
New Classification System Helps Achieve True Customs Compliance

By Matt Gersper

Since its introduction just six months ago, the Global Trade Desktop™ has already impressed industry veterans as a powerful system to control the constantly changing world of classification and trade data management.

“This is the first classification tool I have seen in my 30 years in trade compliance that will actually help a trade professional be truly compliant,” said Tim Shepherd following a webinar about a new classification and data management system called the Global Trade Desktop™.

Global Trade professionals around the world face a unique challenge: building and maintaining large classification databases, with classification responsibility for multiple countries, for multiple business units around the world, and with country tariffs and customs regulations constantly changing.

The Global Trade Desktop™ (Desktop™) was developed specifically to manage this complex challenge. Here’s how.

First, the Desktop™ becomes the enterprise-wide system of record or the “single version of the truth” for classification and customs information about every item a company moves across any international border. Every company using the Desktop™ receives a customized, **web-enabled SQL database** designed to meet company-specific data requirements. Data may be uploaded from any system, from any business unit around the world. Any type of document may be uploaded and assigned to any item at any time during the classification research process. An *Intelligent Grid* allows the user to easily create customized views of the data, quickly sort and filter data, assign items in groups to manage classification work flow, and so much more.

Second, every company using the Desktop™ is provided their own **unique and secure website**. Each website is customized to meet company-specific workflow requirements. The website may be accessed worldwide by any authorized user by simply logging on through the Internet. *Intelligent Access* provides a roles-based system to effectively manage large, complex, multi-country classification databases within multi-national companies. An administrator can easily control the functions any given user may perform, the data any given user may see, the responsibilities any given user may have, and so much more. Every Desktop™ is protected by the same rigorous encryption protocols for data transmission and security as on-line banking and other secure websites.

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Tim Shepherd

“Finally, a classification solution that marries the flexibility of a spreadsheet, the sophistication of an ERP and the low ownership cost of a web-based service”

Robert Waldrop

GTS Practice Leader, EntryPoint
Consulting

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Third, every company using the Desktop™ benefits from **classification best-practices** continually cultivated from leading trade professionals through an on-going research and development effort. At Global Data Mining, we work with trade professionals around the world and continue to learn about the challenges they face and the solutions needed to meet those challenges. The Desktop™, designed using the software-as-a-service (SaaS) model, updates returning users with the latest best-practice enhancements installed since their previous login. It's like having a network of global trade professionals working continually to improve your company's classification and trade data management.

Fourth, every company using the Desktop™ can **integrate classification data** with any computer application, and with any business unit around the world. The Desktop™ is designed so approved classification data can be easily formatted for use by Global Trade Management (GTM) applications, Importer Security Filing (10+2) applications, Product Lifecycle Management applications, Transportation Management Systems, ERP systems, or any other application that may need customs and classification data.

Unlike many technology companies that have come before us, we understand that you can't automate the professional judgment required for customs classification. The Desktop™ empowers your company's customs compliance team to effectively accomplish the challenging task of managing, maintaining and using trade data throughout your entire enterprise.

Enterprise-wide trade data solution requirements:

1. *Web-enable SQL database*
2. *Unique & secure website*
3. *Classification best-practices*
4. *Data integration with GTM, ERP and other apps*

Enterprise-wide automation strategy requirements:

1. *Country-specific trade databases*
2. *Enterprise-wide item master trade database*
3. *Global Trade Management applications*

Companies that successfully implement global trade automation in the coming years will reduce costs, increase supply chain speed and create significant competitive advantage over those that do not. Effective management of company trade data is just one of three pillars of a successful enterprise-wide global trade automation strategy.

Pillar 1: Every enterprise solution requires current, accurate, and digitized *country-specific trade data*. Our sister company CUSTOMS Info provides the World's most comprehensive trade data repository delivered via web-based subscription or as data to populate any GTM, Landed Cost application, or any other application that may need country-specific trade data.

Pillar 2: Every enterprise solution requires *company-specific trade data* with HTS classifications assigned to each item, for every country, with supportive rulings and other documentation stored with the item in the database. Critical customs data should be stored in a universally accessible web-enabled database that is easy to maintain and update as information like tariffs change over time. These are precisely the functions our Global Trade Desktop™ delivers.

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Pillar 3: Every enterprise solution requires global trade management applications designed to automate import and export business processes on a global scale like those of our strategic partners SAP, Oracle, MIC, Kewill, Arigo, Qwestaweb and others.

Since launching a series of webinars to introduce the Desktop™ to trade professionals, I have been amazed by the number and diversity of the attendees. Our webinars have attracted a global audience representing businesses from Fortune 100 companies to small private firms. All levels of trade professional, including company presidents, compliance managers and analysts, and all types of businesses, from importers and exporters to legal and brokerage firms, have expressed interest in the ease, flexibility and effectiveness of our classification and trade data solution.

The Global Trade Desktop™ solves critical challenges facing trade professionals all around the world. We have leveraged state-of-the-art technology and innovative thinking to make managing, maintaining and using complex classification databases vastly more effective.

“As a one person compliance department for several divisions, I’ve found the Desktop™ has allowed me to centralize and organize my classification information and to interact with our ERP system, reducing manual work and keying errors.”

Allison Hughes

Hitachi High Technologies
America, Inc.

Matt Gersper (mattgersper@gdmlc.com), founder and president of Global Data Mining and co-owner of CUSTOMS Info, has over 20 years of experience optimizing processes and helping customers turn unorganized data into information that managers and executives can leverage to improve performance.

CUSTOMS Info and Global Data Mining (CI/GDM) provide enterprise solutions to help businesses optimize Global Trade Management (GTM) systems and streamline global trade automation.

CUSTOMS Info provides the World’s most comprehensive trade data repository delivered via web-based subscription or as data to populate any GTM or Landed Cost application. Global Data Mining builds state-of-the-art parts master classification databases to support automation projects and reporting requirements utilizing the proprietary Global Trade Desktop™—a secure, collaborative web-enabled HTS classification system for all trading partners across the globe.

No other company focuses more on trade data, HTS classification support and landed cost services than CI/GDM—serving nearly 1000 companies worldwide with our fastest growing segment specializing in international ecommerce automation.