



ORIGEN TECH

SAP GTS Solution as a Service (SOaaS)

ORIGEN TECH: ABOUT US.



**Unwavering
Commitment to Quality**



**Extensive SAP ERP
Experience and Capability**



**Deep Localization Expertise
across US, LATAM & Brazil**



**A Culture of Collaboration
and Client-centricity**

Founded in 2012. Tier 1 SAP Solutions provider, US-based global SAP consulting, products and solution development company focused on helping MNC's with their compliance and localization needs in the United States, Brazil & Latin America.

- ❖ Global SAP Services Partner
- ❖ SAP PartnerEdge PE Sell / CC Flex (VAR)
- ❖ SAP PMC (Partner Managed Cloud)
- ❖ Partner for the Brazil Hana Tax Solution (SAP TDF)
- ❖ Strategic SAP COIL (Co-Innovation Labs)
- ❖ Partner with SAP Labs, Inc.

Go-To-Market with SAP for:

- ❖ S/4HANA Implementations
- ❖ SAP Nota Fiscal Eletrônica (SAP DRC / GRC NF-e)
- ❖ SAP Global Trade System (GTS) – Localized instances for USA & Latin America
- ❖ SAP Document & Reporting Compliance

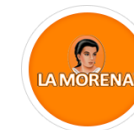
BUSINESS & TECHNOLOGIES TRANSFORMATION ADVISORS

With headquarters strategically located in Miami, USA, **ORIGEN TECH** has also presence in the main economies in Latin America

Our Footprint – US & LAC



OUR CUSTOMERS





ORIGEN TECH

SAP GTS for Global Trade Management

ORIGEN TECH: REASONS TO KEEP UP WITH YOUR GLOBAL TRADE MANAGEMENT.



Reliability

Companies with high cross-border traffic require a robust system for merchandise processing, reporting, and import/export record keeping.



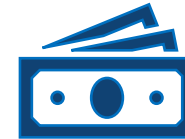
Competitiveness

Increased competitiveness in foreign markets by avoiding or reducing import tariffs for customers in countries where free trade agreements exist.



Optimization / Lower TOC

Use of effective tools and automated technologies for the optimization of procedures (FTAs, Duty Drawback, etc.) and commercial processes worldwide, minimizing import / export costs



Revenue Protection

Protect revenue from large annual volumes of imports and exports worldwide with defined, stable and reliable processes



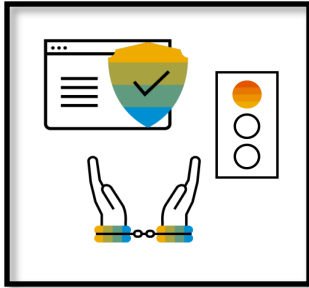
Compliance

Increase in compliance and audit capabilities through the automation of laws and regulations within the processes.

Real-time scanning of trading partners per transaction through a comprehensive database of sanctioned entity lists.

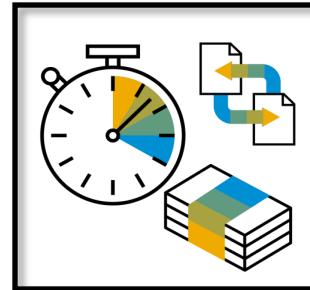
ORIGEN TECH: GTS SOLUTION BASICS.

GTS S/4 HANA Edition SAP Fiori Apps



Compliance Management

Embargo
Sanctioned Party Lists
Legal Control



Customs Management

Customs Declaration
(direct e-filing and broker
integration)
Customs Warehouse, FTZ,
Processing under Customs Control



Trade Preference Management

Trade Agreements
Preferential Origin
Long-Term Supplier
Declarations
Letter of Credit

Master Data & Product Classification

Numbering systems

such as Import code numbers, Statistical Codes, Export control classification, Import control classification, Other governmental agency codes, Additional Import Code Numbers, Conditions for classification



Reclassification lists, Customs currencies, Customs offices, Customs code lists, etc.

ORIGEN TECH: SAP GLOBAL TRADE SERVICES - MÉXICO.

Compliance Management

Ensure proper screening and control of:

- ❖ Restricted or denied parties with inline process blocking and release
- ❖ Legal Control of Exports
- ❖ Embargo

Export Management

- ❖ Manage export compliance, rules of origin classification, outbound trade finance, and customs services with broker integration as well as direct filing

International Trade Management

Import Management

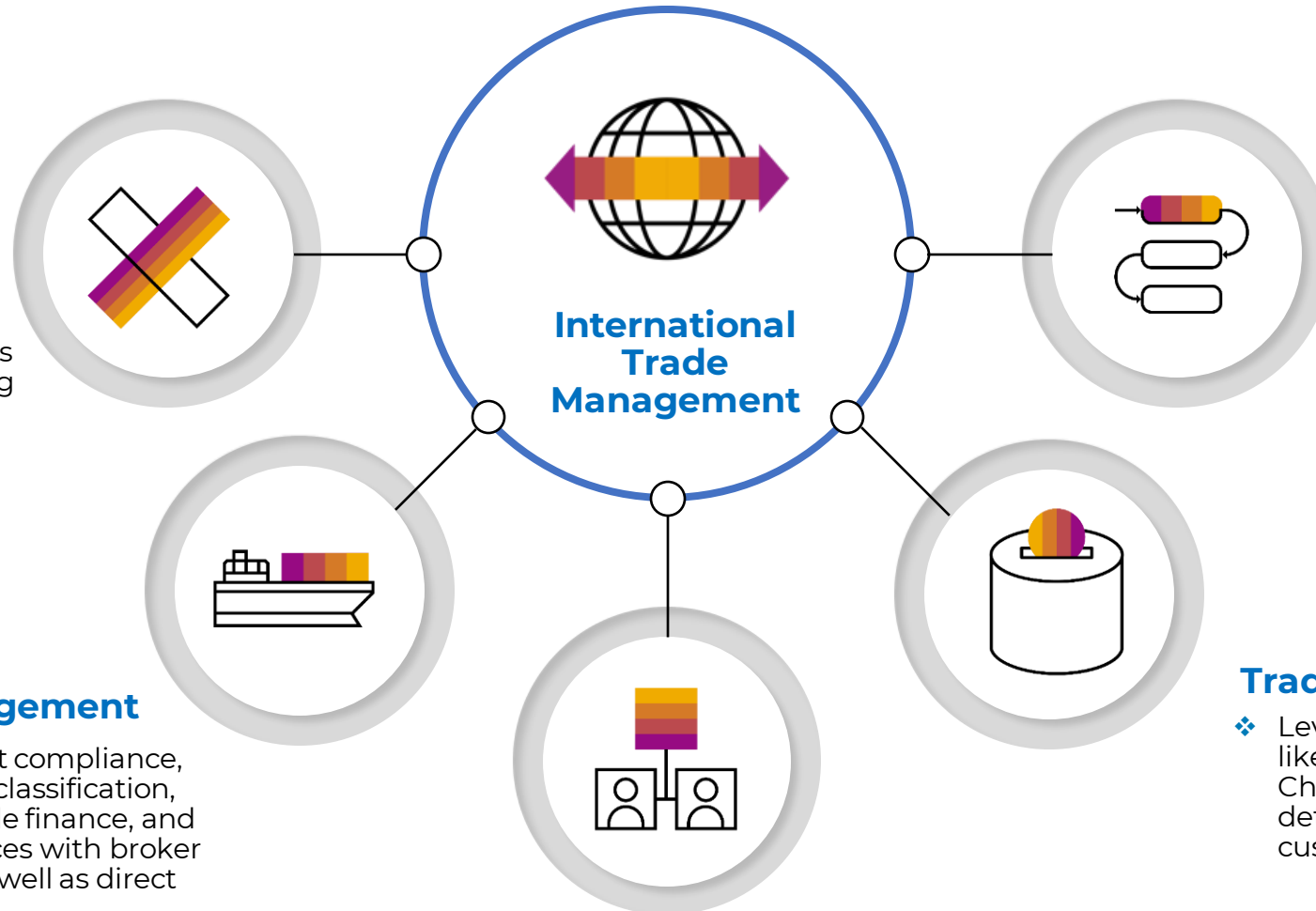
- ❖ Effectively manage import compliance, classification, inbound trade finance, and customs services with broker integration as well as direct filing

Special Customs Procedures

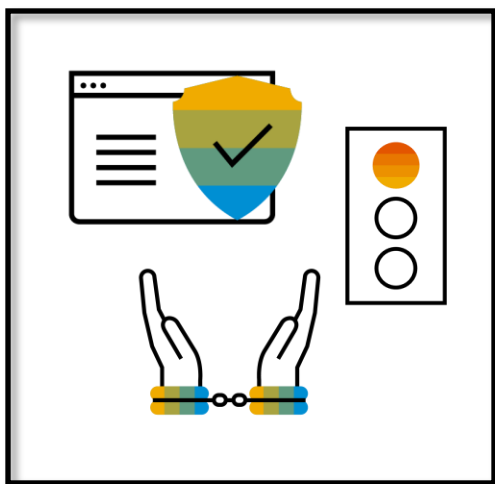
- ❖ Leverage foreign-trade zones and handle Country-specific requirements like Pedimentos (IMAR) and Anexo 24

Trade Preference

- ❖ Leverage free trade agreements like USMCA (formerly NAFTA), EU, China and Japan with preference determination and vendor or customer declaration-handling



ORIGEN TECH: COMPLIANCE MANAGEMENT.



Embargo
Sanctioned Party Lists
Legal Control

20
YEARS

SAP Global Trade Services

Enabling Customers to Streamline their Global Trade

ORIGEN TECH: SAP GLOBAL TRADE SERVICES – GTS COMPLIANCE MANAGEMENT.

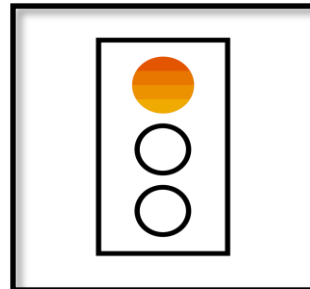


Sanctioned Party List Screening

A sanctioned party list contains a list of persons and companies with whom trade is prohibited by law

Sanctioned party lists are issued by government agencies and can be obtained from data providers.

During screening, business partner addresses are compared with the addresses on the relevant sanctioned party lists.



Export Legal Control

Export control is legislation that regulates the export of goods, software and technology.

Many governments implement export controls

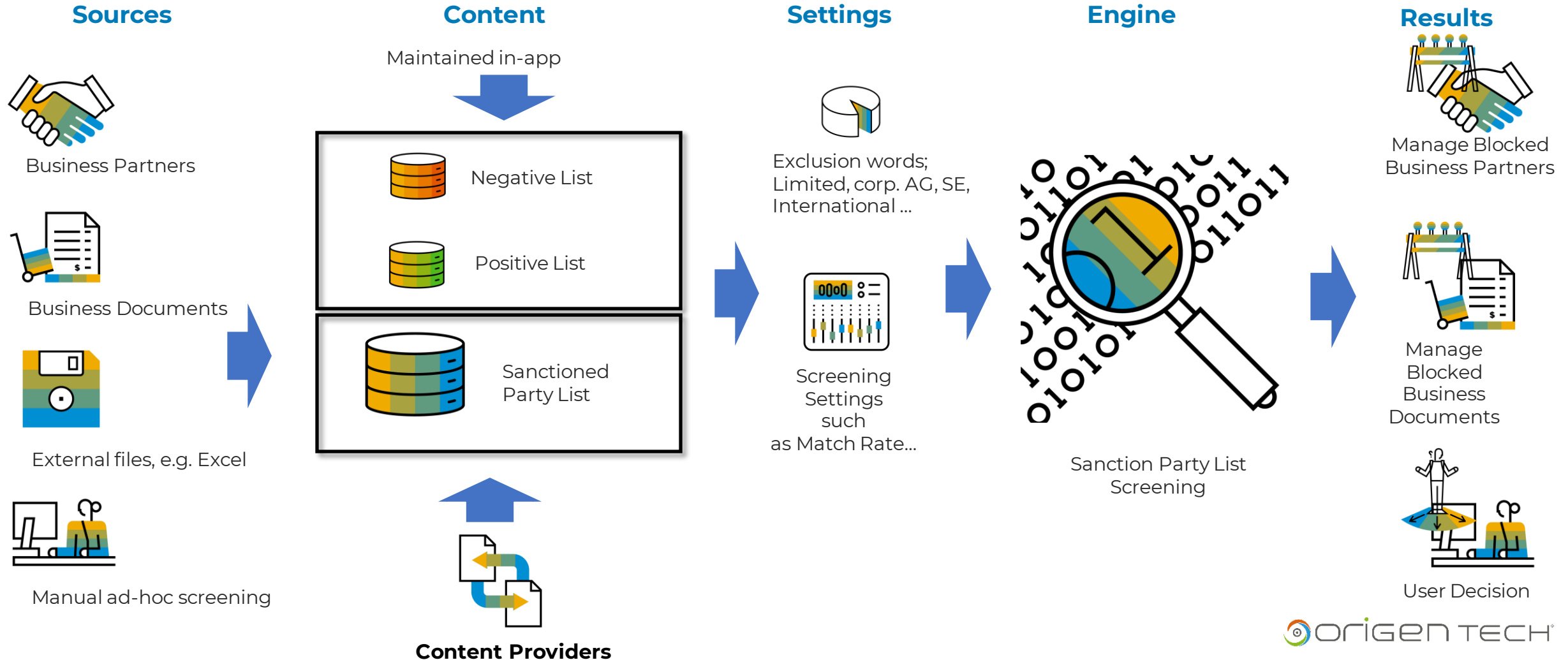
Typically, legislation lists and classifies the controlled items, classifies the destinations, and requires exporters to apply for a license to a local government department



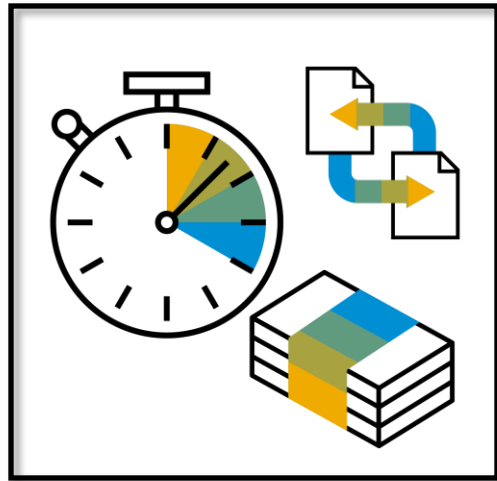
Embargo

An official ban on all trade or other commercial activity with a particular country, or region of a country

ORIGEN TECH: SPL PROCESS OVERVIEW.



ORIGEN TECH: CUSTOMS MANAGEMENT.



Classification
Customs Declaration
(direct e-filing and broker
integration)
Customs Warehousing, FTZ,
Processing under Customs Control

20
YEARS

SAP Global Trade Services

Enabling Customers to Streamline their Global Trade

ORIGEN TECH: PRODUCTS CLASSIFICATION.

Global trade begins with proper product classification

❖ Solution

- ❖ Automatic XML upload of classification data including Harmonized System (HS) codes, ECC numbers and so on
- ❖ Identification of products needing classification from a work list
- ❖ Classification tool with search help
- ❖ Mass classification and reclassification using XML uploads
- ❖ Incorporate data in material master to support Partner Government Agency (PGA) processes, such as elements required by the Food and Drug Administration (FDA)

❖ Benefits

- ❖ One instance for all classification activities enables global consistency
- ❖ Regular updating of your data using automatic reclassification with reliable XML files from authorized providers
- ❖ Visibility into classifications across countries and regions

ORIGEN TECH: SAP GLOBAL TRADE SERVICES (GTS) EFFECTIVELY MANAGE EXPORT COMPLIANCE.

Export Management

- ❖ Manage exports, including license-creation and automatic determination
- ❖ Classify products for export
- ❖ Create export declarations and documentation
- ❖ Control export of physical and digital goods and data
- ❖ Automate trade compliance for technical data
- ❖ Integrate export across the supply chain



ORIGEN TECH: SAP GLOBAL TRADE SERVICES (GTS) EFFECTIVELY MANAGE IMPORT COMPLIANCE.

Import Management

- ❖ Manage import processes, including licenses and automatic license determination
- ❖ Classify products for import
- ❖ Create import declarations and documents
- ❖ Manage letters of credit
- ❖ Calculate customs value as well as duties, taxes, and fees
- ❖ Integrate imports with the inbound supply chain



ORIGEN TECH: SAP GTS – CUSTOMS INTERFACES

UNMATCHED MODEL TO SUPPORT YOUR GLOBAL FOOTPRINT WITH A SINGLE APPLICATION.

Standard, certified customs interfaces with SAP GTS

	Australia
	Belgium
	Brazil ¹
	China
	Denmark
	France
	Germany
	Netherlands
	New Zealand
	Spain
	Sweden
	Switzerland
	United Kingdom
	United States

Custom solutions powered by the ecosystem of SAP GTS²





	Austria
	Denmark (ECMS)
	Finland
	Luxemburg
	Slovakia
	Canada
	Singapore
	Mexico
	Poland
	Turkey

¹ with GTS E4H 2023

² Implementation partners for SAP GTS

³ SAP GTS provides data for customs filings

Examples of custom solutions powered by customers of SAP GTS³

	Canada
	Hong Kong
	Malaysia
	Mexico
	Singapore
	United Arab Emirates

ORIGEN TECH: TRADE PREFERENCE MANAGEMENT.



Trade Agreements
Preferential Origin
Long-Term Supplier
Declarations

20
YEARS

SAP Global Trade Services

Enabling Customers to Streamline their Global Trade

ORIGEN TECH: SAP GLOBAL TRADE SERVICES (GTS) CONFIDENTLY LEVERAGE FREE TRADE AGREEMENTS.

Trade Preference

- ❖ Request and manage vendor declarations
- ❖ Calculate product origin and preference eligibility
- ❖ Enhance preference processing at a level beyond product ID
- ❖ Generate declarations for customers
- ❖ Integrate sales, production, and procurement with preference processes



ORIGEN TECH: REQUEST AND MANAGE SUPPLIER DECLARATION.

Efficiently manage requests to suppliers for their product-origin information

❖ Solution

- ❖ Collect relevant purchase orders and material documents
- ❖ Request, maintain, and dun long-term supplier declarations using a work list based on purchase orders and material documents or through an annual run
- ❖ Empower suppliers to maintain the origin of materials with self-service functionality
- ❖ Automatically aggregate long-term vendor declarations for your materials sourced from multiple suppliers

❖ Benefits

- ❖ Efficient handling of declarations
- ❖ Improved compliance

ORIGEN TECH: CALCULATE PRODUCT ORIGIN AND PREFERENCE ELIGIBILITY.

Determine product eligibility for one or more free trade agreements

❖ Solution

- ❖ Calculate product origin for products using official trade agreement rules, including:
 - ❖ Tariff shift, regional value content, heading change, de minimis, tolerance rule, minimum processing, set of goods, and so on
 - ❖ Usually involves calculating the threshold value to determine the preferential origin
- ❖ Determine preference eligibility using different methods
 - ❖ Sales documents and (pro forma) invoices (transfer cost method, for example)
 - ❖ Bill of materials (net cost method)

❖ Benefits

- ❖ Increased efficiency by automating manually intensive determination processes
- ❖ Improved traceability and accuracy

ORIGEN TECH: GENERATE LONG-TERM SUPPLIER DECLARATIONS FOR CUSTOMERS.

Improve product marketability by providing customers with declarations

❖ Solution

- ❖ Automatically generate and manage declarations for customers receiving your products
- ❖ Issue and reissue declarations in the event of a change in preferential eligibility
- ❖ Print certificates of origin
- ❖ Integrate with sales and distribution processing in the SAP ERP application and customs management in SAP GTS

❖ Benefits

- ❖ Improved compliance
- ❖ Reduced risk of providing outdated declarations
- ❖ Efficient handling of declarations

ORIGEN TECH

GTS SOLaaS - Implementation Capabilities

ORIGEN TECH: VALUE PROPOSITION FOR SAP GTS.



Simplicity

SAP GTS delivered in a **Cloud Solution** as a Service (SOLaaS) model comprising:

- ❖ SAP License(s)
- ❖ Implementation
- ❖ Infrastructure
- ❖ Maintenance
- ❖ Post implementation support

All included for the duration of the contract (36 months typically).



Reliability

Origen Tech is an official "Service Partner" of **SAP America**, which allows **Origen Tech** to:

- ❖ Have a unique relationship with SAP that allows closing gaps that are not in the roadmap for SAP GTS
- ❖ Be aware of the best practices and innovations of SAP to meet the needs of all countries in Latin America, the United States and Brazil
- ❖ Functionally enrich SAP solutions, specifically SAP GTS, including its life cycle within the maintenance contract



Experience

The **vast experience** of **Origen Tech** with **SAP GTS**, including:

- ❖ Deep knowledge of the tax and duty structure and their handling in SAP including SAP S/4 HANA and GTS
- ❖ Compliance with Regulations
- ❖ Localization of specific processes and regulations for countries in Latin America and Brazil
- ❖ Management of customs processes
- ❖ Management of free trade agreements
- ❖ Special customs processes specific to each country, such as IMMEX, Annex 24, Manaus Free Trade Zone, etc.

ORIGEN TECH: ORIGEN SAP GTS SOLUTION AS A SERVICE OFFER FOR SMB MARKET.



Origen Provides

- ❖ Term-licenses for SAP GTS solutions
- ❖ Alignment with SAP Account Teams, SAP Executive Leadership, SAP Globalization and SAP Solution Management



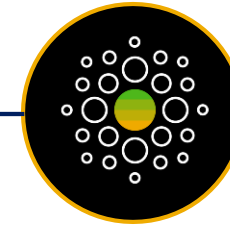
Origen Approach

- ❖ Owns usage rights from SAP
- ❖ Hosting and AMS
- ❖ Enriches the SAP solution
- ❖ Delivers Cloud solution based on on-premises bundles
- ❖ Implementation Approach up to BPO
- ❖ Provides application, implementation, management, and support services

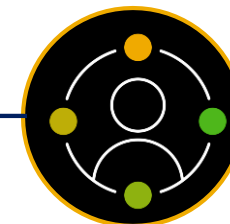
Customer Gets



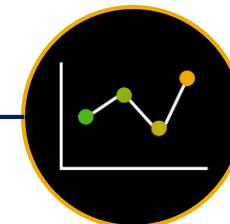
- ❖ Fully Managed cloud service



- ❖ Enhanced SAP solutions



- ❖ Single vendor experience



- ❖ True Cloud and BPO benefits



The “Best in Class” SAP ecosystem partner providing strategic end-to-end SAP consulting services.

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