

**SAP® BUSINESSOBJECTS™  
GLOBAL TRADE SERVICES**  
REDUCE THE COST AND RISK  
OF INTERNATIONAL TRADE



Opportunities in today's complex global marketplace are immense – but so are costs and risks. Without effective IT support, managing the complexities of global trade can be overwhelming. SAP can help. The SAP® BusinessObjects™ Global Trade Services application helps you reduce the cost and risk of international trade by supporting compliance with global regulations, accelerating trade activity, and minimizing duties and landed cost. You can streamline complex import and export processes and compliance checks, expedite customs clearance, and use automation and e-filing to optimize trade in ways that lower risk and minimize cost.



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# INTERNATIONAL TRADE: A SEA OF COMPLEXITY AND RISK

## SEARCHING FOR A BETTER WAY TO DO BUSINESS

### Understanding the Challenges

Cross-border transactions are becoming more complex than ever because they involve a large number of partners, regulatory bodies, and authorities, each one requiring companies to generate volumes of data and documentation. So in addition to tackling everyday business challenges, you likely face a host of new complications around trade management.

#### Increased Regulations Worldwide

Export and import processes are under closer scrutiny by government regulators than ever before. And because new regulations are implemented all the time – many with very specific local requirements – it's difficult for companies to stay informed about changes. For example, as countries heighten their focus on security risks, authorities are now expanding their reach beyond their home-country borders by checking shipments for compliance at foreign

“A cross-border shipment typically involves accurately completing and filing about 35 documents; interfacing with about 25 parties, including customs agencies, carriers, freight forwarders, brokers, and banks; and complying with over 600 laws and 500 trade agreements that are constantly changing.”

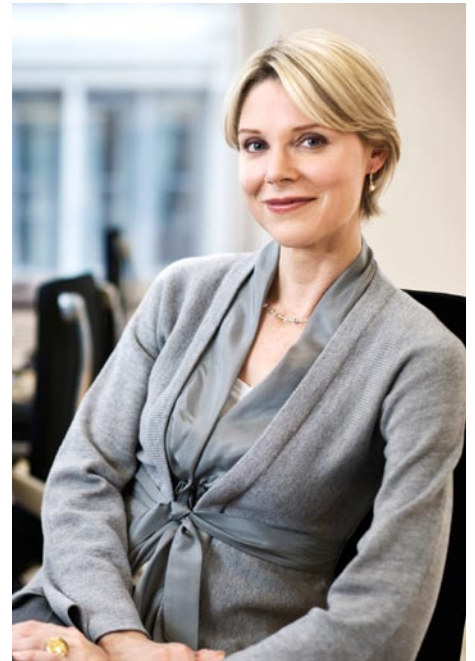
Source: *Global Trade Management Strategy Assessment Model: A Framework for Achieving Operational Excellence in Global Trade Management*, ARC Advisory Group, January 2008.

sites – before they are actually shipped. It also means that when you do business with partners, you must ensure that you're dealing with the right people, countries, and products. And to avoid hefty fines and damage to your company's reputation, you need a way to determine – quickly and reliably – whether your transactions are compliant with regulatory rules that are constantly in flux.

#### New E-Filing Requirements

Increasingly, governments are upgrading and standardizing their IT systems and introducing new, simplified filing procedures – and they expect that the trade community will modernize their systems as well. The U.S. government, for example, intends to amend regulations by mandating that all U.S. exporters electronically file export declarations via the Automated Export System (AES). Similarly, the European Union launched its eCustoms initiative in 2004. Its goal is to implement a mandatory paperless environment for customs and trade across Europe by 2010.

These paperless processes not only result in tighter export and import controls but also enable expedited customs clearance. To reap the benefits, your organization must be able to provide authorities with complete, accurate information at the right time via the appropriate channels. Given the country-specific nature of those requirements, you may have to deal with 25 or more different e-filing formats simultaneously.



SAP BusinessObjects Global Trade Services works effectively in any type of IT environment, including those running SAP software, a mix of SAP and non-SAP software, or no other SAP software.

#### Fluctuating Trade Agreements and Customs Procedures

For many companies, participation in preferential trade programs, such as the North American Free Trade Agreement (NAFTA) and EU trade agreements, is essential to gaining and maintaining a competitive edge. However, demonstrating the eligibility of products for reduced or zero tariffs is often an expensive task. Incorrect declarations and insufficient evidence concerning product origin can also bring heavy penalties. To make the most of trade agreements, you need a way to automate and streamline processes – from the management of supplier documentation to the accurate determination of the origin of complex, configurable products.

Furthermore, many businesses are unaware of the opportunities available to minimize their import- and export-duty payments by taking advantage of various customs procedures. The savings can be enormous; companies recover millions of dollars each year from the U.S. government on duty paid on imported and exported materials.

#### The Growing Complexity of Trade Processes

As documented in the ARC report cited previously, a typical cross-border shipment can involve up to 25 parties (including suppliers, shippers, government agencies, and brokers), 35 documents, 600 laws, and 500 trade agreements. These documents often have time-sensitive filing deadlines and require staff to access information from various systems, stakeholders, and Web sites. This level of complexity makes it hard to manage processes and ensure compliance – which drives up your trade costs and increases risk. And it means that you have more to do in less time.

How can your company manage these new requirements with the same resources while keeping costs down and ensuring fast movement of goods? This can be a major dilemma, especially if your company's import and export processes are manual, outmoded, and costly. In addition, these types of processes simply cannot provide the support you need to master the challenges of international trade.

# ONE INTEGRATED SOLUTION FOR GLOBAL TRADE

## PROVIDING COMPREHENSIVE SUPPORT FOR GLOBAL TRADE ACTIVITIES

As shown in Figure 1, the SAP® BusinessObjects™ Global Trade Services application can help you address these challenges. Now you can manage all of the complexities of international trade through a single, integrated solution that gives you visibility across processes and activities worldwide.

The application enables you to:

- Gain a centralized view of all processes, activities, and data, resulting in increased visibility, fewer errors, and greater efficiency
- Complete compliance checks more quickly and easily
- Facilitate compliance with e-filing mandates worldwide

- Have timely insights into filing status, import and export processes, and potential compliance violations
- Reduce lead time, increase working capital, and lower inventory carrying costs
- Automate trade management and eliminate errors resulting from manual procedures
- Maintain compliance with fluctuating global regulations and agreements
- Reduce duties and lower landed cost
- Increase supply chain security and enable proactive risk management

In addition, the software supports global trade requirements in over 65 countries and in more than 25 industries.

SAP BusinessObjects Global Trade Services is powered by the SAP NetWeaver® technology platform, which enables you to integrate systems running SAP and non-SAP software. For example, using prebuilt interfaces, you can link applications, data, and business partner information across all of your global trade processes, even if you are running software from Oracle or JD Edwards or accessing filing systems used by government agencies.

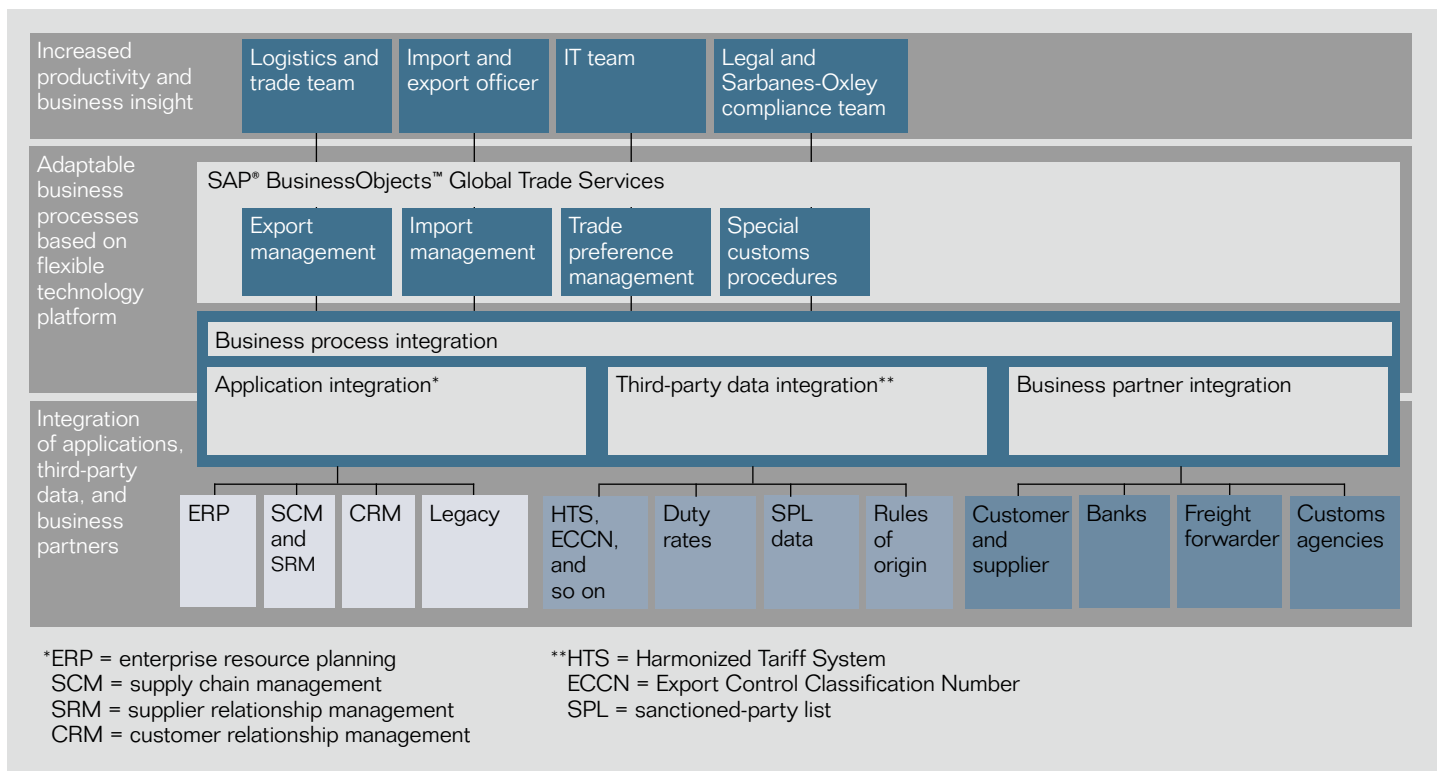


Figure 1: The SAP® BusinessObjects™ Global Trade Services Application

# IMPORT AND EXPORT MANAGEMENT FUNCTIONS

## EXPEDITING CUSTOMS CLEARANCE AND FACILITATING COMPLIANCE

### Improve Compliance Through Process Integration

Managing import and export processes is a high-risk proposition. Failures in your import processes and lack of visibility and control can lead to delays and higher costs; lost sales due to unavailable capacity, components, and materials; and higher inventory carrying costs. Because data quality tends to be poor and collaboration with internal resources and suppliers is usually manual (via e-mails, fax, and phone calls), it's not uncommon for employees to spend an inordinate amount of time and effort on coordinating activities among sales, production, procurement, and distribution.

Managing exports is as complex as managing imports. For example, you need to check sanctioned-party lists, screen business partners and docu-

ments at every step throughout fulfillment and procurement, and maintain a comprehensive audit trail. At the same time, you need to determine export licenses and license assignments for business transactions, track quantity and value depreciation of exported goods, check for potential embargo situations, and generate and distribute export documents – both manually and electronically, as required. When processes are manual or supported by a fragmented network of applications, you are at high risk for compliance failures, delays, and cost overages.

SAP BusinessObjects Global Trade Services helps you address these challenges by supporting an integrated, automated process for managing import and export activities from start to finish (see Figure 2). You have complete visibility and greater control every

step of the way, as import and export management processes are tightly integrated with outbound and inbound logistics processes.

### The Business Value of Integrated Import Management Processes

The following software functionality helps you optimize **import** management:

- Visibility into inventory in transit as well as customs clearance status
- Accurate, compliant customs valuation that takes into account relevant preferential rates
- Real-time determination of import license requirements and embargo restriction checks during purchase order creation
- Streamlined electronic communications with customs authorities while goods are in transit and placed into warehouses and when receipts are generated

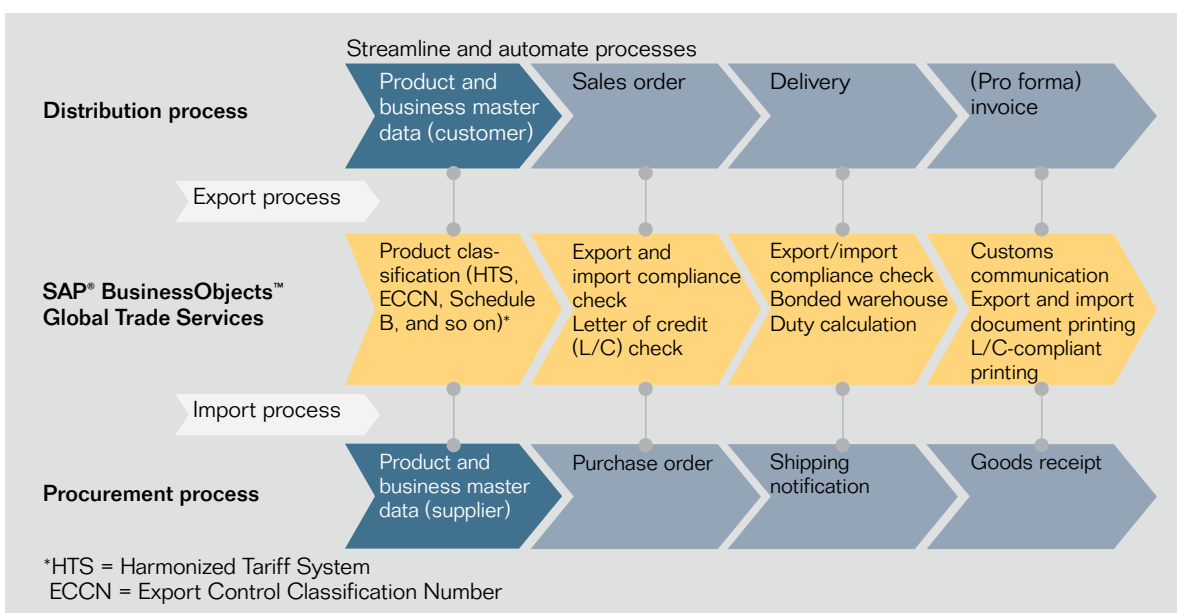


Figure 2: Integration with Inbound and Outbound Logistics at Every Step



SAP BusinessObjects Global Trade Services provides comprehensive data models for analysis. For example, you can analyze imports per product, country, or customs office as well as compare transit and customs document items.

- Mitigation of financial risk by automatically facilitating purchase order compliance and effectively using letters of credit
- Reduced import duties through optimized product classification
- Integrated analytics that enable buyers to make better sourcing decisions – for example, by helping them determine trade scenarios with the lowest import duties

#### The Business Value of Integrated Export Management Processes

The following software functionality helps you optimize **export** management:

- Shorter delivery times through automated trade compliance processes
- Real-time determination of export license requirements and embargo restriction checks during sales order creation
- Streamlined electronic communications with customs authorities during delivery and invoicing
- Higher workforce productivity through support for a management-by-exception approach
- Visibility into inventory in transit and the status of customs clearance
- Mitigation of financial risks by automatically facilitating sales order compliance

#### Streamline Trade Compliance

With the threat of global terrorism, export and import processes are under closer scrutiny than ever. Companies must comply with laws and regulations that are constantly in flux. You must be able to communicate the right information to the right party at the right point

in time and in accordance with diverse sets of standards. This is no small task when the data you need resides in fragmented systems across different departments – and the standards you must comply with are changing continuously.

SAP BusinessObjects Global Trade Services helps you expedite and simplify compliance and classification activities performed in the course of importing or exporting goods, including:

- Screening partners and documents
- Monitoring embargo checks
- Managing import and export licenses

#### Screen Partners and Documents

SAP BusinessObjects Global Trade Services provides comprehensive functionality to manage checks for both official and company-specific sanctioned-party lists. Business partners and documents, such as sales orders and purchase orders, are screened automatically against such lists, eliminating time-consuming, error-prone manual checks. Sophisticated algorithms help ensure highly accurate checks, enabling you to precisely identify sanctioned parties while avoiding false alerts. Lists from external data providers can be uploaded automatically to the software, which helps keep your database complete and accurate at all times. In addition, comprehensive audit trails enable you to provide authorities with details of all compliance checks.

#### Monitor Embargo Checks

Inbound and outbound shipments are monitored in real time to determine if there are restrictions on the country or countries involved – either at the

source, at the destination, or in transit. If SAP BusinessObjects Global Trade Services identifies a problem, it automatically blocks the relevant sales and purchase orders and logs the reasons – so you can be confident that you are compliant.

### Manage Import and Export Licenses

Compliance with import and export controls is streamlined with SAP BusinessObjects Global Trade Services. The application identifies whether licenses are required for a particular transaction, determines licenses on file or the suitability for license exceptions, and then performs the appropriate assignment. In addition, integrated monitoring functions help track remaining quantities, values, and validity periods. These checks do not end once a delivery has been made; for example, you can use the application to determine the U.S. compliance implications of goods exported from the United States and then reexported to other countries.

### Accelerate Customs Processes

Rapid customs clearance is essential to making sure that incoming and outgoing shipments arrive on schedule. The import and export management functionality of SAP BusinessObjects Global Trade Services helps you eliminate avoidable delays at borders and expedite customs clearance for shipments. As a result, you can reduce costly buffer stock, support just-in-time inventory management, and provide on-time delivery to customers.

Specifically, the application enables you to:

- Classify products efficiently
- Streamline customs valuation
- Generate paper-based documentation
- Communicate electronically with customs authorities

### Classify Products

Classifying products enables customs authorities to monitor imports and exports of products; a customs tariff number (such as the Harmonized Tariff System [HTS] number, the Export Control Classification Number [ECCN], or the Schedule B number) provides products with a unique identification number. In order to uniquely identify your products in communications with customs authorities, you must specify the official customs numbers required. But assigning official numbers to goods that are imported or exported can be complex, laborious, and prone to error. And failing to pinpoint the optimum classification can be costly, as it can lead to unnecessary increases in duties and taxes.

With SAP BusinessObjects Global Trade Services, you can handle classification internally, speeding up the process and eliminating expensive third-party brokers. The software includes a classification feature that simplifies the assignment of your products to the corresponding commodity codes or tariff-code numbers.

The software supports multiple classification methods. You can:

- Automatically load the numbers into the application
- Assign the required identification numbers directly using the product master-data maintenance functionality
- Use a mass classification function to classify a number of products simultaneously

You can also reclassify products when customs authorities make changes to individual tariff numbers, or you can change individual tariff numbers and commodity codes manually. Classification data can also be uploaded automatically from SAP partners and providers, such as CUSTOMSinfo, MK Data Services, Bundesanzeiger, and FedEx Trade Networks.

### Streamline Customs Valuation

SAP BusinessObjects Global Trade Services provides flexible and comprehensive customs valuation functionality that enables accurate and compliant determination of customs value, making it easier for you to satisfy local customs regulations across the globe. The software reduces the risk of valuation errors by identifying statutory adjustments to transaction value. It also takes the stress out of calculating a wide range of duties, taxes, and fees, including ad valorem, complex, compound, antidumping, and preferential duties. And you can make timely, accurate funds transfers to authorities, which helps your enterprise build a solid reputation for compliance and efficient customs clearance.

### Generate Paper-Based Documents

Although digital communication is gaining ground rapidly, paperwork remains a fact of life – and SAP BusinessObjects Global Trade Services makes it easier for you to generate and manage documents. From entry

**SAP BusinessObjects Global Trade Services integrates and streamlines import and export processes throughout the extended enterprise. At the same time, by delivering complete, accurate, and up-to-the-minute business intelligence across all global trade activities, you benefit from better-informed decision making.**

summaries to certificates of origin to packing lists, you can quickly identify and create the right documentation for specific transactions. Moreover, all of the appropriate documents can be printed to coincide with shipment dates and other deadlines. With the help of standard Adobe technology that supports PDF forms, the software also enables you to create and modify forms.

### Enable Electronic Customs Communication

SAP BusinessObjects Global Trade Services provides interfaces to the systems of customs authorities for different countries. These interfaces, which are certified by the respective customs authorities, facilitate electronic communications with customs authorities. They are available for various platforms; for example, Automated Commercial Environment (ACE) and Automated Broker Interface (ABI) in the United States and Integrated Cargo System (ICS) in Australia. The software also supports communications within the scope of the eCustoms initiative in Europe, including New Computerized Transit System (NCTS) and Automated Export System (AES).

# FUNCTIONS FOR SPECIAL CUSTOMS PROCEDURES

## REDUCE COSTS AND FREE UP WORKING CAPITAL

With SAP BusinessObjects Global Trade Services, you can tap into opportunities by minimizing and deferring the payment of import duties and efficiently managing your worldwide manufacturing facilities. For example, you can automate savings by integrating logistics, sales, and finance processes.

The software also enables you to manage complex tasks associated with:

- Customs warehousing
- Inward and outward processing relief

### Customs Warehousing

SAP BusinessObjects Global Trade Services supports strategic customs-warehousing procedures – for example, instances when you need to import goods and store them under customs control in a designated place (a bonded customs warehouse) prior to paying import duties and taxes. The software automatically detects whether a product should be stored in a bonded warehouse and tracks the status of goods in inventory; for example, whether duty is paid or not paid. It also supports subsequent procedures such as reexportation, release to free circulation, and scrapping.

### Inward and Outward Processing Relief

SAP BusinessObjects Global Trade Services supports inward processing relief (IPR). When you temporarily import products for use as components in inward processing, the software creates an inventory record with each customs declaration. It also calculates the time period during which you have to complete inward processing. When you export compensating products after

inward processing, the software determines the closing portions for the installed components that you imported temporarily. It then reduces the inventory of these components in accordance with the quantity installed in the compensating product.

Leveraging finance functions in SAP software, SAP BusinessObjects Global Trade Services provides broad support for trade finance to help you secure and manage trade-specific working-capital financing and lines of credit. In combination with the SAP ERP application, SAP BusinessObjects Global Trade Services enables exporters to take advantage of trade financing options, such as export factoring, forfeiting, and trade insurance.

The application also supports outward processing relief (OPR). You gain complete integration of OPR functionality – including repurchase, subcontracting, and stock transfer. You can monitor in real time all products that are exported under the OPR customs regime as well

as all components and products that are imported but still under OPR control because they are stored temporarily within a customs warehouse. Simultaneously, the software tracks and monitors the OPR documentation and gives you control over the reimport period for all products exported under the OPR customs regime.

Leveraging this support for IPR and OPR, you benefit from:

- Reduced duty exposure
- Support for worldwide distributed-manufacturing facilities without any restrictions (Duty-paid products can be integrated easily into the manufacturing process without adding financial risk.)
- Full integration into the logistics process and multiple monitoring features, enabling a process that is compliant with stringent IPR and OPR customs regulations

# TRADE PREFERENCE MANAGEMENT FUNCTIONS

## REDUCING TOTAL LANDED COST

If you want to survive and thrive in today's fiercely contested global markets, you can't afford to pass up the opportunities offered by trade preference agreements such as NAFTA and those of the EU. But following through on these opportunities involves formidable challenges. For example, to provide the certification required, you have to solicit and maintain up-to-date declarations from multiple suppliers – a time-consuming, labor-intensive process.

SAP BusinessObjects Global Trade Services streamlines and automates trade preference management. At the same time, it generates comprehensive audit trails every step of the way so you can show authorities exactly how you achieved particular results.

### Request and Maintain Vendor Declarations

To establish whether your products qualify for lower tariffs, you must first accurately determine the origin of each and every part that a product contains. In situations where bills of materials contain many individual items sourced from multiple suppliers, this can be a major headache, because a valid long-term vendor declaration (LTVD) must exist before a trade good can be eligible for preferential treatment. Without an LTVD, that trade good is deemed to be a nonoriginating good.

SAP BusinessObjects Global Trade Services streamlines the solicitation process for LTVDs with Web-based, self-service functionality. Using the software, you identify the selection criteria for each vendor declaration

request. Vendors can then receive requests and reminders automatically and easily maintain their own declarations online. You can also exchange vendor declarations electronically, print vendor declarations, or use Web-based supplier self-service functions to access them.

### Aggregate Declarations

If your organization is subject to an audit by customs authorities, you need to quickly identify and show vendor declarations to the relevant authorities. To meet this need, SAP BusinessObjects Global Trade Services automatically aggregates vendor declarations for all individual parts and saves the results in your product-master database. The software determines the origin of each item in keeping with relevant statutory requirements – even when a supplier has provided multiple declarations. Optional product-specific logs provide complete documentation and transparent audit trails, lessening the risk of high penalties for noncompliance.

### Make Quick, Accurate Preference Determinations

SAP BusinessObjects Global Trade Services takes the stress out of making the complex calculations required to determine the origin of your goods. The software automatically applies the correct mathematical formula to each section on your bill of materials. This calculation is based on preference rules, which you can define yourself or obtain from third-party data providers. You can also:

- Store rules relating to a preferential agreement (for example, a general tolerance rule, a minimum processing rule, or a set-of-goods rule)
- Make preference determinations for configurable products, such as cars and computers
- Perform simulations for determining if a good is eligible for preferential treatment (for example, by using a sample sales price)
- Determine worst-case scenarios for alternative bills of materials

If several vendor declarations are available and in use in different plants, the “worst case” declaration (that is, the least favorable vendor declaration for determining preferential origin) is always used. This enables you to comply with audit requirements as required.

### Print Preference Certificates and Issue Vendor Declarations

Once preference is confirmed, you can print preference certificates for presentation to customs officials. SAP BusinessObjects Global Trade Services can use a billing document as the basis for printing preference certificates.

You can also issue vendor declarations to customers – the final link in the vendor-declaration lifecycle. In doing so, your company assumes the role of vendor and issues a vendor declaration to the customer. In case the preferential status of a product changes, a previously issued vendor declaration for customs purposes can be revoked in order to meet legal obligations.

# ADDITIONAL FEATURES

## AUTOMATE COMPLIANCE FOR COMPETITIVE ADVANTAGE

### Comply with Importer Security Filing Requirements

Importer security filing (ISF) – also known as “10+2” – is required by U.S. Customs and Border Protection (CBP). Your organization is most likely affected if it imports goods into the United States. SAP BusinessObjects Global Trade Services helps you comply with the ISF regulation by making it easier for you to submit required data electronically. The software tracks all necessary fields, automatically prepopulates forms, and tracks and manages filing status to provide visibility.

### Become an Authorized Economic Operator

An authorized economic operator (AEO) is a trade party that has been certified as complying with regulations on safety and security standards. If your company attains AEO status in Europe, customs authorities grant you a faster, simplified clearance process. SAP BusinessObjects Global Trade Services – along with the SAP BusinessObjects Risk Management application – can help you meet the requirements to attain an AEO certificate by enabling comprehensive supply chain risk management.

### Manage Trade Finance

Leveraging finance functions in SAP software, SAP BusinessObjects Global Trade Services provides broad support for trade finance to help you secure and manage trade-specific working-capital financing and lines of credit. Financing can come from both commer-

cial and government-guaranteed programs. In combination with the SAP ERP application, SAP BusinessObjects Global Trade Services enables exporters to take advantage of trade financing options, such as export factoring, forfeiting, and trade insurance.

### Optimize Restitution Management

If you are based within the EU and export agricultural or food products to non-EU countries, you know about the substantial benefits of Common Agricultural Policy (CAP). To support exporters, CAP provides subsidies (or restitution), reimbursing the difference between the price of goods in Europe and on the world market. But restitution procedures can be daunting, involving considerable volumes of data from multiple sources and management of complex recipes for processed products. What's more, you have to make sure that your documentation and processes comply with strict rules and regulations, and you must track the status of export licenses and securities – both complex tasks.

SAP BusinessObjects Global Trade Services delivers the functionality you need to streamline restitution handling and avoid potentially costly oversights and errors. As a result, you can take advantage of subsidies and compete more effectively.

### Administer Securities

You need a valid export license before you can apply for restitution. This entitles – and obliges – you to export a specified quantity of goods within a defined time period. To guarantee fulfill-

ment of these obligations, you are required to deposit a security (for example, a cash payment) when you apply for a license. SAP BusinessObjects Global Trade Services cuts down the time and effort required to manage security deposits. For example, an easy-to-use cockpit enables you to determine which security can be used for a new export license, calculate securities as a percentage of expected refunds, and gain visibility into due dates.

### Manage Export Licenses for Restitution

SAP BusinessObjects Global Trade Services lets you maintain and monitor licenses and reassign them to other exporters, if necessary. You can also identify which products are eligible for refunds, determine whether you require an export license, and create license applications in a format that can be forwarded electronically to the appropriate authorities. You can monitor due dates via a user-friendly cockpit. Once you have been granted a license, the official hard copy is scanned into the software and attached to the applicable license master. The license can then be used for multiple transactions.

# LEADING RISK AND TRADE PERFORMANCE MANAGEMENT

## GAINING INSIGHTS TO OPTIMIZE TRADE MANAGEMENT OPERATIONS

As part of SAP BusinessObjects governance, risk, and compliance solutions, SAP BusinessObjects Global Trade Services is designed to work with a wide range of software that supports visualizations, reporting and analysis, and more (see Figure 3). Business users across your organization gain visibility into the integrated processes supported by SAP BusinessObjects Global Trade Services.

As a result, you can recognize cost savings by enabling proactive monitoring of global supply and value chains to detect anomalies in key metrics that impact performance and throughput.

In addition, you can enhance decision making by accessing on-demand, mission-critical data via real-time and historical performance reports that are available instantly through SAP BusinessObjects Global Trade Services.

### Proactively Manage and Mitigate Risk

The current economic downturn, combined with an increasingly complex global business and regulatory environment, has left international businesses more vulnerable to supply chain risk. So it is imperative that your company find better ways to manage that risk. For example, supply chain and logistics

professionals within your organization need to increase their control over risk factors that impact operational performance.

By combining SAP BusinessObjects Global Trade Services with SAP BusinessObjects Risk Management, you can improve the visibility and management of global-trade risk factors and performance issues. For example, the application can warn you of potential border delays in customs and expose the revenue at risk. As a result, you can formulate action plans and risk-mitigation strategies that can ultimately improve supply chain and enterprise performance.

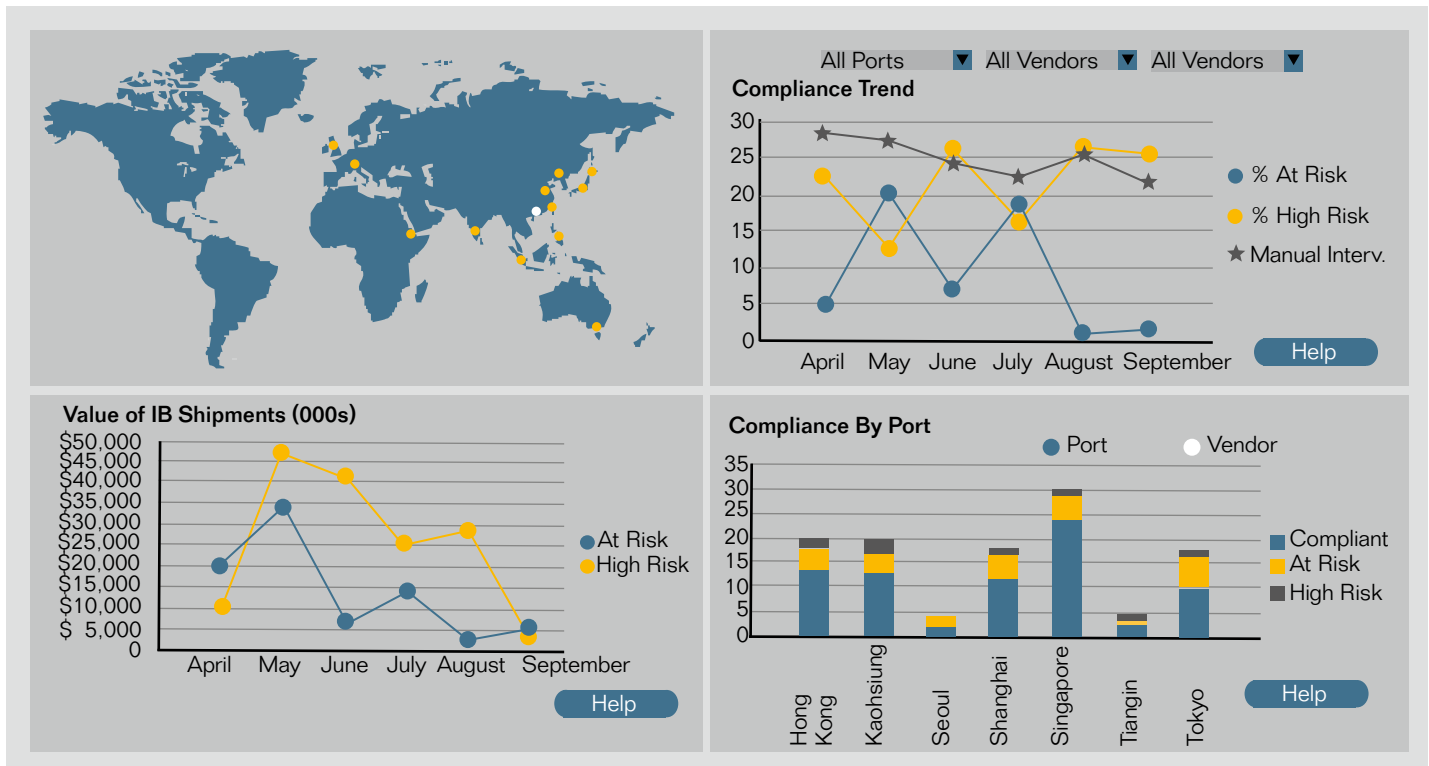


Figure 3: Sophisticated Visualizations, Reporting, and Analysis

# THE BENEFITS OF SAP BUSINESSOBJECTS GLOBAL TRADE SERVICES

HELPING YOU OPERATE, ANALYZE, AND OPTIMIZE

SAP BusinessObjects Global Trade Services integrates and streamlines import and export processes throughout the extended enterprise. At the same time, by delivering complete, accurate, and up-to-the-minute business intelligence across all global trade activities, you benefit from better-informed decision making. For example, you gain the insight needed to select the best places to source materials, locate new manufacturing plants, and establish distribution centers.

Key benefits of the software are summarized in the following table.

## What You Need to Do

Comply with regulations

- Reduce errors and increase efficiency with a centralized view of compliance status
- Perform compliance checks quickly and easily
- Efficiently comply with e-filing mandates worldwide

Accelerate trade

- Gain timely insights into filing status, import and export processes, and potential compliance violations
- Reduce lead time, increase working capital, and lower inventory carrying costs
- Simplify trade management and eliminate manual errors

Minimize cost

- Comply with fluctuating global regulations and agreements
- Reduce duties and lower landed cost
- Increase supply chain security
- Proactively manage risk

## Learn More

A large number of customers in a wide variety of industries – including some of the world’s best-known brands – are already reaping the benefits of SAP BusinessObjects Global Trade Services. With this state-of-the-art application, you gain a wealth of advantages, whatever the size of your business, through scalable, centralized support for global trade activities; tight integration with heterogeneous systems; and enhanced insight into your international operations. What’s more, through the flexible architecture supported by

SAP NetWeaver, your organization can deploy specialized business processes that are supported by existing systems and software.

To find out more about how SAP BusinessObjects Global Trade Services can help streamline exports and imports and help your organization get ahead in global markets, contact your SAP representative or visit us online at [www.sap.com/sapbusinessobjects/global\\_trade\\_services](http://www.sap.com/sapbusinessobjects/global_trade_services).

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## Summary

With the SAP® BusinessObjects™ Global Trade Services application, you can reduce the cost and risk of international trade by complying with global regulations, accelerating trade activity, and minimizing duties and landed cost. The software helps you streamline import and export processes and compliance checks, expedite customs clearance, and optimize trade through automated e-filings.

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## Business Challenges

- Higher cross-border volumes
- Greater compliance complexity
- Increased regulations
- New requirements for electronic communication
- Limited internal resources
- Pressure to lower costs and accelerate movement of goods

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## Key Features

- **Export and import management** – Classify products, comply with regulations, manage embargo checks and export and import licenses, calculate duties, generate documentation, handle customs warehousing procedures, track inventory, streamline electronic communications, and manage letters of credit
- **Specialized customs procedures management** – Carry out complex tasks associated with customs management, such as customs warehouses and inward and outward processing relief
- **Trade preference management** – Manage and request vendor declarations, determine eligibility of products for preferential treatment, and issue certificates of origin
- **Restitution management** – Handle export licenses, securities, and restitution procedures; calculate restitution amounts; and gain insight into restitution-related activities

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## Business Benefits

- **Help ensure compliance** with faster, easier compliance checks; support for e-filing; and a centralized view of activities that helps reduce errors and increase efficiency
- **Accelerate trade** with timely insights into filing status, reduced lead times, improved management of working capital, and lower inventory carrying costs
- **Minimize costs** by staying compliant with global regulations and agreements, reducing duties and landed cost, increasing supply chain security, and proactively managing risk

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## For More Information

For more information, contact your SAP representative or visit us online at [www.sap.com/sapbusinessobjects/global\\_trade\\_services](http://www.sap.com/sapbusinessobjects/global_trade_services).

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