

BEST-IN-CLASS GLOBAL ECommerce TRADE MANAGEMENT CAPABILITIES COMPARED TO ALL OTHERS

Global Trade Management GTM has become a major factor in supporting eCommerce as the world has shrunk and virtually all companies have an online presence. These data points highlight the capability advantages that the Best-in-Class have compared to their competition for a Global Trade Management solution.



Best-in-Class companies are:

61%

more likely to have automated "Denied, Restricted, Sanctioned Party" screenings (before and at transaction)

57%

more likely to have online access to trade-related content (e.g. tariffs, or HTS classifications)

39%

more likely to have compliance to security regulations / programs such as PIP or AEO (includes Supplier evaluation / surveying under the applicable program) – Import

35%

more likely to have communication / document exchange with brokers – Import

35%

more likely to have "Total landed Cost" calculation (Import)

as compared
to All Others.



Read the full report: [Leveraging Global Trade Management \(GTM\) for Frictionless eCommerce](#), March 2016, Aberdeen Group

The bottom line: The backbone of any Global Trade Management solution is the trade information and international classification system which determines the product classification for all items being traded between countries. This determines the tariffs, duties, and handling of all products, which is why having access to trade information is the most critical capability.