

**TRUSTED TRADE ALLIANCE  
TRADE COMPLIANCE SERVICES**

Managing trade compliance begins with understanding the regulations and standards that apply in each country in your supply chain.

International businesses, especially large multinationals, are being held by governments to increasingly strict standards of global trade compliance. Every country imposes regulatory requirements on the cross-border movement of goods. For companies which operate in many different countries around the world, the level of complexity posed by the different requirements can seem overwhelming.

Non-compliance with those trade regulations, however, presents a very significant risk of increased costs, expensive penalties and severely disrupted supply chains.

The Trusted Trade Alliance offers a set of solutions for global trade compliance assessment, backed by a team of recognized trade experts with on-the-ground experience in most regions of the world.

We provide comprehensive reviews of international trade operations to assess and improve your level of customs compliance. Whether for your national, regional or global operations, or for your supply base, our reviews assess whether your company is meeting the standards and regulatory requirements of each country within the brief.

**COMPLIANCE REVIEW**

We can assist you in examining every aspect of your company's international trade operations:

- ➔ Import and export clearance processes, including service provider oversight and record keeping
- ➔ Export compliance, including denied party screening
- ➔ Tariff classification
- ➔ Customs valuation issues
- ➔ Country of origin marking
- ➔ Rules of origin under preferential trade programs
- ➔ Supply-chain security

Our review can be tailored to a particular operation of the company or focus on corporation-wide compliance issues. It can be as broad or narrow in scope as you require.

**COMPLIANCE PAYS**

The Trusted Trade Alliance strongly advocates that companies maintain centralized oversight and control of their global cross-border activities.

Our experience is that, with the proper strategic approach, customs and trade compliance can become a vehicle for enhanced competitiveness and more efficient global operations.

Most countries' trade regulatory requirements are based on WTO and WCO principles but the letter of the

law, the way it is administered and, in particular, the definition of what constitutes compliance, all differ from country to country.

A determination of whether your company's operations are compliant requires knowledge of the local rules along with an awareness of any international standards which may apply.

The Trusted Trade Alliance's broad geographic coverage delivers deep experience in trade compliance matters in most regions of the world including some, such as Africa and Central Asia,

where authoritative advice is often difficult to obtain.

While our brief may be to provide you with specific, tested, practical advice related to a local compliance question, our goal will always be to assist you to incorporate the local solution into your global customs and trade processes.

We will help you achieve customs and trade processes which are not only compliant, but also cost-effective, compatible with your business and IT processes, and flexible enough to meet future needs.

## EFFICIENT COMPLIANCE AND SECURITY FOR YOUR GLOBAL SUPPLY CHAIN

### TRADE COMPLIANCE POLICY DEVELOPMENT

Whether in an audit by government authorities or in a certification review by a qualified ISO review body, the existence of a comprehensive, up-to-date set of written trade compliance policies is essential for ensuring a positive outcome.

Many companies have had their financial and business processes certified under the ISO quality standards.

The key to achieving certification is having standard, documented processes in place which meet specified acceptable requirements.

The documentation is a crucial part of

proving that minimum standards have been met but also serves as a guide for employees and service providers engaged in the company.

It delivers a basic assurance that the company is aware of its compliance obligations and has thought through the operational implications of them.

Survival of a trade compliance audit, approval for and maintenance of self-assessment programs, and achieving the "green lane" status of programs implemented under the auspices of the WCO's SAFE Framework all have one major underlying pre-requisite in common: adequate documentation of compliant practices which shows that relevant policies have been developed

and tailored to the company's operations and are actually in use within the company.

The Trusted Trade Alliance team comprises seasoned professionals who have been directly involved in partnering with governments to pilot programs such as the US Importer Self-Assessment Program (ISA), C-TPAT, Mexico's Empresa Certificada program, and the compliant trader and AEO programs of the EU, Australia, New Zealand and Singapore.

We can assist you in developing written policies tailored to the requirements of the programs and to your business, helping you to achieve and maintain the desired status efficiently.

### SUPPLY CHAIN RISK ASSESSMENT

The US C-TPAT program, the EU and Japan's AEO programs, Singapore's Secure Trade Partnership and New Zealand's Secure Exports Scheme are just a few of the growing number of supply chain security programs sponsored by governments for voluntary participation by companies engaged in international trade.

These programs are based on the principle that companies which demonstrate compliance with recognized security (and in some cases customs compliance) standards, and which have undergone a validation process, qualify for recognition as a secure trader and are eligible for a number of trade facilitation programs.

Many governments are also working

on mitigation of risk in the international supply chain, whether by mandatory security requirements for port operators, by secure trade lane pilot programs, or by voluntary programs for traders.

The Trusted Trade Alliance team is well-versed in the requirements of these programs and is experienced in implementing them in some of the largest companies operating in the ports globally.

Our services begin with assisting our clients in self-assessment, evaluating and profiling company activities, identifying areas of weakness and any measures required to achieve the prerequisites of the program prior to submission of the application to the relevant government.

We will help you achieve customs and

trade processes which are not only compliant, but also cost-effective, compatible with your business and IT processes, and flexible enough to meet future needs.

We also assist clients with reviewing their processes prior to a government inspection or validation to ensure compliance with the latest program requirements.

Reviews of port facilities and operations, logistics service provider operations, or carrier operations are usually much more rigorous, depending on the location and activities under scrutiny by the authorities.

With our global network, we have the ability to evaluate and validate compliance with security and supply-chain risk mitigation programs anywhere in the world.