

# Oracle Global Trade Management

Oracle Global Trade Management (GTM) is a unique global compliance solution that allows companies of any size and in all geographies to centrally manage their global trade operations. Oracle Global Trade Management enables companies to optimize, automate, and monitor cross-border transactions from a unified trade and transportation platform.

## Achieve global trade best practices

Does your organization suffer from a lack of cross-functional trade visibility and internal trade controls? Is it difficult to make informed and effective management decisions related to trade? Do manual processes result in costly delays or expose your organization to unnecessary compliance risk? Oracle can help.

Oracle Global Trade Management uses an integrated logistics framework, a solution that delivers unparalleled visibility and control over both orders and shipments. Oracle GTM enables companies to optimize and streamline business processes related to cross-border trade by layering trade data and milestones over the physical flow of goods. With well-structured compliance policies and trade automation tools to help implement and enforce, companies can begin to achieve best trade practices across and beyond the organization.

## Centralize and optimize trade processes for efficiency

Existing systems do not often support trade data, leading to a lack of support that introduces complexity in the sales order management, procurement and financial management processes. These inefficiencies lead to increasing costs and a higher level of risk. Oracle Global Trade Management acts as a centralized trade data repository for all legal, regulatory, and corporate trade compliance purposes. This centralized approach creates greater visibility and control over the end-to-end trade processes, eliminating silos and fostering information sharing. Capabilities include:

- **Global Trade Content Management:** Upload and manage all required global trade content required for key services, such as restricted party lists, product classification codes, and more. Working with a third-party content provider, Oracle GTM provides tools for automated upload and processing of trade content for immediate or later use. For more information, refer to the [Global Trade Content data sheet](#).
- **Trade Master Data:** Maintain trade related data such as item ID, description, and country of origin. Suppliers can upload product catalog and classification data directly, while brokers can download, update, or simply view product classification data and other required compliance elements for prompt and accurate Customs filings. Oracle GTM also allows users to store and manage

### Key features

- Automatic global trade content upload
- Centralized master trade data repository
- Easy and proper product classification
- Fast and accurate restricted party & sanction screening
- Landed cost simulation for sourcing decision making
- Leverage trade agreements to reduce duties and taxes
- Packaged integration with Oracle E-Business Suite for compliance screening
- Integrated sample flows with Oracle Cloud SCM and Oracle Integration

trading partner data such as end-use and end-user profiles, anti-boycott flags, registrations, certifications, and other compliance or security-related information for all your customers, suppliers, carriers, customs brokers, freight forwarders, and third-party logistics providers.

- **Event Management and Visibility:** Proactively manage the compliance events of orders and shipments. For example, automatically screen transactions for restricted parties, licenses and any other trade controls when received from the external system. Notify or alert users to potential problems instantly.
- **Business Process Automation:** Maximize productivity by automating processes using unique workflow agent technology. Workflow agents enable companies to model simple or complex processes to improve efficiency.
- **Reporting & Documents:** Oracle GTM utilizes Oracle Analytics Publisher to create reports and documents allowing customers to create their own documents or reports with the solution. A few examples are: restricted party audits, import/export summary reports, commercial invoices, or country of origin certificates for any country. Supporting trade documents can be uploaded, attached to transactions, and managed in Oracle GTM.
- **Packaged Integration with Oracle E-Business Suite (EBS):** Oracle GTM and EBS integration supports synchronization of item and party master data, as well as automated EBS sales order and delivery compliance screening.
- **Integration with Oracle Supply Chain Management Cloud:** Oracle GTM and Oracle Cloud SCM sample integration recipe is available through Oracle Integration. The baseline integration enables party, item and trade compliance screening in Global Trade Management of orders from Order Management and shipments from Inventory Cloud. This baseline integration can be extended to meet specific integration needs.

#### Key business benefits

- Accelerate cash flow
- Streamline processes through automation
- Provide visibility to trade data
- Mitigate compliance risk
- Increase productivity and efficiency
- Reduce costs
- Sourcing optimization
- Achieve best practices

## Ensure proper product classification for global compliance

Does your company have a need to maintain multiple types of product classification types and codes for different countries? Do you have redundant classification processes? Do third parties provide pre-classifications?

Oracle Global Trade Management offers a robust product classification workbench for users to classify items under multiple lists for trade in specific jurisdictions and follow any associated rules those commodities might be subject to for compliance purposes.

The following are examples of Oracle Global Trade Management capabilities:

- **Product Classification Determination:** Configurable determination logic in order to properly classify an item based on user-defined rollup classification criteria. For example, for assemble-to-order (ATO) items, Oracle Global Trade Management can automate the classification determination of the top-level (parent) item based on the classifications of all of the sub-components using rollup logic dictated by jurisdiction.
- **Guided Classification Tools:** Product classification lookup for multiple types of product classification codes, and returns the results in an easy-to-use tree or grid structure that highlights key words used in the search to easily identify the chapters where those words appear.

- **Product Classification Translation:** Quickly perform translation lookups for classifications of the same type (e.g., Harmonized Tariff Schedule or ECCN) to view related country target codes for the source classification code. Users can create product classification templates to easily assign items into a pre-configured classification structure.
- **Detect Invalid and Missing Classifications:** Easily identify if any of the existing product classifications used in the repository are invalid based on the most current tariff nomenclature. In addition, Oracle Global Trade Management allows users to search for items requiring classification.
- **Duty and Tax Visibility:** View the Duties, Taxes, and Fees associated with a product classification including those rates for preferential trade programs. Perform analysis of duties taxes applicable to certain country pairings to assist with decisions regarding sourcing your goods.
- **Product Classification Approval Workflow:** Once a product has been assigned a classification, Oracle Global Trade Management provides a powerful approval workflow process that ensures the assigned code is reviewed and approved to ensure proper classification.

### Mitigate compliance risk with next-generation screening

Laws in many countries require the use of compliance screening, both on the import and export sides of trade. The goal is to ensure that no goods are shipped to prohibited countries, organizations or individuals for national and international security purposes. Oracle Global Trade Management provides next-generation screening capabilities:

- **Restricted Party List and Sanctioned Territory Screening:** A configurable screening platform to optimize potential match results. The engine can be called at any point in a business process and offers different types of screening services for different milestones. Users can fine tune the fields screened, the thresholds, and the weights for proper match determination. Users can screen parties at the time of party creation, which ensures they are cleared for compliance when transactions occur. Restricted Party Screening Workbench allows users working in high volume environments to perform fast and efficient screening. In addition, work assignments to users in separate queues are also supported.
- **Flexible Matching Engine Options:** Matching engines can be used strategically to drive the potential match result. Oracle Global Trade Management offers four types of matching logic engines to satisfy screening requirements. One type is language agnostic, which can support the screening of double-byte characters often found in European and Asian languages.
- **Simplified Potential Match Resolution:** When potential matches occur, users can easily view the results and related information to make a quick and informed decision. This includes links to the Federal Register citations, alias information, agency list codes and more. Historical screening data and changes of a specific party can be viewed easily from various sources in one user interface.

The screenshot shows the Oracle Logistics Restricted Party Screening Workbench. The top section displays a table of parties with columns: ID, Party ID, Name, Company Name / Alternate Name, Address, Address Details, Party Status, Location ID, and Domain Name. Below this, the 'Matched Restricted Parties' section shows a detailed list of matches with columns: ID, Restricted Party ID, Name, Company Name, Address, Address Details, Screening Status, Match Factor, Agency Code, Service Preference ID, Ap By, and Federal Regulation URL.

Figure 1. Restricted Party Screening Workbench allows users working in high volume environments to perform fast and efficient screening

## Make optimum sourcing decisions

When trying to accurately calculate your Estimated Landed Cost considering all costs, Oracle Global Trade Management's Landed Cost Simulator has the ability to simulate different supplier offers to make optimum sourcing decisions. With the Landed Cost Simulator, users have the flexibility to create their own Estimated Landed Cost (ELC) formula including bank fees, commissions, customs brokerage fees and many more allowing them to be as accurate as they want with the ELC results. It is also possible to have the tool estimate each cost using pre-defined formulas providing a standardized ELC calculation. In addition, the solution provides visibility of financial benefits for Trade Agreements when displaying the estimated landed cost results for different sourcing options.

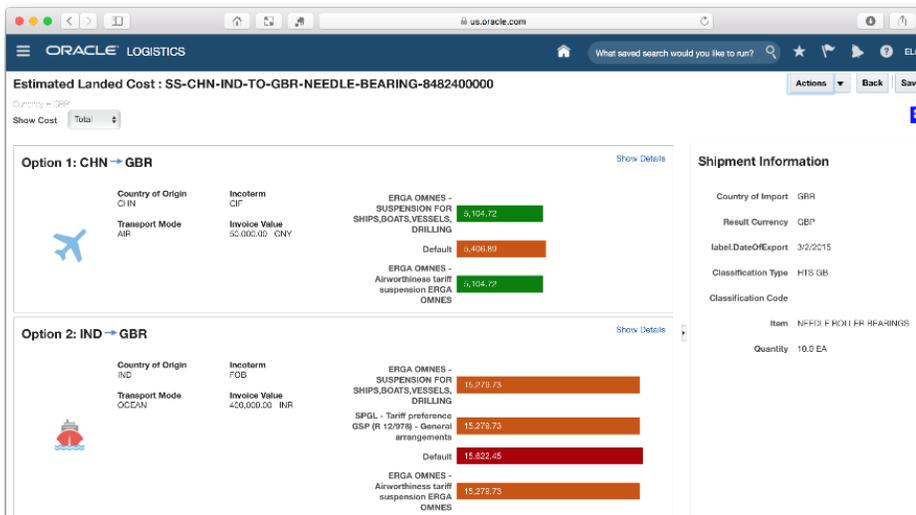


Figure 2. Landed Cost Simulator enables easy comparison of different sourcing options

## Leverage trade agreements for a more cost-effective supply chain

Managing trade agreements is a significant effort for most organizations that import/export qualifying goods, and organizations often sacrifice savings on import duties due to the significant paperwork required. You need a solution that allows you to proactively identify duty savings opportunity and easily turn that into action.

Oracle GTM provides a comprehensive solution for you to leverage trade agreements to reduce duties and taxes while lowering your team's compliance workload.

- Country of Origin Management:** Support tracking Country of Origin by inventory org or supplier site, and optionally leverage lot number, serial number, or inventory location tracking.
- Trade Agreement Eligibility Screening:** Identifies opportunity to save on duty and tax. When a new supplier is added, Country of Origin is updated or a product classification is assigned, the user can easily check if any trade agreement can apply. If any item is identified as trade agreement eligible, users can preview and compare potential duty rate savings.
- Supplier Solicitation & Campaign Management:** Create campaigns, notify suppliers, and track status automatically. The application will notify suppliers automatically with instructions on how to fill out forms, provide them with links to access the application, together with the deadline for submitting response. The Campaign Manager can track status and easily view and approve submissions. Each Campaign Line tracks information required for solicitation, such as the documents uploaded, origin & certificate data.
- Trade Agreement Qualification:** Qualify goods against the rules of origin for trade agreements around the globe. Easily qualify items and review the results or schedule a batch process to automatically qualify large volumes in the background. Review results in your workbench, and access detailed reports that explain exactly how your goods qualified. Generate, distribute, and archive any certificates of origin required to support your business needs.

The screenshot displays the Oracle Transportation and Global Trade Management interface. The top section shows 'Open Campaigns' with a table listing campaigns such as 'CETA CAMPAIGN' and 'NAFTA CAMPAIGN'. The bottom section shows 'Campaign Lines' with a detailed table of campaign items, including columns for ID, Indicator, Trading Partner Item ID, Product Classification Code, Party Site ID, Country of Origin, Trade Agreement ID, Qualified status, Preference Criteria, Regional Value Content Method ID, and Qualification Effective Date.

ID	Indicator	Campaign Type ID	Purpose	Effective Date	Expiration Date	Reminder Duration	Product Classification Type	Trade Agreement ID
KAC.20190305-00000001	○	CETA CAMPAIGN	COLLECT CETA DOCUMENTATION	2019-03-01	2019-04-30	14D DS	HTS EU	CETA
KAC.20190305-00000002	○	NAFTA CAMPAIGN	COLLECT DOCUMENTATION FOR IMPORTS UNDER NAFTA	2019-03-05	2019-03-31	7D BS	HTS US	NAFTA

ID	Indicator	Trading Partner Item ID	Product Classification Code	Party Site ID	Country of Origin	Trade Agreement ID	Qualified	Preference Criteria	Regional Value Content Method ID	Qualification Effective Date
KAC.20190305-00000002-0001	✓	PRESTIGE 2005SW	8518210000	PARADISE_MANUFACTURING_A	CAN	NAFTA	<input checked="" type="checkbox"/>	B	NET COST	2019-01-01
KAC.20190305-00000002-0002	⚠	PRESTIGE 95C	8518220000	PARADISE_MANUFACTURING_A	CAN	NAFTA	<input type="checkbox"/>			
KAC.20190305-00000002-0003	⚠	PRESTIGE 95F	8518220000	PARADISE_MANUFACTURING_A	CAN	NAFTA	<input type="checkbox"/>			
KAC.20190305-00000002-0004	✓	PRESTIGE 15B	8518220000	PARADISE_MANUFACTURING_A	CAN	NAFTA	<input checked="" type="checkbox"/>	C		2019-01-01
KAC.20190305-00000002-0005	✓	PRESTIGE 85F	8518220000	PARADISE_MANUFACTURING_A	CAN	NAFTA	<input checked="" type="checkbox"/>	C		2019-01-01
KAC.20190305-00000002-0006	⚠	PRESTIGE 45C	8518220000	PARADISE_MANUFACTURING_A	CAN	NAFTA	<input type="checkbox"/>			
KAC.20190305-00000002-0007	⚠	PRESTIGE 25S	8518220000	PARADISE_MANUFACTURING_A	CAN	NAFTA	<input type="checkbox"/>			
KAC.20190305-00000002-0008	⚠	PRESTIGE 75F	8518220000	PARADISE_MANUFACTURING_A	CAN	NAFTA	<input type="checkbox"/>			
KAC.20190305-00000002-0009	✓	PRESTIGE 1005W	8518210000	PARADISE_MANUFACTURING_A	CAN	NAFTA	<input checked="" type="checkbox"/>	B	NET COST	2019-01-01

Figure 3.. Campaign Management allows users effectively communicate with suppliers to solicit Country of Origin data to qualify for trade agreement

## Optimize Duty Savings with Trade Incentive Programs

Managing trade incentive programs, such as Duty Drawback, Inward Processing Relief, Bonded Warehouse, Free Trade Zone, Temporary Import Programs, and other similar regional trade programs, can be a complex and time-consuming task for businesses. Organizations often struggle to identify and capitalize on the duty savings available to them. You need a solution that helps you administer trade incentive programs, ensuring easy execution and streamlined compliance.

Oracle GTM provides a capability that is configurable to support one or multiple country-specific programs simultaneously, supporting both distribution and manufacturing operations.

- **Entry and Exit Matching:** Match program entries and exits based on flexible criteria, such as Item ID, Product classification, Serial num, lot num, etc, with support for substitution at various levels of the tariff when a program allows.
- **Program Compliance:** Validate all matches according to comprehensive rules, such as eligibility, period of discharge, authorized quantity and value, and more.
- **Balance Management:** Track status and maintain balances for the program based on entry and exit declarations or other applicable business transactions.

## Centralize worldwide trade compliance

Does your company find it difficult to manage all regulatory or internally mandated trade rules in your current trade environment?

Today, most organizations outsource trade compliance or manage it within a fragmented organizational structure. These approaches lead to challenges regarding visibility to goods, control of processes and product allocation, and overall supply chain cost effectiveness.

Oracle GTM's Trade Compliance capabilities offer advanced compliance screening and document management beyond just restricted party and sanction screening. Users can model their own unique trade compliance environment worldwide using the global approach and design for Oracle Trade Compliance. The solution also performs advanced compliance screening and control determination for licenses, exceptions, documents, and other internal or regulatory trade controls. Users also have the ability to manage the entire import/export license lifecycle. For more information, refer to the [Trade Compliance data sheet](#).

## Unify global customs management

Does your company have regional processes for managing various customs procedures? Do you find it difficult to manage all regulatory and partner mandated trade data in your current customs environment?

Today, most organizations look to regional brokers to manage customs processes thus having different business practices globally. This type of approach leads to challenges regarding maintaining common data used globally in multiple places, lack of standard control of procedures, and overall supply chain cost effectiveness.

Oracle GTM Customs Management capabilities enable companies to model their unique customs processes and procedures. Each company's approach is based on the specific industry, governing rules and regulations, commodities they trade, countries with which they trade, and the processes employed—whether import or export. Customs Management allows users to manage shipments, estimate expected duties and taxes, and create declarations and documents for customs filing or sharing with your broker. Additionally, Customs Management provides support for filing information with customs authorities, or handling two-way electronic communication with your customs broker or other trading partners. For more information, refer to the [Customs Management data sheet](#).

## Monitor performance management

Does your company know the volume of trade and the impact of compliance on the overall success of the business?

Today, many organizations don't have a complete picture of their total global trade risk exposure because the information needed is in other disparate systems. Without this centric visibility, companies are slow to evaluate how potential changes in trade effect their companies financial and compliance risk.

Oracle GTM has built-in Global Trade Intelligence capabilities which provides you with the information needed to understand what is happening in your business so you can achieve your organizational goals. Global Trade Intelligence is a customs & compliance focused business intelligence solution, that promotes better supply chain decisions by providing greater insight into both internal operations and trading partner performance. Global Trade Intelligence provides a dashboard view into the unique metrics by which your customs and compliance operation measures success. Users have the ability to modify existing formulas and create custom measurements. For more information, refer to the [Global Trade Intelligence data sheet](#).

## Standards-based architecture

Oracle Global Trade Management is built on a best-in-class, internet-based architecture that provides maximum flexibility and lowest total cost of ownership.

Internet Application: All Oracle Global Trade Management functionality is accessible via standard web browsers, enabling organizations to deploy globally with minimal effort.

- **Secure Collaboration:** Oracle's security model enables companies to collaborate with any trading partner – suppliers, customers, carriers, brokers, etc. – by enabling these parties to access relevant information and business functions in Oracle Global Trade Management, for example, suppliers can upload product catalogs and classifications, carriers can add relevant Customs-filing data to shipments, and Brokers can pull classification data.
- **Service Oriented Architecture:** Oracle Global Trade Management fully supports a Service-Oriented Architecture (SOA) for maximum business process flexibility. Companies can support their specific business process requirements by leveraging the solution's web services.

## Related products

Oracle Global Trade Management is a key component of Oracle Cloud Supply Chain Management solutions that work together to provide with a broad array of capabilities:

- Oracle Transportation Management
- Oracle Inventory Management
- Oracle Warehouse Management
- Oracle Internet of Things applications
- Oracle Intelligent Track and Trace

- **Scalability:** Oracle Global Trade Management's flexible architecture enables companies to start small and expand as necessary to support growth in users, transaction volume and business processes while maintaining high performance service levels.

## Integrated logistics platform

Oracle has a holistic approach to logistics management. Using a single system approach, which includes Oracle Transportation Management and Oracle Global Trade Management, Oracle is able to provide visibility to trade and transportation order and shipment data in one application. Additionally, a robust supply chain event management and workflow engine allows companies and their trading partners to share data and documents, and more effectively control what they need, when they need it.

- **Document Management:** Determine and produce the necessary trade documents and certificates for each transaction. Validate the availability of key data elements. Use auto-assignment logic to help populate missing fields. With both Oracle Transportation Management and Oracle Global Trade Management it is easy to produce documents that require both trade and transportation data to complete and produce.
- **Shared Data Model, Workflow, and Services:** Built on a common platform, data objects are shared between Oracle Transportation Management and Oracle Global Trade Management allowing trade and transportation teams to work off a single source of truth and maintain complete visibility over the shipment as it progresses. Shared workflow and services allow for execution of cross-functional processes and seamless sharing of documents and information.

## Flexible deployment options

A broad range of deployment and pricing options are available for Oracle applications. In addition to traditional, on-premises offerings, Oracle offers a comprehensive portfolio of modern cloud solutions, which provide customers with the widest selection of choices to meet their evolving business, IT infrastructure, and development needs.

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