

CUSTOMERS IN CONTROL



Case Study on Intrastat outsourcing

BENEFITS OF WORKING WITH PINCVISION

- Intrastat managed as a core business process
- One partner with short communication lines
- Save on compliance costs
- Centralized, controlled, full transparency and visibility
- Full oversight and insight in the status in all countries
- DEVI streamlines and automates the process
- Online archive with KPI information in dashboards

How Intrastat became an efficient centralized process with advanced control & oversight

Together with Helge Poets, EMEA Global Logistics Trade Compliance Consultant at a large multinational tech company, we look back at the transitioning of their Intrastat process.

Which benefits are experienced now that Intrastat is a process on its own, rather than an obligation picked-up by Logistics?

Helge said, “We used to have Intrastat declarations combined with our logistics activities. In 2017 we put a RFP onto the market for this total scope. When learning about Pincvision from a former colleague, I arranged an introduction.”

Helge continues: “We did not have one single Intrastat process in the past. We worked with different suppliers, through different processes, within different declaration schemes and methodologies. All taken care of by previous logistics service providers. These parties, all global players, do usually not handle Intrastat as a core activity, at least to our knowledge.”

Based on the reference, recommendation and assessing the market, we decided to pull Intrastat out of the RFP scope and award Pincvision the Intrastat business. This decision resulted in the transition to Pincvision where Intrastat is actually a core-business process.

BENEFITS OF A CORE PROCESS

Pincvision’s ‘DEVI solution’ (Declarations Environmental VAT and Intrastat) is designed to meet the challenging reporting requirements related to Environmental, VAT and Intrastat. “We have been dealing with the biggest players in the market in logistics. It was a new but very valuable experience to also work with a smaller company. We now have direct access to required information and resources, straightforward with short communication lines and escalation path.

Our access to DEVI provides us full transparency of our Intrastat processes in all countries. This was not the case in the past. This level of control, oversight and an efficient centralized process with 1 technical approach is a totally new situation for us. In the past we handed over the information in different formats, had 3 or 4 different technical approaches and many content requirements, varying from 10-25 data elements. With Pincvision we agreed 1 data set, for all 28 countries in the EU.”

TRANSFERRING MORE THAN 100 ENTITIES TO A NEW PROCESS IN A SHORT TIME

“We send all data to DEVI, where Pincvision does the aggregation, calculation and allocation of country relevant data. As local legislation requires.



“Still waiting for the big bang... Everything went too smooth”

ABOUT HELGE POTHS

- EMEA Global Logistics Trade Compliance Consultant
- Part of the EMEA Trade Compliance organization, that is part of Global Logistics which reports to Procurement.
- EMEA wide role. Helge takes care of common processes in the EMEA countries to ensure compliance to countries' regulations, focusing on the import matters.
- Works at the office located in Germany. Headquarter is in New York, USA. Multiple entities worldwide.

The data gets translated and transformed into country specific returns.

As of July 2017, Pincvision started onboarding and filing our Intrastat declarations. Beginning with 14 countries, consisting of +65 entities. The entities were set up according to an agreed plan. As of January 2018, the remaining 14 countries (50+ entities) were added and switched on in one go. Resulting in a centralized & controlled process.”

“A real challenge! I said all the time that I'm still waiting for the 'big bang'. Everything just went too smooth. In particular migrating the first 14 countries in 2017. I was waiting, when are we hit, when is the first biggest complaint? We had some minor things, but it worked very well!”

TRANSPARENCY AND VISIBILITY

“I now have oversight over all 28 Member States where we have Intrastat obligations. With one click in DEVI I am able to see when reports are being filed and with which content. So far, this has strengthened our control

posture. Where we formerly totally relied on our logistics partners, we now have more direct transparency and visibility.”

INTERNAL STAKEHOLDERS

“Our import compliance office is interested in knowing; did we submit in time, correct & complete? These are parameters and KPI's they are managing. With DEVI, I login to my dashboard and easily gather this information. This saves me a lot of time.”

BENEFITS OF PARTNERSHIP WITH PINCVISION

“A practical benefit that we experience is eliminating some local particularities. For example in Poland: with Pincvision we now 'all of a sudden' have the chance to report in English. Prior, we were always forced to report item descriptions in Polish language.

I can't pick just 1 or 2 important improvements. It really is the total Pincvision package. Obviously, reducing costs is a nice outcome. Like always in such projects we have a business case.”

WORKING TOGETHER AS A TEAM

“It's really a pleasure working with Helge and the team”, says Gert-Jan van Telgen, Director

Business Development at Pincvision.

“We always work with large multinationals, however the speed of decision making and the proactive and open dialogues with Helge and the team are very refreshing. They are truly committed and embraced the project. Resources were pulled in as needed. This supported the progress and realized optimization.”

IT INVOLVEMENT

A project like this always asks for cooperation by the IT team, because the required Intrastat data needs to be provided to Pincvision. The process is now arranged in such a way that transactional data is automatically being pushed to DEVI.

Helge: “Having IT people working with me on the project made things much easier. We had big and brilliant support of them. The advantage was that we were already running a query on our centralized system. So we had already some experience with writing such queries in our system.

To quote my colleague from IT: “It was not too complicated, not too difficult to set these reporting queries up in our environment.”



FUTURE PARTNERSHIP

Helge: “I hope it continues as it is now. We have open and straight talks, we have our regular interlocks and meetings. I also highly appreciate that Pincvision is visiting us.

I was recommended to Pincvision by my former colleague. No doubt that I will also recommend Pincvision to others. Words that describe Pincvision’s organization are:

- non-complicated
- straight-forward
- open
- frank
- responsive

Combine them all and they are your company brand!”

ABOUT PINCVISION & DEVI

Pincvision is the first and only company worldwide in outsourcing compliance processes around cross-border trade for large multinationals.

The combination of expertise, state of the art software applications, customer focus and a global scope makes us unique.

ABOUT DEVI

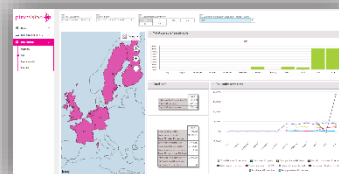
DEVI optimizes and automates trade compliance reporting processes. This ensures:

- process efficiency
- controls
- flexibility
- transparency

You can follow each step and status within your process. The online archive allows you to filter on country, entity and compliance reporting domain. It is even possible to view each individual step within the preparation process.

The dashboard gives you the visual insight you need on managerial level. You can easily see the number of returns due for a specific month and see the status of the returns.

Transparency & full control with one dashboard.



PINCVISION'S TRADE COMPLIANCE SERVICES

- **INTRASTAT**

Intrastat is often experienced as a time-consuming job that has to be done 'next to your other activities' and this process returns monthly. Fortunately, there is a partner to whom you can entrust your Intrastat declarations with confidence... The Intrastat specialists from Pincvision!

- **VAT**

Of all compliance areas in international trade, the VAT legislation imposes the strictest sanctions and the highest fines. And they can be retroactive. You want to avoid this risks and be VAT compliant? Ask Pincvision. We take care of your VAT registrations, VAT Return, Real-time reporting, ESL and Statistical Sampling.

- **CUSTOMS**

Knowing all about customs compliance matters and requirements is our core business. Avoid risks and be sure you are in control of customs compliance. Our Customs Knowledge Center contains among others: rules of origin, free trade agreements, classification of goods and export control compliance.

- **ENVIRONMENTAL COMPLIANCE**

Pincvision will help you with your registrations with environmental agencies & compliance schemes. Pincvision can take over your environmental product declarations, globally. We submit WEEE, Batteries & Packaging declarations in any country.

- **EXPORT DOCUMENTS**

Your export documents within 24 hours at any destination, anywhere in the world. Pincvision can issue the following documents for you: Certificates of Origin, EUR.1 Certificates, Legalized invoices, ATA Carnets and Certificates of Conformity.

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