



Export Controls and Sanctions Management

Our Export Controls and Sanctions Management services help organizations navigate the complexities of global trade export regulations. Our core services include:

- Compliance program assessment and design.
- Export classification, licensing and authorization.
- Technology and technical data management.
- Audits, investigations, disclosures, and remedial measures.
- Mergers and acquisitions.
- Sanctions compliance program assistance.



Global Trade Services (GTS)

We have a global team of trade compliance and technical specialists focused on SAP GTS. Our 250+ dedicated specialists help companies centralize, automate and streamline complex international trade operations with SAP GTS.

- We have published three SAP GTS books with SAP Press, including **Implementing SAP GTS Edition for SAP HANA (2024)**.
- We have developed proprietary tools that can accelerate both the design and SAP GTS implementation phases.
- To date, we have delivered more than 150 GTS projects to clients based in 70 countries.

We are the largest SAP GTS service provider and possess in-depth knowledge in each of the GTS modules. We specialize in:

- Implementation and upgrade to SAP GTS Edition for SAP HANA (2024).
- GTS Operate: end-to-end support for SAP GTS, leveraging global delivery centers, automation, and regulatory monitoring.



Import Compliance Management

Our Import Compliance Management services help organizations navigate the complexities of global trade import regulations. Our core services include:

- Compliance program assessment and design.
- Business process improvement planning
- Cost-savings opportunity analysis.
- Due diligence relating to customs and trade risk.
- Related party customs valuation analysis and documentation.
- Services to assist with global trade operations such as classification, valuation, free trade agreement solicitation, preference management, broker management, and more.
- Preparation for U.S. Customs and Border Protection (CBP) focused assessments and regulatory audits, disclosures, and remedial measures.



Global Trade Technology Enablement

Our Technology Enablement offering helps clients leverage the power of new technology platforms, beyond global trade management systems, to incorporate larger corporate IT strategies, initiatives, and design principles and drive effective compliance management. Our services include:

- **Tariff analytics** tools to help importers visualize, quantify, and address tariff exposure.
- Integrated trade technology strategic planning.
- Technology enablement solutions (i.e., post entry audit, trade data consolidation) to automate manual processes.
- Custom analytics solutions to produce insights into trade risks and opportunities such as duty exposure and exemptions, free trade agreement qualification, and bill of materials data combination.

Why Deloitte?

- 1 Market leader in delivering import, export, and global trade compliance, planning, and automation services
- 2 A truly global and integrated team with experience servicing many of the world's leading brands
- 3 600+ professionals with deep knowledge of global trade compliance regulations, related business requirements, and corresponding effective management practices
- 4 Leading service provider for SAP GTS design, implementation and upgrade services

Core competencies:

People

Process

Technology

Analytics

Kristine Dozier
National GT Leader
Deloitte Tax LLP
+1 469 417 2884
kdozier@deloitte.com

Pablo LeCour
Principal
Deloitte Tax LLP
+1 786 907 3590
pablolecour@deloitte.com

Helen Cousineau
Managing Director
Deloitte Tax LLP
+1 312 486 1684
hcousineau@deloitte.com

Brian Carmitchael
Managing Director
Deloitte Tax LLP
+1 816 802 7376
bcarmitchael@deloitte.com

Angelica Tsakiridis
Managing Director
Deloitte Tax LLP
+1 415 783 4994
atsakiridis@deloitte.com

This document contains general information only and Deloitte is not, by means of this document, rendering accounting, business, financial, investment, legal, tax, or other professional advice or services. This document is not a substitute for such professional advice or services, nor should it be used as a basis for any decision or action that may affect your business. Before making any decision or taking any action that may affect your business, you should consult a qualified professional advisor. Deloitte shall not be responsible for any loss sustained by any person who relies on this document.

As used in this document, "Deloitte" means Deloitte Tax LLP, a subsidiary of Deloitte LLP. Please see www.deloitte.com/us/about for a detailed description of our legal structure. Certain services may not be available to attest clients under the rules and regulations of public accounting.