

SAP® BusinessObjects™ GLOBAL TRADE SERVICES, VERSION FOR MIDSIZE COMPANIES

IMPROVE INTERNATIONAL TRADE

The opportunities of cross-border trade in today's complex global marketplace are immense, but so are the costs and risks. Cross-border transactions are becoming more complex than ever, because they involve a large number of partners, regulatory bodies, and authorities, each of which requires companies to generate volumes of data and documentation. So in addition to tackling everyday business challenges, you likely face a host of added processes and compliance checks around trade management. Without effective IT support, managing the complexities of global trade can be costly and risky. SAP® software can help.

Export processes are under closer scrutiny by government regulators than ever before, and, as a result, requirements for compliance are increasing in scope and complexity. This also means that when you're doing business with partners, you need to 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 must be able to determine – quickly and reliably – whether your transactions are compliant with regulatory rules that are constantly in flux.

Companies face growing pressure to accelerate outbound deliveries in order to reduce costly buffer stock and implement just-in-time inventory management. Expediting exports is no small task, since most organizations find it difficult to proactively anticipate delays, take mitigating actions, and eliminate

manual processes that slow down customs processes.

To minimize your global trade operational costs, you need to take advantage of automating as many trade processes as possible. It's also important that the software used to support global trade management works within your IT landscape and leverages your existing investments. Ideally, you want a single IT solution that can support all global trade processes – as well as provide the flexibility to grow as business needs and regulations evolve. The solution needs to integrate with the many partners and systems involved in your global trade activities.

Governments around the world are automating their customs systems and introducing new procedures for interaction with businesses. This results in tighter export controls, but it also enables expedited customs clearance. To reap the benefits of these new procedures, your organization must be able to provide authorities with complete, accurate information at the right time via the appropriate channels.

SAP recognizes the issues that midsize companies face in addressing export processes. The SAP BusinessObjects™ Global Trade Services application, version for midsize companies, helps midsize companies lower the cost and risk of international trade and comply with regional customs and security regulations. With efficient automation, you can streamline complex export

Complex border transactions make it hard for companies to lower the cost and risk of international trade while complying with regional regulations. The SAP® BusinessObjects™ Global Trade Services application, version for midsize companies, helps streamline export processes, expedite customs clearance, and manage compliance.



processes, expedite customs clearance, and manage regulatory compliance. This, along with increased export trade process visibility across your logistics, financial, and human resources processes, helps to minimize risk, expedite your trade processes, and reduce operational costs while improving cash flow.

Streamline Export Trade Compliance for Effective Processes

Your IT systems must support the complexities of export trade processes while remaining current with ever-changing and expanding trade regulations. These processes must be efficient, transparent, and effective to minimize trade costs and penalties. SAP BusinessObjects Global Trade Services helps you expedite and simplify key activities performed in the course of exporting goods, including:

- Screening partners and documents
- Monitoring embargo checks
- Managing export licenses
- Accelerating customs processes
- Enabling electronic customs communication

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 are screened automatically against such lists, eliminating time-consuming, error-prone manual checks. Lists from world-class 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

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 documents and logs the reasons, so you can be confident that you are compliant.

Manage Export Licenses

SAP BusinessObjects Global Trade Services identifies whether licenses are required for a particular transaction, determines the suitability for license exceptions or licenses on file, and then performs the appropriate assignment. In addition, integrated monitoring functions help track remaining quantities, values, and validity periods.

Accelerate Customs Processes

Rapid customs clearance is essential to ensure that outgoing shipments are on schedule. Export management functionality within SAP BusinessObjects Global Trade Services helps you expedite customs clearance for shipments to reduce costly buffer stock, implement just-in-time inventory management, and provide on-time delivery to customers. The application allows you to:

- Classify products efficiently per country customs rules to avoid costly misclassifications

- Streamline customs valuation to create accurate, compliant customs value
- Efficiently generate documentation based on country requirements – paper based or electronically

As a result, you can save valuable time and help eliminate avoidable delays at borders.

Enable Electronic Customs Communications

SAP BusinessObjects Global Trade Services provides certified system interfaces that facilitate electronic communications with customs authorities. These interfaces support communications within the scope of the eCustoms initiative in Europe, including the New Computerized Transit System (NCTS) and the Automated Export System (AES). And they are available for various other platforms, including the Automated Commercial Environment (ACE) and the Automated Broker Interface (ABI) in the United States, as well as the Integrated Cargo System (ICS) in Australia. The complete list of electronic customs communications systems available with this solution can be obtained at www.sap.com/sapbusinessobjects/grc.

Improve Trade Compliance Through Integration with Business Processes

Managing export processes requires information from enterprise resource planning (ERP) systems like logistics, financial, and human resources to make appropriate trade-related decisions. For example, you need to manage

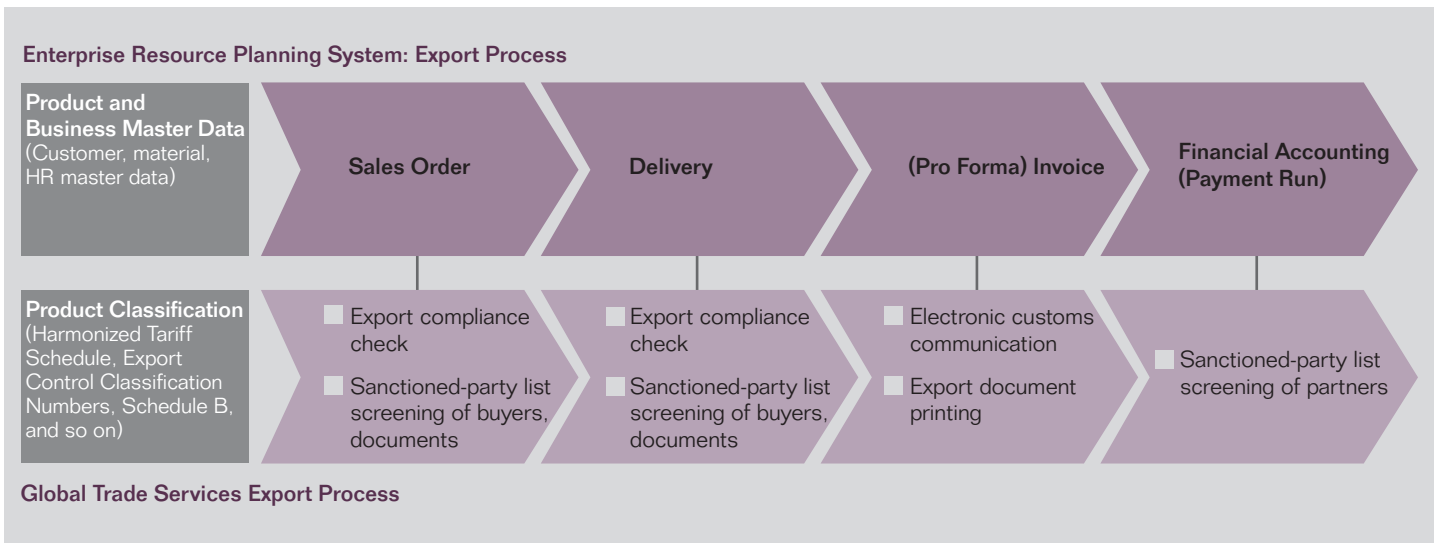


Figure: Integration of Global Trade Exports with Enterprise Resource Planning Processes

sanctioned-party lists at every step throughout the fulfillment and sales order processes, all with a comprehensive audit trail. When processes are manual or supported by a fragmented network of applications, you're 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 export processes from start to finish (see the figure). You have complete visibility and greater control every step of the way. Export management processes are tightly integrated with financial as well as logistics outbound and inbound processes. For example, sanctioned list screening checks business partners in accounting transactions and can block

payments if a vendor is identified. At the same time, you can determine export licenses and license assignments and create trade documents using information based in inventory, logistics, and transportation management applications.

The Value of SAP BusinessObjects Global Trade Services

SAP BusinessObjects Global Trade Services integrates and streamlines export processes throughout the extended organization. With complete, accurate, and timely business intelligence across your export trade activities, you benefit from more-informed decision making. With streamlined and integrated processes and timely information, you can reduce the cost and risk of international trade by ensuring

regulatory compliance, minimizing supply chain disruptions, and lowering operational and penalty costs.

Find Out More

To find out more about how SAP BusinessObjects Global Trade Services, version for midsize companies, can help your organization get ahead in global markets or about other SAP BusinessObjects solutions, contact your SAP representative or visit us online at www.sap.com/sapbusinessobjects/grc.

Summary

With the SAP® BusinessObjects™ Global Trade Services application, version for midsize companies, you can lower the cost and risk of international trade while complying with regional customs and security regulations. The software streamlines export processes, automates compliance, and accelerates customs clearance while increasing visibility.

Business Challenges

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

Key Features

- **Export customs management** – Automate the determination of export licenses and assignment of licenses to business transactions and track the quantity, value, and validity periods
- **Sanctioned-party list** – Check with sanctioned-party lists to help ensure approved trade, maintain comprehensive audit trail, and integrate with logistics, human resources, and financial systems
- **Embargo management** – Manage embargo checks and export licenses, generate documentation, and track inventory
- **Product classification** – Assign correct commodity code or customs tariff number with automated mass reclassifications
- **Trade document service** – Determine, generate, and distribute appropriate export documents
- **Electronic customs communications** – Streamline electronic communications for export declarations

Business Benefits

- **Reduce the risk and costs of regulatory noncompliance** by automating processes, gaining real-time visibility into key activities and events, and generating a complete audit trail
- **Accelerate cross-border transactions** by automating and standardizing processes, enabling electronic communications, and simplifying documentation generation
- **Lower total cost of ownership** by handling all global trade activities in a single, integrated solution

For More Information

For more information, contact your SAP representative or visit us online at www.sap.com/sapbusinessobjects/grc.

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