

ORIGEN TECH

SAP GTS Solution as a Service (SOLaaS)

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

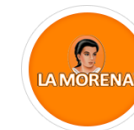
BUSINESS & TECHNOLOGIES TRANSFORMATION ADVISORS

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: PORTFOLIO OF SERVICES, PRODUCTS AND SOLUTION.

BUSINESS MODEL	PROJECT DRIVEN - INSTALLED BASE				SOLaaS			
BUSINESS DIVISION	Enterprise Consulting	Compliance		Managed Services	Cloud Platforms (Powered by SAP)			
LINE OF BUSINESS	ERP – ECC & S/4 HANA	Statutory	Localization	AMS	S/4 HANA	SAP GTS	SAP DRC/TDF	AI Digital Optimization
SOLUTIONS	<ul style="list-style-type: none"> ➤ Cloud (AWS) ➤ SAP Rollouts ➤ ECC UX Fiori Upgrade ➤ S/4 HANA Upgrades ➤ BTP Services 	<ul style="list-style-type: none"> ➤ Document & Reporting Compliance ➤ Tax, Legal & Fiscal / TDF ➤ SAP and Invoicing ➤ SAP GRC NF-e for Brazil 	<ul style="list-style-type: none"> ➤ SAP BR Localization ➤ SAP LATAM Localization ➤ SAP GTS 	<ul style="list-style-type: none"> ➤ SAP Nearshore AMS for USA ➤ SAP Application Maintenance & Support (LATAM/Brazil) ➤ SAP AMS Safe Harbor for LATAM & Brazil 	<ul style="list-style-type: none"> ➤ Net New Accounts ➤ Upgrades ➤ Transformation 	<ul style="list-style-type: none"> ➤ SAP GTS for US ➤ SAP GTS for MX ➤ SAP GTS for BR 	<ul style="list-style-type: none"> ➤ DRC/TDF Brazil 	<ul style="list-style-type: none"> ➤ Supply Chain Optimization ➤ Financial Optimization
								



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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.



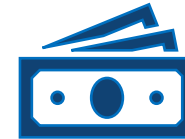
Competitiveness

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: Commercial Challenges of Foreign Trade Compliance.

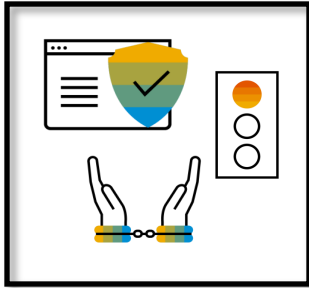
- ❖ Lack of a centralized and comprehensive system to protect the revenue stream of companies and avoid customs and tariff costs as much as possible.
- ❖ Inadequate current tools to support trade compliance processes over the next 5 to 10 years. Limited automated customs control processes, inadequate record keeping and access and reporting capabilities, such as landed cost validations and free trade agreements, etc.
- ❖ Inaccuracies in trade data (harmonized international tariff schedules).
- ❖ High visibility of companies with high import and export volumes between Mexico and the U.S. presents a higher risk of frequent inspections, fines and penalties.
- ❖ Lack of record keeping and reporting in a single repository requires expenditures in consulting and external legal support.
- ❖ Lack of centralized capacity to perform global denied party assessment.

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SAP GTS Overview & Benefits

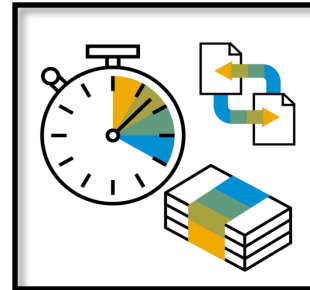
ORIGEN TECH: GTS SOLUTION BASICS.

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 (GTS) KEY FEATURES FOR END-TO-END GLOBAL TRADE MANAGEMENT.

Compliance Management

- Screen against up-to-date, restricted-party lists, embargoed countries and export-controlled goods, software and technology
- Screen vendors, customers, business partners, contractors, and so on
- Screen parties and release transactions in real time
- Improve compliance confidence with checks throughout the processing of sales and purchasing transactions

Export management

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

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

Trade preference

- Request and manage vendor declarations
- Calculate product origin and preference eligibility
- Generate declarations for customers
- Integrate sales, production, and procurement with preference processes

Special customs procedures

- Processing under IPR, OPR, and processing under customs control (PUCC)
- Utilizing bonded warehouses
- Managing foreign-trade zones
- China localization general and processing trade
- Supporting region-specific processes including EMCS and restitution
- Meeting Intrastat requirements
- Integration across the supply chain

ORIGEN TECH: FIVE REASONS FOR CHOOSING SAP GLOBAL TRADE SERVICES FOR YOUR INTERNATIONAL TRADE MANAGEMENT REQUIREMENTS .

❖ Benefit from the Deep Functional and Global Coverage

20+ Years of continuous innovation.

❖ Benefit from Unbeatable SAP Process Integration

End-2-end integration across procurement, production and sales with SAP ECC, S/4HANA Private Cloud and S4HANA Public cloud.

❖ Mitigate the Risk of Trading Internationally

Reduce your operational risk, financial risk, compliance risk, reputational risk, security and fraud risk and environmental risk when trading cross-border.

❖ Enable Significant Cost Savings

Defer or delay duties through operation of customs warehouse or FTZ, utilize processing under customs control, obtaining preferential origin and more.

❖ Utilize Our Unmatched Broadest Selection of Legal Content Providers

Unmatched depth and width of legal content thanks to selection of content provider.

ORIGEN TECH: THE SIX BUSINESS RISKS WE ADDRESS WITH INTERNATIONAL TRADE MANAGEMENT.

❖ Operational Risk

- ❖ Supply Chain Disruptions

❖ Financial and Economic Risk

- ❖ Negative impact on profit, increased costs, penalties and fines

❖ Compliance Risk

- ❖ Violation of law and regulations, reporting requirements etc.

❖ Reputational Risk

- ❖ Faulty products or services, poor customer support experiences, negative publicity

❖ Security and Fraud Risk

- ❖ Data breaches, cyberattacks, identity theft, embezzlement, money laundering, criminal record, and intellectual property theft.

❖ Environmental Risk

- ❖ The risk of heavy fines due to material damage and personal injury caused by the enterprise

Risk – International Trade Management

— Compliance Management — Customs Management — Trade Preference Management



ORIGEN TECH: GENERAL CUSTOMER BENEFITS OF SAP GTS.

BEST PRACTICES



CUSTOMS MANAGEMENT

- ❖ Full electronic data exchange with 3PL suppliers and customs authorities (Automated Export Systems (AES))
- ❖ Single source of truth fully integrated with key business units
- ❖ Maximize use of special customs procedures (e.g., free zones, IPR, etc.)



COMPLIANCE MANAGEMENT

- ❖ Automated record keeping
- ❖ Third party verification
- ❖ Proactive and automated control for embargoes, licensing controls and sanctioned party screening
- ❖ Single source of truth fully integrated with key business units



TRADE PREFERENCES MANAGEMENT

- ❖ Automated request for long-term supplier declaration via the web portal
- ❖ Automated calculation of trade preferences (all applicable trade agreements)
- ❖ Integration with ERP transactions (product classification and vendor declaration requests)

ADDED VALUE FOR THE CLIENT

- ❖ Accelerate customs clearance to reduce warehouse stocking costs
- ❖ Global visibility of exports and imports
- ❖ Potential reduction of transaction costs via shipment consolidation
- ❖ Reduce errors in document creation
- ❖ Reduce penalties and logistics costs

- ❖ Managing the complexities of international trade, including regulatory compliance
- ❖ Optimizing export control compliance while improving efficiency
- ❖ Managing risk in international operation

- ❖ Reducción de impuestos de arancel en importaciones*
- ❖ Mejorar competitividad en exportaciones a países con tratados de libre comercio al habilitar aranceles preferentes para el importador
- ❖ Menor exposición a multas y sanciones
- ❖ Operaciones comerciales más ágiles (comercio simplificado)
- ❖ Mayor eficiencia en procesos de importación y exportación al determinar automáticamente preferencial arancelarias

ORIGEN TECH: ORIGEN'S EXPERTISE WITH SAP GTS .

- ❖ Origen Technologies, SAP's global partner focused on Latin America, offers unique solutions for localization around SAP GTS solution.
- ❖ Our global customers recognize Origen as a key partner to serve Latin America, ensuring compliance with the complex legal and trade requirements of Mexico, Brazil and other LATAM countries.
- ❖ We have combined our Latin American localization knowledge with our extensive experience of deploying GTS globally to be able to quickly deliver the necessary adaptations needed to run GTS in Mexico.

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

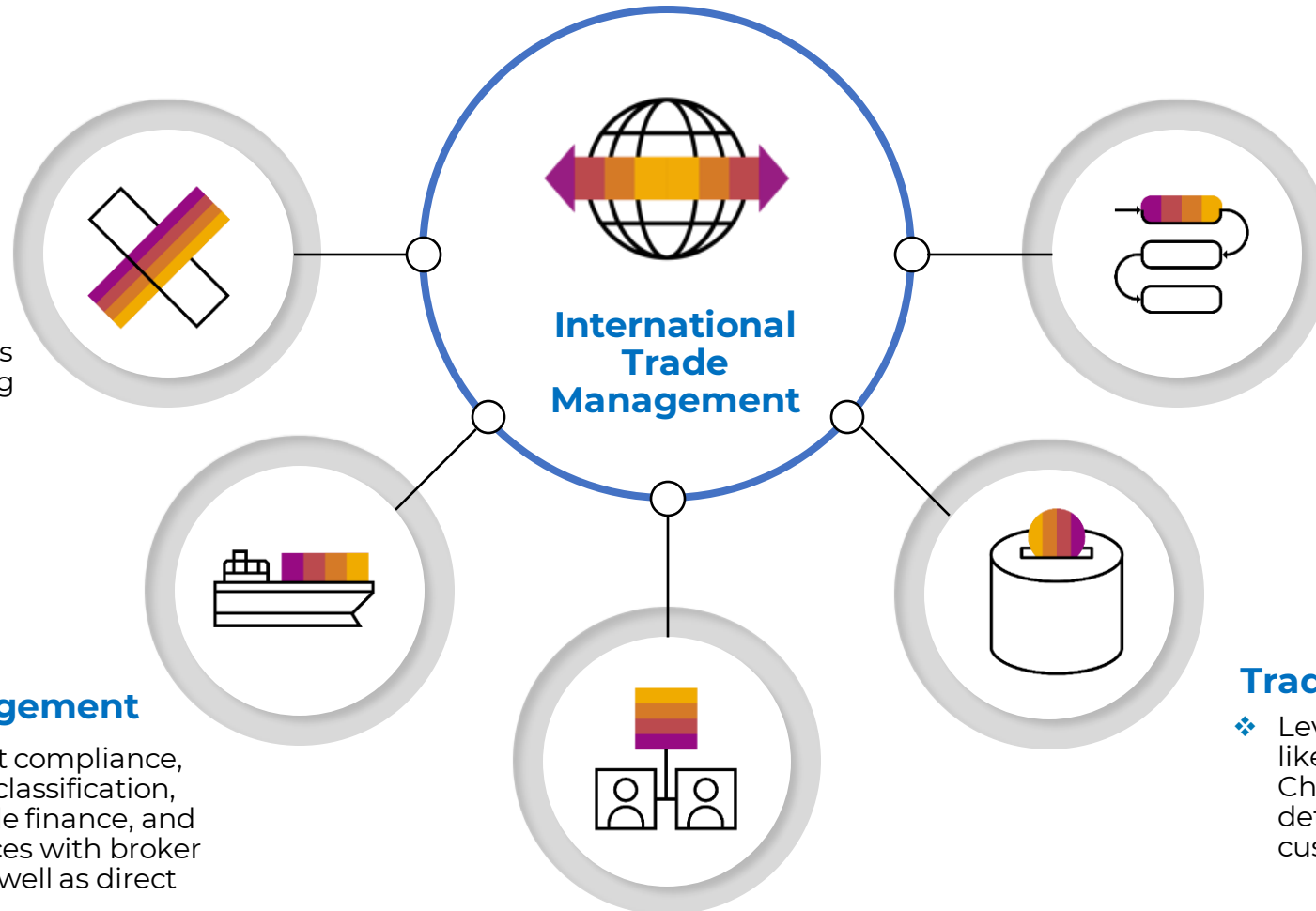
- ❖ Effectively manage import compliance, classification, inbound trade finance, and customs services with broker integration as well as direct filing

Special Customs Procedures

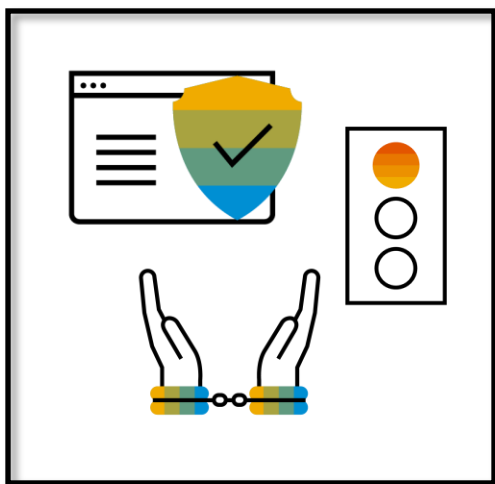
- ❖ Leverage foreign-trade zones and handle Country-specific requirements like Pedimentos (IMAR) and Anexo 24

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.

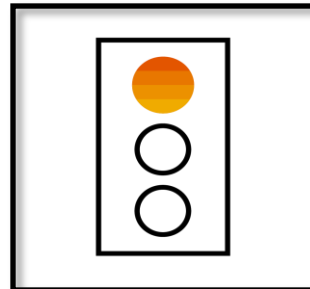


Sanctioned Party List Screening

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

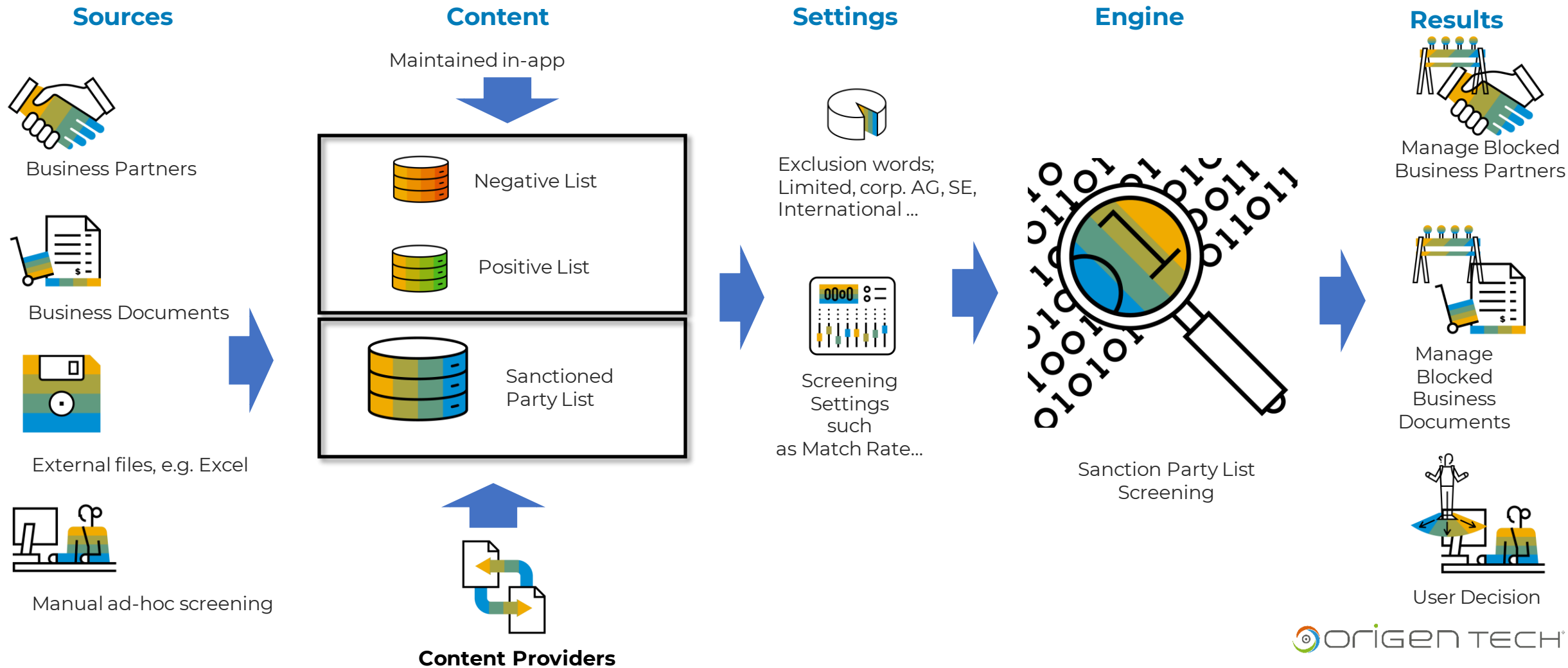
ORIGEN TECH: SAP GLOBAL TRADE SERVICES – GTS SANCTIONED PARTY LIST SCREENING.

SPL Screening

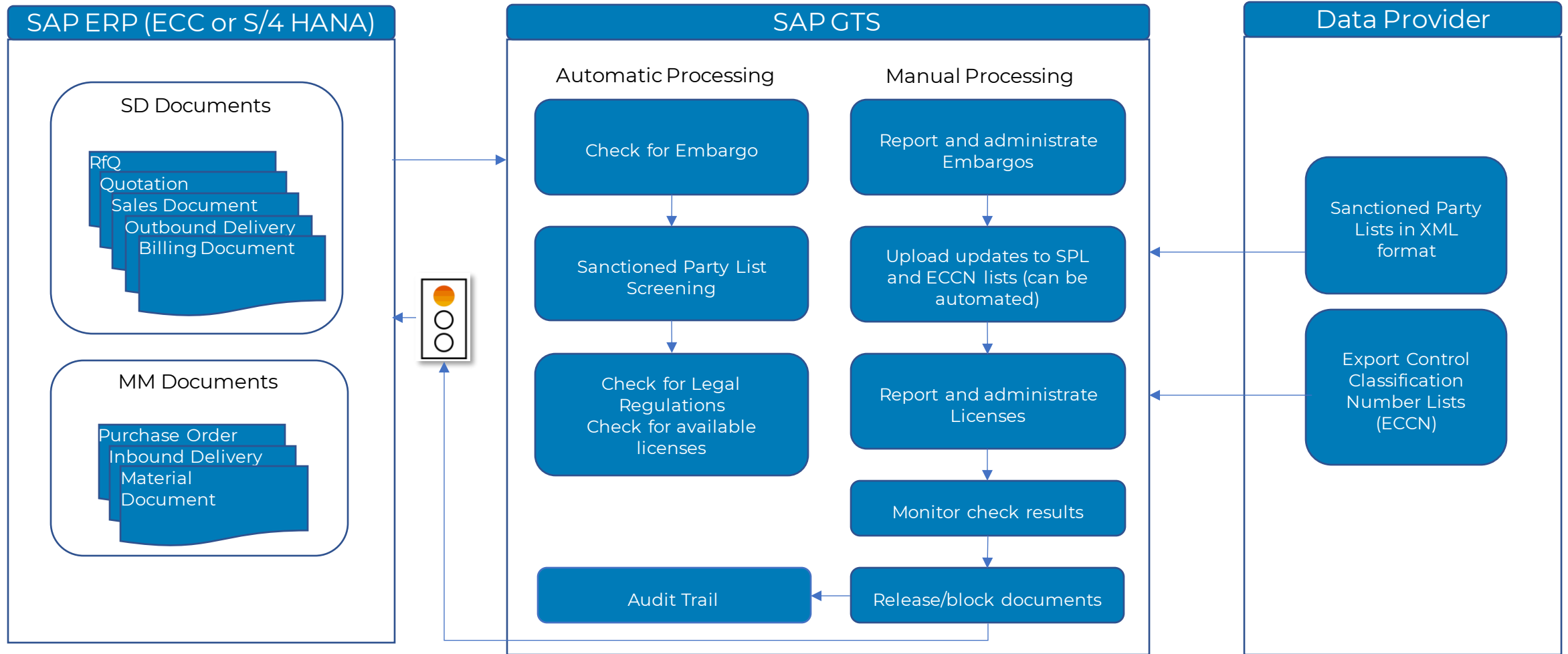
- ❖ Compare against updated lists of sanctioned entities
- ❖ Screen suppliers, customers, business partners, contractors, etc.
- ❖ Screen entities and consequent blocking or release of transactions in real time
- ❖ Improve confidence in compliance with controls throughout the processing of sales and purchase transactions



ORIGEN TECH: SPL PROCESS OVERVIEW.

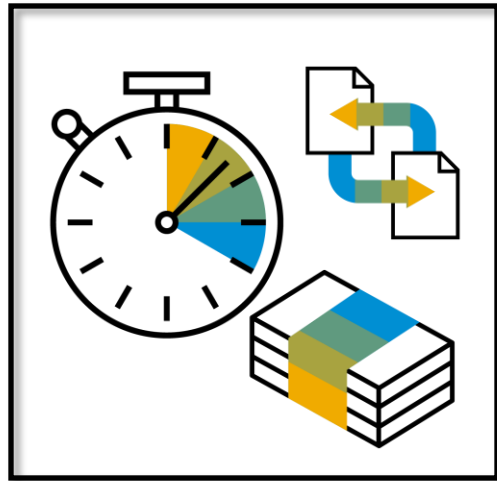


ORIGEN TECH: COMPLIANCE IN GTS.



The strategic value of SAP GTS is composed of the tight process integration, comprehensive resolution options and audit trail

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

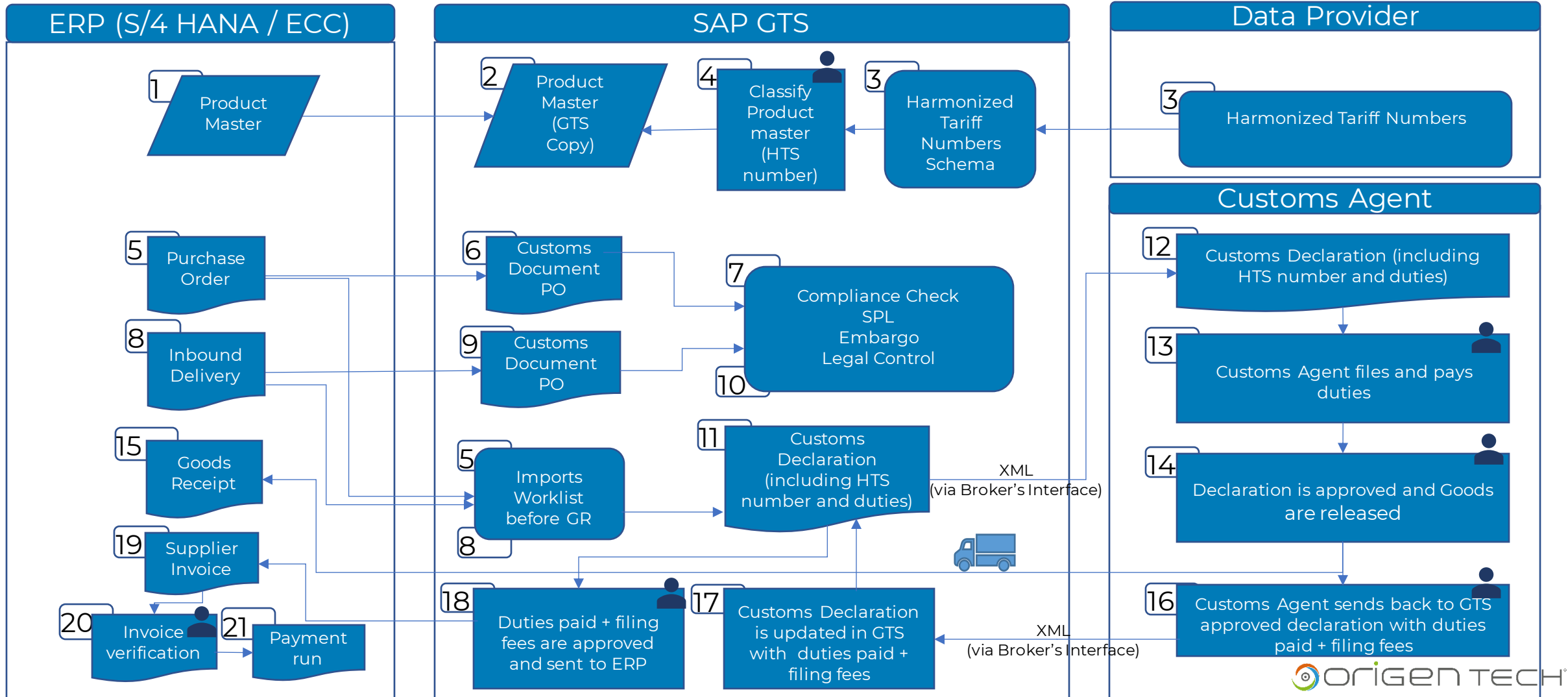
³ SAP GTS provides data for customs filings

Examples of custom solutions powered by customers of SAP GTS³

	Canada
	Hong Kong
	Malaysia
	Mexico
	Singapore
	United Arab Emirates

ORIGEN TECH: SAP GLOBAL TRADE SERVICES (GTS) IMPORT PROCESS FLOW CHART.

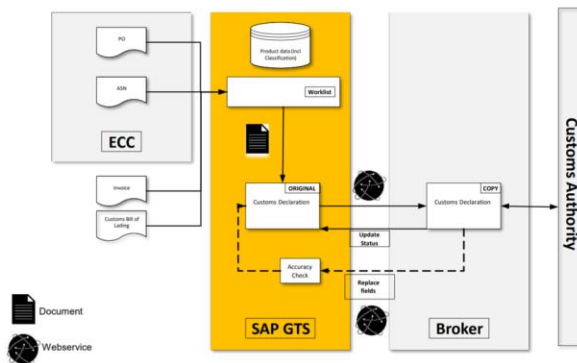
Import Management



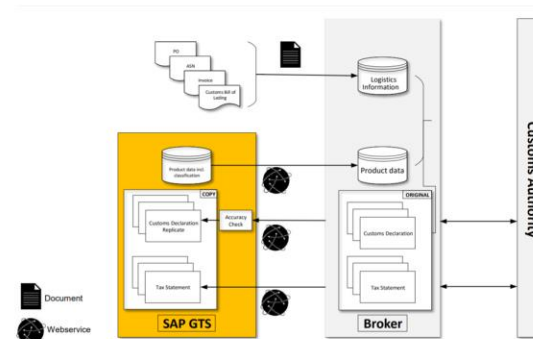
ORIGEN TECH: COMMUNICATE SEAMLESSLY WITH BROKERS.

Enhance the communication with brokers to act on your behalf with Customs

Importer Centric Process



Broker Centric Process



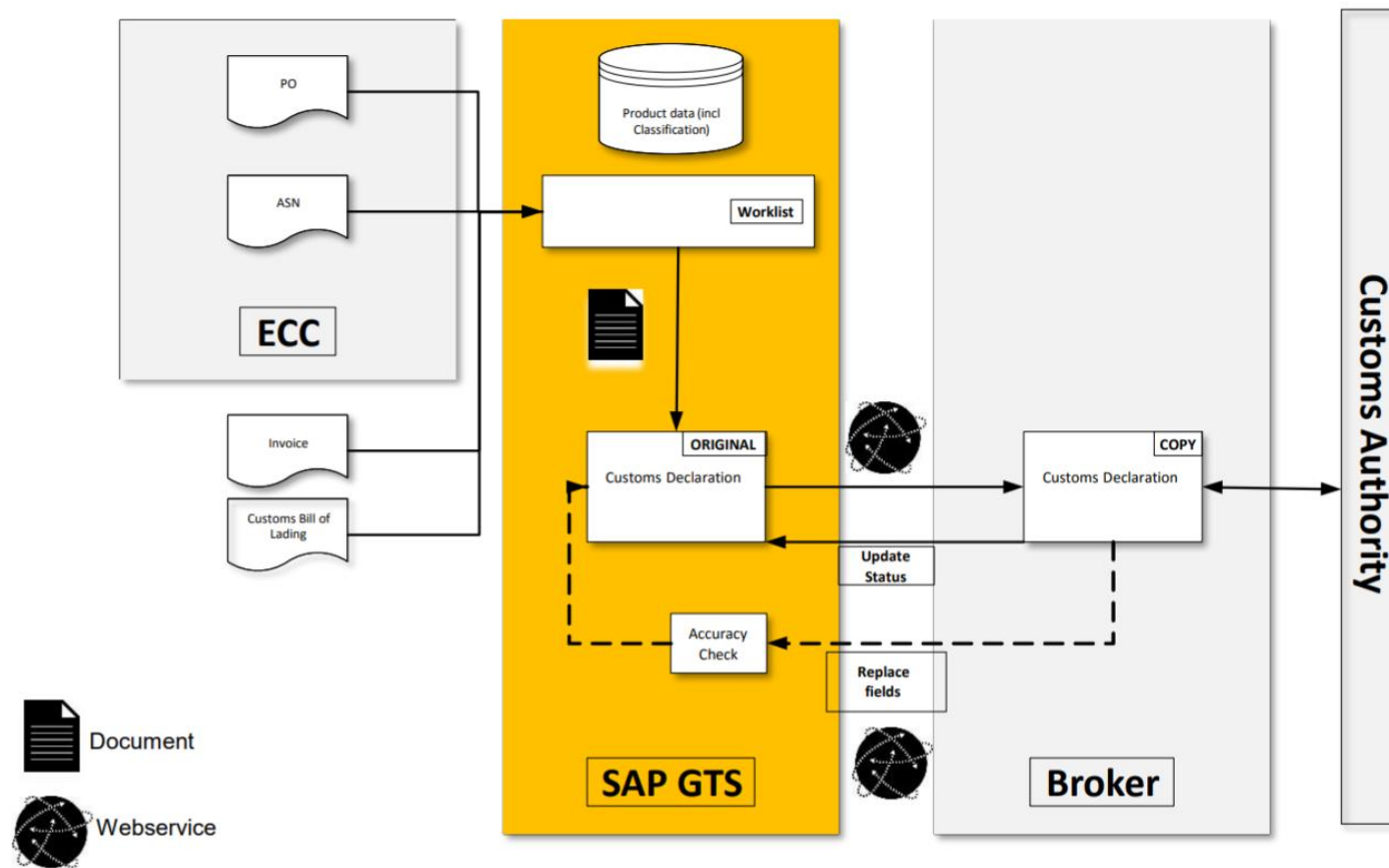
❖ Solution

- ❖ Extend ability to leverage broker relationships to exchange and retain customs data
- ❖ Utilize a standard broker interface to automate exchange of trade data with brokers when self-filing is deemed infeasible
- ❖ Receive and store actual entry data submitted by brokers to customs
- ❖ Simplify communication of product data to brokers

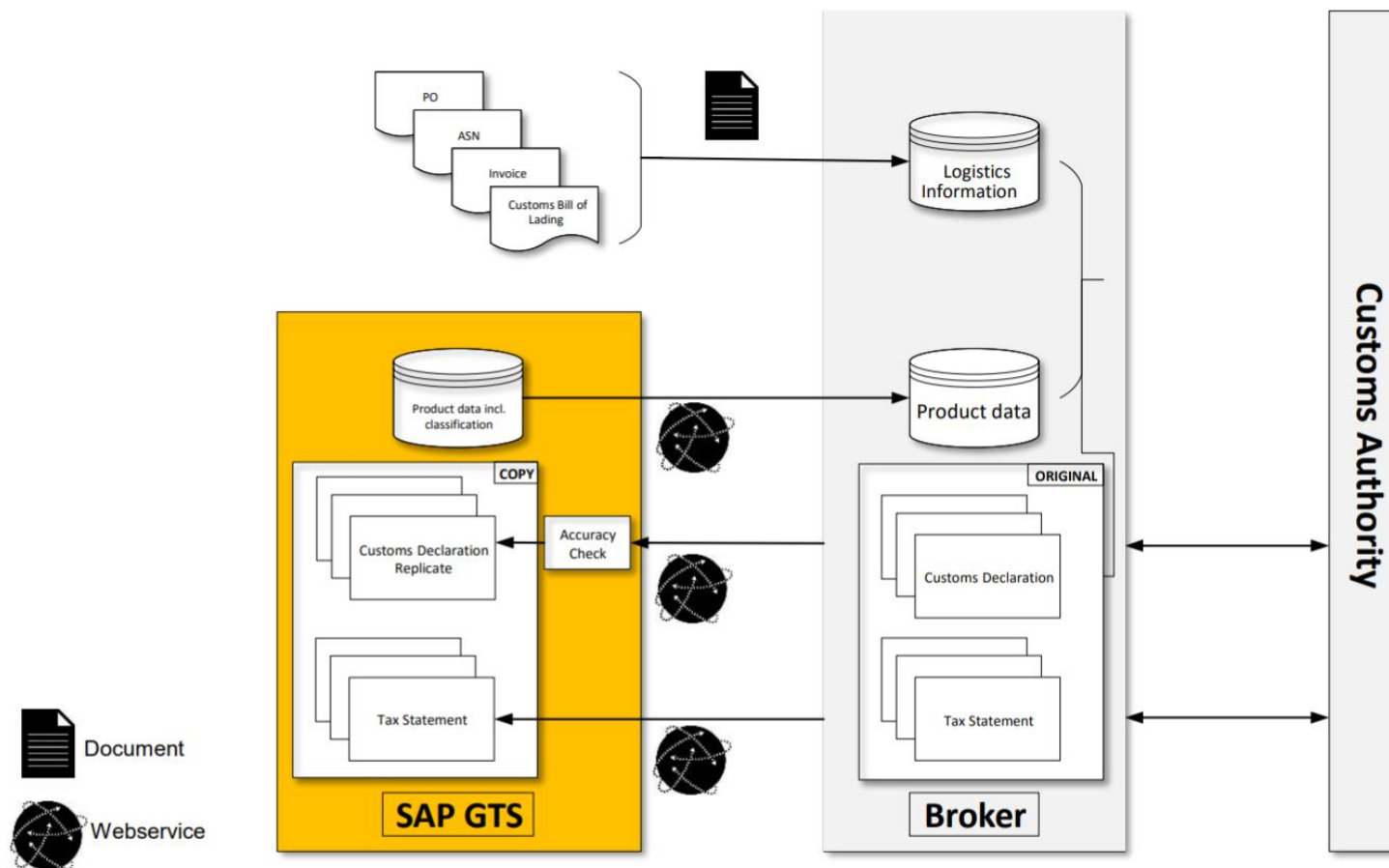
❖ Benefits

- ❖ Simplify the exchange of trade data with brokers over a standard interface, minimizing customization efforts and costs
- ❖ Use SAP GTS in additional countries and regions where localization is delivered through company relationships with customs brokers

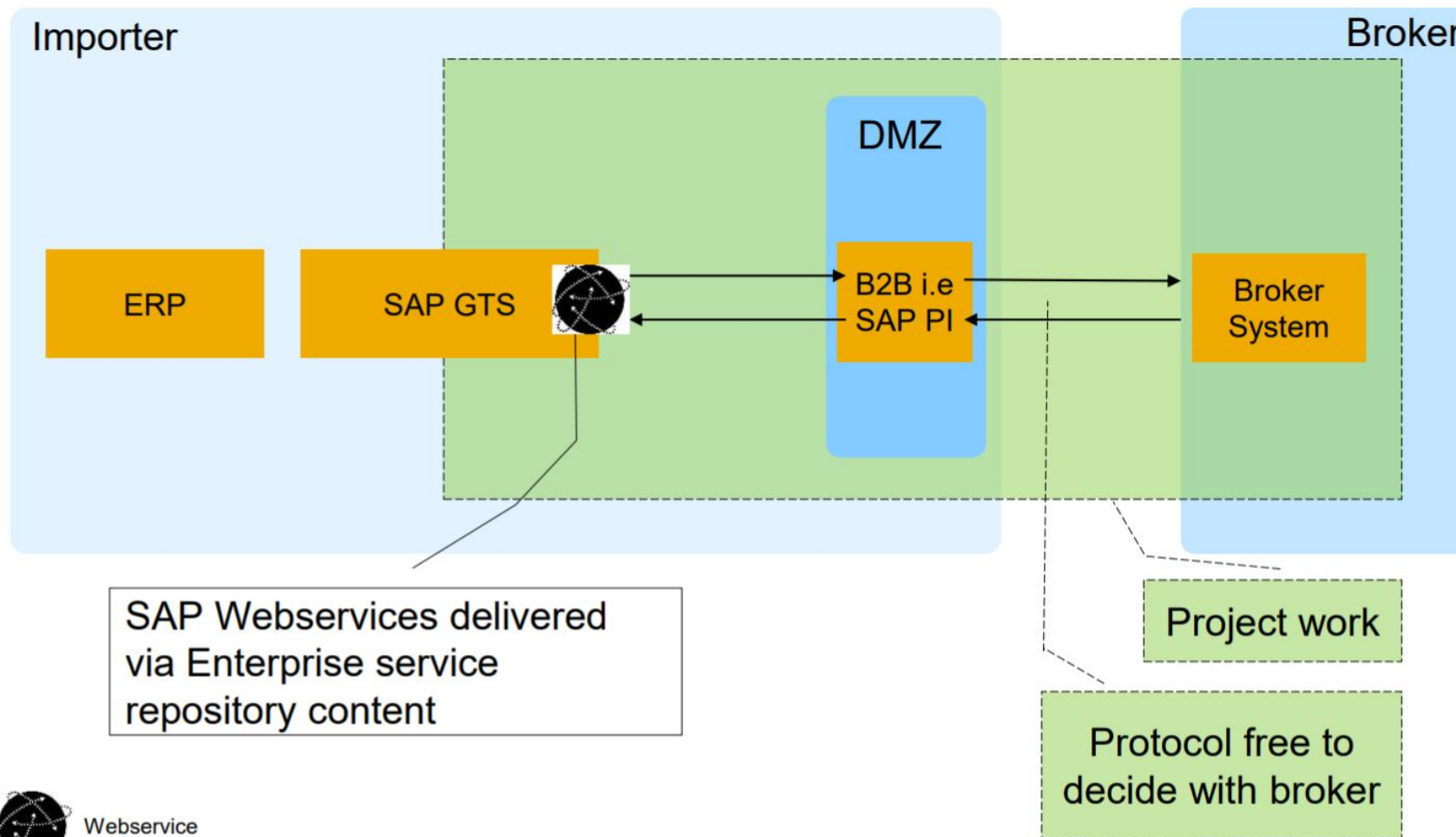
ORIGEN TECH: IMPORTER CENTRIC PROCESS.



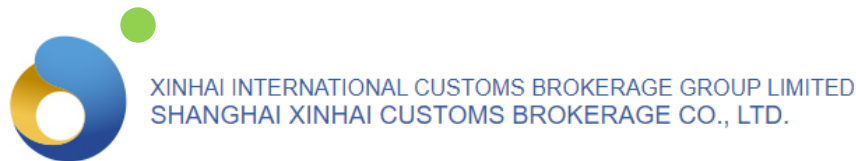
ORIGEN TECH: BROKER CENTRIC PROCESS.



ORIGEN TECH: IT ARCHITECTURE.



ORIGEN TECH: EXAMPLE OF BROKER INTEGRATIONS LIVE WITH SAP GTS*



* This list does not represent a complete overview of live broker integrations. Broker examples are in random order

ORIGEN TECH: Example of Duty Calculation.

Goods Value
 Indirect Payments
 Commission (excl. Sales commission)
 Agent fee
 Packaging
 Material, components included in imported goods
 Tools used to produce imported goods
 Used material for production of goods
 Drawings, notes for imported goods
 License fees
 Revenue from re-selling
 Transport cost to customs border
 Other handling costs to customs border
 Insurance Cost to the border
 Air Freight Cost
 Transportation Cost after border
 Payments for installation and maintenance after import
 Other Payments
 Duties and taxes to be paid due to import
Customs Value
 Without Customs
 Pharmac. Products
 Preferential Duty
 Duty 3rd Country
 Anti-dumping
 Sum duties
Sum of Customs Value and duties
 Air Freight cost within EU (import VAT)
 Transportation cost within EU (proportionally)
 Other transport costs within EU
 Cost, import Duties
 Import VAT
 Value – Foreign Trade (value at border crossing)
 Discount (Statistical)
 Cash Discount (Statistical)

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Allmänna data Bestämning Pack.data Underlag **Tullvärde** Status Texter Adminis

Kalkylstatus

Beskrivning	Status	Orig.värde	Valuta	Tullbelopp	Valuta
Varuvärde		650,00	USD	4.322,10	SEK
Indirekta betalningar				0,00	SEK
Provision (utom inköpsprovision)				0,00	SEK
Mäklararvoden				0,00	SEK
Emballage och förpackningar		33,33	SEK	33,33	SEK
Material, komponenter etc. som ingår i importerade varor				0,00	SEK
Verktyg etc. som använts vid tillverkn. av importerade varor				0,00	SEK
Förbrukat material vid tillverkning av importerade varor				0,00	SEK
Nödv. planer, skisser etc. f. tillv. av importerade varor				0,00	SEK
Licensavgifter		20,00	USD	132,99	SEK
Inkomster från vidareförsäljning, övriga avsändningar				0,00	SEK
Hemtagningskostnad till plats för införsel (transport)		186,67	SEK	186,67	SEK
Hemtagningskostnad till plats för införsel (lastn.,behandl.)				0,00	SEK
Hemtagningskostnader till plats för införsel (försäkring)		6,67	USD	44,35	SEK
Flygfraktkostnader				0,00	SEK
Transportkostnader efter ankomst till plats för införsel		16,67	SEK	16,67	SEK
Betalningar f. byggnation, montering, underhåll efter import				0,00	SEK
Andra betalningar				0,00	SEK
Tullar och skatter som ska betalas p.g.a. import				0,00	SEK
Tullvärde				4.736,11	SEK
Tullfrihet				0,00	SEK
Farmaceutiska produkter	◆				
Preferenstill				0,00	SEK
Tullavgift tredje land	⊖			568,33	SEK
Antidumping				0,00	SEK
Summa avgifter				568,33	SEK
Summa tullvärde + avgifter				5.304,44	SEK
Flygfraktkostnader inom EU (importmoms)				0,00	SEK
Transportkostnader efter införsel (proportionella)		0,00	SEK	0,00	SEK
Allmänna transportkostnader efter införsel		20,00	SEK	20,00	SEK
Kostnader importmoms		20,00	SEK	20,00	SEK
Importmoms		1.331,11	SEK	1.331,11	SEK
Värde - utrikeshandelsstatistik (värde vid gränspassage)		4.719,44	SEK	4.719,44	SEK
Rabatt (statistisk)				0,00	SEK
Kassarabatt (statistisk)				0,00	SEK

ORIGEN TECH: SAP GLOBAL TRADE SERVICES (GTS) SIMPLIFY SPECIAL CUSTOMS PROCEDURES AND REGULATIONS.

Special Customs Procedures

Processing under IPR, OPR, and processing under customs control (PUCC)

Utilizing bonded warehouses

Managing foreign-trade zones

China localization general and processing trade

Supporting region-specific processes including EMCS and restitution

Meeting Intrastat requirements

Integration across the supply chain



IPR, Inward Processing Relief. OPR, Outward Processing Relief. PUCC, Process Under Customs Control. EMCS, Excise Movement Control System

* Requiere ajustes de localización

ORIGEN TECH: CUSTOMS/BONDED WAREHOUSE.

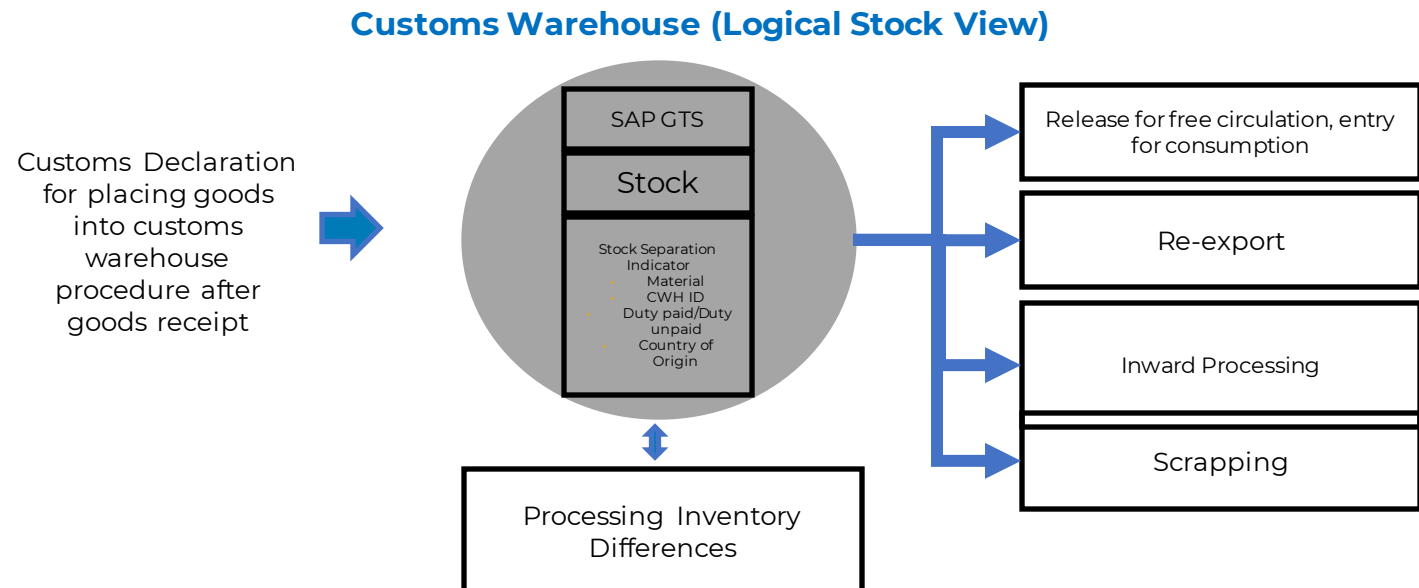
Confidently operate in bonded warehouses by automating challenging tasks

❖ Solution

- ❖ Manage the complex tasks associated with bonded warehousing
- ❖ Automate the tracking of the status of goods in inventory (duty paid or duty unpaid)
- ❖ Process determination features to automate subsequent customs procedures

❖ Benefits

- ❖ One instance for all bonded-warehousing activities
- ❖ Minimized and deferred payment of import duties
- ❖ Enhanced process efficiency thanks to smooth integration with logistics processes



ORIGEN TECH: MANAGING FTZS – FOREIGN TRADE ZONES (FTZ).

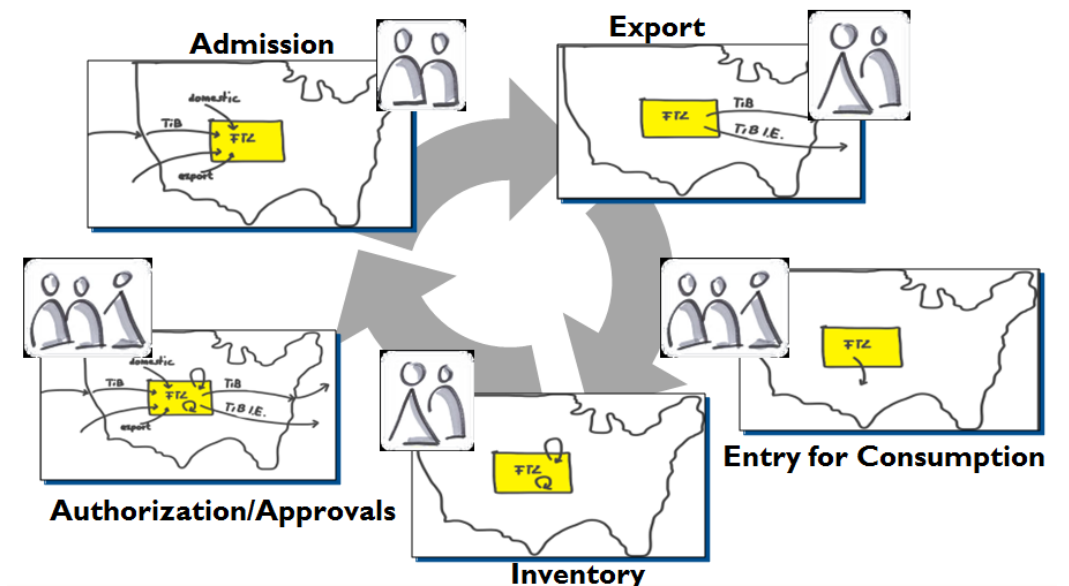
Manage the complexity of foreign-trade zones to drive cost reductions

❖ Solution

- ❖ Support for operation of a U.S. foreign-trade zone
- ❖ Automated management of zone admissions
- ❖ Accurate tracking and reporting of zone inventories, including zone manufacturing
- ❖ Management of zone withdrawals, including entry for consumption or export
- ❖ Creation and delivery of zone reports and filings

❖ Benefits

- ❖ Greater accuracy in tracking and reporting inventories
- ❖ Current and accurate bill-of-materials data that properly reflects inventory consumption
- ❖ Reduced costs for interface development and maintenance
- ❖ Smooth flow of goods into and out of your manufacturing zone



ORIGEN TECH: TRADE PREFERENCE MANAGEMENT.



Trade Agreements
Preferential Origin
Long-Term Supplier
Declarations

20
YEARS

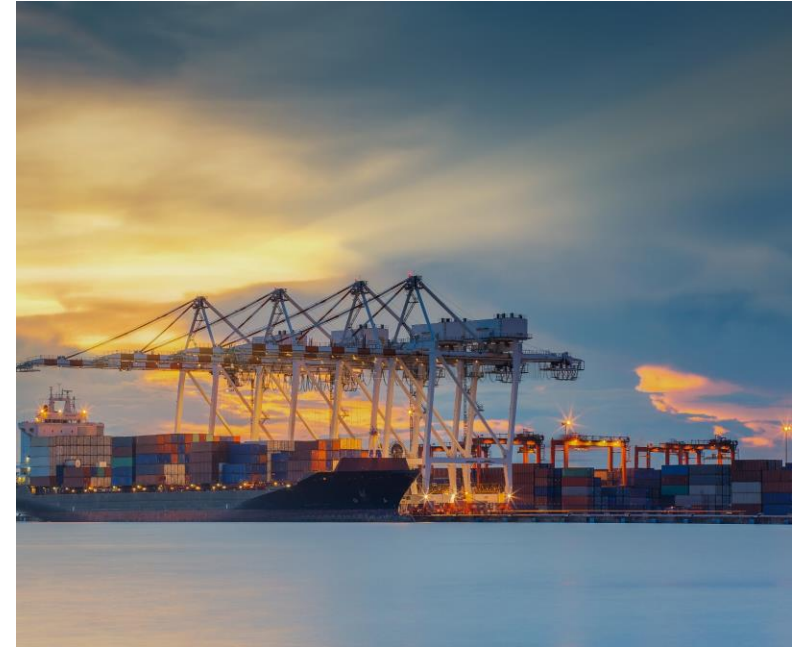
SAP Global Trade Services

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

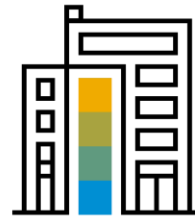
❖ Solution

- ❖ 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: PREFERENCE AGGREGATION & CALCULATION.



**Inbound
Supplier LTSD
Management**

- ❖ **Preference Aggregation**
Preferential origin determination of external sourced products
- ❖ **Preference Calculation**
Preferential origin determination of in-house produced products
- ❖ **Master & Organizational Data for Preference**
- ❖ **Integration of feeder systems**



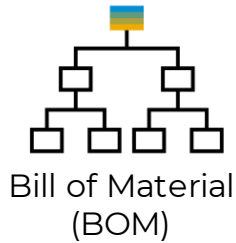
**Outbound
Customer LTSD
Management**

ORIGEN TECH: TRADE PREFERENCE MANAGEMENT – MASTER DATA.

S/4HANA (ERP)



Product Data (Materials)



Bill of Material (BOM)



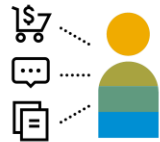
Procurement Indicator



Cost Prices
Sales Prices



Suppliers



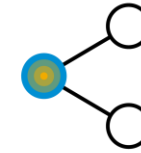
Customers

GTS

Organizational Units



Foreign Trade Organization



Plant Groups



Plant

LTSD Specific Master Data



Trade Agreement



Product Classification Commodity Code



Document of Origin

Preference Rules

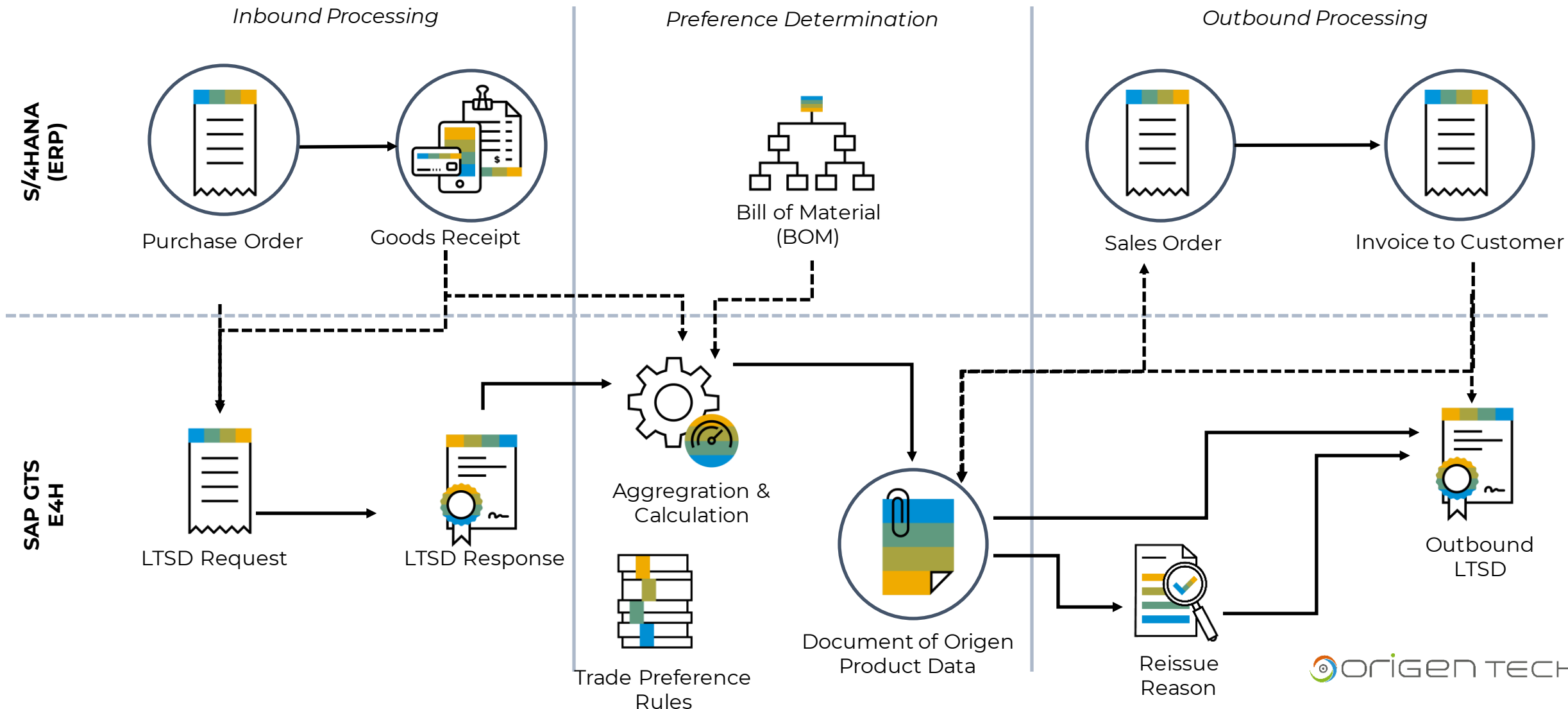


Trade Preference Rules

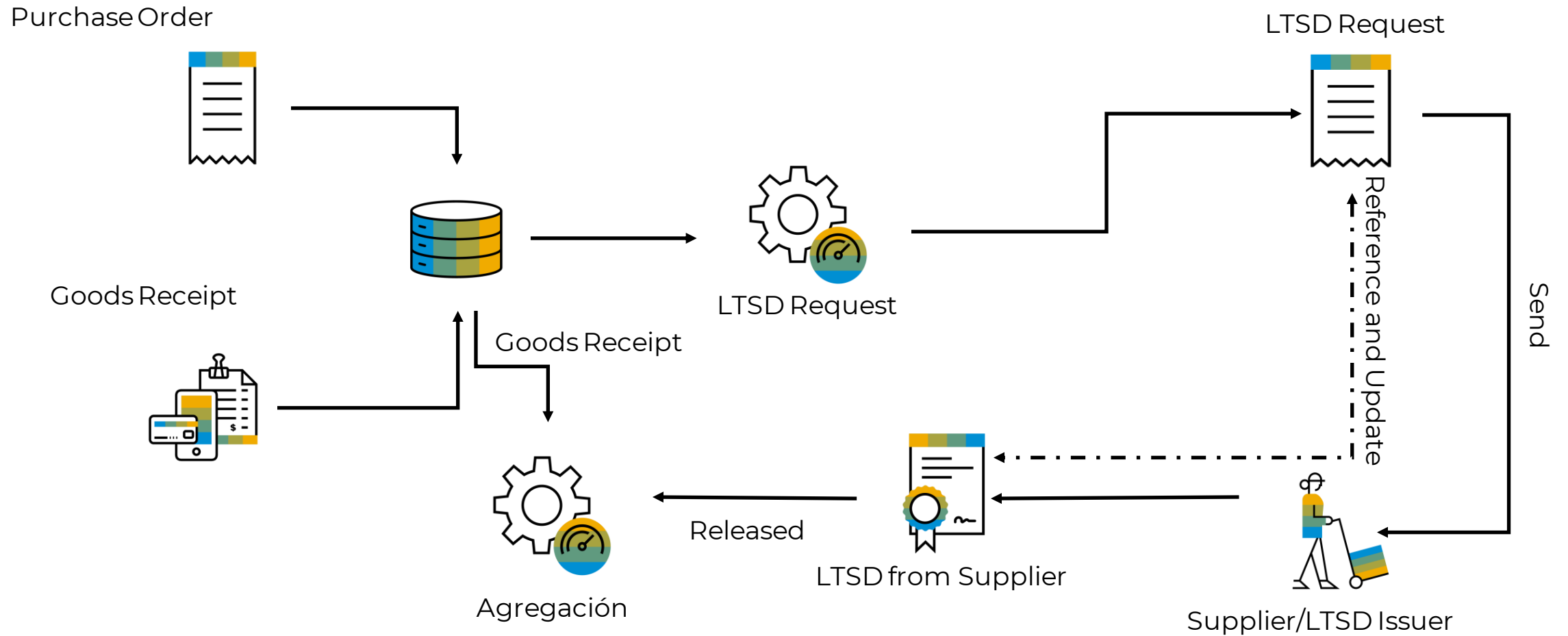


Content Providers

ORIGEN TECH: TRADE PREFERENCE MANAGEMENT – PROCESS INTEGRATION.

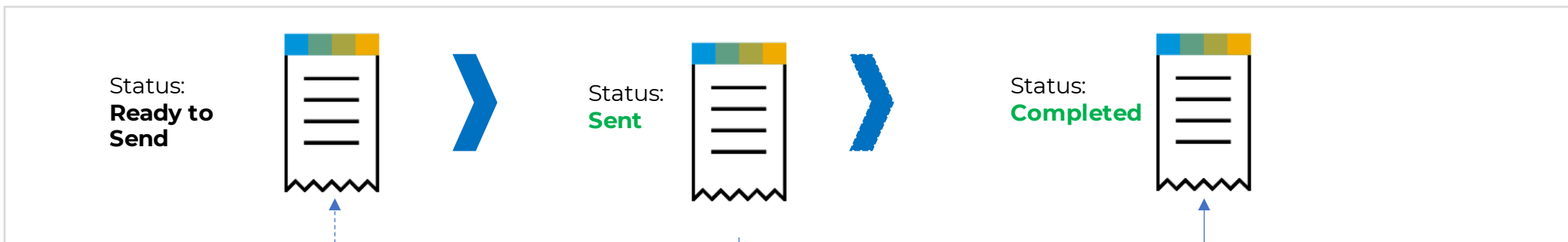


ORIGEN TECH: Transactional Data - Inbound Processing.



ORIGEN TECH: LIFE CYCLE INBOUND PROCESSING.

LTSD Request



LTSD

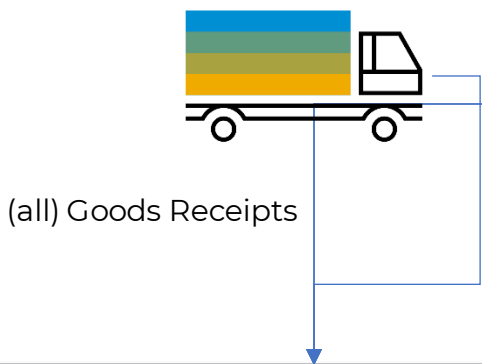


Actualización

Referencia

Actualización

ORIGEN TECH: AGGREGATION.



LTSD



SAP Verdictung von LLEs

Als Variante sichern... Mehr

Selektionskriterien

Verwaltungseinheit: bis:

Produkt: bis:

Abkommen: bis:

Freigegebene LLEs und neue Wareneingänge berücksichtigen ab

* Datum ab: 14.09.2021

Programmsteuerung

Simulationsmodus:

Update

Produkt: GTS-DY-02 ship container

Grunddaten Warenbeschreibung Klassifizierung Gesetzliche Kontrolle Präferenzaussagen Präferenzeigenschaften Preise und W

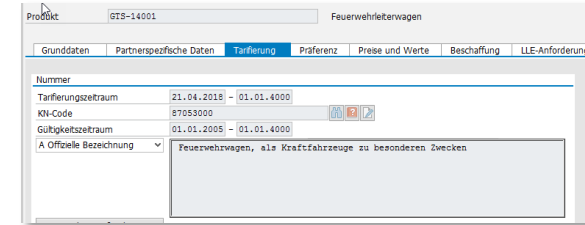
Präferenzaussage ab dem Zeitpunkt 15.09.2021 00:00:00

Ursprung	Gesetzliche Grundlage	Gültig ab	Gültig bis	Aussage	Text der Präf-KnZ	P.Ursprung	Modell	Werksgrup
<input type="checkbox"/>	EU - Andenstaaten	03.08.2021	30.12.9999	X	kalkuliert - preisbeeinfluss	DE	Werksüb PS9_1000	
<input type="checkbox"/>	EU - Kanada	03.08.2021	30.12.9999	X	kalkuliert - preisbeeinfluss	DE	Werksüb PS9_1000	
<input type="checkbox"/>	EU - Vereinigtes Königreich	03.08.2021	30.12.9999	X	kalkuliert - preisbeeinfluss	DE	Werksüb PS9_1000	
<input type="checkbox"/>	EU - Japan	03.08.2021	30.12.9999	C12E	kalkuliert - preisbeeinfluss	DE	Werksüb PS9_1000	

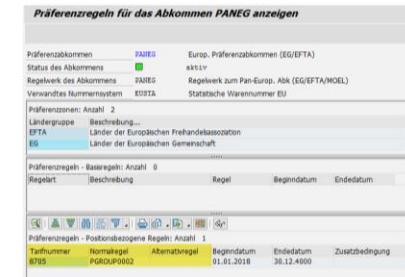
ORIGEN TECH: CALCULATION.

Clasificación 8705
3000

Assigned Commodity Code



Assignment of the list rule on agreement level



Ex Chapter 87: Manufacture in which the value of all the materials used does not exceed 40 % of the ex-works price of the product.

Finished Product

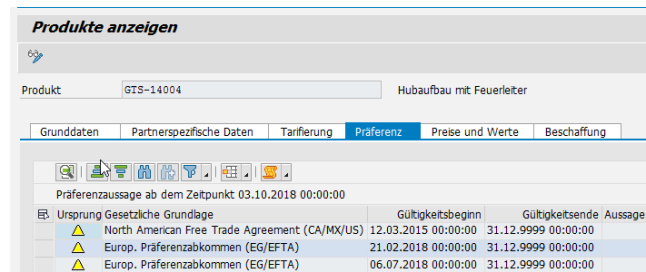
Fire department ladder truck

Component

Driver chassis

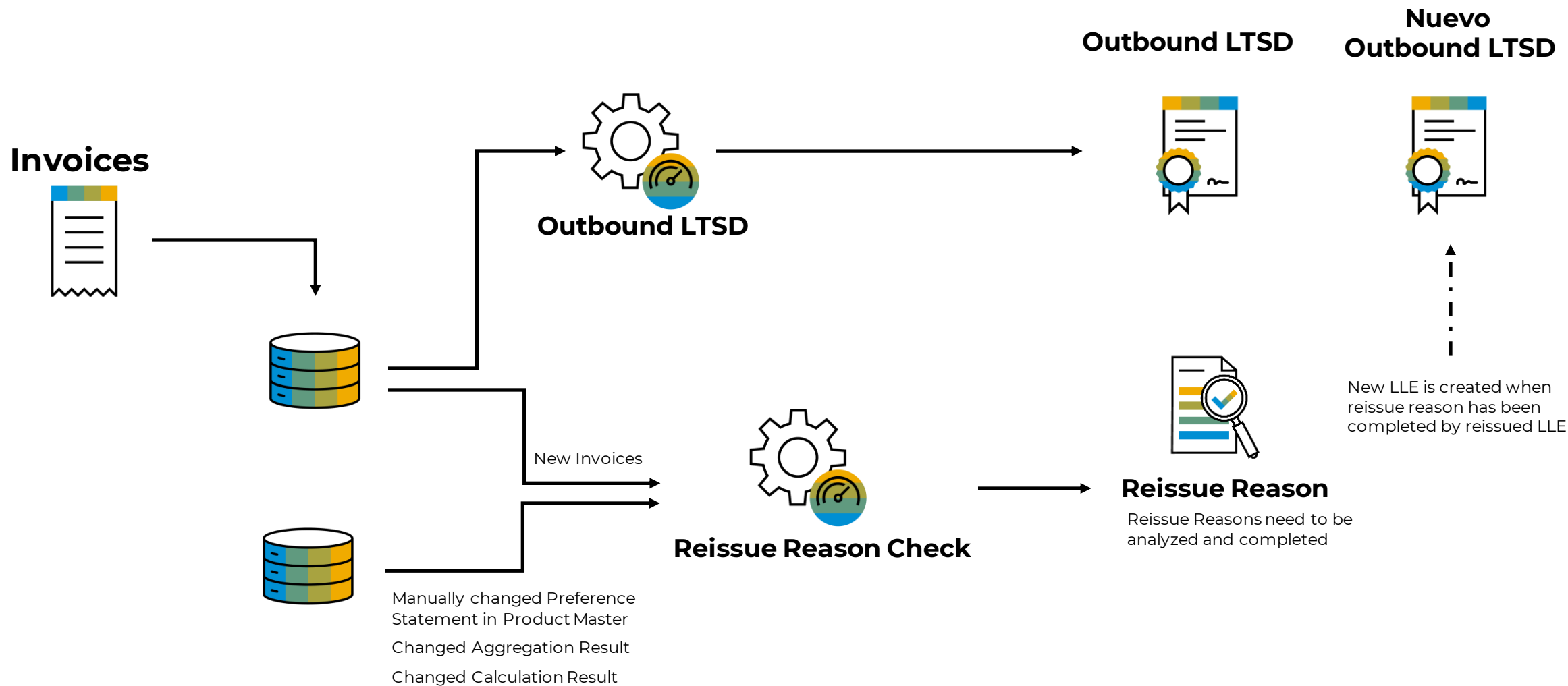
Drivers Cab

Lifting body

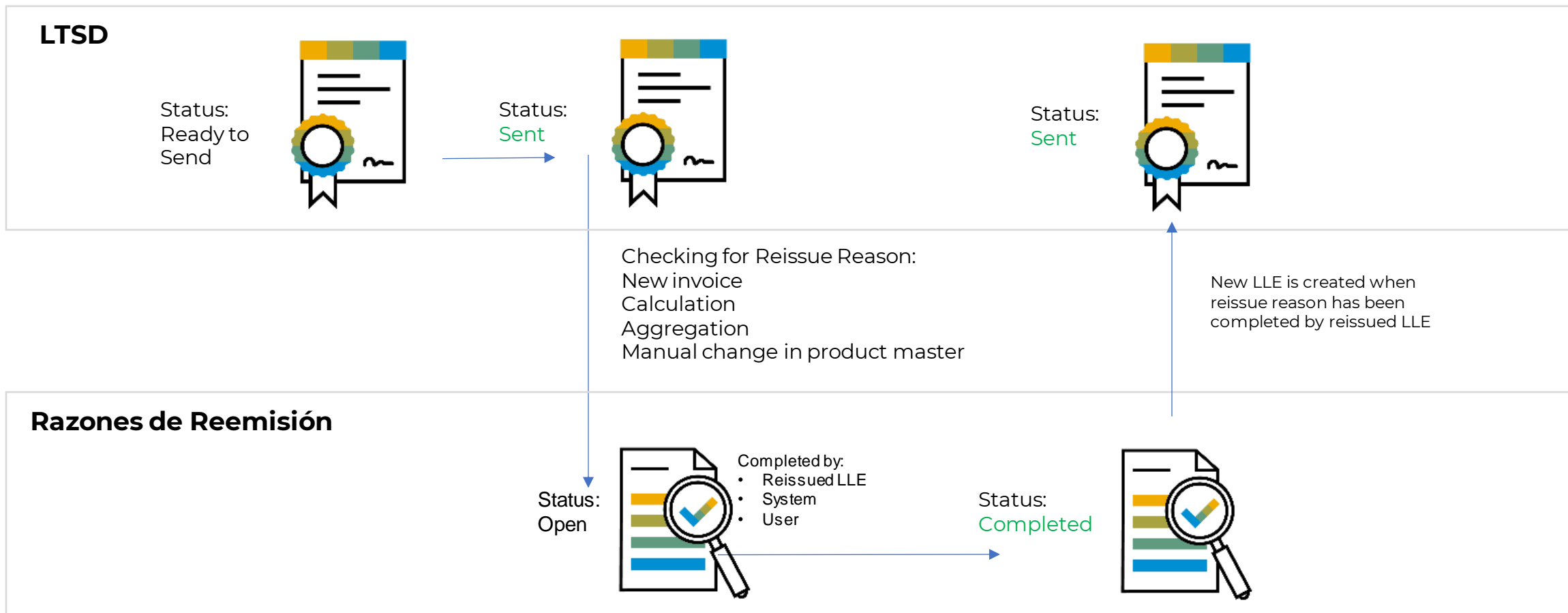


Use of the preference statement from the product master

ORIGEN TECH: TRANSACTIONAL DATA – OUTBOUND PROCESSING.



ORIGEN TECH: Life Cycle Outbound Processing.



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



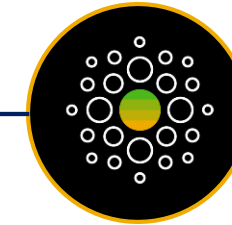
Origen Approach

- ❖ 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

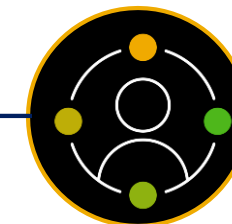
Customer Gets



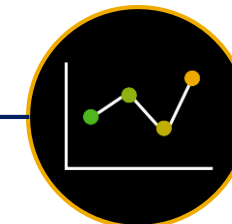
- ❖ Fully Managed cloud service



- ❖ Enhanced SAP solutions



- ❖ Single vendor experience



- ❖ True Cloud and BPO benefits

ORIGEN TECH: ORIGEN SAP GTS SOLUTION AS A SERVICE BUSINESS AREAS.

Legal and compliance

- ❖ Contracts
- ❖ Regulatory compliance
- ❖ Internal controls and AEO

Sourcing and procurement

- ❖ Origen
- ❖ Import and export restrictions

Manufacturing

- ❖ Application of economic customs procedures
- ❖ Customs as element of cost price reduction

Finance

- ❖ Reporting
- ❖ Link to tax function
- ❖ Bottom-line impact

IT department

- ❖ E-customs
- ❖ Customs and trade data governance (master data)

Sales

- ❖ Partner screening
- ❖ Embargo checks
- ❖ Blocked orders

Supply chain

- ❖ Simplified customs procedures
- ❖ Just-in-time

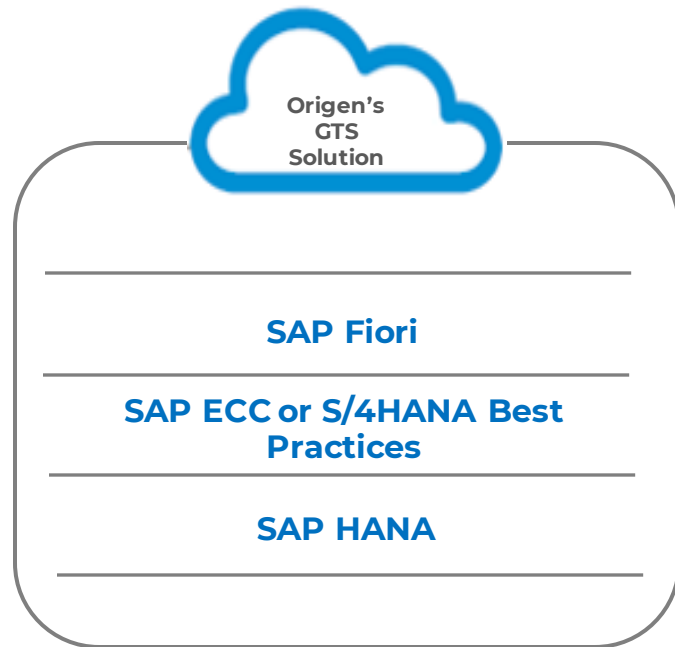
Logistics and distribution

- ❖ Customs documents
- ❖ Other trade documents
- ❖ Customs warehousing

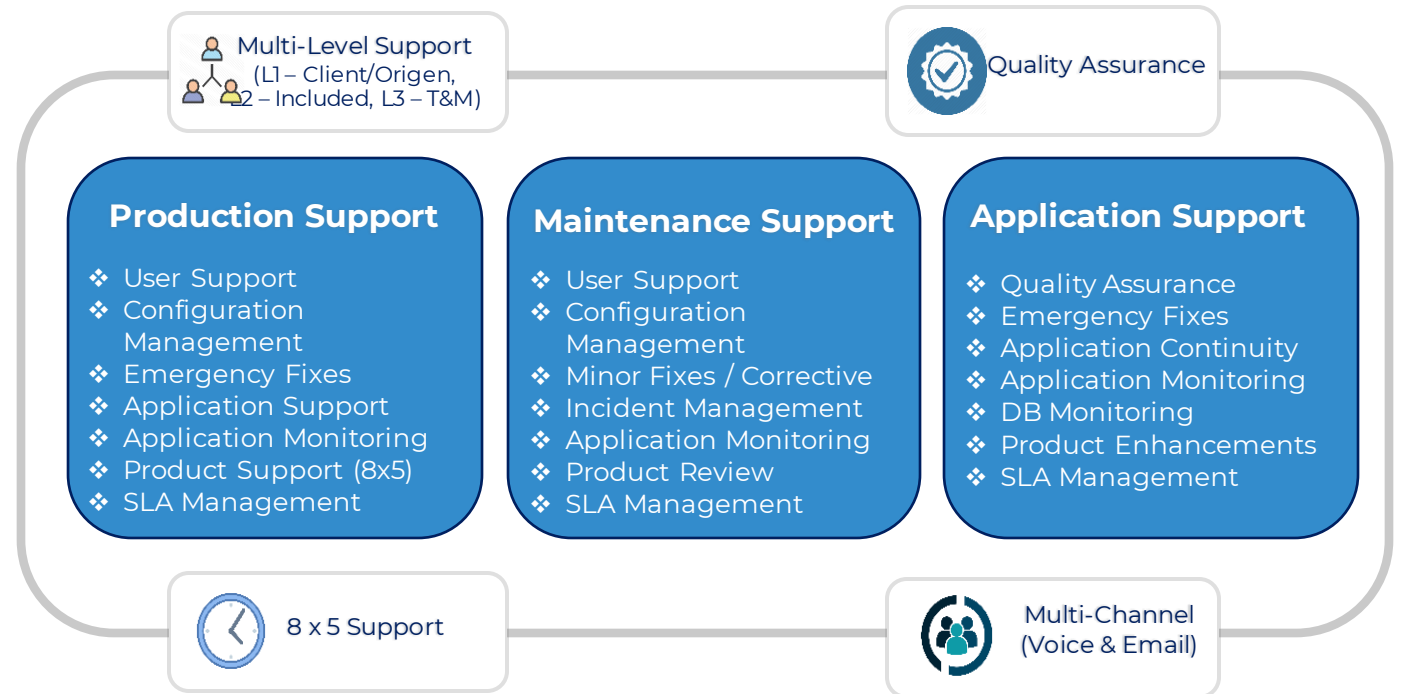


ORIGEN TECH: ORIGEN SAP GTS SOLUTION SUPPORT.

Hosting & Infrastructure Support



Application Maintenance Support (AMS)



ORIGEN TECH: VALUE PROPOSITION FOR SAP GTS.

Business Value of Automated Export/Import Management

Accelerate Cross-Border Transactions

- ❖ Ensure faster delivery to customers
- ❖ Reduce costly buffer stock, implement JIT inventory mgmt.

Increase Efficiency

- ❖ Seamless integration with logistics processes
- ❖ High degree of automation - Move towards management by exception

Reduce Risk of Non-Compliance

- ❖ Ensure regulatory compliance
- ❖ Maintain complete and accurate audit trail

Reduce TCO

- ❖ One single central solution for all global trade activities
- ❖ Certified for electronic communication with multiple customs systems around the globe

Business Value of Automated Trade Preference Management

Accelerate Cross-Border Transactions

- ❖ Quickly and accurately determine the origin of your products

Increase Efficiency

- ❖ Manage vendor declarations via web-based supplier self-services
- ❖ Upload rules of origin in electronic format

Reduce Risk of Non-Compliance

- ❖ Accurately calculate the origin of your products based on applicable rules
- ❖ Avoid issuing incorrect certificates of Origen Tech

Reduce TCO

- ❖ Designed for deployment around the world
- ❖ Support of MCUSA (former NAFTA), EU Trade Agreements, etc.

ORIGEN TECH: SAP GLOBAL TRADE SERVICES (GTS), EDITION FOR SAP HANA.

Advantages of the SAP GTS edition for Hana release

A Roadmap to the Future

With the move to the SAP HANA platform, we will see a new version of SAP GTS being released every second year, in line with the overall release strategy of SAP HANA, and we will see the second version, SAP GTS, edition for SAP HANA 2023 shipping this year (2023). Future innovations and, eventually, also necessary new legal requirements will become available in SAP GTS, edition for SAP HANA only.

SAP GTS, edition for SAP HANA connects to both SAP ECC and SAP S/4HANA, so there is no need to upgrade to SAP S/4HANA before embarking on the journey.

Better User Experience

SAP GTS, edition for SAP HANA, runs, from an end-user perspective, entirely from the SAP Fiori launchpad.

the Fiori user experience is undoubtedly a better one and is a user experiences consistent with SAP strategy and coherent with SAP S/4HANA and other modern SAP solutions.

The native Fiori-apps mainly cover compliance management, export, transit, and trade preference management.

Embedded Analytics for Work, Reporting, and Audit

Embedded analytics available in the Fiori apps. Not only do they efficiently communicate insight into the current state of business, but the analytics also works as an efficient way of filtering and focusing on the most critical tasks.

ORIGEN TECH: SAP Global Trade Services (GTS), EDITION FOR SAP HANA.

Advantages of the SAP GTS edition for Hana release

Improved concept of processing status, progress, and proposal

In some apps, like the Manage Export Declarations app, we introduce new concepts for processing statuses and processing proposals. Combined with generic SAP Fiori collaboration options, SAP GTS, E4H provides modern tools for team collaboration.

Document Number	Docu...	Yr	Processing Proposal	Processing Status	Registration Number	Legal Unit	Date of Declara...
<input type="checkbox"/>	1400000010	2022	Remediate Incompleteness	New		IDES US INC - Plant 1710 (VBS_US_001)	28.01.2022
<input type="checkbox"/>	1400000031	2022	Execute Message	Accepted	22DESIM14000000314	IDES AG Deutschland - Werk 1010 (VBS_DE_005)	18.04.2022
<input type="checkbox"/>	1400000000	2021	Remediate Incompleteness	New		IDES US INC - Plant 1710 (VBS_US_001)	29.06.2021
<input type="checkbox"/>	1400000010	2021	Remediate Incompleteness	New		IDES AG Deutschland - Werk 1200 Dresden (VBS_DE_004)	05.08.2021
<input type="checkbox"/>	1400000022	2020	Remediate Incompleteness	New		IDES US INC - Plant 1710 (VBS_US_001)	27.05.2020
<input type="checkbox"/>	1400000080	2020	Remediate Incompleteness	New		IDES US INC - Plant 1710 (VBS_US_001)	13.10.2020
<input type="checkbox"/>	1400000100	2020	Remediate Incompleteness	New		IDES US INC - Plant 1710 (VBS_US_001)	18.12.2020
<input type="checkbox"/>	1400000120	2020	Execute Message	New		IDES US INC - Plant 1710 (VBS_US_001)	03.11.2020
<input type="checkbox"/>	1400000140	2020	Remediate Incompleteness	New		IDES US INC - Plant 1710 (VBS_US_001)	15.12.2020
<input type="checkbox"/>	1400000010	2019	Remediate Incompleteness	New		IDES US INC - Plant 1710 (VBS_US_001)	12.04.2019
<input type="checkbox"/>	1400000020	2019	Remediate Incompleteness	New		IDES US INC - Plant 1710 (VBS_US_001)	25.09.2019
<input type="checkbox"/>	1400000030	2019	Remediate Incompleteness	New		IDES US INC - Plant 1710 (VBS_US_001)	03.10.2019
<input type="checkbox"/>	1400000000	2018	Remediate Incompleteness	New		IDES AG Deutschland - Werk 1100 (VBS_DE_002)	08.03.2018
<input type="checkbox"/>	1400000030	2018	Execute Message	Accepted	18CHSIM01400000030	IDES CH - Schweiz Werk Lausanne World Tr (VBS_CH_001)	20.03.2018

You can filter by entering selection criteria to generate your worklist.

You can see the worklist of export declarations that require further action.

Enterprise Search for Selected Objects

Enterprise Search allows you to search all structured data in an application in a unified way. This represents a vast improvement in data availability and user experience. With a reference entered in the search field on top, users can easily find all documents or master data elements sharing the same reference.

ORIGEN TECH: SAP GLOBAL TRADE SERVICES (GTS), EDITION FOR SAP HANA.

Advantages of the SAP GTS edition for Hana release

Renewed Trade Preference Management

- ❖ Management of long-term supplier declarations
- ❖ Preference Data Management for Product Identifiers. The ability to determine preferential origin on the batch level is a unique advantage of SAP GTS, edition for SAP HANA.

Integration with SAP S/4HANA 2022 Order to Cash

- ❖ Persistence of a license-type indicator in sales orders and scheduling agreements.
- ❖ Active push of trade compliance check results and status updates to sales orders and sales scheduling agreements.

Integration with SAP S/4HANA TM Advanced Shipping & Receiving (ASR)

- ❖ Enablement of sanctioned party list (SPL) screening, embargo checks, and legal control checks in freight units.
- ❖ Enablement of legal control checks in freight orders.
- ❖ Exchange of customs export-relevant information with freight order.
- ❖ Triggering of the closing of a customs transit procedure from a freight order.

ORIGEN TECH: SAP GLOBAL TRADE SERVICES (GTS), EDITION FOR SAP HANA.

Advantages of the SAP GTS edition for Hana release

Simplified Operations – SAP HANA Search in SPL

- ❖ Eliminating process steps after update of Sanctioned Party List Screening (SPL) lists
- ❖ Simplified configuration
- ❖ Faster processing

Platform & Technology

- ❖ The SAP GTS edition for SAP HANA is also a standalone solution, logically and physically separated from SAP ECC and SAP S/4HANA.
- ❖ It runs, however, on the strategic and future-proof SAP HANA platform.
- ❖ Faster processing through SAP HANA database; Hana-specific redesign of data structures.

Co-Deployment with S/4HANA 2022

- ❖ With SAP GTS, edition for SAP HANA 2023, co-deployment on top of SAP S/4 HANA will be possible.
- ❖ Co-deployment will enable significant savings in infrastructure. Lower operational costs for running SAP GTS, both on-premise and in the cloud.



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

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