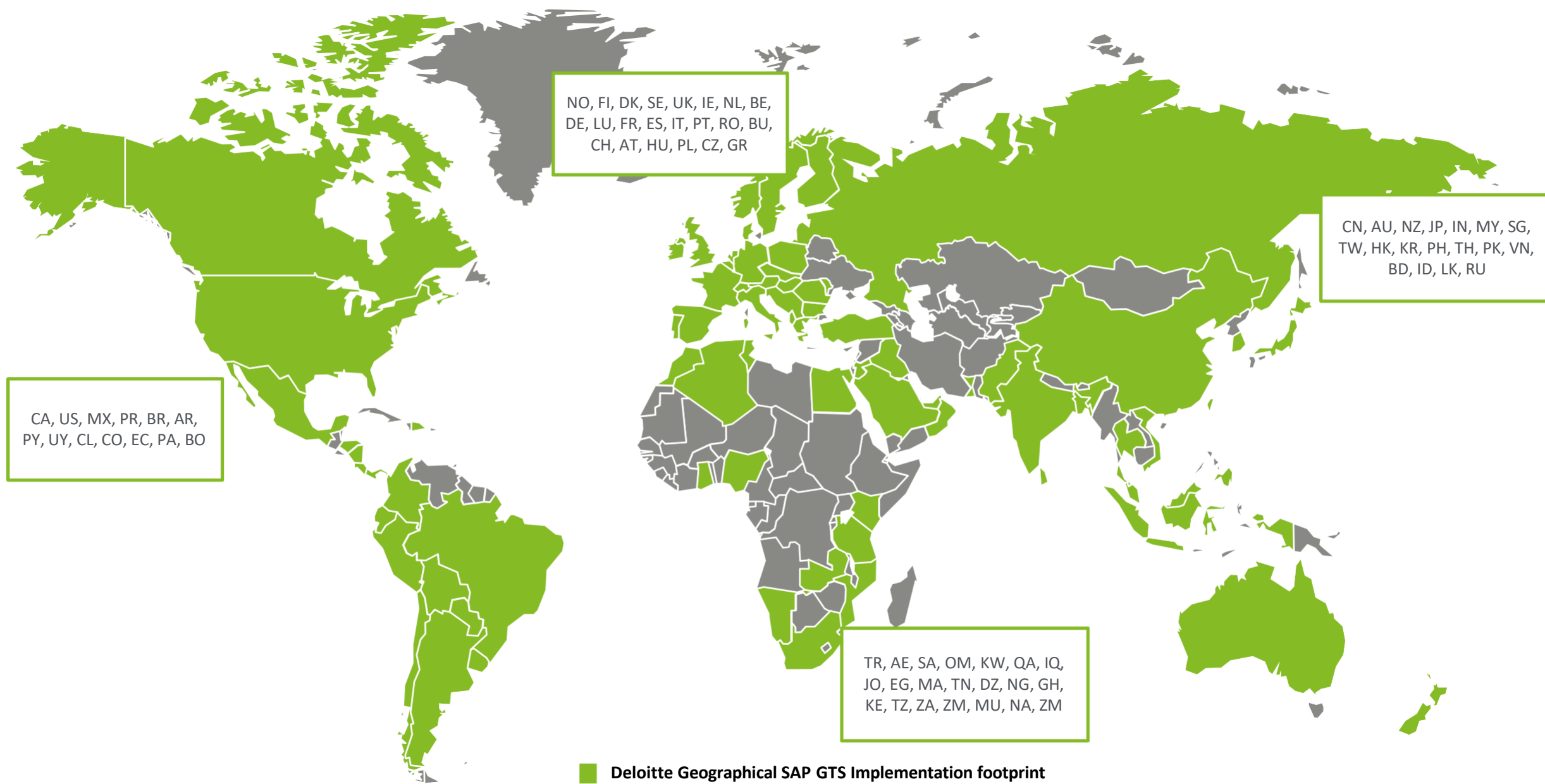
Deloitte's Global Offering



Deloitte's global coverage

We have extensive experience in implementing SAP GTS in the Americas, EMEA and APAC, using Deloitte integrated teams combining Tax Global Trade Advisory and Consulting SAP transformation services.

Our global capabilities allow us to consider relevant regulatory requirements when providing services.





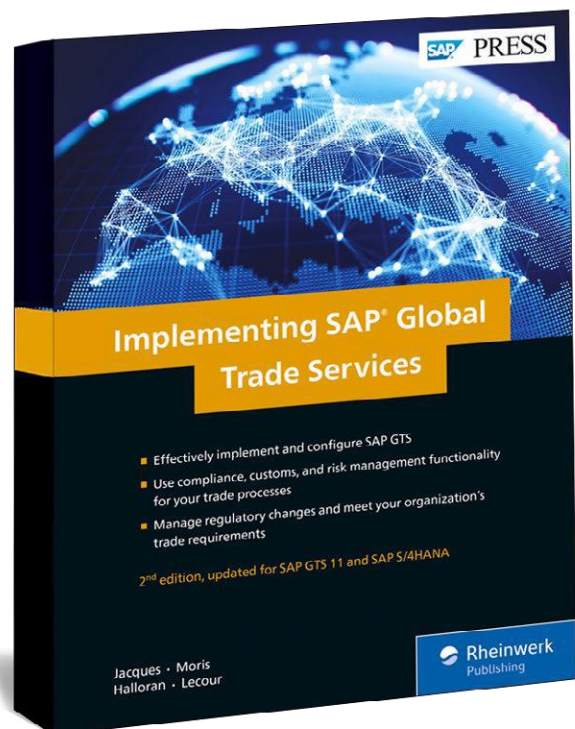
Deloitte's Global Offering



Our SAP GTS publication

Since the inception of SAP GTS, Deloitte has worked with SAP's GTS team in Walldorf, Germany, with the shared goal of improving and developing SAP GTS and related services. **Deloitte's global offering for the implementation of SAP Global Trade Service** leaders began working with SAP Press on a publication that would guide users through the design, implementation, and customization of SAP GTS. The most recent edition of the resulting book provides insights into the regulatory requirements, as well as in-depth configuration guides, for customizing your SAP GTS implementation.

[The book is available here.](#)



We wrote the book on implementing SAP GTS *Implementing SAP Global Trade Services* (2nd Edition) and published it in September 2018— and it has been referred to by SAP Press as “The complete guide to setting up SAP GTS for your business!” As stated by SAP Press on its website:

Don't get tied up in global trade red tape! Navigate the complex web of regulations with this guide to implementing SAP GTS. Learn the ins and outs of SAP GTS and how it connects to SAP ERP and SAP S/4HANA. Get step-by-step instructions to configuring compliance, customs, and risk management functionality, and explore your reporting options. Get insight into global trade innovations, in SAP GTS 11 and beyond!

For more information on Deloitte's SAP GTS services, visit:

www2.deloitte.com/be/SAPGTS



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