

Enabling smart trade around the world



Opportunities and challenges for global trade

Facing sluggish economic growth and a stormy trade environment, the market regulations and requirements in different countries are getting increasingly stringent, making it more difficult for enterprises to globalize and manage cross-border trade.

To prosper in the ever-changing global trade environment, most enterprises are required to find more systematic approaches to keep up with the fast-changing policies and regulations, meet new consumer demand and the development needs of complex supply chains, and follow the trend toward "non-contact & digital" development.

Main difficulties for enterprises:

- Complex regulations, insufficient understanding, difficulties in handling emergencies**
 - Complex and fast-changing legal environment
 - Numerous regulators
 - Changing customs clearance requirements
 - Cumbersome formalities
- Manual management, low efficiency, information barriers**
 - High error rate and risks
 - Low visibility and traceability
 - Inconsistent standards
 - Resource occupation
- Single solution, multi-party management, fragmented implementation**
 - Insufficient data for decision making
 - Poor risk early-warning ability
 - Occurrence of emergencies



Deloitte perspective

Deloitte believes the key for enterprises is to break down information barriers at all stages of a global trade, identify and mitigate trade compliance risks, and maximize efficiency with low costs to enable compliant global trade management with higher efficiency and effectiveness but lower costs, so that they can concentrate on their business development.

Deloitte always fully understands enterprises' aspirations for globalization as well as the opportunities and challenges they face, and aims to simplify procedures, avert risks, and innovate for their cross-border trade.



Deloitte experience

Enterprises are in dire need to establish an efficient and compliant global trade management model that is of low cost and low management risk.

Deloitte is experienced in providing global trade services including services concerning compliance, customs clearance, and preferential trade agreement, and have assisted numerous enterprises in making great achievements in global trade.

Improve current system

- Establish a unified global trade compliance management system
- Set up a complete global trade compliance risk management system

Introduce new standards

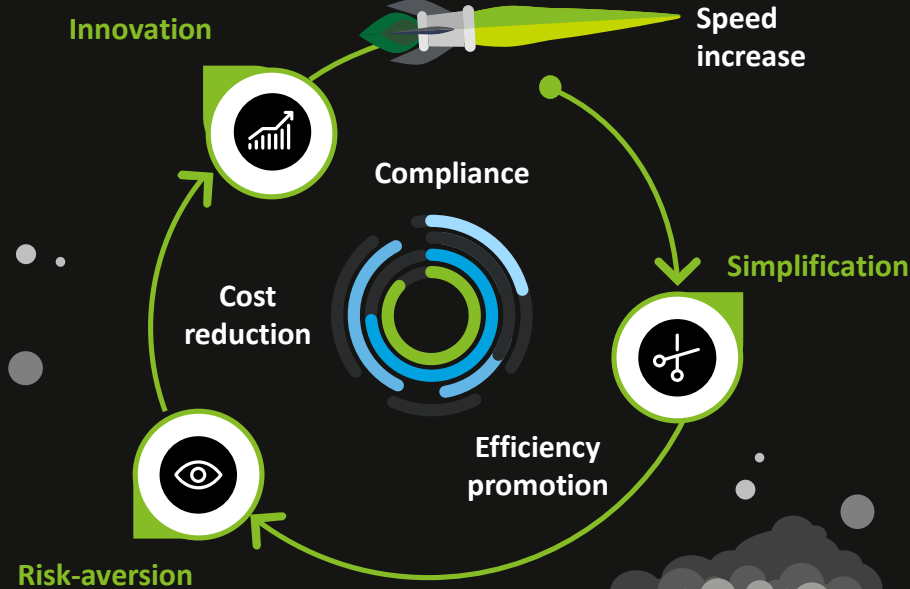
- Introduce standards for global trade compliance and SAP Global Trade Services (SAP GTS™) development and implementation
- Establish operation standards for group-wide global trade compliance management

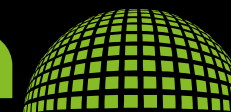
Optimize procedures

- Review and standardize current global trade compliance procedures
- Identify global trade compliance risks
- Establish a comprehensive global trade compliance management chain

Cultivate talent

- Leverage external talent to foster experts in global trade compliance management
- Build an expert team
- Achieve long-term operational effectiveness of the global trade compliance management system





“Non-stop train” towards global trade services

Deloitte Global Trade Solutions

Deloitte global trade service team provides enterprises with flexible and efficient import and export business solutions based on SAP GTS™ technology, which enables informationized and systematic management of import and export business processes and facilitates the realization of enterprises' global development strategies.

Solutions overview

The combination of global trade advisory services and leading SAP GTS™ technology allows deep integration and seamless connection throughout the entire customs and compliance management process.

One-stop services

Deloitte's system-backed global trade advisory services and compliance services enable a team of comprehensive global trade services.



Deloitte SAP GTS service objectives:

- Support the full informatization of business and process
- Enable centralized global trade management of business groups
- Realize supply chain synergies and standardization of operations
- Fully understand global trade compliance standards
- Achieve process traceability and visual management



Benchmarking products of Deloitte:

- **International trade analysis tools** - flexible data integration and visual analysis report
- **Products for rapid implementation of Smart GTS** - address common demands with fundamental import and export business processes that are agile and efficient
- **Smart GTS robot solutions** - AI-backed repetitive process automation

Technology – SAP GTS

Services

Global trade management



Customs management

- Avoid delays at borders to ensure fast delivery to customer
- Expedite customs clearance to reduce costly buffer stock
- Enable trade data consistency
- Self-filing capabilities for import and export
- Leverage special customs policies to maximize benefits (free trade zone, bonded warehousing, processing trade, etc.)



Compliance management

- Manage export and import licenses, including online license application and amendments
- Minimize noncompliance-induced penalties and supply chain delays
- Black-listed party screening (business partners and financial institutions)
- Embargo check
- Export controlled product classification



Trade agreements management

- Optimized utilization of free trade agreements
- Management of vendor declaration of origin
- Customer declaration handling
- Trade agreements related decision-making and analysis of rules of origin



Master data and transaction data



SAP S/4HANA



SAP GTS center of excellence



SAP GTS market leader



Data analytics



Management services (sanctions screening, product classification)



Experience in comprehensive global implementation



SAP S/4HANA deployment



System operation and maintenance services



Smart applications (FIORI Apps)



File management solutions



Robots and AI (product classification)

Unique functions of Deloitte SAP GTS



Quality

- Existing ERP system's data quality tools and control
- Customs and global trade master data analysis and control framework
- Data quality assessed by experts and the as-is information of shared databases

Restructuring and process reengineering

- Organization design – key player
- Training by global trade compliance experts
- Process tracking, optimized trade compliance process, and cost reduction
- User group and user community of Deloitte

Legal requirement

- Full understanding of the global trade rules of different countries and regions and their synergies
- Global trade advisory services for clients
- Close collaboration with customs authorities of major countries and regions

Cost and speed

- Application of Enterprise Value Delivery (EVD) methodology in Smart SAP GTS implementation
- Global Trade Industry Handbook (leading practice database)
- Prebuilt templates for Smart SAP GTS implementation

Implementing partner

- Well versed in SAP GTS™ and international trade – experience from 60+ projects
- A reputable client pool
- Global strategic partnership and close collaboration with SAP

Global resources of Deloitte

Comprehensive solutions

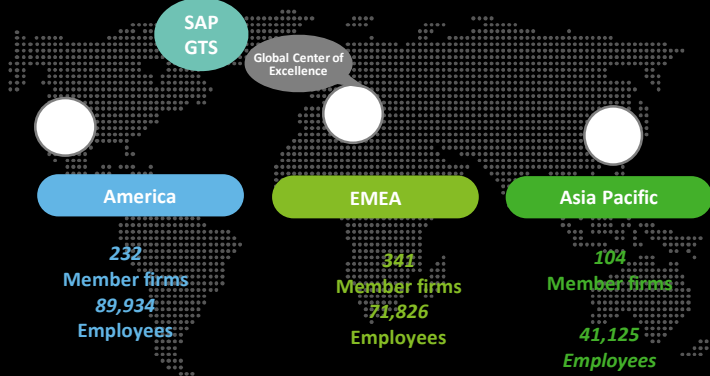


All dimensions - law, process, and technology

Full coverage - 700+ fully-dedicated advisors, 7,700+ SAP implementation specialists and 90+ SAP GTS specialists in over 100 countries

Whole process - seamless connection between global trade and customs advisors and technical specialists

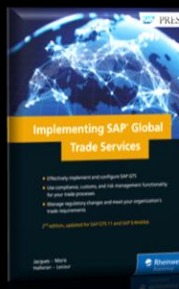
Global coverage



Deloitte publication

Implementing SAP Global Trade Services

Drawn on the expertise of specialists worldwide and years of practical experience, Deloitte has published two editions of the book with SAP Press. The book mainly introduces fundamental SAP GTS concepts for configuration and implementation, including how it connects to SAP S/4HANA and other external systems; the key roles SAP GTS could play in customs management, export control, and risk management throughout the international supply chain; and instructions to resolving practical global trade issues and avoiding delays and penalties to ensure seamless connection around the globe.



Successful cases

A manufacturer of machinery & equipment for heavy industries

The enterprise, which takes Dubai as its logistics center in the Middle East, implemented SAP GTS™ on the basis of SAP supply chain support system to ensure seamless connection with local customs systems and therefore achieved efficient customs clearance and compliance checks for its import and export trade.

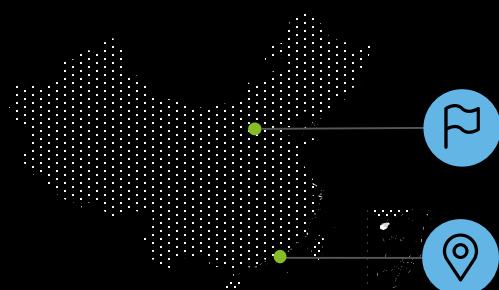


A large telecommunication company

The company digitalized its global trade compliance management, which helps mitigate compliance risks and facilitates the compliant globalization of its business.

Risk prevention and control: manage business partners and orders through systems to systematize and standardize compliance management and ensure relevant legal and business professionals are timely informed.

Transparent control: combine 9 external systems' trade data to improve the operational efficiency and visibility of export declaration, preparation of goods, logistics, and production of customs clearance documents of 3 export business lines, and achieve process automation and transparency.



Export from Chinese Mainland

The packing lists, contracts, invoices, and customs declaration forms for customs clearance shall be prepared in accordance with the export declaration requirements of the General Administration of China.

Import and export in Hong Kong (China)

CSV data shall be prepared based on the import/export declaration requirements of Hong Kong Trade and Industry Department for customs clearance and SCCL compliance check.

For any enterprise that aims to be a world-leading company and expand its international footprint, a compliant, transparent, and efficient global trade system is required. With deep professional expertise and practical experience, Deloitte helps enterprises in steering cross-border trade with a global vision.



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