



BDO CUSTOMS

# A HOLISTIC APPROACH TO TRADE AND CUSTOMS SOLUTIONS







# LET'S GROW TOGETHER

Let's  
**grow**  
together

Brexit is now a done deal, so we can move on from preparing to coping with the actual situation. Whether you are now in a state of damage control or busy looking for perfection to increase your competitiveness, BDO Customs can help you to tackle the challenges you are (and will be) facing as of 1 January 2021. Not through specially created Brexit services, but simply by doing what we do best: helping our customers overcome the challenges in their international trade.

*“A company is made by its people. The individual development of talents is therefore crucial for the success of a company. Each day, we at BDO guide our customers as a 'gardener of talents' to let them grow as strongly as possible”.*

PLANT A SEED AND  
GROW **TOGETHER**



## INTRODUCING THE BDO CUSTOMS SAGA

A story of a self-steering holistic approach to Trade and Customs Solutions

1 SCREENING

2 ADVICE

3 GUIDANCE

4 ACADEMY

# 1 SCREENING



World trade is constantly growing, and how! Companies with multinational or cross-border activities must therefore always ensure that they tackle any problems correctly to avoid risks and costs. And there are more than enough risks. No matter how well you organise your customs activities, they are subject to a very strict legal framework that creates a great deal of complexity.

It is extremely important that you have insight into how your organisation operates. The fines that may result from non-compliance have both very high financial as well as far-reaching criminal consequences. In addition, you must organise everything as efficiently as possible to stay one step ahead of your competition. This is no simple matter! That is why, at BDO, we focus on customs-related screening that takes both the compliance aspect and efficiency into account.

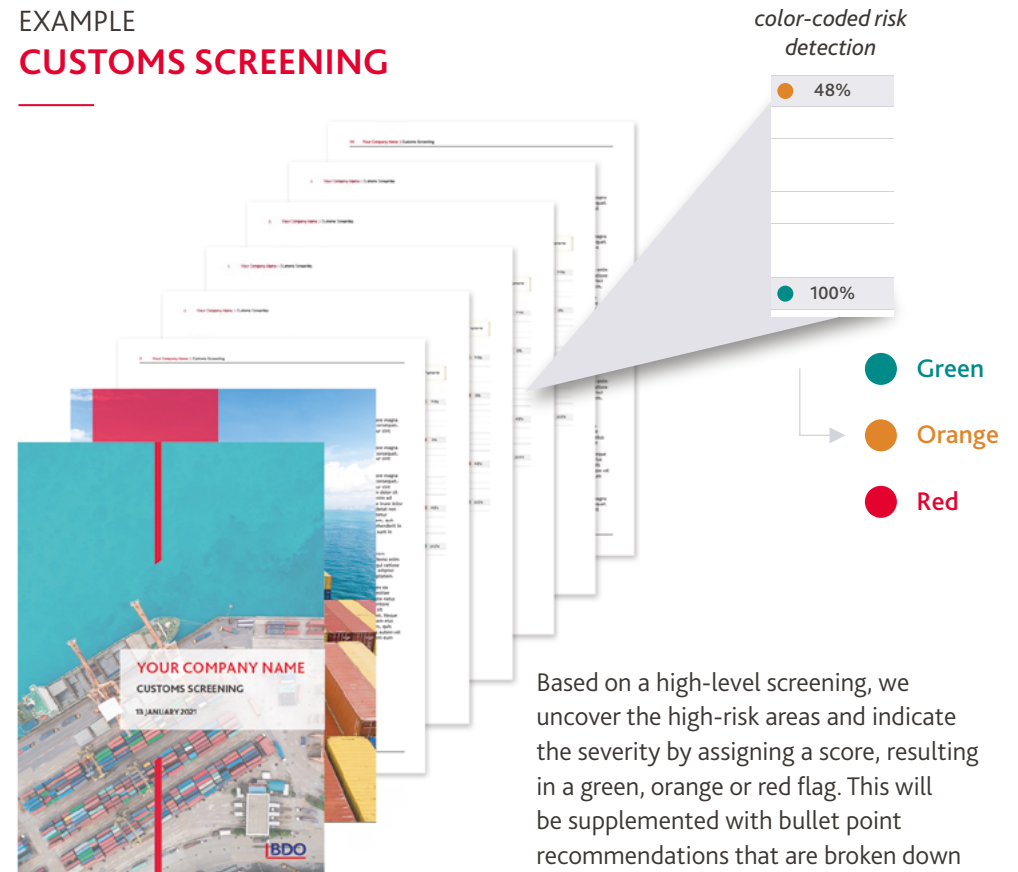
## COMPLIANCE

- Customs (import, export and transit)
- Tax & Excise duties
- Pre-declaration, declaration and post-declaration process
- Customs competences
- Brexit impact

## EFFICIENCY

- Customs functions (assessment of people, processes, technology and policy), with focus on cost savings
- Customs competences
- (Digital) Supply Chain
- Customs-driven business process and cost-saving analyses

## EXAMPLE CUSTOMS SCREENING



Based on a high-level screening, we uncover the high-risk areas and indicate the severity by assigning a score, resulting in a green, orange or red flag. This will be supplemented with bullet point recommendations that are broken down by level of urgency: 'urgent action' vs. 'to improve'.

This exercise is crucial to gain insight into how your organisation operates and to identify risks you further need to focus on.

# 2 ADVICE



A quick Google search gives you an abundance of information. However, that information is not always sufficient to answer all your questions. This is because a lot depends on the details and the specific situation of your company. Although information and advice may be closely related to each other, they are fundamentally very different.

Our BDO experts acknowledge this problem and bridge the gap between the two. With their objective and expert eye, they help you get started both with customs-related questions and with current developments that make their mark on the playing field on which you are active.

## CUSTOMS TECHNICAL ISSUES

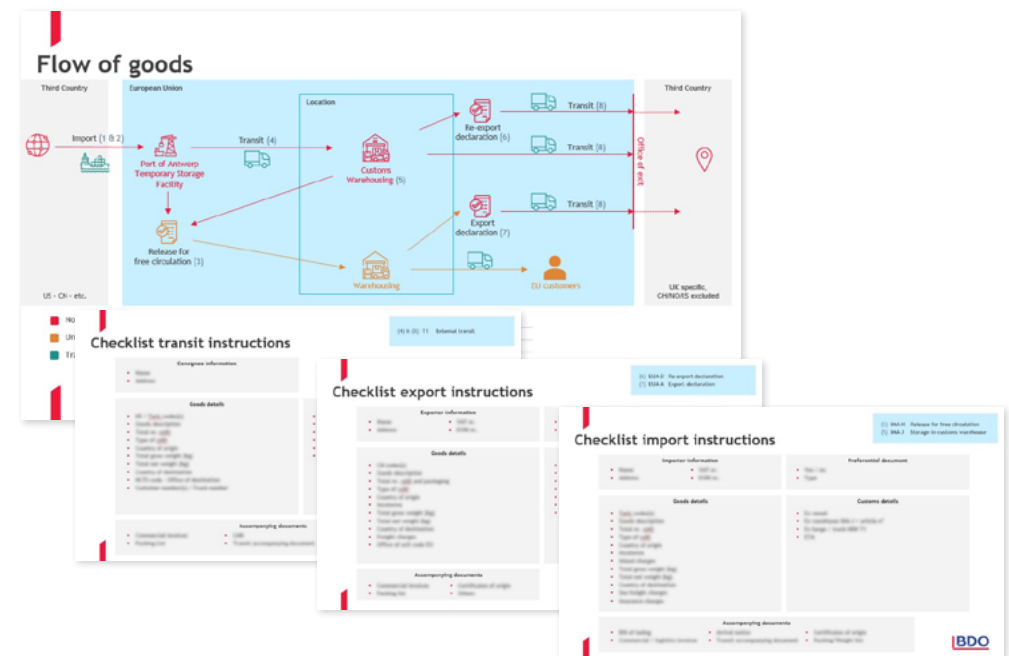
- Tariff classification
- Determination of origin
- Customs warehouse
- Customs valuation and optimisation, including interaction with transfer pricing
- Permit management: application procedure, changes in permit, relevance assessment
- Import and export control

## TOPICAL ISSUES

- Impact of COVID-19 measures
- Dealing with the consequences of Brexit

## EXAMPLE

### ADVICE ON FLOW OF GOODS/DOCUMENTS TO AND FROM CUSTOMS WAREHOUSE FACILITY



At BDO Customs, we think about how we transfer information to our customers in order to transform information into advice, completely adjusted to suit your needs. This example illustrates that one diagram is worth a thousand words. Pages and pages describing a flow of goods without being able to prevent confusions, replaced by understandable information that is referenced to the advice that has been requested.

# 3 GUIDANCE



As a result of internationalisation, customs has gained an ever more prominent business position. Consequently, this aspect, which is strongly influenced by the legislation, can no longer be viewed separately from the other business processes. Consequently, businesses are obliged to integrate customs into their daily activities as efficiently and effectively as possible.

It is no easy task because customs is very interwoven in all business aspects. This is why our BDO customs team is committed to tackling inefficiencies in your supply chain.

## AEO AUTHORISATION

- | Progress of the application process
- | Transformation into new functioning
- | Monitoring of AEO compliance: development of internal control measures/systems and notification of changes
- | Renewal of the permit (3-year follow-up audit)

## DIGITAL SUPPLY CHAIN SOLUTIONS

- | Warehouse and stock management (inhouse and outdoor drone solutions)
- | Data management and application integration (RPA/ API/ IPA)
- | Customs Process Governance and Management (Pre & Post) (RPA/ API/ IPA)
- | Digital supply chain architecture (end-2-end approach)
- | Intelligent document management (AI/ ML)

## (INTERIM) MANAGEMENT SUPPORT

- | Customs & Excise / Indirect tax / Supply chain & operations

## TRANSFORMATION

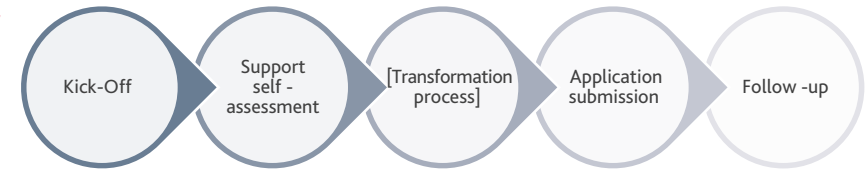
- | Compliance with forthcoming UCC obligations
- | Development of internal SOPs and internal/external SLAs

## INDIVIDUAL FISCAL REPRESENTATION (IFR) FOR THIRD-COUNTRY PARTIES

### EXAMPLE

## GUIDANCE AEO AUTHORISATION APPLICATION PROCESS

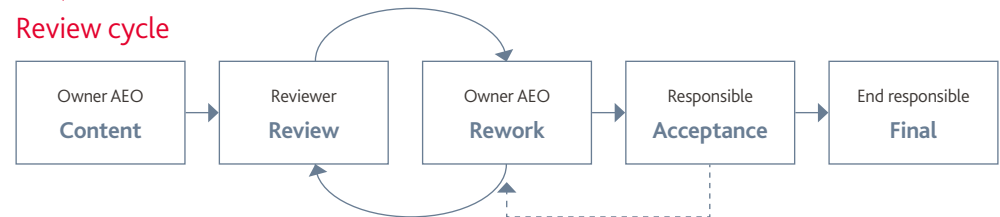
### Workflow



As completion of an extensive self-assessment questionnaire is the core activity of the AEO authorisation application process, it requires collaboration / commitment throughout the entire organisation to gather and correctly describe the requested information and to implement a transformation if necessary.

Seeing as this is such a crucial step, BDO focusses on interaction with its clients that enables a qualitative completion of this selfassessment. Our way of working to complete all mandatory questions is both straight-forward and flexible. We define clear steps of a **review cycle** that are linked to roles and responsibilities of the assigned stakeholders.

### Review cycle



# 4 ACADEMY



If you carry out customs activities, you are bound by a strict legal framework that brings with it a large amount of complexity. Your business performance and legal compliance depend very much on the knowledge and competence your employees perform their daily activities with.

Make use of our BDO customs scan in order to gain insight into the current competences. Or take a look at our extensive training offer: it contains a wide range of training courses that are fully tailored to your company and the needs of your employees.

Check out <https://bdoacademy.be/> for more information.

## SUBJECTS

Customs	VAT
Excise	Trade
Brexit	Etc.

## LEVELS

- Trade specifics
- Must-knows
- Basic

## TYPES



### E-learning

BDO Customs is your high-quality partner for an e-learning solution aimed at competence management within your company. We focus on blended learning programmes that you can set up as your company branded online platform.



### Open session (classroom – webinar)

We offer a wide range of pragmatic trainings, based on the experience and expertise of our BDO experts, that will help you keep up with the latest customs legislation and learn how to apply it to practice. Check them out on <https://bdoacademy.be/>. Didn't find what you are looking for? Contact us so we can discuss a **training on demand**.



### In-company

Do you want a customised approach or content? Tailored to your company? Are several colleagues interested in the same course? Do you want to discuss topics you would like to keep internal?

## EXAMPLE

### E-LEARNING: BDO CUSTOMS ACADEMY BLENDED LEARNING SOLUTION



#### Key Features

- Company branded
- Webinar integration
- Micro-learning
- Results overview after license expiration
- Co-creation
- Memo trainer
- Reporting & guidance
- And many more

#### Focus on competence management

Our method takes your employees on a learning path that considers their own needs and takes the worry out of your company.

#### COMPETENCE SCREENING

Screening of your employees' knowledge at different moments in their learning journey.



#### LEARNING GOALS

Linking exercises with learning goals to track when goals aren't achieved.

#### ADAPTIVE LEARNING

The learning process is the focus point in our working method and is tailored to the needs of your employees based on the competency screening and the learning objectives that (not) been achieved. For this, we use the principle of 'blended learning': microlearning, webinars and flexibility in training modules.





## Interested?

Then contact our customs strategy specialist: [customs@bdo.be](mailto:customs@bdo.be) or scan the **QR code**



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