Global Trade Advisory
Due Diligence, Post-Merger Integration, and Separation Services
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Due to the complex global footprint of many companies today, global trade operations and compliance are of strategic importance during many facets of mergers and acquisitions, including post-merger integration (PMI) and divestiture efforts for many companies importing or exporting goods, technologies, or services.

From the early stages of the corporate transactional cycle, it is important to consider the target’s global trade position and function. Failure to do so could lead to the potential acquisition of liability. It is critical to understand not only the potential exposure of the target, but also the people, process, and technology of the target’s global trade management function.

This knowledge arms you, the acquirer, with the information required to plan out and determine a speedy and effective integration allowing your goods, technologies, and services to flow freely and cost-effectively starting day one.

Global trade consideration is important to an effective integration

Decisions on legal entity structure, supply chain, sourcing, and the structuring of transactions in the planning phase of PMI and divestiture projects that are not analyzed from a global trade perspective can have unintended consequences. Not only can it impact your company’s compliance, but it can also impede your company’s ability to effectively move products across global borders and maintain revenue continuity.

To add complexity to integration planning, companies face diverse local, global trade, and other government agency regulations, including compliance requirements impacting operational decisions, costs, and timelines.

Therefore, it is critical to understand the current and future state global trade requirements as early as possible. This allows for sufficient lead time to address the relevant global requirements, which can include import and export licenses and registrations, participating government agency requirements, and supply chain security certifications, among others.

Frequently, companies experience resource constraints and lack the global experience and capacity to sufficiently address such PMI activities, which require significant effort. As a trusted and experienced adviser to many transactions, Deloitte’s Global Trade Advisory (GTA) practice can help.
It is critical to understand, as early as possible, the current and future state global trade requirements in PMI or divestiture projects. This allows for sufficient lead time to address requirements and to enable continuity of import and export activities.

The global reach of Deloitte’s GTA team, which spans over 100 countries, allows us to take a locally managed but globally deployed approach which expedites the project and applies the right specialist at the right time. Our approach includes:

**Day 1 Readiness:**
- Understand the global legal entity structure and business operational changes that will impact export/import transactions
- Plan for and implement global trade efficient and compliant requirements/changes, such as:
  - Government registrations (e.g., importer/exporter of record, supply chain security, product licensing, participating government agency requirements, etc.)
  - Third Party Contracting (e.g., brokers and forwarders)
  - Cut-over strategy

**Trade Compliance Program Implementation/Integration**
People, process, and technology alignment:
- Assess, develop, and integrate processes and procedures
- Avoid duplication of processes/effort
- Rationalize trade compliance resourcing
- Integrate and/or rationalize global trade automation and master data

**Managing Trade Non-Compliance and Enabling Business Continuity**
- Structure and deploy transactions to achieve potential above-the-line cost savings (e.g., duty savings)

**Important Considerations:**
- Legal Entity Structure
- Import Impact
- Export Impact Partner
- Impact
- Customs Brokers/Freight Forwarders
- Systems Impact
- Compliance Processes
- Staffing
- Cut-over
Our team has worked to enable effective global trade compliance day 1 readiness in more than 70 countries for numerous companies, utilizing leading practice methodologies in numerous industries, focusing on people, process, and technology.

With more than 560 Global Trade Advisory specialists in over 100 countries, our team works effectively together to provide strategic and cost-effective customs, export controls, supply chain, and trade automation solutions to clients across the globe. We provide access to specialists with a deep understanding of global trade regulations and years of experience with local export and import authorities.

Our services cover every stage of the integration/divestiture deal cycle and include:

- **Global Trade Operations Readiness**
  - Identify activities in old and new jurisdictions and the impact of the transaction on these jurisdictions.
  - Determine local trade and other trade-related government requirements.
  - Facilitate the acquisition of country-specific registrations, authorizations, and licenses.
  - Facilitate the acquisition of global product-specific import/export licenses and authorizations.
  - Realign customs brokers, freight forwarders, and logistics providers.

- **Global Trade Compliance Program Development**
  - Identify required trade compliance resources, including organizational design and implementation.
  - Assist with establishing/updating internal compliance program processes, tools, and templates to enable continuity of compliance.
  - Develop/Implement export screening processes (e.g., denied party, embargo/sanction, anti-boycott screening, etc.).
  - Develop/Implement recordkeeping procedures aligned with government requirements.
  - Develop, revise, and deploy import processes such as value, origin, and classification.

- **Global Trade Automation**
  - Assist with the selection of vendors of global trade automation services.
  - Provide regulatory guidance for trade automation implementation/integration or separation.
  - Assist with master data rationalization.
  - Draft test scenarios, testing, and go-live support.

- **Day-to-Day and Strategic Function Services**
  - Project management support.
  - Support on-going, day-to-day operational global trade activities on an ad hoc basis.
  - Provide loan staff resources to alleviate client’s trade compliance resource requirements.
  - Assist with Post-Day 1 enhancement planning.
  - Provide managed services to backfill resources needed for the transaction.
Global Trade Compliance is a Strategic Focus Area

Due Diligence
Facilitate Day 1 Operational Readiness
Compliance Program Implementation/Integration
Manage Non-Compliance and Enable Business Continuity
Contact us

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