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Five Mistakes to Avoid When Screening Exports

Mistakes in exporting can be costly. To ensure your company is properly screening all exports, and avoiding the chance for penalties, avoid these top five common mistakes when screening your exports.

1. **Believing that screening is not needed** — US Census has made it clear — all exports must be screened. Regardless of the products or quantity shipped or who is on the ship to address, all exports must be screened prior to shipment. Violations for not screening can result in both criminal and administrative penalties.
2. **Performing an incomplete search** — A complete search includes screening not only the ship to address, or person, but also the product, company and other parties to a transaction. Many software solutions only provide one type of screening, but Census is checking to make sure you have screened for all potential threats. This includes shipping to embargoed countries, or shipping a product that could be used as a potential weapon against the US to a party that does not have government clearance.
3. **Using only a few lists for screening** — Only checking one or two lists does not satisfy the requirement for a comprehensive export screening. Make sure you are looking for possible denied people/companies, restricted products or embargoed countries on all government lists, and that you have an audit trail that can be easily retrieved to show your company has demonstrated “Reasonable Care” when exporting.
4. **Focusing on false positives** — False positives happen and the process of verifying those false positives can be cumbersome. Instead of focusing on the re-occurring false positives, use a system that provides an easy way to override false positives without slowing down the screening process or causing data to not be reported correctly.
5. **Utilizing only one search method** — Searching for denied parties correctly requires a thorough screening. If you only search for a person or company and ask for an exact match, you may be missing critical information. Be sure to perform searches using “exact match” and “phonetic match” to receive the best and most comprehensive screening results possible.

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