



Beyond Compliance

Today's compliance managers are under tremendous pressure. As global sourcing expands, the trade function grows in importance. With that, comes scrutiny from all sides. Sarbanes Oxley, Customs, auditors, other departments in the supply chain, all put demands on the compliance department. **Accuracy in every detail is vital.**

A recent US Importer Compliance survey of ICPA members revealed:

- 97% are not using automated classification tools
- 38% do not have an electronic audit trail

Scenario 1: Your shipment is delayed at the border due to missing invoice information. The clock is ticking and it could cost you a customer.

Scenario 2: You had an error in classification. You end up paying additional duty plus fines that could add up to millions of dollars.

Scenario 3: You didn't take advantage of a Duty Reduction Program and left money on the table.

Scenario 4: Your audit trail walks out the door every night. Without backup, you won't be able to demonstrate "reasonable care" during a Customs audit.

Even innocent errors can stop your company cold.

Trade compliance isn't on the corporate sidelines any more – its strategic role in the company is growing and placing more demands on the trade function. Time and resources are short, so sometimes you have to make tradeoffs. But mistakes, missing information, delays, or overlooked eligibility can cost your company time, money, even customers.

Import Regulatory Compliance (IRC) – a key function in Global Trade Management – is a time-consuming, manual process with little consistency and no records to support decisions.

Until now. Trādiance has been designed by Customs legal experts and technologists to solve these challenges. Trādiance automates the IRC process to save you hours of effort and ensure that you have the right answers every time.



Feeling the Pressure?

What kind of shape is your compliance department in? Do you have rock solid processes in place for classification as well as determining eligibility for Duty Reduction Programs? Do you often find that you have to make trade-offs to keep up? Could you easily defend your decisions in an audit? Let's face it:

- HTS Classification is convoluted and time consuming
- Duty Reduction Programs are hard to manage
- Record keeping is a manual process

You need to make your IRC failsafe. Trādiance can help.

Trādiance takes the guesswork out of HTS Classification and Duty Reduction Program eligibility by guiding you to the answers. With Trādiance, you won't have to sacrifice speed for compliance.

Trādiance has developed the first audit-ready automated tools for Import Regulatory Compliance. This intelligent, rules-based approach enables even non-experts to use it with confidence. And you will be amazed at how fast it is.

About Trādiance

Headquartered in San Diego, California, Trādiance provides the first audit-ready automation tools for Import Regulatory Compliance.

Trādiance's patent-pending process reduces the risk and costs associated with importing goods by improving the accuracy of HTS classification and maximizing the use of Duty Reduction Programs. Trādiance guides users to precise, defensible and auditable classifications and DRP eligibility in just minutes. Software as a Service (SaaS) enables information-sharing and visibility throughout the supply chain.

www.tradiance.net

Trādiance was conceived by one of the nation's leading international trade specialists, Zisser Customs Law Group. Established in 1997, Zisser helps companies navigate the complex International Trade business and legal environment.

As import regulations became increasingly strict after 2001, many Zisser clients were ill-equipped to fully understand the rules around HTS Classification. With no safeguards against classification errors, companies often found themselves faced with hefty fines, delayed shipments, and missed opportunities to reduce import duties.

Zisser recognized that automated systems were necessary to help facilitate an ongoing compliance program. In 2007 they teamed with technology experts to create a vision for an open-architecture system that would automate all of the critical IRC processes – HTS Classification, Duty Reduction Programs, valuation, and country of origin – without requiring any specialized Customs knowledge.

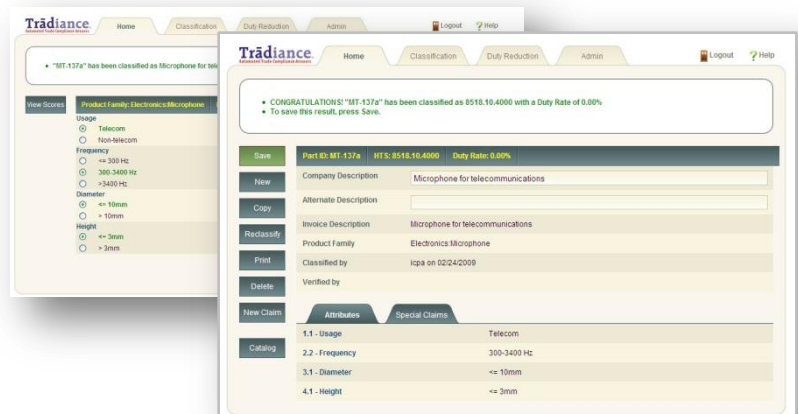


Accurate, Consistent and Defensible

The software architecture was guided by a simple premise – direct users to a precise answer while shielding them from the complex terminology and hierarchy of the underlying Harmonized Tariff Schedule and terms of the Duty Reduction Programs.

The resulting modules are *Trādiance Classifier* and *Trādiance Qualifier*.

- **Classifier** - derives a precise 10-digit HTS number using characteristics in your company's language
- **Qualifier** - qualifies the article for duty reduction based on answers to program-specific questions



With Trādiance, you can be up and running quickly. Since it's web-based, you don't have the hassle or costs of lengthy implementations or disruptions to your other systems.



Setting the Standard for Best Practices

The outcome is more accurate, defensible classifications and duty reduction claims in a fraction of the time. And it's all backed up by a complete audit trail, historical record and an industry-recognized Customs best practice.

| What you need... | What you get with Trādiance... |
|--------------------------------|--------------------------------------------------------------------------------------------------------------|
| Automate management of IRC | HTS Classification and DRP eligibility in a single online tool |
| Improve staff productivity | Pinpoints only questions you need to answer |
| Eliminate guesswork | Simplifies the overall classification process and presents product attributes in language you can understand |
| "Reasonable Care" for Customs' | Consistent, simple, repeatable, documentable IRC process — stay off Custom's radar |
| Contain costs | Eliminate surprises. Pay the correct duties every time; reduce risk of penalties and fines. |
| Strategic resource | Web-based tool enables information-sharing and visibility throughout the supply chain |
| Defensibility with Customs | Trādiance is backed by the Zisser Customs Law Group |

Trādiance – always on, always audit-ready. Contact us today to learn about how Trādiance can address your import regulatory challenges.