



THOMSON REUTERS™

KPMG and Thomson Reuters trade and customs technology

Gain control in a dynamic global environment

If your company buys or sells products in multiple countries, you know that establishing and maintaining efficient cross-border operations poses a complex challenge. The dynamic global environment—with shifting regulations and trade policy as well as variable economic, market, and competitive forces—requires multinational corporations (MNCs) to continually adapt to changing rules. This persistent change impacts speed to market and competitive advantage while introducing new risks and inefficiencies.

Fortunately, living with change does not mean abandoning control. With global trade management (GTM) systems, trade and customs professionals have an opportunity to transform how they automate, manage, and control costs and internal processes. GTM systems liberate trade specialists from the manual, routine tasks associated with traditional trade so they can focus on strategic, value-add activities—such as lowering inventory buffer stock; reducing duties, fees, and taxes; maintaining the trade balance; and reducing the cost of sourcing goods. With a GTM system, MNCs can manage costs, maintain strategic and competitive advantages, and facilitate compliance with local laws and federal regulations associated with import-export operations.

KPMG LLP “KPMG” and Thomson Reuters ONESOURCE Global Trade can help trade and customs professionals realize the benefits that GTM systems offer. By taking advantage of KPMG’s extensive global trade experience and Thomson Reuters robust GTM technology, with modules for Import, Export, Special Programs, Classifier, Free Trade Agreements (FTA’s), Trade Finance and Restricted Party Screening, your MNC can manage the constant change in global markets and gain new efficiencies in importing and exporting goods.

The state of global trade

A survey of 1,700 global trade professionals revealed the following:

1. Manual processes monopolize time.
 2. GTM technology offers an untapped upside.
 3. Free trade agreements (FTAs) are underutilized.
 4. Product classification is an internal challenge.
 5. Systems integration is a priority.
- 2016 Global Trade Management Survey, by Thomson Reuters and KPMG International

Why KPMG

KPMG's Trade and Customs Services professionals can provide MNCs with leadership, vision, and practical guidance to help with the following: identify and remedy compliance gaps, anticipate the impact of regulatory changes, make processes more efficient, and manage costs. Working with your trade team, KPMG professionals can help develop an overarching global trade automation approach and help build a business case that includes required organization and process changes.

With the following credentials, KPMG can help your company manage costs and close compliance gaps:

- **Global reach.** KPMG, as a member of a global network of member firms, draws upon the local knowledge and experience of a network of more than 400 professionals in more than 60 countries.
- **Depth of experience.** In addition to technology experts with deep knowledge of GTM systems, KPMG's Trade and Customs professionals include former industry professionals, customs and export agency officers, customs brokers, and management consultants with experience and advanced degrees in law, international trade, technology, and logistics.
- **Familiarity with regulatory environment.** KPMG has the knowledge to navigate clients through the various regulatory regimes governing global imports and exports. Further, KPMG has extensive experience interacting with government agency officials on the implementation and connectivity of trade systems and programs.
- **Multidisciplinary, multiindustry approach.** KPMG professionals collaborate with peers across the firm to provide balanced, holistic planning for MNCs. For GTM projects, KPMG's Trade and Customs Services professionals commonly team with professionals from our People and Change practice, Program Delivery Services, Data Management, Procurement and Operations, and Indirect and International Tax. KPMG professionals also possess in-depth experience working with MNCs in industries that include aerospace and defense, textiles, automotive, oil and gas, consumer goods, electronics, pharmaceuticals, and telecommunications.

Why Thomson Reuters

A company built on connecting customers with accurate, relevant information, Thomson Reuters delivers a GTM technology tool that provides confidence and visibility across the entire international trade process. The ONESOURCE Global Trade tool has

Potential benefits

With a thoughtfully implemented GTM system, your company can increase its speed to market and enhance its competitive advantage by:

- Better estimating and understanding landed costs
- Proactively managing nontariff barriers to trade
- Complying with trade regulations and anticipating regulatory change
- Reducing unwarranted taxes, levies, and customs fees
- Enhancing the value of your existing ERP system.

the potential to enable MNCs to achieve new levels of accuracy, scalability, compliance, and efficiency by:

- Simplifying the entire GTM process through automation of routine tasks so trade professionals can focus on strategic, value-added activities
- Managing the end-to-end information flow for imports and exports—including trace, special programs, FTAs, product classifications, regulatory updates, restricted party screenings, and trade finance
- Integrating with ERP systems to provide a 360-degree view of the supply chain.

Delivering value together

Anchored by a six-year alliance relationship and a history of collaboration, KPMG and Thomson Reuters bring global reach and global operations to clients operating in international markets. KPMG's Trade and Customs practice focuses on helping you evaluate, prepare for, and deploy GTM technologies.



With ONESOURCE Global Trade, Thomson Reuters delivers leading technology that can be configured to meet your MNC's unique needs.

Bringing together a diverse team from multiple industries and functions, KPMG and Thomson Reuters deliver the knowledge and experience you need to streamline trade operations, sustain your competitive advantage, and accelerate speed to market.

Solution overview

KPMG delivers consulting, integration, and implementation services—coupled with Thomson Reuters' ONESOURCE Global Trade platform—to help you develop efficient international trade strategies and processes. KPMG can engage with your MNC in the following three areas:

Strategy development

In this first phase, KPMG Trade and Customs professionals assist with:

- Developing a vision and strategy to effectively manage global trade compliance
- Identifying and recommend strategies to expand or implement an automated GTM system
- Determining how to achieve optimal ROI from import and export trade activities
- Recommending industry leading practices for trade compliance.

Process and technology

In the second phase, KPMG professionals focus on:

- Detecting gaps in technology and processes currently used for trade compliance
- Prioritizing opportunities and identifying risk elements that require mitigation
- Designing a future state to address risk, enhance compliance, and drive efficiencies
- Aligning systems and operations for a future-state governance model

- Recognizing opportunities to expand the GTM system to include new customers, products, suppliers, and processes
- Configuring the system, supporting the implementation, and testing the solution.

People

To enable your employees to monitor and maintain the system, KPMG professionals assist with:

- Aligning the organizational structure to support the GTM system's operational model and related key performance indicators
- Providing visibility and transparency into new GTM processes and technology
- Driving a change management program that includes training your employees on new processes and technology and establishing a global communication plan across divisions and regions.

Why KPMG and Thomson Reuters ONESOURCE®? It's in the numbers...

- KPMG provides professional services to **78%** of Fortune 1000 companies.
- KPMG has over **400** trade professionals providing services in more than **60** countries, with over 120 professionals in North America making it the largest trade and customs practice of the Big 4.
- Thomson Reuters provides a platform for global trade automation with coverage spanning over **170** countries around the world.
- Thomson Reuters global trade management platform may help reduce shipment lead time by **15-30%** and may help reduce Total Importation costs from **2-6%** of CIF imported value of implementing special programs.

Conclusion

You cannot control exchange rates, duties, taxes, trade policy, or new regulations, but you can implement technology that enables your MNC to remain competitive and gain new efficiencies and advantages in foreign markets. By combining KPMG's strategic and operational global trade experience with Thomson Reuters' global trade automation technology, your company can leverage global trade as a competitive advantage and move goods internationally—potentially faster, cheaper, and with less risk.



Is the KPMG and Thomson Reuters trade and customs technology right for your enterprise?

Consider these questions to determine if the KPMG and Thomson Reuters Trade and Customs offering can transform your trade operations.

- How would you like the trade compliance function to be different five years from now?
- Do you have a clear, documented road map—with measurable milestones, objectives for improvement, and metrics for measuring value to the enterprise—for your trade management function?
- Does your executive management team consider the GTM function as a competitive advantage for your business?
- Is your company acquisitive or expanding into new markets?
- Do you see opportunities for the GTM function to create more value for the organization than it is delivering today?
- Are you maximizing the duty-free benefits of FTAs across the organization and reporting the savings to executive management?

Not permissible for KPMG audit clients and their affiliates.

Contacts

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