

Global Corporations Recognize Savings Potential of Trade Compliance Improvements

Best in Class together with Average companies are twice as likely to be using an export or import compliance automation module as part of their GTM technology platform, says a new Aberdeen Group benchmark study titled "Global Trade Management Strategies: Surviving Growing Complexities in 2007".

Charlotte, NC ([PRWeb](#)) June 4, 2007 -- Best in Class together with Average companies are twice as likely to be using an export or import compliance automation module as part of their GTM technology platform, says a new Aberdeen Group benchmark study titled "[Global Trade Management Strategies: Surviving Growing Complexities in 2007](#)". Companies that currently have import or export compliance automation are 1.4 times more likely to have reported increased customs clearance speed. Best in Class organizations have been identified by their ability to manage total landed costs while maintaining adequate customer service levels with international customers.

Trade compliance and global supply chain visibility are the top priorities for improvement in GTM in 2007, according to the benchmark report. Aberdeen surveyed more than 200 enterprises for the study, which was partially sponsored by Integration Point, a provider of Global Trade Software solutions for some of the largest companies in the world.

Study participants reported the following priorities in trade compliance improvements in 2007:

- Improving total landed cost calculations: 57 %
- Strengthening C-TPAT compliance: 53 %
- Using preferential trade agreements more effectively: 48 %

"Companies are now looking at export and import compliance not only as a way to reduce penalties but as a tool that - if used effectively - can help lower total landed cost by maximizing the use of various types of free/foreign trade zones and preferential trade agreements", says [Viktoriya Sadlovska, a research analyst at Aberdeen](#) who authored the study. In detailed case studies featuring global manufacturers, the report showcases how companies have successfully implemented GTM technology to achieve significant savings and process improvements.

"The results of this research study show that companies across industries and in various geographic locations are realizing significant value from implementing GTM technology," says Tom Barnes, President of [Integration Point](#). "Obtaining benefits from deploying a GTM solution does not require a large, multi-year project. Organizations can identify opportunities to provide immediate savings, implement solutions which will help capture the low hanging fruit and then use the momentum realized by the recognized benefits to initiate additional GTM technology projects."

""Global Trade Management Strategies: Surviving Growing Complexities in 2007" is available for download at <http://www.aberdeen.com/link/sponsor.asp?spid=30410772&cid=3995>

About Integration Point

Integration Point, Inc. (www.IntegrationPoint.net) is a provider of Global Trade Software solutions for some of the largest companies in the world. Integration Point offers a suite of integrated products that facilitate visibility



and compliance for organizations managing international trade through Global Classification, C-TPAT, AEO, Import, Export, Denied Party Screening, Free Trade Agreement qualification and Duty Deferral Program participation around the globe. For more information on Integration Point, and the products they offer, call (704) 576-3678.

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