# INFOSYS ORACLE GTM CLOUD SOLUTION

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For organizations involved in trading across the globe, issues such as conducting due diligence and meeting cross-border compliances are common. However, to remain competitive, these organizations need to optimize their global operations and instill efficiencies in trade management processes. This requires knowledge of the origin of the goods as well as seamless interactions with brokers, customs facilitators, government agencies, and logistics partners. Most of the existing information technology (IT) systems in such organizations cannot support these complex needs.

Today, global organizations are under increasing pressure to reduce supply chain risk and landing costs while improving the utilization of working capital, inventory turns, settlement predictability, and turnaround time. They need comprehensive Global Trade Management (GTM) solutions that offer lifecycle transparency, visibility into global operations and better supply chain management.

## Industry Challenges

Global organizations that want their trade management systems to remain compliant face significant challenges in adhering to complex and ever-changing regulatory rules. They need to:

- Adhere to dynamic regulatory changes such as Export Control Reform (ECR) 2013

- Identify non-compliant shipments

- Segregate in-house compliance knowledge

- Ensure real-time visibility, accuracy and predictability in the trade compliance

There is a pressing need for sophisticated IT systems that offer a single platform to manage enterprise logistics across all supply chains. However, most enterprises are unsure of how to successfully implement such solutions while addressing complexities of managing the infrastructure and software licensing, reducing development and application support costs, mitigating risk of obsolescence of IT systems, and delivering complex deployments.

## Infosys Oracle GTM Cloud Solution

Infosys has developed a unique cloud-based offering that provides a cutting-edge trade management solution aimed at helping global organizations meet the above challenges. Based on the Oracle GTM application, the Infosys solution combines ready-to-use scalable hardware with a pre-configured industry solution, thereby enabling companies to increase market share while reducing initial investment and risk. The solution is available on a hosted software-as-a-service (SaaS) model with plug-and-play platform-as-a-service (PaaS) applications that amplify the cloud solution. Leveraging its deep expertise, Infosys also provides end-to-end service offerings including implementation and extended support in a subscription-based model helping clients reduce total cost of ownership (TCO) and maintenance costs.

The Infosys Oracle GTM solution helps manufacturers and traders facilitate trade for products classified under the United States Export Control Classification Number (US ECCN) and United States Munitions List (USML). The solution also supports client-specific business and trade needs across various industry segments such as hi-tech, defense, retail, life sciences, aviation, etc.

# The Journey to GTM Cloud

As different enterprises have distinct goals for their trade management processes, Infosys has customized its GTM solution across three categories – **Cloud Standard, Standard Plus** and **Cloud Premium** – to deliver need-based deployment.

| | Cloud Standard | Cloud Standard Plus | Cloud Premium |
|---|---|---|---|
| **Business process and solution coverage** | • Centralized trade content data for parties and items<br>• Automates business processes such as:<br>Restricted party/sanction screening<br>Control screening<br>License determination<br>License lifecycle management<br>Customs shipments | *Cloud Standard features* along with<br>• pre-configured compliance solutions for products classified under US-ECCN and USML as well as any other trade-specific regulatory processes | *Cloud Standard Plus* features along with:<br>Automated export system (AES) filing<br>Landed cost simulator<br>Country-specific compliance rules |
| **Integration and bolt-on tools** | No external integration | • Enterprise resource planning (ERP)/external system integration<br>• Connectivity with customs house broker system | *Cloud Standard Plus* features along with<br>• local customs integration<br>• Bolt-on value addition tools such as mass upload tool and templates |
| **Reporting and custom solutions** | Out-of-the-box reporting for varied business requirements | *Cloud Standard* features along with:<br>Custom reports<br>Advance layouts and workflows<br>Business monitors/branding and user management | *Cloud Standard Plus features along with*<br>Global trade intelligence:<br>Dashboard<br>Key performance indicators (KPI) based reports<br>• Customer-specific custom solutions |
| **Timeline** | 8 to 10 weeks | 10 to 12 weeks | Approximately 18 weeks |

## Solution Highlights

- Preconfigured end-to-end trade solution tailored to meet industry-specific trade compliance management needs
- Supports collaboration and integration with all stakeholders, enabling easy information sharing of trade data and quick customs clearance to avoid supply chain delays
- Helps de-risk upfront investments
- One-stop solution for hardware hosting, software license, consulting, and support needs
- Flexible pricing model and lower TCO
- Integrates with different ERP applications and third party tools

## Business Processes Addressesd

- Seamless integration with trade content providers for trade data such as denied party list and product classification
- Denied party and embargoed country screening as well as robust resolution workbench
- Domestic and international order/shipment screening for trade compliance
- Export-import license determination
- License and license exceptions
- Trade license lifecycle management
- Transaction consolidation for trade documentation and customs shipment filing

## Business Benefits

- Reduces TCO by 15-30% with reduced hardware, licensing cost, rapid implementation, cost-effective support and maintenance. Allows the customer's IT staff to focus on strategic initiatives
- Faster time-to-market with 25-30% faster implementation compared to traditional approaches. The solution is pre-configured on cloud for targeted industry-segments with the necessary tools and accelerators for quick implementation
- Ready to use integration frameworks for carriers and partners, allowing ease of collaboration and rapid on-boarding of carriers
- Rapid return on investment (ROI) by capturing increased market share and gaining a competitive advantage with reduced initial investment as well as faster and easier deployment
- Real-time visibility and collaboration with stakeholders, thereby improving customer satisfaction and enabling informed decision-making

## The Infosys Difference

1. Extensive industry experience owing to partnerships with several marquee brands and leaders in their segments for the past 30+ years, providing them with best-in-class solutions

2. Flexible pricing model based on dynamic needs with a subscription-based model for implementation and extended support

3. End-to-end solution management by experienced professionals and domain consultants

4. Bundled service offering that includes cloud assessment and viability, migration methodology, industry-based pre-configured solution, user training, post production support, and business process outsourcing (BPO) support

5. Single point of accountability across solution and support domains

6. Extended support groups for application monitoring and issue resolution with additional support offerings for operational enhancements

7. Array of reusable components for project execution, functional/technical design, integration, migration, and training, thereby enabling rapid implementation methodology

8. Accelerators such as pre-built templates, questionnaires, videos, business process maps/flows, and mass upload tool for rapid implementation in 8-10 weeks

**ORACLE®** **Diamond Partner**

Infosys is a Diamond partner of Oracle, the highest level of partnership in the Oracle Partner Network (OPN). The privileged partnership recognizes Infosys' product specializations that solve complex business problems for customers, innovative business solutions with deep expertise in Oracle technologies and applications, and global reach.

Infosys and Oracle have established joint innovation centers at the Oracle Headquarters in Redwood Shores, California, and at the Infosys office in Shanghai. The joint innovation centers serve as incubation hubs for clients to experience and leverage our joint solutions that blend the latest Oracle technologies with the consulting and implementation expertise of Infosys.

*Infosys is GTM Cloud Certified partner of Oracle in North America*

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