



Case Study Intrastat

Intrastat Outsource Solutions

Peter Versteegen, Accounting Manager at Accor Hospitality Nederland NV: "Accor is, at extremely acceptable rates, relieved of its Intrastat declarations. Thanks to Pincvision, Accor is now in control of compliance."

The Challenge

Just ask the Accor Group for statistics and they roll effortlessly off their tongue. Accor Hotels is one of the world's largest hotel chains, with various well-known labels such as Ibis, Mercure, Novotel, Sofitel and Formule1. Accor is represented on five continents and in nearly 100 countries, with a total of 4031 hotels and 485,331 rooms. Each year, Accor welcomes more than 32 million guests.

The CBS (Netherlands' Central Bureau for Statistics) however, has come knocking on Accor's door, requesting statistical information on the intracommunity delivery of goods, also known as "Intrastat" reporting. Accor had exceeded the Intrastat threshold value and was now required to file monthly Intrastat declarations. "How many key cards, clothes hangers, wardrobes, beds, newspapers, packaged candy, etc. had the various Accor Hotels purchased per month within the European Community? And which commodity code went with these products, what was their weight, quantity purchased, etc."

In spite of all of Accor's efforts and willingness to satisfy the Intrastat requirements, it appeared to be an insurmountable task. Collecting, converting and translating data into the information required for an Intrastat declaration implied such a heavy administrative burden that it had a negative impact on the financial division. The delay in submitting the Intrastat declarations only got worse, and the letters from the CBS started taking on an increasingly more threatening tone. A fine from the CBS appeared to be unavoidable. Reason enough for Accor to contact Pincvision.

Although the situation at Accor was not a unique one for the Pincvision Intrastat team, it was dire due to the threat of a fine. After all, Accor's backlog had since crept up, and they were now more than 18 months late. The potential fine which the enforcement office at the CBS can impose (Euro 25 to Euro 1000 for each day that the declaration is submitted too late) was therefore substantial.

Summary

- Above the threshold value, required to submit Intrastat report;
- After initial efforts, submitting the declaration proved to be a difficult task;
- Major administrative burden as a result of data collection;
- Late submission of the Intrastat means a risk of a relatively high fine.

The Results

Pincvision has made handling compliance requirements its core business, and in addition to Intrastat declarations, it also provides outsource compliance services in the areas of VAT, export documents, customs and environmental.

Since Pincvision prepares the Intrastat declarations on behalf of many organizations, it has developed a very good reputation, relationship and understanding with the CBS. The first step was therefore a constructive dialog with the CBS. Within this context, Pincvision notified the CBS that it would be preparing the Intrastat declarations for Accor, and provided a more detailed explanation of the Accor situation. The first results had already come in: the threat of a fine was placed on hold, and an extension was granted on the basis of the project planning indicated by Pincvision.

The next step was a project-based and pragmatic approach to the Accor problem. This is a problem that is certainly not unique. After all, compliance is not a core process for hardly any company. ERP systems and automation focus on the optimization of core processes, and not on the peripheral processes. "Hospitality" is core for Accor! The goods purchased serve a solely service-oriented purpose, and are recorded on the basis of quantities and price. Although detailed record-keeping is not required to support the core process, this is definitely essential for Intrastat purposes!

Applying its considerable expertise, the Pincvision Intrastat team enriched the data made available by Accor with weight information, commodity codes, etc. in order to generate a complete declaration, and then submitted this on Accor's behalf.

"Accor is, at extremely acceptable rates, relieved of its Intrastat declarations. Thanks to Pincvision, Accor is now in control of compliance" says Peter Versteegen, Accounting Manager at Accor Hospitality Nederland NV.

Summary

- Dialog with CBS led to an extension on the declaration and postponement of the fine;
- Detailed records of the process were created;
- Threat of a fine prevented!;
- Compliance in control, at acceptable costs;
- Accor is relieved from its Intrastat obligations.

Pincvision

Do what you're good at. That is the key to achieving success in business. For Pincvision, this is 'in compliance without borders'. We are the compliance expert in cross-border commerce. There are no limits to our knowledge, which covers the legislation and regulations for the entire EMEA region. And there are no limits to our services, which extend from advice, to the streamlining of processes and taking over the execution of these processes.

A business must focus on its core activity. However, there are also many activities and obligations which are not part of this core, yet are essential to the company's survival. Such as legislation and regulations when it comes to import and export.

This is where Pincvision can help. For you, compliance may be an inevitable burden. For us, it is our core business. After all, this is our core activity. Accor has experienced this first-hand, and now confidently leaves these processes to us.

Pincvision is a compliance expert when it comes to Customs, Intrastat, VAT, Environmental and Export Documents. This makes Pincvision a unique complete outsourcing solution for multinationals. Involved and reliable.

Also interested in carefree compliance? Call for an appointment: +31 (0)314 695 200 or send us an e-mail: info@pincvision.com or send us a request to receive our brochure.