

Customs and global trade Strategy — Automation — Customs/export compliance

Management of “above the line”
taxes can help you address your
bottom line



Your challenge

Companies engaged in global trade face a maze of complex trade and border security regulations. These must be carefully navigated to maintain compliance and pursue the benefits of cost-savings opportunities.

An importer or exporter can address risks while managing operational and resource efficiencies by developing standardized trade processes and automating trade compliance. Moreover, process standardization and automation can provide a stronger foundation to achieve potential benefits from special trade programs available around the globe. This may not be so easy, though, when:

- The ever-growing complexity of each country's trade rules, trade preference agreements and audit initiatives make import and export compliance increasingly burdensome.
- The global focus on national border security issues and trade security programs require greater awareness of compliance obligations and planning opportunities.
- To remain competitive in today's global market, companies need to make their supply chain procedures, especially cross-border transactions, as cost-effective as possible while minimizing inventory build-up.
- The demands for internal controls, risk management, and overall competitiveness mandate that companies leverage their financial, accounting, and business systems more effectively. In this way, they can have access to the data necessary to properly manage and plan for customs duties and report international trade data in an efficient and compliant manner. Companies need special trade experience to help them select, implement, and customize effective trade automation solutions.

The efficient integration of import and export processes into overall business goals, tax planning, and supply chain management is crucial to a multinational company's success today. Clearly, indirect tax savings — including customs duty savings — have a direct impact on a company's bottom line. But high-volume global traders wishing to achieve such savings face critical issues:

- Shortcomings in an organization's international trade planning, internal controls and compliance processes may cause it to overpay duties, overlook compliance issues, and incur penalties and unnecessary costs.
- Changes in supply chain, sourcing, and the structuring of transactions may impact a company's customs duty position — significantly and negatively. Yet individuals in functions outside the customs and trade area often make decisions without taking these changes into consideration. Building compliance and planning into existing business processes and systems helps to determine cross-functional communication and cooperation.

If your company faces these and other challenges, Deloitte Tax LLP's Customs and Global Trade team can help.

How we can help

We help you navigate the complex maze of import and export rules, manage compliance risks, automate global trade processes, and pursue duty savings opportunities associated with the production, import, and export of goods around the world.

We are part of the Deloitte Touche Tohmatsu Limited multidisciplinary global network that includes more than 300 Customs and Global Trade Deloitte professionals in over 50 countries. These professionals include lawyers, accountants, customs brokers, economists, auditors, former government employees and industry specialists. With our diverse private and public sector backgrounds, we understand the operational constraints and requirements

of global trade. We can support your company through the relevant processes and explore practical business solutions no matter where you do your business.

Moreover, because of the breadth of our professional services, Deloitte Tax can be a single, coordinated provider to assist your company in services ranging from developing overall global trade management strategies to identifying specific automated trade solutions. Ours is one of the few firms that can provide integration of customs and trade management services along with our specialization in international tax, transfer pricing, supply chain management, business and systems consulting, internal audit and tax compliance risk management, and global trade management automation.

Our services include:

Assessments and reviews

- Import and export compliance reviews and tax risk assessments
- Business process and cost savings opportunity reviews
- Trade security program assessments and implementations
- Due diligence relating to customs and trade risk and opportunities
- Tariff and export classification reviews and engineering
- Preparation for U.S. Customs & Border Protection (CBP) focused assessments and regulatory audits, as well as assistance with membership in CBP voluntary programs such as importer self-assessment, and Customs-Trade Partnership Against Terrorism.

Planning and compliance support

- Exploration of automated import and export solutions
- Supply chain efficiency assessment, including trade and security

- Customs valuation planning, including first sale for export planning and analysis of transfer pricing policies to work towards compliance with customs valuation requirements
- Duty-minimization planning, such as foreign trade zones, bonded warehouses, recently enacted free trade programs, duty drawbacks, and preferential trade agreements
- Process improvement planning and implementation
- Customs audit assistance and representation before global customs and trade authorities around the world

The Deloitte Tax difference

Learn why so many multinational companies trust Deloitte Tax to help them focus on more efficient global trade management and opportunities for indirect tax savings. We offer:

- Tailored customs and international trade strategies and implementation
- Access to a network of more than 300 customs and international trade specialists from Deloitte Touche Tohmatsu Limited member firms in over 50 countries
- Proprietary automated applications
- Multidisciplinary approach to global trade which includes customs consultants as well as international tax, Value Added Tax (VAT), logistics and supply chain specialists.



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