

Maak kennis met de
werelden van Descartes

Connect. Communicate. Collaborate.



Wet- en regelgeving voor internationaal zaken doen

Trends in de markt en nieuwe ontwikkelingen

Eric Geerts, Director Product Management Customs EMEA,
ocean & ports



Leading European Provider of B2B Supply Chain Solutions



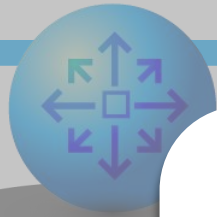
Routing, Mobile
& Telematics

1000+



Transportation
Management

1000+



Network
Services

230



**Customs &
Regulatory
Compliance**

1000+



Forwarder &
Broker Enterprise
Solutions

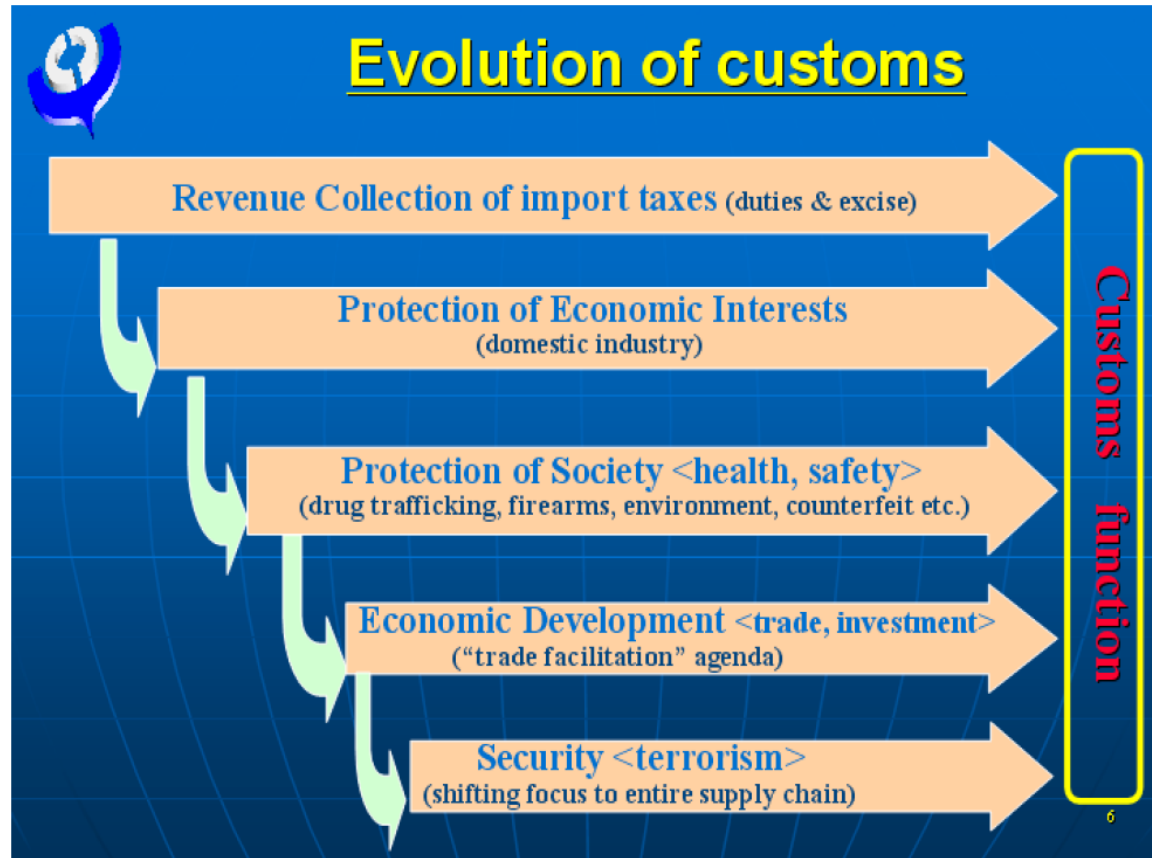
1000+

Many of Descartes' 4,000
in Europe rely on multiple
as their requirements evolve



Evolution of Customs

Figure 1: Evolution of Customs



Source: Mikuriya 2007b



Current European Systems

- Implemented differently by the Member States, despite common specifications
- Import, export & temporary storage: still national systems (e.g. Sagitta/AGS, PLDA, Atlas, Delta, ...)
- European declaration systems
 - NCTS (New Computerized Transit System): transit declaration
 - EMCS (Excise Movement Control System): excise declaration (suspension)
 - ICS (Import Control System): entry summary declaration
 - ECS (Export Control System): exit summary declaration & export process
- Supporting systems
 - AEO (Authorized Economic Operator)
 - EORI (Economic Operator Registration)
 - SASP (Single Authorization Simplified Procedures)



Planned Roadmap European Commission (TAXUD)

- Multi-Annual Strategic Plan (MASP) revision 1.2
- Group 1: requirements defined & implementation within 3 to 5 years
 - Safety and Security Improvements, including Air Cargo Security at Entry
 - AES (Automated Export System): further automation EU borders, simplified procedures
 - NCTS: improvements current system
 - AEO mutual recognition (U.S., Japan, etc.): already ongoing
- Group 2: further analysis needed and implementation within 3 to 8 years
 - Notification of Arrival, Presentation Notification and Temporary Storage
 - Centralized Clearance for Import: already possible for specific countries, using SASP license
 - Harmonization of the Customs Declaration
 - Special Procedures
 - Single Window Initiative
 - Self-Assessment



Planned Roadmap European Commission (TAXUD)

- Group 3: Central IT components, implementation within 1 to 12 years
 - Cooperation of some selected MS for a common development of national clearance systems (e.g. Austrian initiative)
 - Consolidation of master data
 - Single Electronic Access Point (SEAP)
 - Common Customs Network Rel.2 (CCN2)
 - Unified User Management (UUM) and Digital Signature (DS)
- Additional initiatives
 - Maritime e-Manifest harmonization: proof of union status, export procedure, supply chain security, maritime regulations (IMO FAL)
 - Electronic carnet TIR/ATA (within 9 to 12 years)
- Every EU Member State has its own timelines, within the boundaries set by the EU Commission



New developments in the Netherlands

- Introduction new AGS system, based on WCO data model:
 - AGS2 (import): already live for many companies, mandatory soon
 - AGS3 (export): draft specifications available, implementation date pending
 - AGS4 (GPA replacement): no final specifications yet, notification messages per shipment, implementation date pending
- Maritime Single Window (2015)
- More than only Customs:
 - Chamber of Commerce digital data processing
 - Food safety (NVWA) electronic declarations (import/export)
- Link to port community systems (see next slide)
 - Triggered by Maasvlakte 2: obligation to send data electronically



Connection to third parties

- Exchange (declaration) data with 3rd parties: port community systems, terminals and other business partners

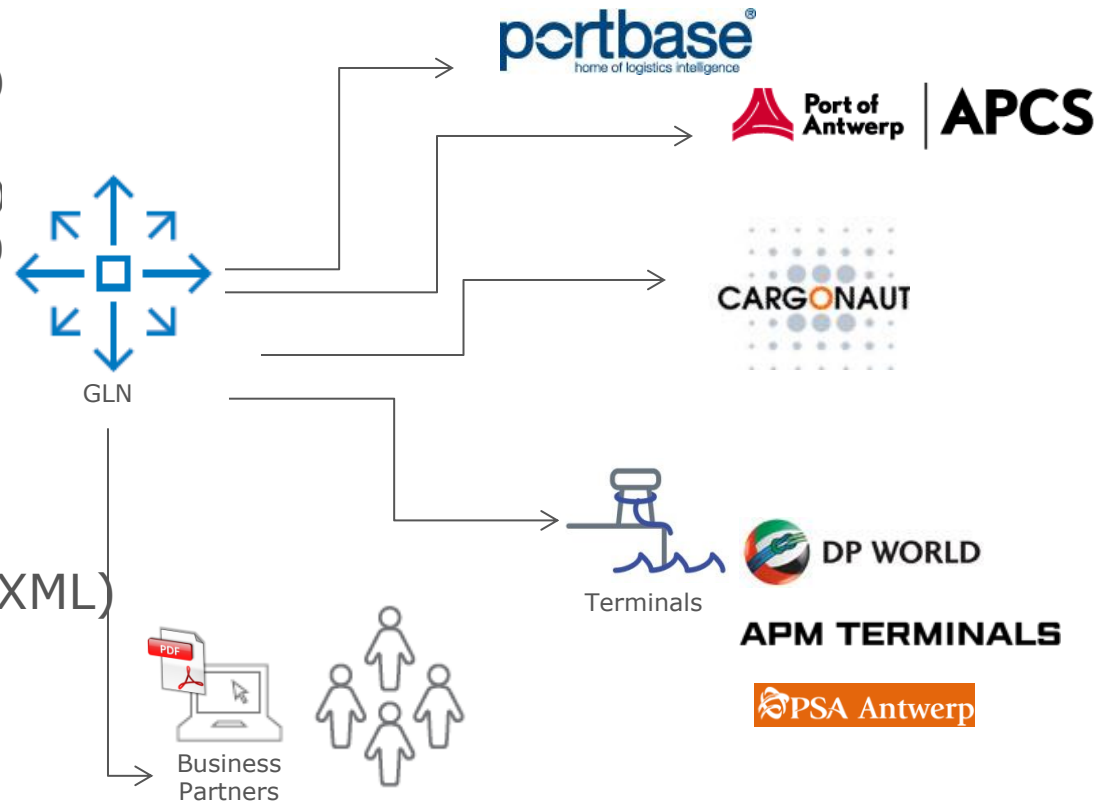
- Netherlands:

- Portbase ECS services (“Melding export documentatie”)
- Portbase import notification (“Melding import documentatie”)
- Portbase loading information 2.0 (“Lading informatie 2.0”)

- Belgium:

- APCS e-desk (“e-balie”)
- TUL (Transit UpLoad) terminals

- Document delivery (e-mail, XML)



Market trends

- Both outsourcing and in sourcing of Customs activities
- Shared service centers:
 - Centralizing declaration expertise in one country
 - Allowing SASP & centralized clearance
 - Cross border challenges
- Companies looking for a single software solution in multiple countries
- Increasing interest in export and import compliance control (global trade data content)
- Customs is not an isolated activity:
 - Focus on the complete supply chain
 - More data sharing & the importance of data quality

Trusted traders -> trusted tradelanes



Global trade content

- ✓ Global HTS, Duty & Tax data
- ✓ Export Control
- ✓ Shipping Rates
- ✓ Shipping Velocity
- ✓ Rulings & Country Regulations
- ✓ WCO Explanatory Notes
- ✓ Sanctioned Party data



EU CORE research & innovation project

- 4 year project (started June 2014), <http://www.coreproject.eu/>
- 70 partners, including Descartes, Dutch Customs, food safety and many others
- Key themes are standardisation & harmonisation of supply chain security & visibility of risks
- Descartes involved in NL and UK tradelane demonstrators
- Some of the topics that are investigated:
 - Data from the source
 - Data sharing between governments & between supply chain actors
 - Multiple filing ICS (security) – specific message developed by Dutch Customs



Cassandra set-up, continued in



Customs dashboard/system

UN/CEFACT & WCO data standard



Descartes visibility dashboard

XML standard message formats



Descartes
Global Logistics Network™



Shipper

PO
ASN
Invoice



Forwarder

Shipment
Booking
B/L



CSD

Container Security Device

Container
Status



Ocean Carrier

Container
status



Port/PCS

Container
status



Terminal



Sailing schedules
provider

Vessel
Status



AIS provider



Descartes Customs functional coverage

Duty Management

Customs warehouse Management

VAT

Excise

IPR

Content Services

Tariffs

Trade content

Exchange rates

Restricted parties

3rd party integration

Ports

Terminals

Carriers

Others

Fiscal Representation

VAT records

Accounting administration

Statistics

INTRASTAT

EXTRASTAT

Supporting Tools

Order mgmt.

Reporting

Document mgmt.

Invoicing (LSP)

Customs Declarations

ECS Exit

Import

Export

Excise

Transit

Country-specific & Industry-specific

Air

Ocean

Tank terminals

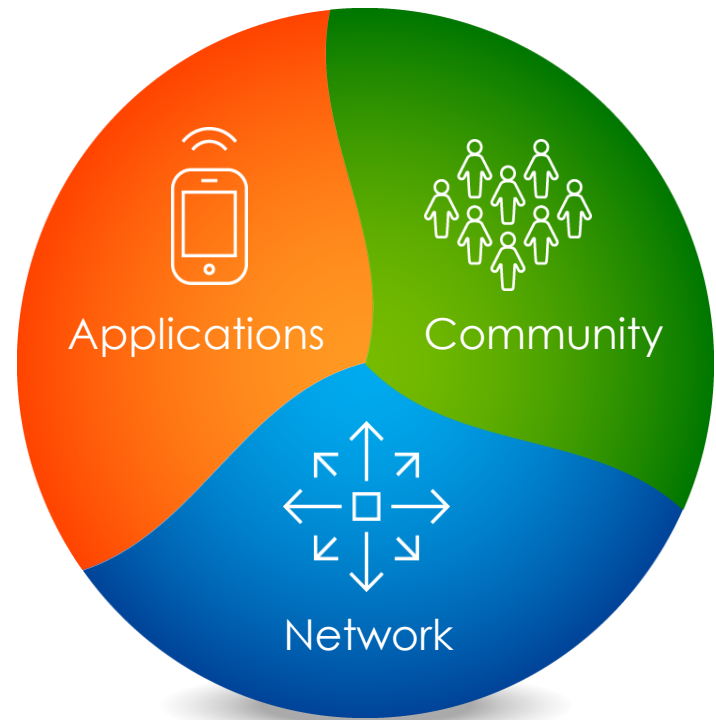
Postal/express

LSPs

Agro

Descartes Customs Solution™ - Benefits

- 1 Platform – Multiple Entities / Countries / Processes
- Application – Communication – Integration
- Connection to Global Logistic Network
- Regular compliance updates
- Profound Customs expertise
- SAAS advantages (automatic updates, no hardware/OS investment, ...)
- Future Proof, new technology
- Flexible, Fast, Secure
- On-demand – pay for usage



Descartes Logistics Technology Platform

DESCARTES™



Network



Applications



Community