

# ORACLE GLOBAL TRADE MANAGEMENT



## KEY FEATURES

- Automatic Global Trade Content Upload
- Centralized Master Trade Data Repository
- Easy and Proper Product Classification
- Fast and Accurate Restricted Party & Sanction Screening
- Packaged Integration with Oracle E-Business Suite for Compliance Screening
- Landed Cost Simulation for Sourcing Decision Making

## KEY BENEFITS

- Accelerate cash flow
- Streamline processes through automation
- Provide visibility to trade data
- Mitigate compliance risk
- Increase productivity and efficiency
- Reduce costs
- Sourcing Optimization
- Achieve best practices

## RELATED PRODUCTS & MODULES

- Oracle Trade Compliance
- Oracle Customs Management
- Oracle Global Trade Intelligence
- Oracle Transportation Management

Oracle Global Trade Management (GTM) is a unique global compliance solution that allows companies of all sizes and in all geographies to centrally manage their global trade operations. And, since it was developed as an integrated component of Oracle's logistics suite, GTM enables companies to optimize, automate, and monitor cross-border transactions in ways that were not before available from best-of-breed software providers.

## Achieve Global Trade Best Practices

Does your organization suffer from a lack of cross-functional trade visibility and internal trade controls? Is it difficult to make informed and effective management decisions related to trade? Do manual processes result in costly delays or expose your organization to unnecessary compliance risk?

If you answered yes to any of these questions, GTM can help. Using an integrated logistics framework, GTM delivers unparalleled visibility and control over both orders and shipments. GTM is a global trade automation platform that enables companies to optimize and streamline business processes related to cross-border trade by layering trade data and milestones over the physical flow of goods. With well-structured compliance policies and trade automation tools to help implement and enforce them, companies can begin to achieve best trade practices across and beyond the organization.

## Centralize and Optimize Trade Processes for Efficiency

Does your company struggle to maintain trade-related content in your order management, financial, procurement and other systems? Are there silos of information at your internal and external trading partners?

Trade data is often not supported by existing systems. And this lack of support introduces complexity in the sales order management, procurement and financial management processes that leads to higher costs, inefficiencies and risk. GTM acts as a centralized trade data repository for all legal, regulatory, and corporate trade compliance purposes. This centralized approach creates greater visibility and control over the end-to-end trade processes, eliminating silos and fostering information sharing. Some of GTM's capabilities include:

- Global Trade Content Management: Upload and manage all required global trade content required for key services, such as restricted party lists, product classification codes, and more. Working with a third-party content provider, GTM provides tools for

automated upload and processing of trade content for immediate or later use.

- **Trade Data Master:** GTM helps users to maintain trade related data such as item ID, description, and country of origin. Suppliers can upload product catalog and classification data directly, while brokers can download, update, or simply view product classification data and other required compliance elements for prompt and accurate Customs filings. GTM also allows users to store and manage trading partner data such as end-use and end-user profiles, anti-boycott flags, registrations, certifications, and other compliance or security-related information for all your customers, suppliers, carriers, customs brokers, freight forwarders, and third-party logistics providers.
- **Event Management and Visibility:** Proactively manage the compliance events of orders and shipments. For example, automatically screen transactions for restricted parties, licenses and any other trade controls when received from the external system. Notify or alert users to potential problems instantly.
- **Business Process Automation:** Maximize productivity by automating processes using Oracle GTM's unique workflow agent technology. Workflow agents enable companies to model simple or complex processes to improve efficiency.
- **Reporting & Documents:** Oracle GTM utilizes Oracle Business Intelligence Publisher to create reports and documents. Customers can create their own documents or reports in GTM. A few examples are: restricted party audits, import/export summary reports, commercial invoices, or country of origin certificates for any country. Additionally, other supporting trade documents can be uploaded, attached to transactions, and managed in Oracle GTM.
- **Packaged integration with Oracle E-Business Suite (EBS):** Oracle GTM and EBS integration supports synchronization of item and party master data, as well as automated EBS sales order and delivery compliance screening.

## Ensure Proper Product Classification for Global Compliance

Does your company have a need to maintain multiple types of product classification types and codes for different countries? Do you have redundant classification processes? Do third parties provide pre-classifications?

Oracle GTM offers a robust product classification workbench for users to classify items under multiple lists for trade in specific jurisdictions and follow any associated rules those commodities might be subject to for compliance purposes.

The following are examples of Oracle GTM capabilities:

- **Product Classification Determination:** Oracle GTM provides configurable determination logic in order to properly classify an item based on user-defined rollup classification criteria. For example, for assemble-to-order (ATO) items, GTM can automate the classification determination of the top-level (parent) item based on the classifications of all of the sub-components using rollup logic dictated by jurisdiction.
- **Guided Classification Tools:** Oracle GTM provides product classification lookup for multiple types of product classification codes, and returns the results in an easy-to-use tree or grid structure that highlights key words used in the search to easily identify the chapters where those words appear.
- **Product Classification Translation:** Quickly perform translation lookups for classifications of the same type (e.g., Harmonized Tariff Schedule or ECCN) to view related country target codes for the source classification code. Users can create product classification templates to easily assign items into a pre-configured classification structure.
  - **Detect Invalid and Missing Classifications:** GTM has the capability to identify if any of the existing product classifications used in the repository are invalid based on the most current tariff nomenclature. In addition, GTM allows users to search for items requiring classification.
- **Duty and Tax Visibility:** View the Duties, Taxes, and Fees associated with a product classification including those rates for preferential trade programs. Perform analysis of duties taxes applicable to certain country pairings to assist with decisions regarding sourcing your goods.

- **Product Classification Approval Workflow:** Once a product has been assigned a classification, GTM provides a powerful approval workflow process that ensures the assigned code is reviewed and approved to ensure proper classification.

## Mitigate Compliance Risk with Next-Generation Screening

Does your company properly screen transactions against government lists to ensure compliance? Do you know your customers? Laws in many countries require the use of compliance screening, both on the import and export sides of trade. The goal is to ensure that no goods are shipped to prohibited countries, organizations or individuals for national and international security purposes.

Oracle GTM provides next-generation screening capabilities:

- **Restricted Party List and Sanctioned Territory Screening:** GTM offers a configurable screening platform to optimize potential match results. The engine can be called at any point in a business process and offers different types of screening services for different milestones. Users can fine tune the fields screened, the thresholds, and the weights for proper match determination. Users can screen parties at the time of party creation, which ensures they are cleared for compliance when transactions occur. Restricted Party Screening Workbench allows users working in high volume environments to perform fast and efficient screening. In addition, Oracle GTM supports work assignment to users in separate queues.
- **Flexible Matching Engine Options:** Matching engines can be used strategically to drive the potential match result. GTM offers four types of matching logic engines to satisfy screening requirements. One type is language agnostic, which can support the screening of double-byte characters often found in European and Asian languages.
- **Simplified potential match resolution:** When potential matches occur, users can easily view the results and related information to make a quick and informed decision. This includes links to the Federal Register citations, alias information, agency list codes and more. Historical screening data and changes of a specific party can be viewed easily from various sources in GTM in one user interface.

## Make Optimum Sourcing Decisions

Do you have enough information to choose the best suppliers for your products? Can you accurately calculate your Estimated Landed Cost considering all costs take place? Do you have visibility to the financial benefits of Trade Agreements when making sourcing decisions?

- **Oracle GTM's Landed Cost Simulator** has the capability to simulate different supplier offers to make the optimum sourcing decisions. With GTM Landed Cost Simulator, users have the flexibility to create their own Estimated Landed Cost (ELC) formula including bank fees, commissions, customs brokerage fees and many more allowing them to be as accurate as they want to be with the ELC results. It is also possible to have GTM to estimate each cost by the pre-defined formulas providing a standardized ELC calculation. In addition, GTM provides visibility for financial benefits of Trade Agreements when displaying the ELC results for different sourcing options.

## Solid Foundation for Global Trade Compliance

In addition to the foundation provided by GTM, users can derive additional benefits from GTM's related product options.

- **Oracle Trade Compliance:** Oracle Trade Compliance offers advanced trade compliance screening and document management beyond just restricted party and sanction screening. Users can model their own unique trade compliance environment worldwide using the global approach and design for Oracle Trade Compliance. Oracle Trade Compliance performs advanced compliance screening and control determination for licenses, exceptions, documents, and other internal or regulatory trade controls. In addition, with Oracle Trade Compliance users also have the ability to manage the entire import/export license lifecycle.

- Oracle Customs Management: Oracle Customs Management allows users to consolidate shipments for customs reporting and filing and estimate duty & tax amounts. Additionally, Oracle Customs Management provides support for filing information with customs authorities, or handling two-way electronic communication with your customs broker or other trading partner. Oracle Customs Management is certified for AES Filing in the United States.
- Oracle Global Trade Intelligence: Oracle Global Trade Intelligence, Oracle's customs & compliance focused business intelligence solution, promotes better supply chain decisions by providing greater insight into both internal operations and trading partner performance. Oracle Global Trade Intelligence provides you with the information needed to understand what's happening in your business so you can achieve your organizational goals.  
Oracle Global Trade Intelligence provides a dashboard view into the unique metrics by which your customs and compliance operation measures success. Users have the ability to modify existing formulas and / or create custom measurements.

## Standards-Based Architecture

Oracle GTM is built on a best-in-class, internet-based architecture that provides maximum flexibility and lowest total cost of ownership.

- Internet Application: All Oracle GTM functionality is accessible via standard web browsers, enabling organizations to deploy globally with minimal effort.
- Secure Collaboration: Oracle GTM's security model enables companies to collaborate with any trading partner – suppliers, customers, carriers, brokers, etc. – by enabling these parties to access relevant information and business functions in Oracle GTM. For example, suppliers can upload product catalogs and classifications, carriers can add relevant Customs-filing data to shipments, and Brokers can pull classification data.
- Service Oriented Architecture: Oracle GTM fully supports a Service-Oriented Architecture (SOA) for maximum business process flexibility. Companies can support their specific business process requirements by leveraging Oracle GTM's web services.
- Scalability: Oracle GTM's flexible architecture enables companies to start small and expand as necessary to support growth in users, transaction volume and business processes while maintaining high performance service levels.

## Flexible Deployment Options

A broad range of deployment and pricing options are available for Oracle applications. In addition to traditional, on-premise models, Oracle offers a comprehensive portfolio of modern cloud solutions which provide customers with the widest selection of choices to meet their evolving business, IT infrastructure, and development needs.

Visit [www.oracle.com/cloud](http://www.oracle.com/cloud) for more details.

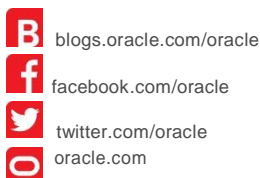


### CONTACT US

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**Hardware and Software, Engineered to Work Together**

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