



# Comparing SAP GTS and Oracle Global Trade Compliance

## Understanding Oracle Solutions

### What is the difference between Oracle Global Trade Compliance and Oracle Trade Management?

The main difference between Oracle Global Trade Compliance and Oracle Trade Management lies in the functional scope of each solution.

Oracle Global Trade Compliance is ideal for companies that need a robust solution to ensure compliance with international trade laws and regulations.

Oracle Trade Management is a more complete solution for companies that want to optimize and manage their entire global trade value chain.

### Oracle Global Trade Compliance

- Main focus on trade compliance at a global level.
- Helps companies comply with international trade laws and regulations, such as trade sanctions, embargoes and export controls.
- Functionalities include:
  - Tracking of shipments and transactions.
  - Screening of parts and commodities against sanctions lists.
  - Management of export licenses and authorizations.
  - Product classification and tariff harmonization.
  - Monitoring regulatory changes.

## Oracle Trade Management

- The most comprehensive solution that includes Oracle Trade Compliance as a component.
- It covers the entire global trade value chain, from order to delivery.
- Additional Oracle Trade Management functionalities:
  - Management of international orders and contracts.
  - International logistics planning and execution.
  - Visibility and control of freight and insurance costs.
  - International billing and collection.
  - Analysis of global trade data.

## Advantages of SAP GTS over Oracle Global Trade Compliance

According to the research made, the advantages can be separated into three central aspects: Functionality, Usability and Cost.



### Functionality

**Complete global trade management:** SAP GTS offers a comprehensive solution for all aspects of global trade, including customs compliance, trade sanctions, license management and trade intelligence. Oracle Global Trade Compliance focuses primarily on customs compliance and license management.

**Integrated processes:** SAP GTS integrates with other SAP systems, such as ERP and SCM, to provide a unified view of all global trade activities. Oracle Global Trade Compliance does not integrate natively with some other Oracle systems, such as:

## Oracle E-Business Suite

Oracle Financials

Oracle Procurement

Oracle Projects

Oracle Manufacturing

## Oracle Fusion Cloud Applications

Oracle Fusion Financials

Oracle Fusion Supply Chain Management

Oracle Fusion Project Management

## Oracle Warehouse Management System (WMS)

## Oracle Transportation Management (OTM)

## Oracle Global Order Management (GOM)

## Oracle Business Intelligence Suite (OBIEE)

## Oracle Business Analytics Cloud (OBAC)

## Oracle Siebel CRM

Integration with these systems can be done through customized interfaces or third-party solutions, and for cloud applications integration is easier than on-premise.



## Usability

### SAP GTS

**Intuitive graphical interface:** SAP GTS uses a modern, intuitive graphical user interface (GUI) with easy-to-understand menus and icons.

**Simplified navigation:** The layout of SAP GTS is organized logically, making it easy to find the functionality you want.

**Integrated help resources:** SAP GTS offers various help resources, such as tutorials, tips and documentation, which make it easier to learn and use the tool.

### Oracle Global Trade Compliance

**More complex interface:** Oracle Trade Compliance has a more complex interface, with menus and terminology that can be less intuitive for novice users.

**Less intuitive navigation:** The structure of Oracle Trade Compliance can be less organized, making it difficult to locate some functionalities.

**Fewer help resources:** Oracle Trade Compliance offers fewer integrated help resources than SAP GTS.



## Cost

**Lower total cost of ownership:** SAP GTS may have a higher initial cost than Oracle Global Trade Compliance, but it offers a lower total cost of ownership (TCO) over time due to the following reasons:

- **Efficiency:** SAP GTS's comprehensive functionality can help companies optimize their international trade operations, which can lead to cost reductions in areas such as logistics, transportation and warehousing.

- **Productivity:** The usability of SAP GTS can help companies increase the productivity of their employees, which can lead to cost reductions in areas such as labor and processing time.
- **Scalability:** SAP GTS is a scalable solution that can grow with the company's needs, which can avoid the need to invest in new solutions in the future.

**Flexible pricing options:** SAP offers a variety of pricing options to meet the needs of different budgets. Oracle Trade Compliance has a more rigid pricing model.

#### The main pricing options for SAP GTS are

- **Per-user licensing:** This option is ideal for companies with a limited number of SAP GTS users. The price per user varies according to the level of access and functionality required.
- **Per-core licensing:** This option is ideal for companies with a large number of SAP GTS users. The price per core is based on the number of CPUs on the server hosting SAP GTS.
- **Annual subscription:** This option offers a complete software and services solution for a fixed annual price. It is ideal for companies that want cost predictability and access to technical support and regular updates.

Oracle Global Trade Compliance, on the other hand, has a stricter pricing model, based on the number of users and the level of functionality required. The price per user varies according to the level of access and functionalities required.