



Is Your Business BREXIT Ready?

Twofold Increase in Compliance Activities?

With Brexit becoming a reality, it is apparent that UK/ EU Trade Rules are yet to be framed. The UK has invoked Article 50 of the Lisbon Treaty and official negotiations about future trade agreements between the UK and both the EU and non-EU countries have commenced. Can your business afford not to have your own UK-EU and UK-Global Trading Plan in place to deal with the twofold (UK and EU) increase of different compliance regulations and additional customs border paperwork?

Global Trade Management (GTM)

Classification	Functions
Trade Functions	Sourcing; selling; export (customer) orders; import (purchase) orders; collaboration; product management; vendor management; document management.
Trade Compliance	Preferential trade agreements; license determination; document management; document filling; product Classification (harmonized tariff schedule - HTS); customs declarations; import rules; export rules; duties/taxes; RPS (restricted party screening).
Core Transportation	Carrier booking; global logistics execution; shipment planning; multimode transportation; shipment consolidation; shipment routing; carrier communication; global visibility; landed cost control; shipment documentation.
Trade Finance	Letters of credit; settlement; reconciliation; invoice management; payment; insurance; trade financing.

“The irony is that if we followed the model of Norway, Europe’s political interference in our country could actually grow, rather than shrink. [...] The single market has rules. We will not always get what we want from those rules.”

UK Prime Minister,
David Cameron, 10 Nov 2015

Brexit Trade Challenges

It is also noteworthy that some large corporations have taken the compliance functions and product classifications in house, citing poor service levels, and have focused on automating the trade management functions. Brexit will only increase these activities and will also become important for medium sized, logistic centric businesses selling into Europe, especially if they can afford to automate these functions internally.



- Do you have internal resource to continuously manually patch your Financial System(s) due to emergency UK government budgets and legislation?
- Does your organization suffer from a lack of cross-functional trade visibility and internal trade controls?
- Is it difficult to predict and make informed and effective management decisions related to the likely new UK-EU trade rules?
- Will manual processes result in lost sales, costly delays, or expose to your organization to unnecessary compliance risk, like lacking of important elements in trade transactions?
- Do you have redundant product classification processes? Third parties providing pre-classifications, will that escalate your costs?

How can Birlasoft and Oracle help?

1-Day Global Trade Processes Workshop

Birlasoft and Oracle offer a 1-day workshop that reviews your existing import/export trade processes for productivity and usability for UK-EU trade purposes. It then reviews them against best-in-class cloud or on-premises integrated global trade process solutions (Order to Shipment) from Oracle.

In a 2016 KPMG Global Trade Survey, it was found that 53% of 1500 companies believe technology was the best enabler for trade compliance.

Birlasoft conducts the right workshop to demystify global trade management processes and provide you with a clear path to move ahead with a well-defined trade management IT strategy. It will also answer your queries related to productivity to tackle compliance challenges that your organization will encounter while embarking on your UK/EU and Global trading strategy.

Value Proposition

Birlasoft's Global Trade Management (GTM) expertise, proven assessment and implementation management practices, and skilled global trade management resources will provide your Logistics/IT executives with the right support to craft your Cloud, Hybrid or On-Premise Global Trade Management strategy and implementation.

Path-to-Trade-Cloud is a fixed priced offering of £1000 where if you take an Oracle Solution you will get your Workshop money back.

Oracle provides the leading Cloud Trade software technology that covers the "Order to Ship" domain. Gartner has voted Oracle's Transportation Management System (TMS) as the leading solution in this space for the last 7 years.

Birlasoft has a strong team of 2000+ Oracle professionals who help customers transform their Import and Export businesses by eliminating complexity and simplifying IT.

Birlasoft's unique blend of focused industry experience, deep technical expertise, and a rich set of IP built on the Oracle platform makes us the preferred partner for providing comprehensive Oracle services plus a great understanding of other leading ERP vendors.



TRADE Order Mgmt.

- Order Entry with Product Configuration
- Pricing and Tax
- Import for EDI & other Channels
- Global Supply View
- Profitability Promise Orders
- Manage Order Backlog
- Orchestrate Complex Fulfilment
- Proactive Exceptions
- Order Change Management

INVOCE Invoice Mgmt.

- Letters of Credit
- Settlement
- Reconsolidation
- Payment
- Insurance
- Trade Financing
- Integrate to Cloud Financials
- Integrate to ERP such as SAP, Oracle
- Patch New Trade rules to Financial Systems

COMPLY Global Trade Mgmt.

- DRPL Screening Transactions
- Verifying Regulatory Requirements
- Compliance
- Produce Shipment Docs
- Print of Import & Export Docs Customs
- Intelligence
- Fiscal Control
- Import License Management

REPORT Product Data Hub

- Compliance Master Data Management
- Duty & VAT Analysis
- Product Hub link to Classifications –
- Trade Intelligence Electronic Filing (NCTS, Atlas etc)
- Tax Reports

MOVE Transport Mgmt. (TMS)

- Operational Planning
- Transportation Intelligence
- Fleet Management
- Freight Payment
- Freight Billing
- Carrier Sourcing
- Visibility
- Track & Trace



RESOURCES

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Enterprise to the Power of Digital™

Birlasoft combines the power of domain, enterprise and digital technologies to reimagine business processes for customers and their ecosystem. Its consultative and design thinking approach makes societies more productive by helping customers run businesses. As part of the multibillion diversified CK Birla Group, Birlasoft with its 10,000 engineers, is committed to continuing our 150 year heritage of building sustainable communities.