Global Trade Advisory
Trade Automation Innovation
Realize the Power of Global Trade Automation

Cost reduction, process efficiency, and cash savings opportunities dominate the agendas of many multinational companies. No company is exempt from these pressures, and trade groups are no exception. However, not many multinationals regularly review their global trade management options to determine whether they are effectively using automation to manage cross-border operations and make an impact on the company’s bottom line.

If your company faces challenges when trying to assess, improve, or obtain a trade automation solution, then Deloitte’s Global Trade Advisory (GTA) team may be the support that your company needs to unleash the true power of global trade automation. Our team is uniquely positioned to help your company by combining world-class systems consulting and specialized global trade knowledge. We are your service provider to help analyze your company’s needs and explore feasible automation applications. Our GTA team addresses leading global trade practices and automation solutions as a menu of services, instead of a one-size-fits-all solution.
Our international GTA team offers experience across all global trade management (GTM) automation functionalities, specifically when it comes to the following challenges:

<table>
<thead>
<tr>
<th>Challenge</th>
<th>Symptoms of the Challenge</th>
<th>Services Options</th>
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<tbody>
<tr>
<td>Developing a Business Case</td>
<td>• Difficulty in obtaining cross-functional alignment to define an end-state vision for GTM deployment&lt;br&gt;• Upper management concerns regarding the overall return on investment from implementing a GTM system</td>
<td>• Developing a business case and value engineering assessments for GTM application deployments&lt;br&gt;• Providing industry insights from global benchmarking reports on global trade automation</td>
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<td>Identifying Process Ownership</td>
<td>• Fragmented process ownership and operational execution&lt;br&gt;• Understaffed trade compliance groups and concern of GTM deployment on staffing models</td>
<td>• Designing, mapping, re-engineering, and standardizing global trade automation services and deployment</td>
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<td>Selecting a Vendor</td>
<td>• Lack of knowledge regarding content and vendor selection process as well as automation system functionality&lt;br&gt;• Disconnect between current and desired GTM functionality</td>
<td>• Supporting GTM application evaluation and selection services</td>
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<td>Designing a GTM System</td>
<td>• Difficulty in finding a mix of resources with the requisite regulatory knowledge and technology experience to define the geographic and functional scope of the GTM system&lt;br&gt;• Difficulty identifying compatibility with feeder systems</td>
<td>• Assessing existing global trade management application architecture&lt;br&gt;• Advising on ways to enhance process, systems design and data management</td>
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<td>Implementing a GTM System</td>
<td>• Lack of project management skills to drive a cross-functional/global implementation&lt;br&gt;• Lack of resources with knowledge regarding current IT landscape, as well as system and data limitations&lt;br&gt;• Inability to access disparate systems with varied data models</td>
<td>• Providing dedicated, on-site technical specialists for project and system implementation support&lt;br&gt;• Teaming with GTM application providers to augment existing functionality in response to client objectives</td>
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Global Trade is More Relevant than Ever

Global trade topics dominate headlines as various countries have begun exhibiting protectionist tendencies and pursuing competitive trade policies. These complex and frequent developments threaten established supply chains and challenge global trade management professionals to adapt quickly or risk the interests of their businesses.

In a competitive environment where managing risk, reducing costs, and pursuing savings opportunities are important drivers for trade professionals, investigating options for trade automation is also critical. Improving your company’s bottom line means you can no longer just rely upon local teams to manage import/export operations by following a variety of manual and disparate processes that may, or may not, be guided by corporate policies.

Trade automation considerations need to be a part of a company’s ongoing due diligence. The following questions speak to some of the underlying issues that companies face:

- Are your company’s global trade operations primarily managed through manual operations such as spreadsheets?
- Does your company have global decision trees and processes to manage import and export compliance?
- Are standardized global trade policies and procedures adhered to in local country operations?
- Do global trade resources spend most of their time managing time-consuming document preparation and transactional management?
- Does your company have global reporting and analytic capabilities related to risk identification, trend analysis or opportunity identification?
- Does your company have a standardized process to keep track of historical reporting such as import and export filings?
- Does the complexity of your company’s IT landscape make it difficult to access disparate systems with varied data models?
- Does your company monitor day-to-day operational tasks such as classification storage and determination to enhance business operations and measure key performance indicators?
- Is your company prepared to respond to increased scrutiny regarding global supply chain operations and cross-border activities from government agencies?
- If requested, can your company quickly collect and provide transaction-level data to government agencies?
Deloitte continues to be a market leader for innovative trade technologies that help companies to solve issues pertaining to global business operations. Global trade automation is no exception to this innovative technology. From trend analysis to service deployment, our GTA team is leading this innovation by providing the following specific technology solutions:

**A Customized Implementation Delivery Model**

Our GTA team combines functional, technical, and global trade specialists to design and deliver a total trade program that streamlines people, processes, and technology.

**Global Trade Radar**

Global Trade Radar (GTR) is Deloitte's proprietary, multi-jurisdictional customs data analytics solution. GTR can give greater insight into a company's global profile, to facilitate informed decision-making, identify opportunities, and address compliance weaknesses. Many multinationals outsource their customs reporting to customs brokers and freight forwarders and therefore, lack the ability to review transaction level details since these often reside outside their company's ERP systems. GTR drills down to this level to provide a holistic picture of a company's historical customs declaration activity to provide insights into missed opportunities.

**Global Trade Management Analytics**

GTM Analytics allows companies to harmonize data from different entities and systems to enhance processes and/or rationalize controls. Instead of focusing on detective compliance mitigation (i.e., noting issues after the fact), companies can realize their potential through a single, reliable system. This can be fully integrated in sequential phases, allowing companies to visualize and analyze all their data on a single platform and make strategic decisions in real-time. Advanced analytics, reconciliation, and forecasting will allow companies to use a comprehensive GTM solution for strategic decision-making in sourcing, supply chain, and transfer pricing.

**Robotic Process Automation (RPA) and Artificial Intelligence (AI)**

Companies are responsible for correctly classifying their products for both customs and export control purposes. The classification code determines: (1) import duty rates, preferences; (2) quotas, suspensions, health and sanitary measures; (3) value-added tax, excise duties; (4) licensing, authorization, reporting, and recordkeeping requirements; and (5) shipping documentation and labelling requirements.

Robotic Process Automation (RPA) and Artificial Intelligence (AI) can help by substantially automating the classification process by mimicking human reasoning to provide suggested classification values. This results in a decreased cycle time, reduction of operational costs, and improved classification accuracy. Deloitte's market leading classification tool combines AI, RPA, and machine learning to deliver an efficient and effective solution, and a lower cost classification process.

**Blockchain Technology**

A blockchain is a record/ledger of digital events distributed between various parties. The record/ledger can only be updated by consensus of many system participants, and information cannot be erased once logged. One of the most promising applications of blockchain technology exists in cases where value or assets are transferred between parties. These processes are often administratively burdensome and costly, and require multiple facilitating organizations. This is a particularly promising area for data exchanges between parties in the supply chain and the replacement or supplementing of the execution of customs declarations. Deloitte provides blockchain labs where solution options are defined and assessed to unlock value through this area of promising technology.
The Right Combination — One Deloitte

By combining the experience and knowledge of various Deloitte professionals, our integrated GTA team can provide a “one-stop-shop” for automation software selection, process design, implementation services, and ongoing solution support post-implementation. Our approach to these projects includes a rare blend of skills that combine the traditional international trade experience, deep business process knowledge, tested experience in automated applications, and the required configuration and engagement management skills.

Deloitte is proud to be in a “Category of One” for this offering, as we have trade compliance specialists with a deep understanding of automated software applications, ERP, and project management experiences and methodologies. We will work with each of the stakeholders on your team to bridge the divide between the requirements of the IT group, import-export professionals, and the business units.
Global Trade Advisory: It’s not just a name — it is what we do.

Deloitte’s GTA and systems integration specialists have teamed with leading software vendors to configure and customize automated applications to address our client’s needs and circumstances. Examples include:

- Developing business case and value engineering assessments for global trade management application deployments;
- Performing global trade management application evaluation and selection services;
- Assessing existing global trade management application architecture (including reporting and analytics solution options) and advising on ways to manage processes, systems design, and data management;
- Designing, implementing, and deploying over 70 SAP Global Trade Services projects across all regions globally, projects that covered a broad number of industries with tailored approaches to address global and regional trade compliance requirements, customs documentation, and duty minimization strategies (including the use of numerous free trade agreements);
- Serving as a leading integrator of Oracle’s Global Trade Management solution; and
- Teaming with leading global trade management application providers to augment existing functionality in response to client needs and the ever-changing regulatory framework.
Extraordinary Times, Extraordinary Service

We are part of a multidisciplinary global network that includes more than 560 GTA professionals in over 100 countries. Learn why so many multinational companies trust Deloitte to help them by leveraging this global network and experience base.

Our service offerings related to trade automation are distinctive tools to be used in the larger world of your company’s IT and trade process strategy. We hope this is your first step in understanding what the next steps are for immediate results and long-term success—whether at the process level, business case level, or with a full GTM implementation.

Global Trade Advisory Around the World

**By the numbers:**

**Locations:**
- Americas
  - 135 GTA Professionals
  - 21 Countries
  - 232 Offices
  - 89,934 Total headcount
- EMEA
  - 250 GTA Professionals
  - 69 Countries
  - 341 Offices
  - 71,826 Total headcount
- AsiaPac
  - 180 GTA Professionals
  - 15 Countries
  - 104 Offices
  - 41,125 Total headcount

**GTA Centers of Excellence:**
- Americas: Classification Service Center - Mexico
- EMEA: Machine Learning Center - Romania/Belgium
- AsiaPac: Classification Service Centers – India, China

**GTA Service Centers:**
- Americas: 1 led by Michele McGuire
  - Classification Service Center - Mexico
- EMEA: 1 led by Klaas Winters
  - Machine Learning Center - Romania/Belgium
- AsiaPac: 1 led by Sarah Chin
  - Classification Service Centers – India, China
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