

Oracle Global Trade Management Cloud

Oracle Global Trade Management Cloud is a unique global compliance solution that allows companies of all sizes and in all geographies to manage their global trade operations centrally. Oracle Global Trade Management Cloud enables companies to automate and monitor cross-border transactions, allowing you to mitigate risk, and optimize your landing costs. It offers stakeholders with compliance visibility and control they need throughout the shipment process.

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, Oracle Global Trade Management Cloud can help. Using an integrated logistics framework, GTM delivers unparalleled visibility and control over both orders and shipments. As a global trade automation platform, it 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.

Key Features

- Automatic Global Trade Content Upload
- Centralized Master Trade Data Repository
- Easy and Proper Product Classification
- Fast and Accurate Restricted Party & Sanction Screening
- Landed Cost Simulation for Sourcing Decision Making
- Leverage trade agreements to reduce duties and taxes
- Packaged Integration with Oracle E-Business Suite for Compliance Screening
- Integrated sample flows with Oracle SCM Cloud and Oracle Integration Cloud

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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?

Existing systems do not often support trade data, leading to a lack of support that introduces complexity in the sales order management, procurement and financial management processes. These inefficiencies lead to increasing costs and a higher level of risk. Oracle Global Trade Management Cloud 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. 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, Oracle Global Trade Management Cloud provides tools for automated upload and processing of trade content for immediate or later use. For more information, refer to the [Global Trade Content Data Sheet](#).
- **Trade Master Data:** 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. Oracle Global Trade Management Cloud 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 unique workflow agent technology. Workflow agents enable companies to model simple or complex processes to improve efficiency.
- **Reporting & Documents:** Oracle Global Trade Management Cloud utilizes Oracle Business Intelligence Publisher to create reports and documents allowing customers to create their own documents or reports with the solution. A few examples are: restricted party audits, import/export summary reports, commercial invoices, or country of origin certificates for any country. Supporting trade documents can be uploaded, attached to transactions, and managed in Oracle GTM Cloud.
- **Packaged Integration with Oracle E-Business Suite (EBS):** Oracle Global Trade Management Cloud and EBS integration supports synchronization of item and party master data, as well as automated EBS sales order and delivery compliance screening.
- **Integration with Oracle Supply Chain Management Cloud:** Oracle Global Trade Management Cloud and Oracle Supply Chain Management Cloud sample integration recipe is available through Oracle Integration Cloud. The baseline integration enables party, item and trade compliance screening in Global Trade Management Cloud of orders from Order Management Cloud and shipments from Inventory Cloud. This baseline integration can be extended to meet specific integration needs.

Key Business 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

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 Global Trade Management Cloud 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 Global Trade Management Cloud capabilities:

- **Product Classification Determination:** 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, Oracle Global Trade Management Cloud 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:** 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:** Easily identify if any of the existing product classifications used in the repository are invalid based on the most current tariff nomenclature. In addition, Oracle GTM Cloud 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, Oracle GTM Cloud 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 Global Trade Management Cloud provides next-generation screening capabilities:

- **Restricted Party List and Sanctioned Territory Screening:** 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 Global Trade Management Cloud supports work assignment to users in separate queues.

Related Products

- Oracle Transportation Management Cloud
- Oracle Order Management Cloud
- Oracle Inventory Management Cloud
- Oracle Warehouse Management Cloud

- **Flexible Matching Engine Options:** Matching engines can be used strategically to drive the potential match result. Oracle Global Trade Management Cloud 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 Oracle Global Trade Management Cloud in one user interface.

ID	Party ID	Name	Company Name / Alternate Name	Address	Address Details	Party Status	Location ID	Domain Name
...	AMY SO 1	SO, AMY		HONG KONG		RPL.Requires Review	AS_LOCATION	CAROLKE
...	JOSE SISON 2	SISON, JOSE			NETHERLANDS	RPL.Requires Review	JS_LOCATION	CAROLKE

ID	Restricted Party ID	Name	Company Name	Address	Address Details	Screening Status	Match Factor	Agency Code	Service Preference ID	Ad By	Federal Regulation URL
...	11287_11...	SISON, JOSE MARIA			Netherlands	Potential Match	80	DTO	CAROLKE.RP INVERTED L...		https://www.mkenal.com/View.of...
...	11287_0L...	SISON, JOSE MARIA			Netherlands	Potential Match	80	ACL	CAROLKE.RP INVERTED L...		https://www.mkenal.com/View.of...
...	11287_11...	SISON, JOSE MARIA			Netherlands	Potential Match	80	DTO	AD_HOC_PARTY_SCREE...		https://www.mkenal.com/View.of...
...	11287_0L...	AI BI AI Dewalia	Burgemeester Kessening...		Massenoort, Netherlands	Potential Match	75	SECO	CAROLKE.RP INVERTED L...		https://www.mkenal.com/View.of...
...	11287_36...	GPB GLOBAL RESOURCES BV	Dijsselhofplantsoen 14		AMSTERDAM, Netherland...	Potential Match	75	SSIL	CAROLKE.RP INVERTED L...		https://www.mkenal.com/View.of...
...	11287_31...	WHITEPGEON	M.G.R.L Lemmens, str-09		BM LANDGRAAF, Netherla...	Potential Match	75	EDGT	CAROLKE.RP INVERTED L...		https://www.mkenal.com/View.of...
...	11287_77...	AQBSA SOCIETY	Geert V/d Lindestraat 103...		ROTTERDAM, Netherlands...	Potential Match	75	EDGT	CAROLKE.RP INVERTED L...		https://www.mkenal.com/View.of...
...	11287_0L...	ARINC INCORPORATED N.V.	PRINCESS JULIANA INT...		ST. MAARTEN, SIMPSON B...	Potential Match	75	WB	CAROLKE.RP INVERTED L...		https://www.mkenal.com/View.of...
...	11287_31...	TRD DANMARK	Grutboean 45		BM LANDGRAAF, Netherla...	Potential Match	75	EDGT	CAROLKE.RP INVERTED L...		https://www.mkenal.com/View.of...
...	11287_12...	STG.BENEVOLENCE INTERNA...	Postbus 1149		MAASTRICHT, Netherland...	Potential Match	75	EDGT	CAROLKE.RP INVERTED L...		https://www.mkenal.com/View.of...
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Figure 1. Restricted Party Screening Workbench allows users working in high volume environments to perform fast and efficient screening

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 Global Trade Management Cloud's Landed Cost Simulator has the ability to simulate different supplier offers to make optimum sourcing decisions. With the 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 with the ELC results. It is also possible to have Oracle Global Trade Management Cloud estimate each cost using pre-defined formulas providing a standardized ELC calculation. In addition, the solution provides visibility of financial benefits for Trade Agreements when displaying the ELC results for different sourcing options.

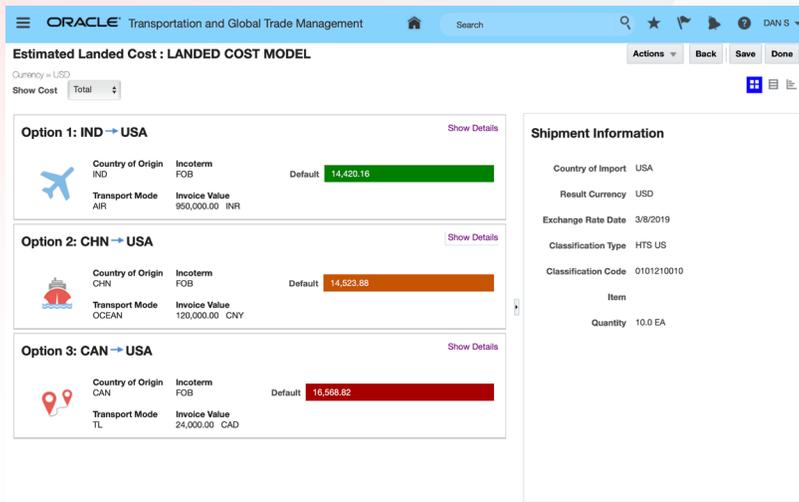


Figure 2. Landed Cost Simulator enables easy comparison of different sourcing options

LEVERAGE TRADE AGREEMENTS FOR A MORE COST-EFFECTIVE SUPPLY CHAIN

Does your company identify opportunities to reduce duty and tax payments? Have you leveraged trade agreements? How do you manage suppliers and collect country of origin data?

Managing trade agreements is a significant effort for most organizations that import/export qualifying goods. Often, organizations sacrifice savings on import duties due to the significant paperwork required. You need a solution that will enable you to proactively identify duty savings opportunity and easily turn that into action.

Oracle Global Trade Management Cloud provides a comprehensive solution for you to proactively leverage trade agreements to reduce duties and taxes while reducing your team's compliance workload.

- **Country of Origin Management:** support tracking Country of Origin by inventory org or supplier site, and optionally leverage lot number, serial number, or inventory location tracking.
- **Trade Agreement Eligibility Screening:** a screening engine that identifies opportunity to save on duty and tax. When a new supplier is added, Country of Origin is updated or a product classification is assigned, the user can easily check if any trade agreement can apply. If any item is identified as trade agreement eligible, users can preview and compare potential duty rate savings.
- **Supplier Solicitation & Campaign Management:** Create campaigns, notify suppliers, and track status automatically. GTM will notify suppliers automatically with instructions on how to fill out forms, provide them with links to access the application, together with the deadline for submitting response. The Campaign Manager can track status and easily view and approve submissions. Each Campaign Line tracks information required for solicitation, such as the documents uploaded, origin & certificate data.

The screenshot displays the Oracle Transportation and Global Trade Management interface. It features two main tables: 'Open Campaigns' and 'Campaign Lines'.

Open Campaigns Table:

ID	Indicator	Campaign Type ID	Purpose	Effective Date	Expiration Date	Reminder Duration	Product Classification Type	Trade Agreement ID
KAC.20190305-00000001	○	CETA CAMPAIGN	COLLECT CETA DOCUMENTATION	2019-03-01	2019-04-30	14D US	HTS EU	CETA
KAC.20190305-00000002	○	NAFTA CAMPAIGN	COLLECT DOCUMENTATION FOR IMPORTS UNDER NAFTA	2019-03-05	2019-03-31	7D GS	HTS US	NAFTA

Campaign Lines Table:

ID	Indicator	Trading Partner Item ID	Product Classification Code	Party Site ID	Country Of Origin	Trade Agreement ID	Qualified	Preference Criteria	Regional Value Content Method ID	Qualification Effective Date
KAC.20190305-00000002-0001	✓	PRESTIGE 2000SW	851821000	PARADISE_MANUFACTURING_A	CAN	NAFTA	<input checked="" type="checkbox"/>	B	NET COST	2019-01-01
KAC.20190305-00000002-0002	⚠	PRESTIGE 55C	851822000	PARADISE_MANUFACTURING_A	CAN	NAFTA	<input type="checkbox"/>			
KAC.20190305-00000002-0003	⚠	PRESTIGE 95F	851822000	PARADISE_MANUFACTURING_A	CAN	NAFTA	<input type="checkbox"/>			
KAC.20190305-00000002-0004	⚠	PRESTIGE 15B	851822000	PARADISE_MANUFACTURING_A	CAN	NAFTA	<input type="checkbox"/>	C		2019-01-01
KAC.20190305-00000002-0005	✓	PRESTIGE 85F	851822000	PARADISE_MANUFACTURING_A	CAN	NAFTA	<input checked="" type="checkbox"/>	C		2019-01-01
KAC.20190305-00000002-0006	⚠	PRESTIGE 45C	851822000	PARADISE_MANUFACTURING_A	CAN	NAFTA	<input type="checkbox"/>			
KAC.20190305-00000002-0007	⚠	PRESTIGE 25S	851822000	PARADISE_MANUFACTURING_A	CAN	NAFTA	<input type="checkbox"/>			
KAC.20190305-00000002-0008	⚠	PRESTIGE 75F	851822000	PARADISE_MANUFACTURING_A	CAN	NAFTA	<input type="checkbox"/>			
KAC.20190305-00000002-0009	✓	PRESTIGE 1000SW	851821000	PARADISE_MANUFACTURING_A	CAN	NAFTA	<input checked="" type="checkbox"/>	B	NET COST	2019-01-01

Figure 3. Campaign Management allows users effectively communicate with suppliers to solicit Country of Origin data to qualify for trade agreement.

CENTRALIZE WORLD WIDE TRADE COMPLIANCE

Does your company find it difficult to manage all regulatory or internally mandated trade rules in your current trade environment?

Today, most organizations outsource trade compliance or manage it within a fragmented organizational structure. These approaches lead to challenges regarding visibility to goods, control of processes and product allocation, and overall supply chain cost effectiveness.

Trade Compliance capabilities 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. The solution also performs advanced compliance screening and control determination for licenses, exceptions, documents, and other internal or regulatory trade controls. Users also have the ability to manage the entire import/export license lifecycle. For more information, refer to the [Trade Compliance Data Sheet](#).

UNIFY GLOBAL CUSTOMS MANAGEMENT

Does your company have regional processes for managing various customs procedures? Do you find it difficult to manage all regulatory and partner mandated trade data in your current customs environment?

Today, most organizations look to regional brokers to manage customs processes thus having different business practices globally. This type of approach leads to challenges regarding maintaining common data used globally in multiple places, lack of standard control of procedures, and overall supply chain cost effectiveness.

Oracle GTM Customs Management capabilities enable companies to model their unique customs processes and procedures. Each company's approach is based on the specific industry, governing

rules and regulations, commodities they trade, countries with which they trade, and the processes employed—whether import or export. Customs Management allows users to manage shipments, estimate expected duties and taxes, and create declarations and documents for customs filing or sharing with your broker. Additionally, Customs Management provides support for filing information with customs authorities, or handling two-way electronic communication with your customs broker or other trading partners. For more information, refer to the [Customs Management Data Sheet](#).

MONITOR PERFORMANCE MANAGEMENT

Does your company know the volume of trade and the impact of compliance on the overall success of the business?

Today, many organizations don't have a complete picture of their total global trade risk exposure because the information needed is in other disparate systems. Without this centric visibility, companies are slow to evaluate how potential changes in trade affect their companies' financial and compliance risk.

Oracle Global Trade Management Cloud has built in Global Trade Intelligence capabilities which provides you with the information needed to understand what is happening in your business so you can achieve your organizational goals. Global Trade Intelligence customs & compliance focused business intelligence solution, promotes better supply chain decisions by providing greater insight into both internal operations and trading partner performance. 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. For more information, refer to the [Global Trade Intelligence Data Sheet](#).

STANDARDS-BASED ARCHITECTURE

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

Internet Application: All Oracle Global Trade Management Cloud functionality is accessible via standard web browsers, enabling organizations to deploy globally with minimal effort.

- **Secure Collaboration:** Oracle Global Trade Management Cloud'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 Cloud. 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 Global Trade Management Cloud fully supports a Service-Oriented Architecture (SOA) for maximum business process flexibility. Companies can support their specific business process requirements by leveraging the solution's web services.
- **Scalability:** Oracle Global Trade Management Cloud'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.

INTEGRATED LOGISTICS PLATFORM

Oracle has a holistic approach to logistics management. Using a single system approach, which includes Oracle Transportation Management and Oracle Global Trade Management, Oracle is

able to provide visibility to trade and transportation order and shipment data in one application. Additionally, a robust supply chain event management and workflow engine allows companies and their trading partners to share data and documents, and more effectively control what they need, when they need it.

- **Document Management:** Determine and produce the necessary trade documents and certificates for each transaction. Validate the availability of key data elements. Use auto-assignment logic to help populate missing fields. With both Oracle Transportation Management and Oracle Global Trade Management it is easy to produce documents that require both trade and transportation data to complete and produce.
- **Shared Data Model, Workflow, and Services:** Built on a common platform, data objects are shared between Oracle Transportation Management and Oracle Global Trade Management allowing trade and transportation teams to work off a single source of truth and maintain complete visibility over the shipment as it progresses. Shared workflow and services allow for execution of cross-functional processes and seamless sharing of documents and information.

FLEXIBLE DEPLOYMENT OPTIONS

A broad range of deployment and pricing options are available for Oracle applications. In addition to traditional, on-premise offerings, 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.

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Integrated Cloud Applications & Platform Services

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