

Global Trade Management Solutions

Today's leading importers and exporters commonly use a software solution to manage cross-border operations and compliance.

Through KPMG's work with numerous companies, we are finding that these companies are not maximizing the value of their GTM solutions. The reasons can be as simple as new users not being aware of new functionalities that the GTM solution may feature (e.g. via periodic software updates) or as complex as the result of regulatory changes (e.g., export reform). Further, KPMG often finds that these companies require system modifications and/or additional user training.

Questions for Consideration: Is your GTM solution keeping pace with your organizational and operational changes?

Certain events often trigger the need to review the use of a company's GTM solution and supporting business processes. If you answer "yes" to one or more of the questions below, it may be time for a KPMG Trade and Technology Assessment.

1. Did you implement your GTM more than three years ago? Or has it been more than three years since your last technology assessment and GTM training?
2. Have there been changes in your company's trade compliance organization (e.g. establishment of a center of excellence or shared service center, change in personnel, use of new trade programs, change in structure of trade compliance within the organization)?
3. Were there changes to your business that could affect the trade function, including but not limited to:
 - Expansion into new regions and/or new and different product lines
 - Changes in suppliers or supply chain partners
 - Changes in trade lanes
 - Mergers, acquisitions, or divestitures
 - Systems/software updates (e.g. ERP, WMS, etc.)
4. Have your GTM trade compliance processes evolved with new and changing regulatory requirements (e.g., export reform, new trade agreements, customs automation, etc.)?
5. Is there a general sense of "treading water" or "just getting by" in terms of cross-border transaction processing or other trade compliance activities?

KPMG's Trade & Customs Services professionals can perform assessments of an organization's trade and technology processes to help them increase their return on investment in the GTM solution, mitigate compliance risk, and enhance supply chain velocity.

KPMG's Trade and Technology Assessments are performed by a multidisciplinary team comprised of trade compliance professionals with GTM solutions training and implementation experience – often with the support of the GTM solutions service providers. Together, this team brings critical insight into the interplay between business process and technology with the objective of pushing the technology to support the business beyond the obvious baseline compliance needs.



How can you increase your return on investment in GTM technology?

Below are examples of ways that companies have benefited from Trade and Technology Assessments.

Use tools more effectively because users have a better understanding of what processes they are executing and why	Give users the tools and understanding to amplify the value of existing processes	Enable users with the ability to apply available functionality to new business processes and regulatory changes
Detect new ways to use the current investment in the GTM solution more effectively	Pinpoint individuals, roles, and/or divisions that would benefit from more in-depth training and support	Generate visibility into new GTM solution functionality and how to apply it practically
Recognize opportunities to expand the use of the GTM solution to manage unaddressed global trade matters such as regions/countries and special trade areas	Identify gaps in the current use of technology and processes and fills such gaps with practical short-term recommendations	Provide the organization with a vision and strategy to expand the reach, use and value of the GTM solution.

Why KPMG?

Our global Trade & Customs Services practice, which includes KPMG International member firm professionals, has strong relationships with the leading GTM solutions providers and understands their products. We also understand the ever-changing import and export regulatory environment and how it can be challenging for today's leading companies to keep up with these requirements.

Through a Trade and Technology Assessment, our team will conduct an independent and objective review of the current state of your company's GTM landscape, identify any gaps and/or risks of which you may not be aware and also provide recommendations for potential cost-savings opportunities or areas for increased efficiency and effectiveness within your existing operations.

More importantly, we can stay with you through your journey to becoming, or remaining, a leading global trade compliance organization. Upon conclusion of our initial assessment, we will work with you to develop a roadmap towards to your optimal technology enabled future state.

We will consider quick wins to immediately prove value. If appropriate, we can support you with the development of a sound business case for any significant GTM solution enhancements. Finally, we can remain by your side through, and beyond, implementation, providing business process, change management, and help desk services – all validating that our joint efforts lead to the intended benefits long after go-live.

Case Study – from reactive to proactive:

The parent company of a leading global manufacturer was concerned by its lack of visibility into the current trade compliance operations of its subsidiary and did not have the trade and systems resources available internally to conduct a current state assessment. KPMG was engaged to assist in conducting the assessment. The review disclosed significant compliance gaps as well as inefficiencies in its use of GTM technology to perform daily operations that compounded the compliance issues.

KPMG partnered with the company's GTM software provider to improve the functionality and effectiveness of its GTM solutions simply through a combination of renewed training for key users, development and documentation of supporting business processes, refinement of business processes and customs controls, and enhancement of the documentation generated from the GTM. This effort has changed the global trade function of this organization from a reactive function to a proactive function continually looking for opportunities to improve the processes and reduce costs.

Case Study – A helpful business case:

One of the world's largest global manufacturers sought to benchmark the free trade agreement programs of other leading companies to improve the company's current process that was very manual in nature. Through in-depth review of the existing process, coupled with interviews with ancillary contributors (e.g. purchasing, IT, and sales), KPMG was able to provide the company with recommendations outlining both short-term improvements to the existing process as well as a clear vision of a recommended future state solution with side-by-side comparisons including expected efficiency and cost savings. The recommendations were then easily used to build a business case for senior management buy-in and budget approvals for the company's preferred go-forward strategy.

Contact

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