



Partners In Trade Compliance

Global Trade Compliance Consulting Services

Global Trade Compliance

Organizational Chart Perspectives

Global Trade Compliance Touches All Parts of a Business

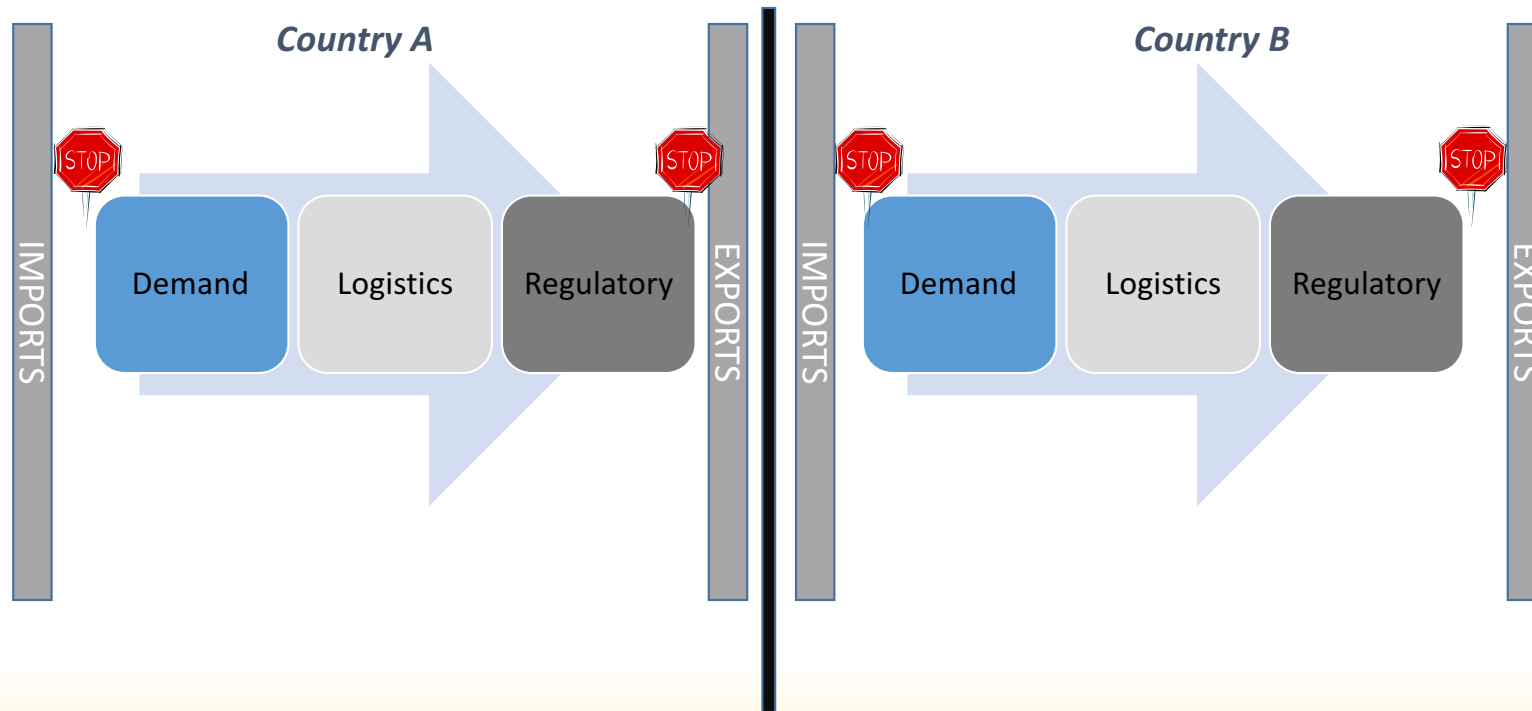


Global Trade Compliance

There are Multiple Aspects of Global Trade Compliance Which Require Management By Industry Experts



International Business Drivers



Your Regulatory Responsibilities Exist In Multiple Locations

Trade Compliance Management - Risk Reduction



The Domino Effect – Risk & Liability Exposure

“One” Data Element

A single data element can have a domino effect to multiple government agencies.

- Example: A incorrect classification on a single item leveraged on multiple shipment
 - Export violation from country of export
 - Import violation from country of import

Classifications Identify:

- Export control & where license authorization is required
- Import control & where license authorization is required
- Import duty, tax and VAT
- Import – Other Government Agencies
 - Accurate classifications are the foundation to a solid compliance program



Reality Check

Is your organization structured to meet your global trade compliance responsibilities?

Do you have in-house experts to perform assessments of your risk and liability?

Answers

Assessment results will identify your business risk and operational gaps

Assessment results will identify a strategic path forward

Assessment results will help identify what internal infrastructure you need to support your global trade operations.

Key Areas of Consideration

Post assessment, there are key areas of consideration that determine what a healthy infrastructure looks like for your organization

- No two companies are alike
- Infrastructures differ depending on multiple decisions and data points

Data Points – Know The Business

Empower yourself to make solid decisions for your path forward

- Volume of unique shippable items & technology?
- Volume of tangible transactions (daily, monthly & peak periods)?
- Volume of intangible transactions (i.e. R&D, software downloads)
- What is your commodity type (dual use, defense, diverse, streamlined)?
- Are your commodities classified today?
- What is your global footprint?
- Where do you source goods from (what countries)?
- Do you leverage or have opportunities for Free Trade Agreements (FTA)?
- Do you perform restricted party screening today and if so how often?
- Do you have an automated solution for your global trade operations today?

Historic & Natural Partnership

GTC Legal Responsibility

Enables Movement



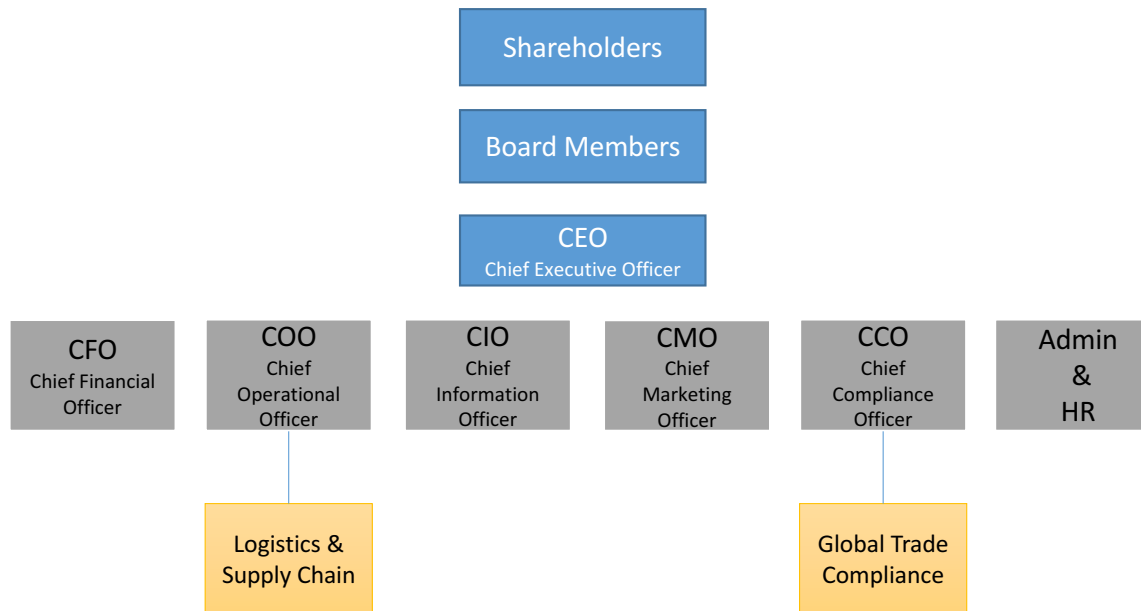
Logistics Operations

Facilitates Movement

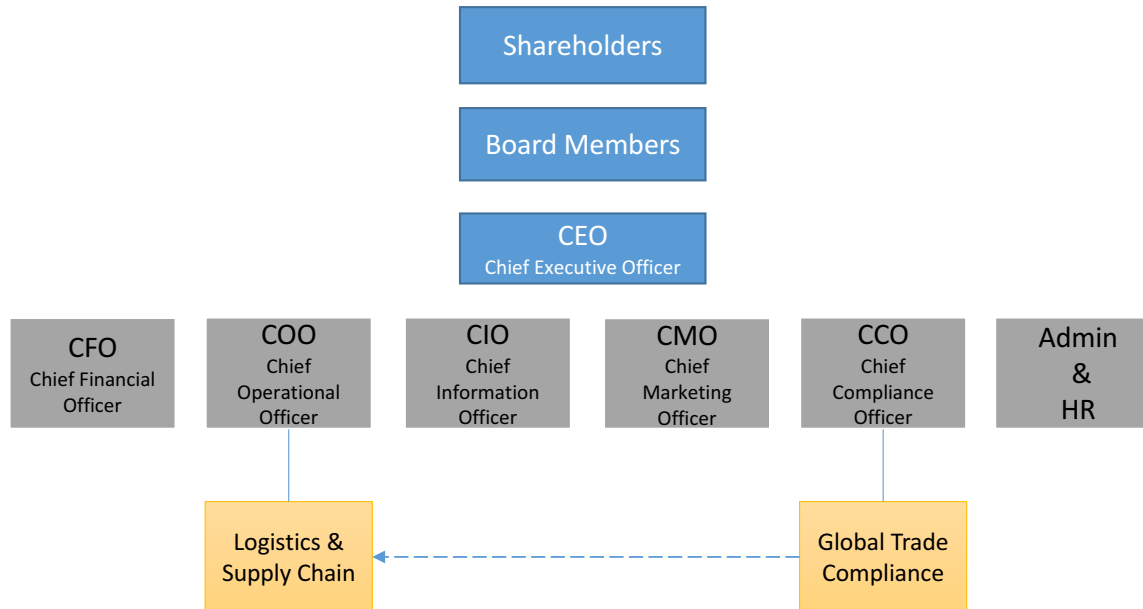


Working Together For a Common Goal

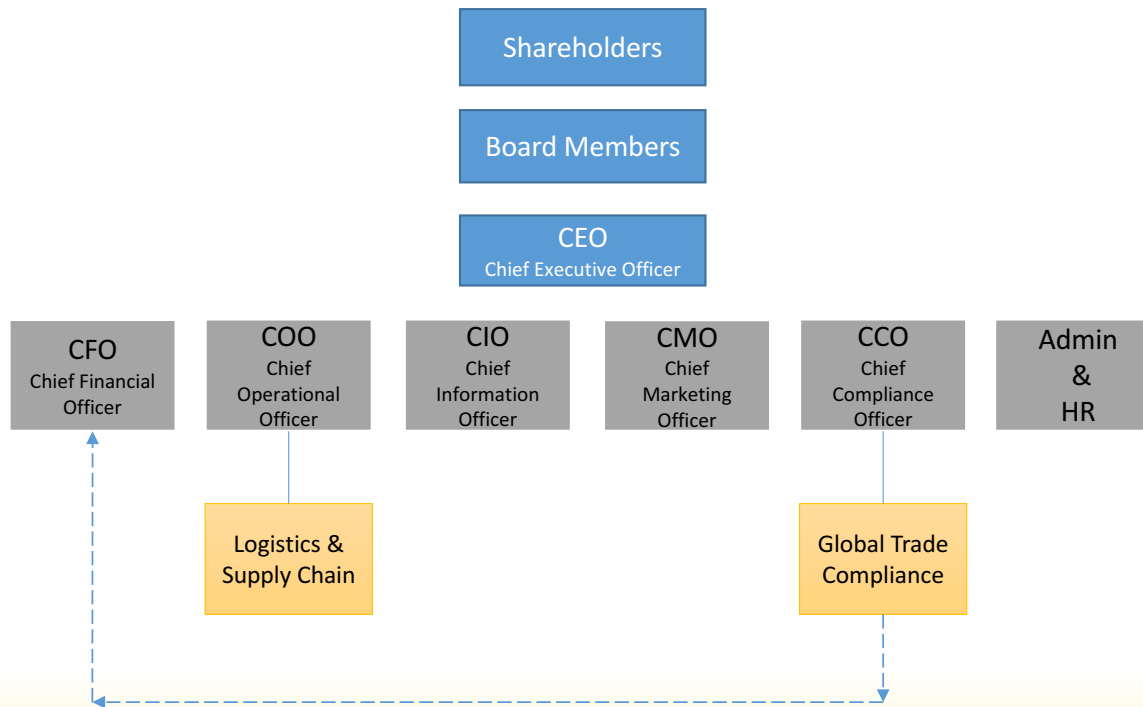
Organizational Chart Example 1



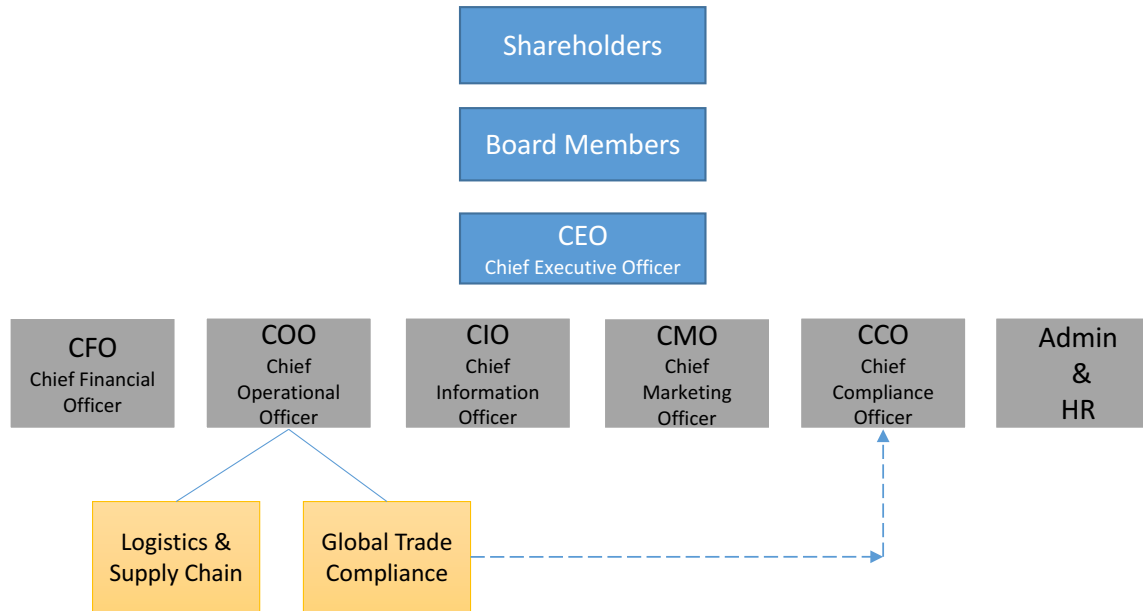
Organizational Chart Example 2



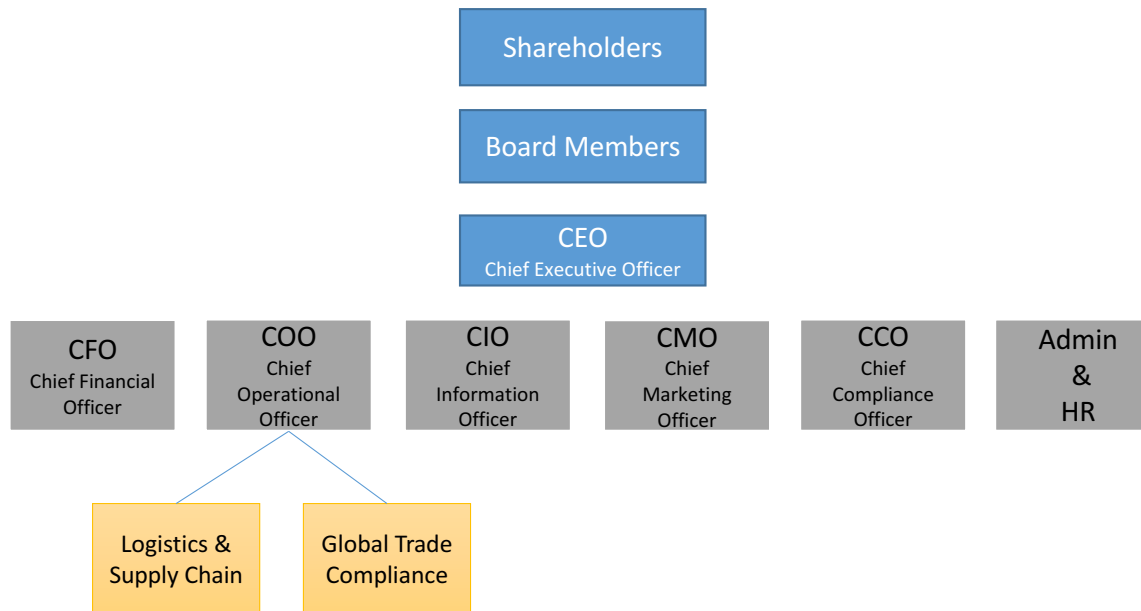
Organizational Chart Example 3



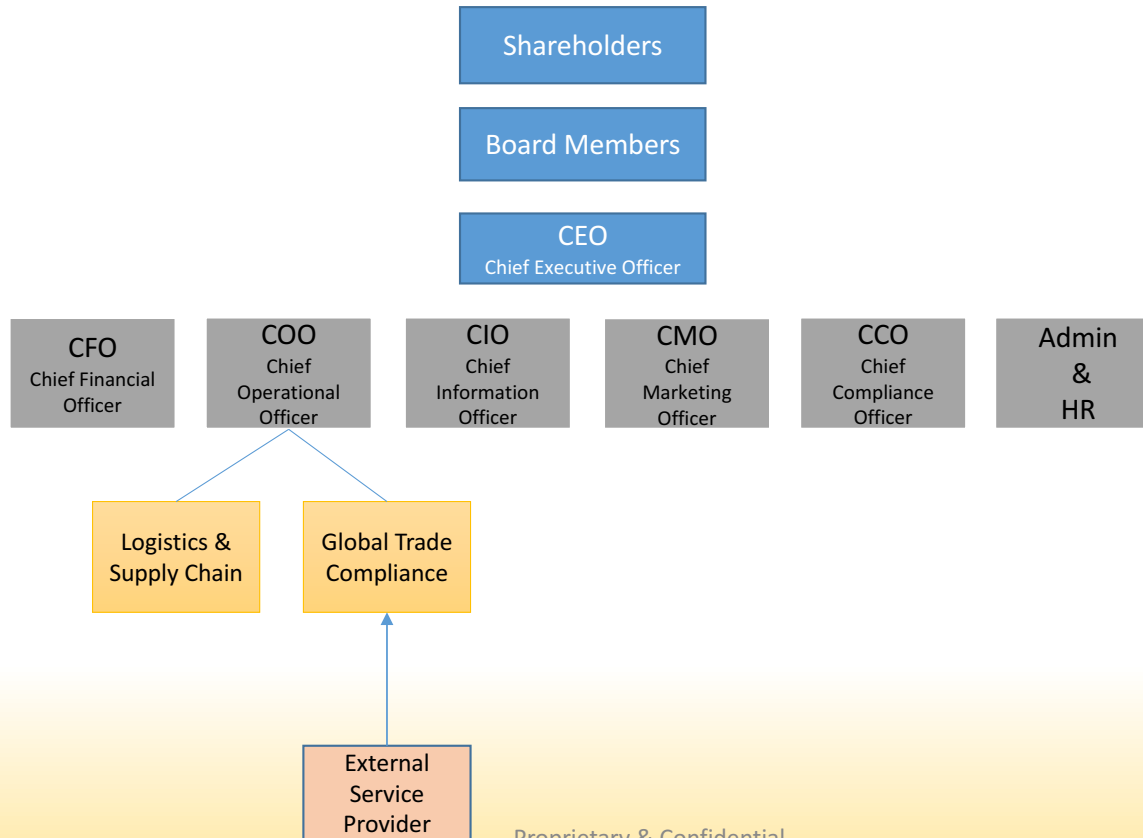
Organizational Chart Example 4



Organizational Chart Example 5



Organizational Chart Example 6



Head Count

Example

This is a estimate and not an exact science

Head count dramatically depends on a number of factors

Question	Answer
TTL Unique Shippable Items	100,000
New Items Per Month	40
Items Trade Controlled (i.e. Potential license required)?	Yes
Trade Transactions Per Month	25
FTA Program Utilized?	No
Automated Solution In Place?	Yes
Selling DDP Incoterms	Yes
RPL In Place	Yes
In-house Staff Headcount	2
External Service Provider Headcount – Fulfilling 80% of GTC Ops	18
GTC Reported To	Logistics w/ dotted line to CCO



MAKES THE DREAM WORK!





Thank You

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