

ASSIST4

AEB....





— How smart IT can accelerate your global trade processes and save you money

Customs and global trade have become too "complicated" for most logistics experts to deal with. That's why the customs department in many companies has taken on a special role – or what is perhaps better described as an "outsider role." The customs department is begrudgingly granted a certain legitimacy, but its work tends to be seen as an obligation that must be satisfied, not as an opportunity to save costs or even achieve a competitive edge.

Supply chain leaders, on the other hand, long ago learned to appreciate the value of sound customs management. "Global trade management" – as customs clearance is commonly called in international circles – is no

longer seen as a cost factor but as a potential strategic element to automate and streamline processes and generate cost savings. A 2007 Aberdeen study found that companies with good GTM were twice as effective in accelerating their customs clearance and reducing delivery lead times.

Companies that value GTM reap many benefits. They understand how to apply customs regulations so that duties come due only when the goods are ready to be used or dispatched to the customer. They use bonded warehouses and inward/outward processing to minimize fees.

Companies can accelerate the flow of goods by transmitting the customs de-

claration electronically. Beginning the customs formalities earlier reduces delays at the border. Importers then gain quicker access to their goods and are better placed to keep their own delivery schedules. Faster processing shortens the cash-to-cash cycle. And shorter lead times make a company more competitive.

Better integration, faster clearance

What the EU is advancing under the slogan of "standardizing and harmonizing the European customs systems" on the basis of the recommendations of the World Customs Organization will change the way companies import and export. Electronic data interchange and the increasing integration of all supply chain partners will become the norm in the years ahead, just as we saw with the introduction of electronic export processing.

The old way of thinking was "first the goods, then the information," but today it is the information that needs to be available first. The introduction of electronic communication means that businesses first send the data to the customs office; only then can the goods be sent or received. This requires that businesses adapt their processes and integrate global trade management into their overall logistics process as seamlessly as possible. Those who achieve this can send off resources and produced goods with relative ease and actually accelerate their processes.

Enterprises with a high volume of imports are already eager to have custom officers process the declared goods electronically while they are still en route. ASSIST4 Customs Management lets global players count on a system that enables reliable, efficient, error-free processing and integrates customs clearance into the overall logistics process.

Duty-free storage with customs warehouses

Using every opportunity that customs regulations allow to improve your own competitiveness is just plain good business. Many companies import goods from third countries for further processing. Conversely, many companies export materials for further processing outside the EU, after which the finished goods are re-imported into the EU. Still others import replacement parts into the EU for use at a yet undetermined date. In all these cases, customs procedures such as inward processing, outward processing or bonded warehouses can help lower duties or defer the payment of duties until the goods are used or resold. This gives importers a range of options to postpone the payment of customs duties until revenue is generated and in many instances to avoid paying duties altogether.

Transcend borders. Gain flexibility. Discover cost benefits.

The goal actually sounds quite simple: businesses want to be able to access their resources quickly and ship all the produced goods just as quickly to their customers while keeping a lid on costs. But the devil is in the details. Those who import raw materials or export finished goods outside the EU must comply with a host of rules and regulations. It starts with the correct classification of the goods. Then there are the papers that must accompany

every goods transport. And that's just the tip of the iceberg. Depending on the destination of the exports, one must take into account embargoes, sanctions, licensing requirements, export authorizations or dual-use regulations. All the documents needed for export should be ready right when the goods are shipped.

While some companies may perceive global trade regulations as burdensome interference, those that embrace global trade management as a strategic tool succeed in applying the rules to their advantage. Customs experts agree: companies that integrate trade regulations into their strategy rather than viewing them as an obstacle have a competitive edge. Faster clearance at the border with quick and accurate import and export processing ensure earlier availability of materials in $production, better\ on\ -time\ performance$ with deliveries - and ultimately, happier customers.

The ASSIST4 software suite is tailored to the precise needs of the industry. It supports all import and export processes, automates many work steps and helps your business standardize processes for improved accuracy and efficiency. Goods from outside the EU can be accepted more quickly to take advantage of customs preferences. ASSIST4 Customs Management enables end-to-end IT support of your global trade and helps you anticipate – and reduce – your costs.

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Export: smarter by default

IT has brought about significant changes through the introduction of the electronic export declaration under the European Automated **Export System project, U.S. AES** and equivalent national systems in other countries. **ASSIST4** connects you to these systems. But there are still many other steps to perform and documents to generate besides the export declaration. ASSIST4 knows them all and also knows when to perform which step to ensure your exports arrive on time.

Adhering to export standards. Automatically.

Few customs experts can claim to be an authority on the many regulations governing the international movements of goods. Customs expertise within an enterprise also tends to be concentrated in a few "sources of knowledge." ASSIST4 Customs Management plays a key role in day-to-day business, making life easier for everyone whose day-to-day responsibilities include managing exports. ASSIST4 delivers speed, reliability and compliance for all transactions as well as complete transparency, so your specialists can concentrate on the few cases that really require special expertise.

AES: Across Europe. Around the world.

All 27 national customs systems in Europe are interlinked in the Automated Export System (AES). One of the benefits of AES is that the electronic proof of export is sent back to the exporter after the goods clear EU borders. The purpose of this proof of export is to provide evidence that the goods supplied outside of the EC can be zero-rated for VAT.

ASSIST4 Customs Management lets you automatically control and monitor your exports from the point of origin to every country in the world. AEB works together with partners to provide export declaration handling for many European member states, the U.S., Canada and a range of other countries ASSIST4 connects through the AEB computer center to the national partner systems, which then communicate with the customs authorities. ASSIST4 Customs Management remains your central platform in this process, where you can manage all your customs processes in one standardized interface.

Take care of customs while accelerating the flow of goods

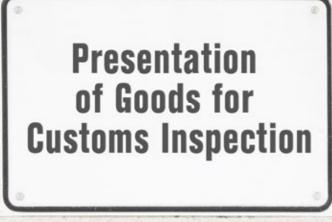
ASSIST4 Customs Management helps you to integrate your global trade processes into the logistics process with the aim of ensuring as smooth a flow of goods as possible. This is achieved by making all information available exactly when it is needed.

ASSIST4 Customs Management

ensures that communication with the customs office is initiated at the proper time and that the information on export declarations is complete and plausible. When the goods are physically ready for shipment, the export permit has generally been granted and the goods can be passed quickly to the forwarder. Embedding the "customs" process step into the larger "shipping" or "logistics management" process lets you shorten lead times while improving overall logistical quality.

Integration into SAP®

ASSIST4 also gives you the option of integrating your complete export processing into SAP®. This means more than just linking the systems through interfaces. The art of complete integration is being able to manage all processes in the familiar SAP® work environment. ASSIST4 is integrated such that subsequent version updates are not an obstacle.





Simplifying and improving import procedures

ASSIST4 Customs Management lets you standardize your import processes in compliance with all customs requirements so that you can guarantee quick availability of ordered goods. An integrated rulebase and the built-in ASSISTant guide you through all the necessary steps.

It can pay to bring your imports in house.

Many businesses let others – customs agents, forwarders, etc. – handle their import transactions. That might be more cost-effective, but there may also be potential savings to be found here. If you look more closely at the costs of having import formalities handled by outsiders, you may discover a cost factor that can be minimized: when your own in-house staff can take on import processing with the support of the right IT solution.

ASSIST4 Customs Management supports the following import processes:

- Integration into the goods receipt process
- Request/submission of the customs declaration
- Automatic billing and calculation of duties
- Process monitoring
- Reporting
- Archiving

ASSIST4 Customs Management facilitates the processes and guides you through all the necessary steps. Monitoring import processes is simple and convenient, and your company maintains complete control over costs. Two examples illustrate how ASSIST4 can support your import management.

Example 1: Monitor and reduce import duties

ASSIST4 notifies you when it's possible to import goods under suspension of customs duties (duty-free). When you release goods into duty-free circulation, ASSIST4 carries out an internal calculation of the duties. When the customs office issues its end-of-month billing, ASSIST4 applies customs statistics to automatically check the billing amount against the duties it calculated earlier and then flags any discrepancies. The result is a simple, efficient control mechanism for customs duties. You can also forward the precalculations to financial accounting so that the anticipated customs duties can be reflected in short-term financial and liquidity planning.

Example 2: Clear customs at the border or at goods receipt? Make the decision that's right for you!

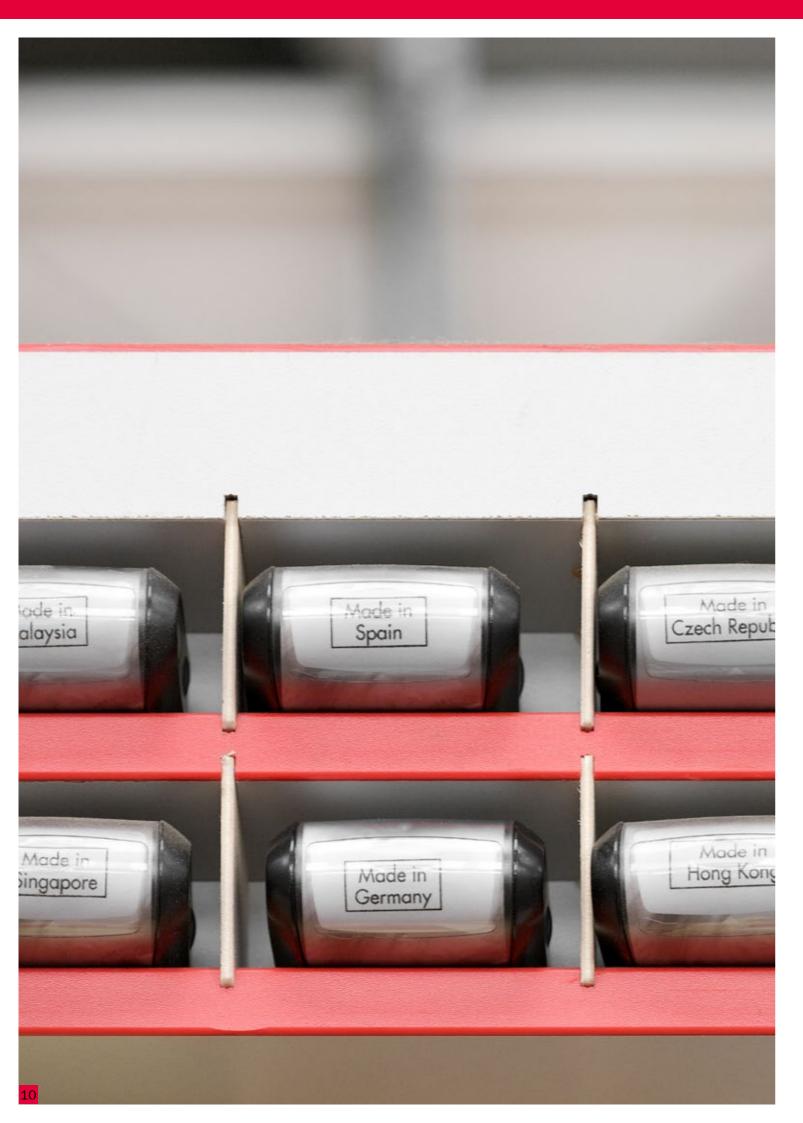
If you know exactly which goods are in an arriving container, clearing customs at the border may work to your benefit. You can apply for a customs declaration prior to presentation if the goods are imported through a customs office. The customs status can then be determined right at the customs office of entry such as, in this example, the port of Hamburg. Clearing customs at goods receipt works the other way around.

The local clearance procedure gives you the option of clearing customs only after the goods are received at your place of business. Often it is only then that all the information and documents needed to properly determine the customs requirements are available.

Regardless of which procedure works better for you: you're ideally prepared with ASSIST4!



Example: clearing customs at the border



Customs procedures with economic impact: bonded warehouse

ASSIST4 Customs Management lets you utilize any procedure that will save you money: bonded warehouse, inward processing, outward processing, processing under customs control.

"Stockpiled" in a bonded warehouse: pay customs in installments – or not at all.

Any company that imports goods from outside the EU and has a high percentage of exports can benefit from applying for a bonded warehouse. Bonded warehouses also make sense when you wish to store replacement parts for use at an uncertain future date. Having the entire warehouse recognized as a bonded warehouse simplifies the logistical processes and eliminates the need to demarcate specific storage areas for the bonded warehouse. You can request that your authorization for a bonded warehouse include this simplification.

Importing goods into a bonded warehouse defers the obligation to pay import duties. The goods retain their status as "non-Community goods." You're allowed to store the goods in the bonded warehouse until a decision on their use has been made. No duties are payable for goods sold to buyers outside the EU. In this case, the bonded warehouse serves a transit function.

Customs duties are due only if the goods remain in the Community and are released into free circulation. In this case, the bonded warehouse is said to serve a credit function. The customs duties have been deferred interest-free for the duration of storage in the bonded warehouse.

Quick and reliable processing with ASSIST4 Customs Management

ASSIST4 Customs Management lets you easily keep tabs on the comings and goings in your bonded warehouse. The system helps you record all transactions correctly, and customs duties are automatically calculated based on authorizations. Integrated plausibility checks ensure fast and reliable processing. ASSIST4 helps you manage the most common types of private bonded warehouses.

For example: save €70,000

Each year, a textile company imports €5 million worth of fabric manufactured in Taiwan. The fabric is placed in a central storage site in Europe before it is shipped out to international franchise partners. The goods are subject to an average rate of duty of 7%. One-fifth of the fabric is re-exported to Russia. By utilizing a bonded warehouse, the company can forgo paying import duties on the €1 million of fabric bound for Russia, yielding annual savings of €70,000.

Inward processing. Outward processing.



Inward and outward processing benefit all companies that move goods across borders for further processing. ASSIST4 supports both inward and outward processing.

Look inward for savings.

The basic principle behind inward processing is that goods from outside the European Community are imported into the customs area for further processing or refinement before being exported again. The customs privileges associated with this are intended to lend businesses a competitive edge. Since the processed goods are re-exported, there is no need to pay import duties on the materials. Unlike the bonded warehouse, inward processing is subject to time limits.

ASSIST4 Customs Management lets you accurately track and document all incoming and outgoing goods and adhere to strict deadlines, thereby greatly reducing administrative expenses.

For example: car mirrors.

An automotive supplier manufactures rear-view mirrors. The materials purchased to manufacture the mirrors are subject to an average rate of duty of 4%. Once assembled, the mirrors are exported to Japan. The value of the imported materials is €1 million annually, so the company saves €40,000 through inward processing.

ASSIST4 also supports more complex business processes such as multi-phase processing and movements between customs procedures with economic impact (such as inward processing to the bonded warehouse or so-called subsequent processing).

To decide whether it makes sense to apply for a "customs procedure with economic impact," you need to ask

yourself the following questions: Where do I buy my materials, and in which countries are the buyers of my products? If you export 100% of your finished goods to China, you don't need to pay import duties on the semi-finished goods you purchase in the U.S. if you use inward processing.

Outward processing: it's the difference that matters.

Businesses that outsource some of their production outside the EU and then sell finished goods to customers also outside the EU can take advantage of the customs procedure known as outward processing. A car maker that produces a certain model in the U.S. or a clothing designer that has its collections manufactured in Morocco will ship car parts to the U.S. or fabrics to Morocco, respectively. If these companies avail themselves of outward processing when re-importing the automobiles or clothing, the rates of duty and/or customs values of the finished products and processed semi-finished goods are taken into account when the duties are calculated.

ASSIST4 Customs Management's outward processing module helps you administer open and completed outward processing certificates, manage online stock and monitor deadlines. It automatically calculates the duties according to the applicable rules based on the difference or added value. ASSIST4 maps the entire process, reducing the import duties

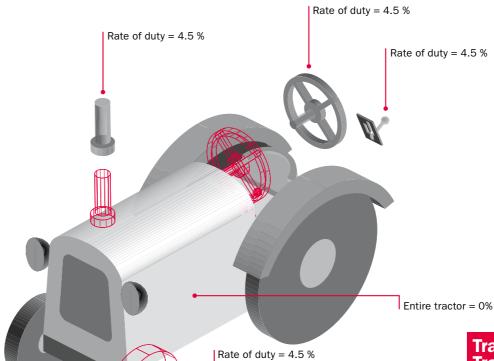
A special case: PCC

Besides the bonded warehouse and inward and outward processing, ASSIST4 Customs **Management supports** processing under customs control (PCC), another provision of customs law that can save you money.

Processing under customs control is applicable if a finished product is subject to a lower rate of duty than the imported semi-finished goods. A tractor is one example of this unique situation. Instead of releasing the imported parts into free circulation and paying the higher rate of duty, the option for processing under customs control is utilized, and no

duties are owed initially. The imported parts are assembled into the finished product, which is then released into free circulation at a lower rate of duty.

ASSIST4 Customs Management helps you model, control and monitor every aspect of the process to optimize your customs duties.



Transmission 4.5%. Tractor 0%.

Not all imports are alike. Apple juice producers know that the import duties on apples vary by season and that lifferent rates of duty may apply. A nanufacturer of tractors will have a nard time understanding why import luties must be paid on every single part purchased from the U.S. when finished tractor can be imported luty-free. The general rule, however, s that the more valuable the product, he higher the rate of duty.



Taking advantage of preferences

Those who wish to export goods to South Africa, Croatia, Switzerland or Norway have an edge over competitors from Japan or the U.S.: the buyers can import such goods under preferred conditions if a preference document is available to certify the origin. ASSIST4 gives you all the tools you need to take advantage of preferential agreements.

This applies to all countries with which preferential agreements are in place. The applicable list rules vary by country. The preference calculation determines the country considered to be the origin of the manufactured product.

Bills of material. List rules. Threshold values. Ex-works price. Preference entitlement.

To determine whether a product is entitled to preferential treatment based on its origin, you need to analyze all its components. You calculate the percentage of materials originating outside the EU. Saved statements from suppliers can be used to demonstrate the EU origin of components. But sometimes it makes no difference whether the materials stem from non-EU

countries. Whether a product is considered to have originated in a particular location and therefore be entitled to preference always depends on the list rules in the origin protocols for the relevant preferential agreement. Goods entitled to preferential treatment can be imported at a reduced rate of duty or duty-free. The fact that the importer saves costs benefits the exporter by allowing the exporter to offer the goods at a more competitive price relative to the other candidates.

ASSIST4 Customs Management offers IT-supported calculations that take into account the stored list rules and helps you define and maintain the product master data and bills of material.

Sample calculation

A German chocolate maker has a potential client in Algeria who wishes to buy one metric ton of chocolate. Without proof of preferential origin, the Algerian importer would have to pay import duties of 30%. The chocolate has the tariff heading 1806. The list rule in the preferential agreement with Algeria (Euro-Mediterranean Agreement) states that the materials must come from $% \left\{ 1,...,n\right\}$ other line items - i.e., not from Chapter 18 - and the Chapter 17 materials used (in this case sugar) may not exceed 30% of the ex-works price of the manufactured goods.

Benefits for importer and exporter

Suppliers that ship preferred goods have an edge over the competition. Importers pay lower or no customs duties and can in turn offer their products at a lower price.

	Weight in kg	Price per kg	Price
Sugar (Ch. 17)	48	€4.00	€192.00
Cocoa butter (Item 1804)	18	€15.00	€270.00
Cocoa paste (Item 1803)	12	€30.00	€360.00
Powdered m ² k (Item 0402)	22	€9.00	€198.00
Manufacturing costs in Saroni factory			€480.00
Ex-works sales price within EU			€1,500.00

Percentage of sugar in overall price: 12.8% = less than 30%, so chocolate has preferential origin

	Lukard chocolate factory	Saroni chocolate factory
Sales price ex works for one bar of chocolate	€1.50	€1.50
Import duties	+ €0.50	€0.00
Purchase price for Algerian importer	€2.00	€1.50
Other costs	+ €0.50	+ €0.50
Profit		+ €0.30
Sales price in supermarket	€2.50	€2.30

Result: The Algerian importer would have to pay import duties of 30% for the chocolate from the Lukard factory. If the importer buys from Saroni and Saroni delivers with a EUR.1 certificate, thereby proving the preferential origin, no import duties are assessed. Even if the importer adds a 30-cent profit, he can still sell the bar of chocolate for less than the competitor that is supplied by Lukard.

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Automatic preference calculation

But what happens to the calculation if the chocolate maker manufactures chocolate with truffle filling, increases the percentage of sugar or wishes to sell to a gourmet chain in New Zealand? **Ultimately, the interaction of** a complex web of rules defined in specific preferential agreements determine whether a product is assigned a preferential origin. How customs preferences are granted depends on the country of destination. That makes the calculation even more complex. Here, software can help you determine whether a preferential agreement applies and whether the manufactured goods have a preferential origin.

Leave the math to ASSIST4

You can store a manufacturer's bills of material with commodity codes, prices and volumes directly within ASSIST4 or import this information from the ERP system. ASSIST4 also includes the most common preferential agreements between the EU and other nations and the associated list rules. Once you specify the country of destination for an export transaction, the system checks whether a preferential agreement is in place and whether the manufactured goods are entitled to preference. The importer saves money by paying the lower preferential rate of duty rather than the regular rate. ASSIST4 helps exporters determine whether their products have a preferential origin. This plays an important role in calculating the sales price when it comes to determining the minimum sales prices from the moment the goods are entitled to preference. The purchasing department can also draw interesting conclusions: it's not always the best option to buy a particular part in a low-wage country if doing so loses the EU origin and the associated preferences.

ASSIST4 supports you with the following features:

- Solicit and manage supplier declarations
- Create your own supplier declarations
- Automatically import bills of material and product master data from ERP systems
- Store preferential agreements (EEA, Ceuta, Melilla, Switzerland) and their list rules
- Automatically calculate the preferential origin based on bills of material and list rules
- Simulate calculations to find out how high the sales price needs to be to qualify for the preferential origin



Docu-Scout. All documents at your fingertips.

You can count on ASSIST4
Customs Management to
create all the documents and
send all the messages that
you need to manage your
global shipments.

You always know whether dual-use permits and licenses have been obtained and are up to date. Packages leaving the warehouse will always be complete and have the correct shipping labels, and data is automatically checked before it is sent to carriers or the customs office.

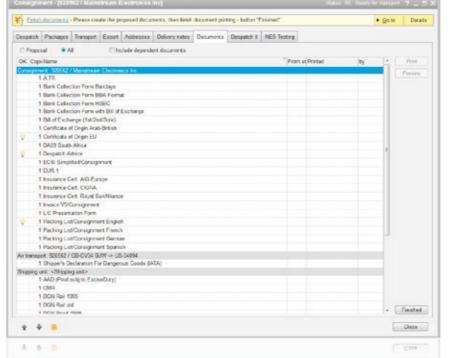
Pre- and post-export.

Even if the communication with the customs authorities is electronic, the process is not yet paperless. You still need a host of export documents before your export can begin its journey. Besides the invoice, preference documents, certificate of origin, waybill and packing list, you need to print out the export accompanying document (EAD) and hand it to the driver. ASSIST4 Customs Management notifies users which documents are needed for a particular export.

But once the export transaction is complete, electronic communication proves advantageous. Alongside the proof of export for tax purposes, all the documents associated with a transaction are archived, so you're always prepared for an audit.

Expertise at work behind the scenes

Preferential agreements and list rules, supplier declarations, product master data and bills of material, electronic customs tariff, deadlines for inward processing, outward processing certificates for stock management – the rulebase incorporated within ASSIST4 Customs Management helps you automate and accelerate your customs processes. The integrated ASSISTant guides you safely through every step to make sure you're in compliance with all regulations.



Whether it's a waybill, hazardous goods document, certificate of origin or shipping papers for carriers, courier services, the postal service or the railways – ASSIST4 Customs Management has the document you need for nearly any destination, service provider or legal requirement.



Product classification: the right commodity code – automatically

Fast. Convenient. IT-supported.
AEB's ASSIST4 Classification,
with its self-learning algorithm,
simplifies the process of
classifying goods.

Knowing the right commodity code is critical to guaranteeing security, compliance and cost-effectiveness in global trade. Security because correct classification is essential to determine whether your goods are subject to any export bans or restrictions. Compliance because you need the appropriate commodity code to determine the correct import customs duties and avoid running afoul of the tax authorities. And cost-effectiveness because the utilization of preferential agreements is also linked to products with certain commodity codes. Identifying these commodity codes has always been an art unto itself, but some companies don't afford it the attention it deserves. Many businesses

have no established process for product classification. And often, the expertise is concentrated in just a few employees. Given the tremendous importance of commodity codes, this situation deserves the attention of all those responsible for logistics, customs and compliance. The kind of IT support that is now commonplace for many other aspects of global trade and logistics has, up to now, not been possible for this process. ASSIST4 Classification changes all that: This innovative tool provides effective support in classifying your products. The system suggests the most probable commodity code, monitors its validity and automatically notifies you of dependencies that exist for certain commodity codes. You always have access to the current index of goods and can run a full-text search for any keyword. This allows you to create a sort of "material master data" in which all relevant global trade data can be found at any time. And since ASSIST4 Classification is designed to

be a learning system, the suggested classifications become better and more precise over time.

So you automatically have an even better method for finding the right commodity code.

Key features of the AEB solution

- IT support for finding the right 8digit code: automatic commodity code suggestions based on a comparison of attributes or the entry of keywords
- All relevant legislation at a glance: nomenclature, coded documents, explanations, notes, footnotes, conversion tables, export control list, access to EBTI
- Widgets to help you navigate and find what you're looking for in the application
- Extensive search and filter options
- Easy SAP® integration
- Integrated mapping directory to simplify the export authorization check

Excise duty

Businesses that trade in excise goods must keep strict documentation of all such goods movements.

ASSIST4 helps facilitate and, as much as possible, automate the documentation and administration processes, even in the new era that began with the changeover from paper-based excise procedures to the electronic EMCS.

Transport excise goods duty-free.

Excise duties are levied on many goods: tobacco, beer, sparkling wine, etc. Manufacturers of such goods are obligated to pay these excise duties, but it is possible to transport excise goods within the European Community duty-free if certain rules are kept.

ASSIST4 Customs Management ensures that excise goods are handled properly and documented correctly. The system can automatically recognize which materials are relevant and automatically prompt the user to print the appropriate documents. Managing excise duty data and automatically printing documents greatly reduces the time needed to complete a transaction.

EMCS to eliminate paper-based AAD.

The excise procedure is also being "digitized." In the past, you needed four paper copies of the accompanying administrative document (AAD) to transport goods under suspension of excise duty. The customs authorities eliminated the paper-based procedure altogether on January 1, 2012. Businesses must now use the electronic EMCS procedure, even for domestic shipments.

The AAD has been replaced by the e-AD (electronic administrative document). Under this electronic procedure, the confirmation of receipt will reach the shipper more quickly and reliably than the paper-based system.









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Excellence in supply chain execution has a name: ASSIST4

The basis for efficient collaboration in the supply chain. Transparency and performance analysis. End to end.

Organization of your order processing. Overview of your fulfillment. Monitoring costs and workflows.

Supports all warehouse and distribution center activities and increases efficiency in your warehouse processes.



Integration platform Scheduling Monitoring Alerting Performance analysis, reporting & KPIs Process & stock visibility Time Slot Management



Order entry Qualification Fulfillment planning & checking Fulfillment monitoring & controlling Assessment & billing



Goods-in & goods receipt Stock placement, stock transfers, cross-docking Stock overview & stock checking Picking & packing Dispatch & shipping Goods issue Mobile applications Cockpit

Streamlined processes in supply chain execution: transport management and freight cost control.



Shipment consolidation Transport preparation Transport orders Freight cost management Freight cost optimization Freight invoice auditing Tender Management Simulations **Carrier Integration**

Business services for all customs processes in procurement and distribution. Standardized. Automated. Integrated.

Customs

Meet all risk and compliance requirements. Avoid possible violations and trade securely.





Integrated global trade management Import Export Bonded warehouse, IPR, OPR EMCS, Intrastat, transit procedures Product classification Origin & preferences

Global Trade Integration Restricted party screening Export controls EU & US regulations License management

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