



Global Trade Services 2025 Edition

This survey report is a clickable pdf

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Introduction

With the recent wave of new trade regulations, corporate trade policies, and regulatory frameworks are subject to increased scrutiny. To respond, 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 regulatory environments.

Deloitte's global offering of SAP Global Trade Services (SAP GTS) will help companies centralize, automate, and manage these collective requirements. For over a decade, Deloitte has led the market in global SAP GTS implementations, combining the expertise of certified functional SAP GTS consultants, global trade regulatory specialists, and technical resources. Deloitte's global network of highly experienced, international trade specialists provides clients with tailored, comprehensive regional and local regulatory support across all SAP GTS functionalities:

- **Compliance Management** maintains compliance by blocking documents through the three distinct functionalities of Sanctioned Party Lists (SPL) screening, Embargo, and Legal Control. With the SPL functionality, companies can screen documents against applicable international, national, and company-specific lists to prevent transactions with undesirable entities and individuals. The module's Embargo functionality blocks commercial transactions with embargoed countries, while Legal Control integrates license management with international and domestic regulations like the US Export Administration Regulation (EAR), the US International Traffic in Arms Regulations (ITAR), and regulations from government agencies like the Food and Drug Administration.
- **Customs Management** streamlines the customs clearance process by gathering relevant trade information needed to generate and verify import and export declarations. This module enables efficient cross-border transactions 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. The Customs Management module also allows for other capabilities such as bonded warehouse management, Free Trade Zones (FTZ) management, and inward/outward processing relief.
- **Trade Preference Management** provides companies an efficient, auditable record to realize their cost-saving opportunities with international trade agreements like EU agreements, Southern Common Market (MERCOSUR), Association of Southeast Asian Nations (ASEAN) free trade agreements, and the US-Mexico Canada-Agreement (USMCA). The Trade Preference Management module facilitates the issuance and revocation of both vendor and customer declarations and performs preference determinations to confirm the lowest duty rates applicable.

Click on the buttons to go to different chapters



Our Team

Global trade continues to evolve as one of the most complex and crucial aspects of supply chain management. Global trade requirements exist as a mix of national security, foreign policy, revenue collection, and consumer protection objectives. The complex nature of these requirements and their broad legal ramifications make the need for technology-based solutions across this data-intensive field a business-critical one. Designing the right solution and integrating it across various business processes requires a well-formulated approach and sound execution. Deloitte's 360° model is a comprehensive approach centered on the collaboration of Deloitte's wide network of professionals:



- **Global Trade Specialists** bring the regulatory knowledge needed to ensure the client's business processes meet regulatory requirements. Deloitte's Global Trade Specialists have a deep understanding of the SAP GTS capabilities and work closely with Deloitte's own functional and technical consultants to deploy a compliant GTS solution.
- **Functional SAP GTS Specialists** are responsible for documenting the client's business requirements and aligning the SAP GTS solution with those standards. The Functional SAP GTS Specialists have a thorough understanding of SAP GTS capabilities, plus SAP ERP Central Component (ECC) and SAP S/4HANA® expertise.
- **Technical SAP GTS Specialists** implement the solution designed in collaboration with the client. Responsible for customizing the system through configurations and custom developments. The team also integrates GTS with the ERP and third-party systems.

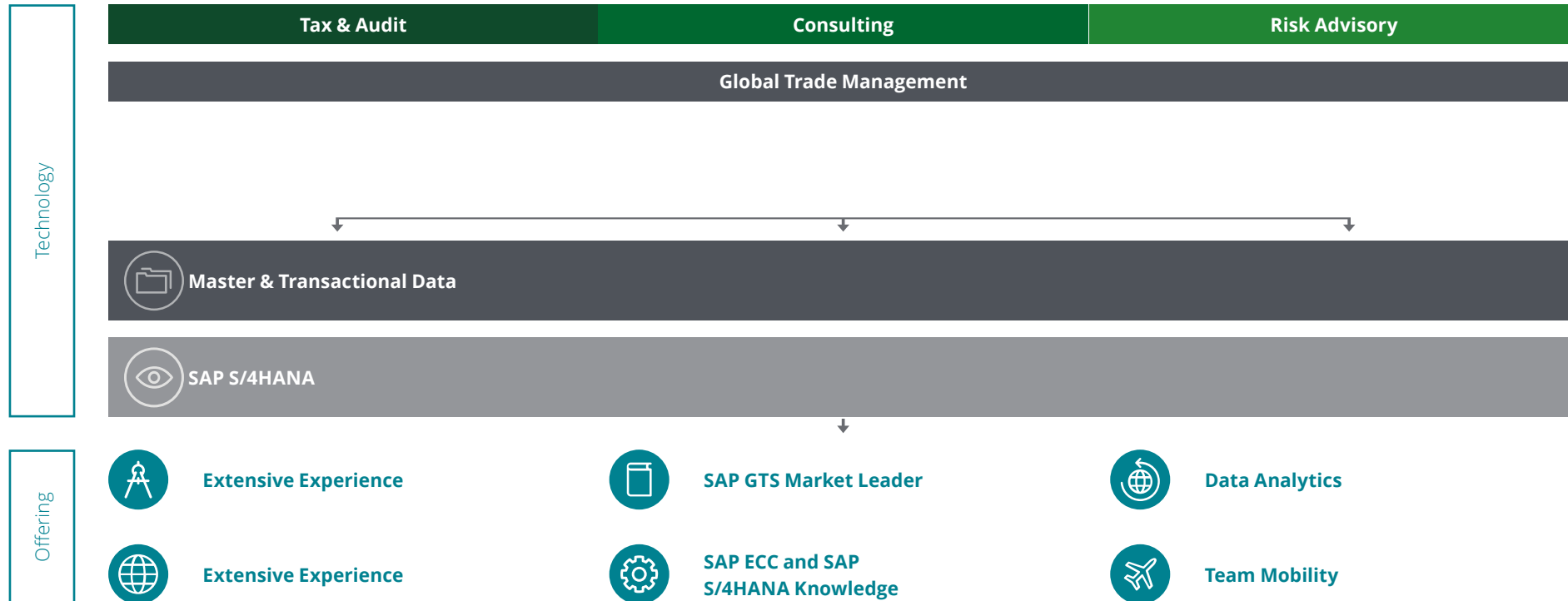
Dedicated to delivering solutions of the highest quality, the team at Deloitte takes significant measures to manage risks and maintain quality assurance with its solutions. For three consecutive years, Deloitte earned the SAP® Pinnacle Award as SAP S/4HANA Partner of the Year, complementing its strength with SAP BusinessObjects Governance, Risk, and Compliance (GRC).



Approach & Integrated Offering

Our team of SAP GTS professionals supports clients at each stage:

- Identifying a high-level global trade automation strategy to optimize bottom-line metrics
- Managing global trade regulatory compliance and operational costs
- Optimizing the impact of international trade duties
- Designing a roadmap to achieve target global trade operations;
- Reducing financial risks associated with trade noncompliance
- Expediting cross-border transactions





Client Value

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

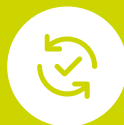
ramifications is imperative. Architecting the right solution and integrating it across business processes requires a well-formulated approach and sound execution. SAP Global Trade Services (SAP GTS) is an enterprise trade management platform that centralizes, manages, and automates these collective

requirements. Given Deloitte's 360° analysis of structures, processes, and systems, we are extremely well-equipped in matters of Customs and International Trade to develop solutions for any challenges that clients may be facing.



IMPLEMENTATION PARTNER

- 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)
- Access to national authorities during implementation (project timeline assurance, goodwill)
- Fully integrated team specializing in international trade compliance and SAP GTS



CHANGES

- Organization design since Deloitte is a key player in the shared service center study and implementation
- Training for customs specialists conducted by former customs officers
- Track record in cost reduction by making trade compliance processes more efficient



QUALITY

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



COST AND SPEED

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



GTS Footprint

We have built extensive experience in the implementation of SAP GTS worldwide leveraging Deloitte integrated teams combining Tax (Customs and Global Trade) and Consulting's Enterprise Applications/SAP transformation services.

Additionally, through close collaboration with our local customs experts, we were able to accelerate and secure gathering and validation of legal requirements and validation, delivering projects within timeline and budget.

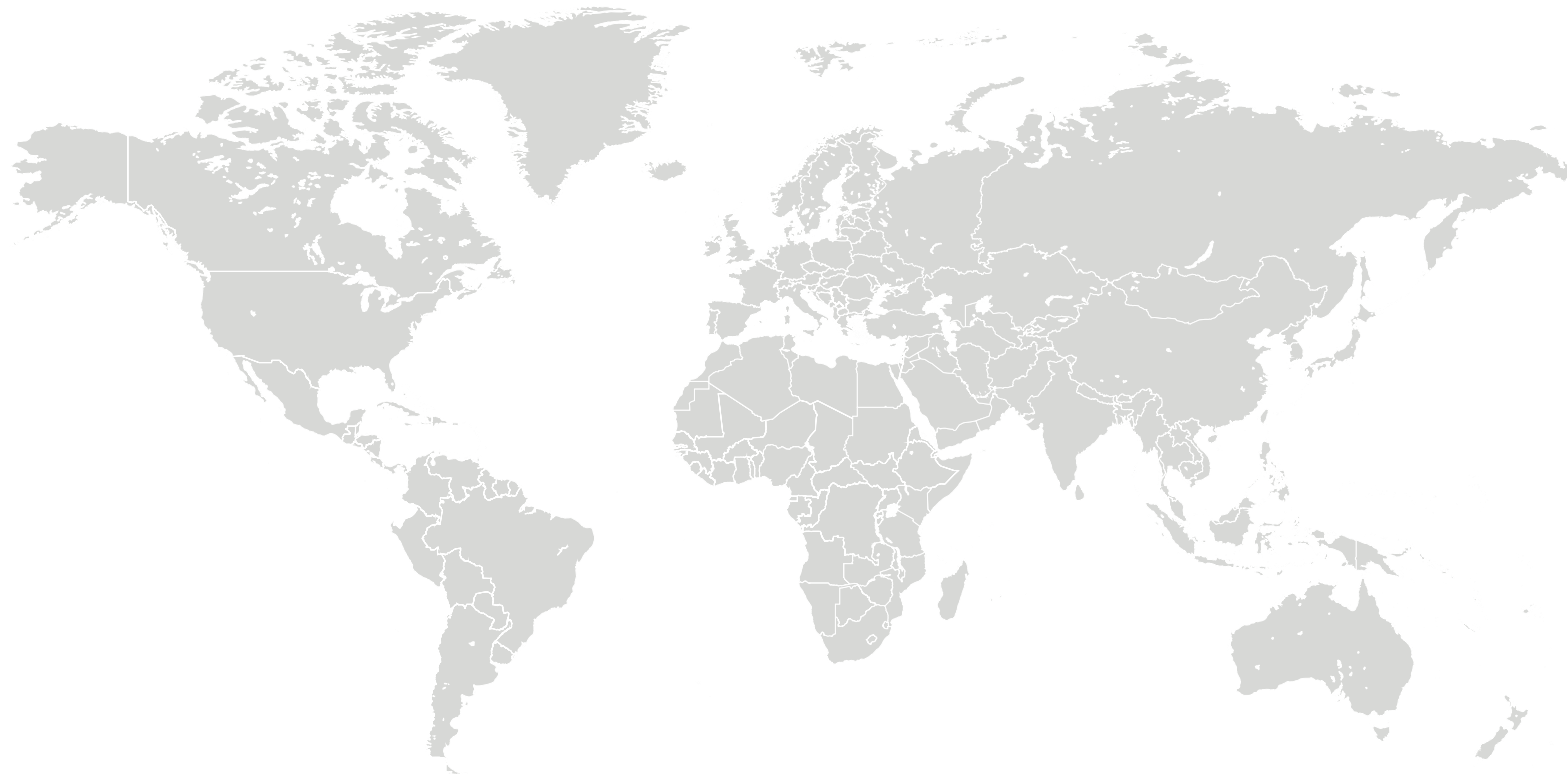
	Global Luxury Goods Conglomerate	International Leader in Power & Automation Solution	Life Sciences Company
	One global SAP ERP system and multiple non-SAP feeder systems, connected to a single GTS instance (GTS 11.0)	Multitude of country-based SAP ERP feeder environments connected to a single GTS instance	Full GTS Implementation
	• Customs Management • Trade Preference	• Compliance Management • Customs Management	• Compliance Management • Customs Management • Trade Preference + extensions (GTS Analytics and GTS xECM)
	Switzerland & APAC	Worldwide	Worldwide
	• 1 600 000 products 450 000 Bill of Materials • 250 000 Business Partners • Localized direct e-filing and broker model • Preference support for non-ERP integrated flows	• 20+ ERP Feeder Systems • Interface with external software for product classifications • E-filing interface with local brokerage environments	• Mixture of SAP & non-SAP feeder system landscape • E-filing with customs • BI analytics dashboard on product sourcing • GTS xECM DMS integration



Deloitte COE GTS Project Coverage



Swipe over the map to see Coverage!





GTS Publication

Since the inception of SAP GTS over ten years ago, Deloitte has worked alongside the SAP GTS team in Walldorf, Germany, with the shared goal of improving and developing the SAP GTS solution and related services. Three years ago, the Deloitte GTS Global Competency Center began working with SAP Press on a publication that would guide users through the design, implementation, and customization of the SAP GTS solution. The resulting book provides insights into the regulatory requirements as well as in-depth configuration guides necessary for customizing your SAP GTS solution.

[Buy the book here.](#)



Publication

The new SAP GTS is here! Whether you're performing a greenfield implementation or migrating from legacy SAP GTS, get the edition for SAP HANA up and running. Learn the ins and outs of the system, from activating SAP Fiori apps to customizing baseline settings and master data. See how to configure core processes, step by step: compliance management, customs management, and trade preference management. With details on reporting and migration, this is your all-in-one guide to global trade!

Set up SAP GTS, edition for SAP HANA

Configure compliance, customs, and trade preference management with step-by-step instructions

Create reports and monitor global trade in SAP S/4HANA

More information can be found on our website.

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