

TRADE DATA MANAGEMENT

Challenges, Successes & Tactics of Market Leaders

Accurate and effective item classification, valuation, duties/tariffs, trade agreements and managing information can be challenging. Successful businesses are **bringing the pieces together** to better manage data and improve overall levels of compliance.



COMPLETING THE GLOBAL TRADE CONTENT PUZZLE

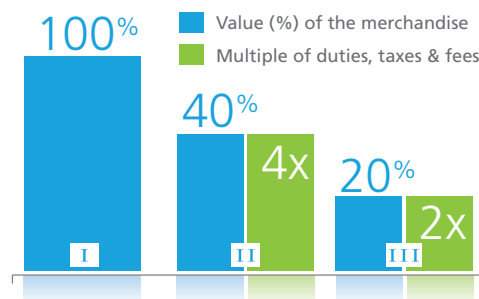
- More accurate classification & better research methods
- Collaborative trade content processes & validations
- Better management of changing regulations & global compliance trends
- Effective data use/reuse in existing and partner systems
- Reduced duplicate processes across countries & regions

Why Effective Controls Matter

Maintaining effective controls to ensure proper management of global trade content is more important than ever in today's changing regulatory landscape.

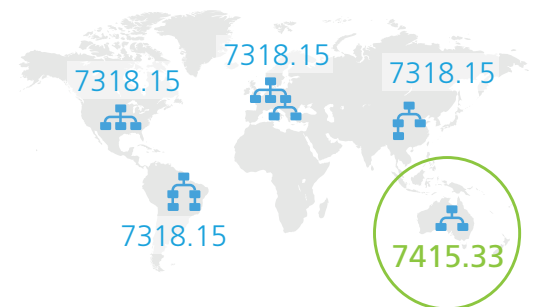
Most trade-related penalties for shippers are due to improper classification, valuation, or country of origin determinations.

PENALTIES



Depending on the violation, U.S. import penalties may include up to **100% of the merchandise value** [19 U.S.C. § 1621 (C) Sections I-III] or up to **2 years imprisonment** for false classification [18 U.S. Code § 541].

A COMMON CHALLENGE



Isolated approaches could result in **discrepancies** across regions. Siloed processes may also reduce collaboration, limit the opportunity to build upon previous decision-making as businesses expand.

Bringing It All Together

Market leaders are automating global trade data processes and doing it well.



Benefits can be achieved by:

- **Targeting** inefficient compliance-related processes and benefiting from a unified approach to trade data with technology
- Seeking solutions that can populate **Enterprise Resource Planning (ERP) & Global Trade Management (GTM)** systems with valid trade content and better Denied Party Screening to reduce risk
- Effectively executing automation or **outsourcing** strategies for global trade content operations



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