

Your international trade flows, secured and optimized



The consulting firm that facilitates your access to the leading international trade experts, and provides you with practical support tailored to your operational needs.

Compliancy

Over the last three years, 62% of companies have experienced an occurrence of a major risk in their organization.

<u>Disaster recovery journal</u>
<u>State of Entreprise Risk Management 2019</u>

#### Minimize risks

Monitoring global trade risks is a wonderful enabler to identify saving opportunities and improve operational performance

**Maximize ROI** 

Compliancy

# Global trade management: a major risk, but also a key opportunity.

Operational excellence in international trade has become a major factor for competitiveness amongst multinational companies.



Many players, increasing intensity of global exchanges



Continuous enactment of new regulations at international and local levels



Leveraging optimization opportunities is a MUST for any organization



### Current global trade consulting scene

An agile operational layer of support is often missing beyond the basic day-to-day administrative and bureaucratic routines



High level and standardized advice can be costly and often lack the required detail to permit any operational fit.



Inappropriate support for the implementation phase of designed plans, inability to deliver in practice.



Expedited access to the relevant expertise for specific issues is challenging, the required agility is lacking.



## Our Mission

To offer practical support tailored to your operational needs when and where required, thanks to our growing community of specialized international trade experts



#### Risks & Opps support

Our Risks & Opps methodology is oriented towards value creation



**VISIBILITY AND PRIORITIZATION** 

SOLUTIONS THAT FIT YOUR UNIQUE ENVIRONMENT

FIELD LEVEL IMPLEMENTATION
ASSISTANCE



**Overarching objective:** to identify key initiatives to be taken in order to articulate them into a strategic roadmap.

**Deliverable:** a dashboard summarizing findings, outlining key risks and opportunities (including high-level impact estimates where possible) recommending action plan by priority order.

**Benefits:** clear visibility on « where we are » and « where to go », strategic customs and trade operations roadmap to be articulated with overall Group strategy.



**Project management approach** with details project charter, agreed governance and KPIs; one engagement letter per initiative.

**End-to-end support**, from detailed design to field level implementation, staffing appropriate expert profiles at each stage of the project; one single point of contact coordinating with your internal stakeholders.

Agile fee structure (i.e. fixed fee / success fees flexibility) to foster accretive impact to your P&L.



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