



Process Automation Solutions for International Trade & Transport Compliance



eBook

Compliance Solutions

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Tensig is a Netherlands based Firm combining best-of-breed technology and data sources in a state-of-the-art business process automation platform

Empowering organizations with the ability to significantly reduce the complexity and risk associated with meeting their compliance screening and regulatory obligations



Tensig is founded on the belief that automation of knowledge work and improved support for knowledge worker is key to improving our standard of living.



We provide a platform in combination with open standards and best practices that enables organizations to implement a systematic approach for interpreting regulations and other normative sources, defining policies and deploying rules into day-to-day business operations.



Originating from projects for the Dutch government and research by the University of Amsterdam, our focus is on regulation/policy intensive domains like public sector, financial services and international trade.



Our customers must comply with an increasing number of requirements. These requirements do not only come from regulations, but also from company policies, contracts, and technical certifications.



Automation of knowledge intensive processes and supporting knowledge workers in making decisions requires knowledge, expressed in natural language text, to be encoded in machine-readable representations.

 **18.700.000 users**

 **13 Global partners**

 **Implemented in 37 countries**

International Trade & Transport Industry Compliance Challenges

International trade is complex. When trading across borders, dealing with multiple regulatory systems complicates trade. Each country has its own set of constantly updated regulations, procedures, and documents and transactions are subject to a broad range of policy domains, ranging from export controls, customs, health, safety to economy and environment.



To understand and adhere to a variety of global, national, and local rules and regulations. This includes laws pertaining to export and import, tariffs, sanctions, customs. Moreover, hundreds of millions of transactions screening are being performed every year. Compliance is not merely a legal requirement but can significantly affect a company's reputation and relationships with customers, suppliers, and governments. Hence, companies need to establish robust compliance programs, educate their teams, and ensure vigilant monitoring and updating of their practices in line with the ever-evolving international trade regulatory landscape. Compliance plays a crucial role in international trade, demanding businesses.

Compliance: Our Authorization To Engage In Business Operations



Growing Compliance Rules:

With a rapidly increasing number of compliance rules imposed by authorities, it's a constant challenge for businesses to stay updated and aligned.



Sanctions and Export Controls:

Strict adherence to varying sanctions and export controls across different countries and regions adds a layer of complexity to international trade.



Import Controls:

Import regulations and standards are equally diverse and are often subject to change, requiring constant monitoring and adjustment of business operations.



Varying National and Regional Regulations

With a rapidly increasing number of compliance rules imposed by authorities, it's a constant challenge for businesses to stay updated and aligned.



Compliance Documentation:

Maintaining up-to-date, accurate, and comprehensive documentation to prove compliance can be labor-intensive and requires rigorous organization.



Risk of Non-compliance:

The consequences of noncompliance can be severe, including fines, legal action, business disruption, and reputational damage.



Licenses and Permits

Obtaining and renewing necessary business licenses and permits in accordance with each jurisdiction's requirements is another compliance aspect that needs to be regularly monitored.



Evolving Compliance Landscape:

With international relations, policies, and trade agreements continuously changing, the compliance landscape is constantly evolving, requiring businesses to be adaptable.

Single Cargo, Multiple Data Streams



Multiplicity of Data Sources:

Industry stakeholders must sift through numerous sources of information when preparing or accepting shipments, leading to inefficiency and potential confusion.



Special Cargo Complexities:

Handling special cargo such as live animals, perishables, temperaturecontrolled goods, and dangerous goods requires referencing multiple specific, often disparate, information sources - increasing the risk for errors.



Regulatory Compliance:

Keeping up with various sanctions lists and temporary embargoes adds another level of complexity to the shipment process, requiring constant vigilance and cross-referencing of information.



Dual-use Items:

Military dual-use items present unique challenges due to the need for careful adherence to specific regulations and guidelines, necessitating the usage of even more sources of information.



Varied Standards:

Different states and operators have distinct rules and variations that must be accounted for when preparing shipments, further multiplying the amount of information to keep track of.



Risk of Errors:

With so many sources of information to manage, the probability of making mistakes increases, which could lead to delays, legal complications, or potentially harmful situations (especially in the case of special cargo).



Inefficiency:

The sheer time and effort needed to manage and cross-check all these different sources of information can take away from more critical tasks, thus reducing the overall productivity of industry stakeholders.

SILOS In The Logistics Industry

SILOS In the international compliance sphere present significant challenges. With fragmented data and processes, obtaining a comprehensive view of compliance activities becomes difficult. This lack of visibility hinders effective risk management and increases the risk of non-compliance. SILOS also impede information sharing and collaboration, hindering the implementation of consistent compliance measures and the sharing of best practices across international teams. This is due to the fact that there are numerous data sources, in which the data is not up-to-date. Overcoming these obstacles is essential for a streamlined and holistic approach to compliance, ensuring adherence to international regulations.

✓	Year	The system is old and implemented many years ago.
✗	Availability	The system does not exist in market.
✓	Updates	The vendor does not support the updates.
	Scalability	It is not possible to scale the system.
	Compatibility	It is not compatible with new system.
	Compliance	It is not compliant with recent standards?
	Data security	It does not support security patches.
	Performance	It is not efficient and productive.

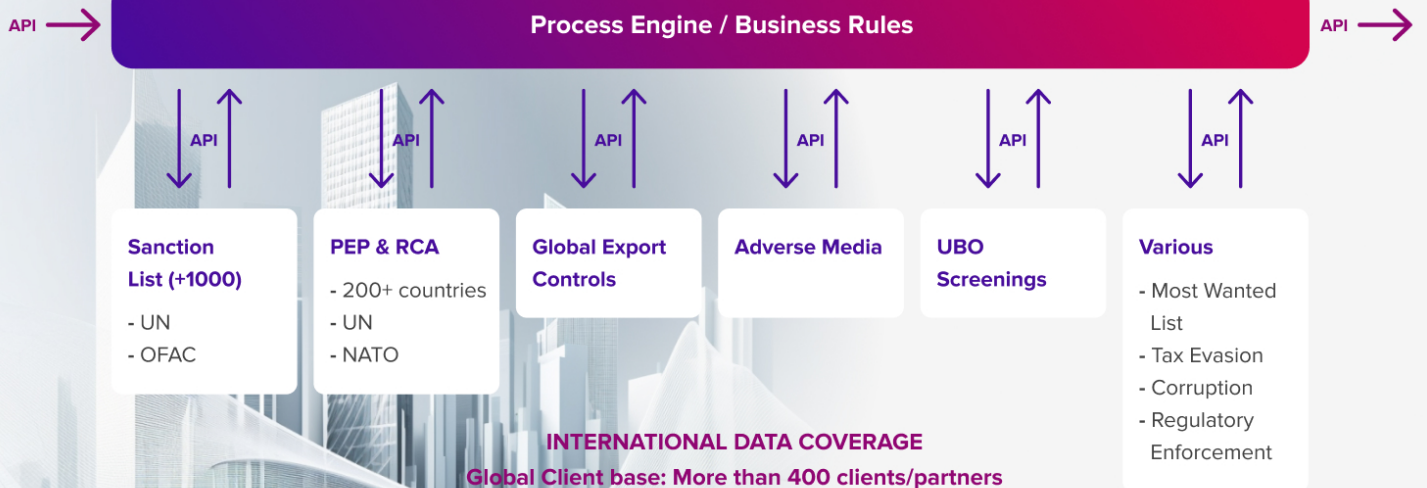
Screening

Highlights and Differentiators

- | | | |
|------------------------|----------------------------------|-----------------------------|
| 1. 100+ languages | 5. Real time data | 8. Scalable pricing |
| 2. 1,000+ watchlists | 6. Exportable reports | 9. Unlimited, free testing |
| 3. <5% false positives | 7. Lists Checked every 5 minutes | 10. New lists added monthly |
| 4. Automated workflows | | |

- Screening & Monitoring
- Supply chain/vendor Compliance
- Investigations and due diligence
- Transactions screening
- Risk assessment
- KYC/CDD
- Onboarding

- Compliance rapport
- Secure logging

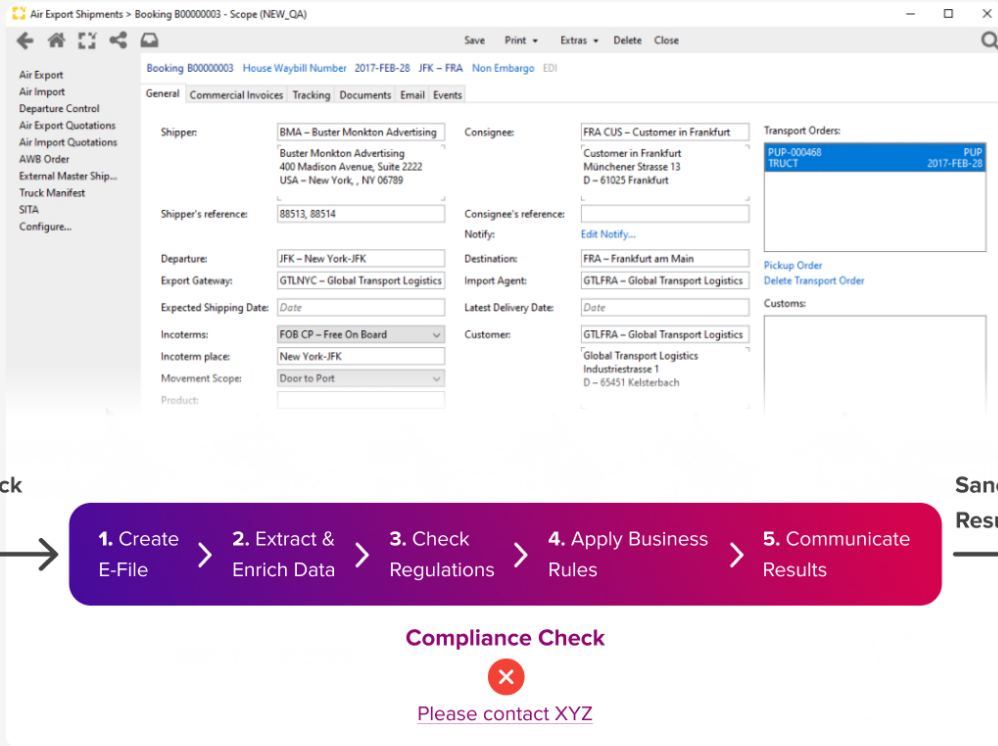


Our ITTS platform represents an innovative regulatory management solution uniquely crafted for the logistics sector, including freight forwarders, carriers, and customs entities.

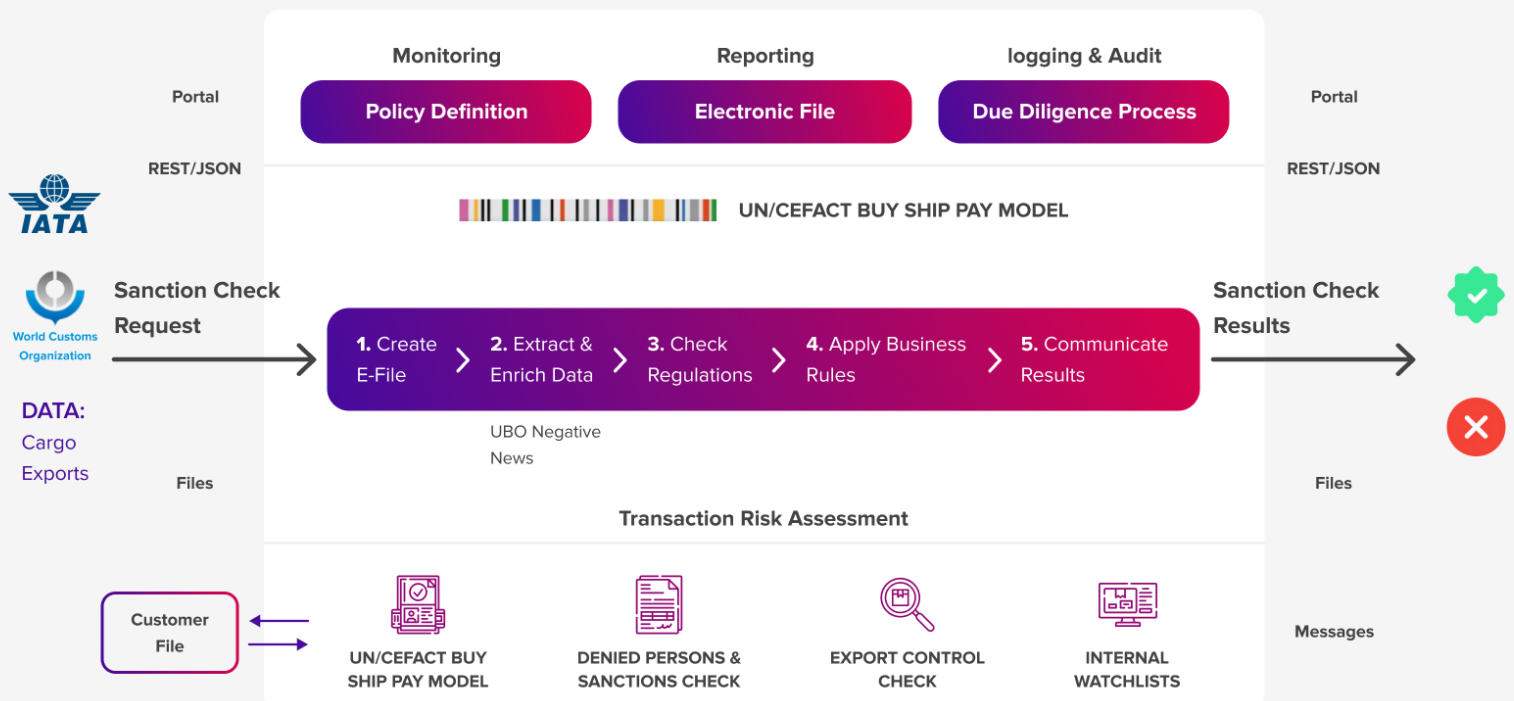
This system unifies best-of-breed technology and data sources in a state-of-the-art business process automation platform. It simplifies the intricacies of navigating diverse regulatory frameworks, ensuring your operations consistently align with the latest industry guidelines. With ITTS, managing your regulatory obligations becomes effortless, effectively reducing potential risk and promoting a robust screening and adherence strategy. This advanced platform, benefiting from top-notch technology and deep sector-specific insights, delivers a comprehensive set of tools fine-tuned to the distinctive demands of the logistics field. From freight forwarding to customs clearance, ITTS streamlines every aspect of maintaining industry standards, allowing you to focus on your key competency - ensuring the effective and secure transport of goods.

Our Process Automation Workflow

ITTS helps reduce the cost of compliance

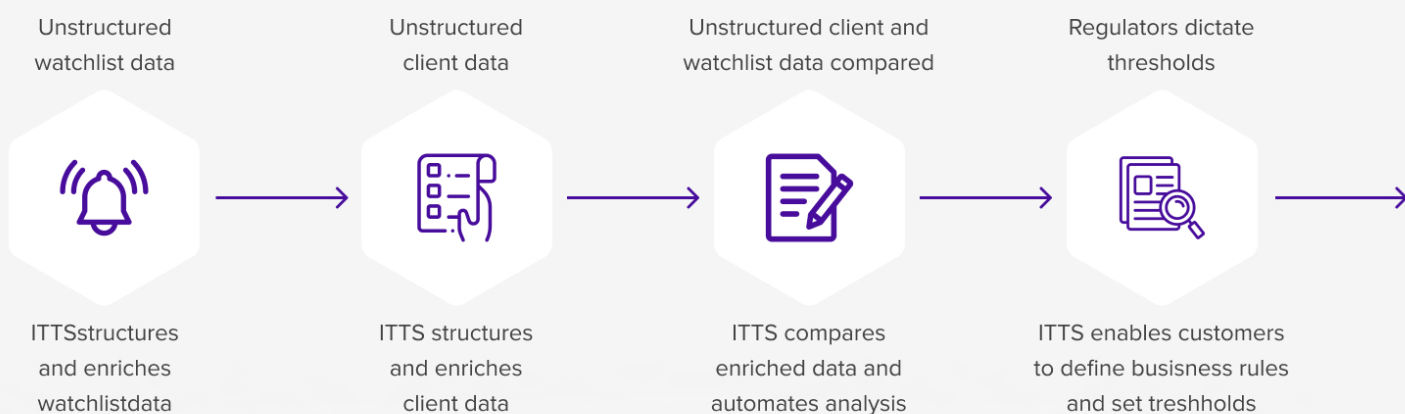


ITTS Version 3.2



ITTS denied persons and sanction lists

ITTS offers comprehensive sanctions, export control, law enforcement data and UBO data. We check over 1.000 publicly available lists and compliance data every 5 minutes. Our platform is powered by automated data ingestion, underpinned by a proprietary architecture, and easily accessible through powerful search capabilities.



Providing up-to-date data by checking publicly 1000+ lists for updates every 5 minutes.

Robust search algorithm for robust results while minimizing false positives, reversal, concatenation & punctuation.

Search in 100+ languages, even in Arabic, Farsi, Russian, English, Japanese, Korean and Chinese.

Superior data quality by automated data cleaning, standardization & extraction of key items from unstructured data



ITTS export control lists

Legal requirement to screen all transactions for export controls even though 99,9% of transactions are just fine. Each country has different export controls in place, and they require expert knowledge to understand.



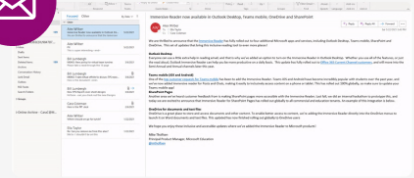
Record ID	Export Date	Ship	Search Term	Date	City/County	Region	Applicant	Shipment	Notes
1	4/15/2015	Industria	Acoustic Equipment	2015/04/15	San Jose	Costa Rica	Acoustic	Exporting	Acoustic equipment
2	4/15/2015	Industria	Acoustic Equipment	2015/04/15	San Jose	Costa Rica	Acoustic	Exporting	Acoustic equipment
3	4/15/2015	Industria	Acoustic Equipment	2015/04/15	San Jose	Costa Rica	Acoustic	Exporting	Acoustic equipment
4	4/15/2015	Industria	Acoustic Equipment	2015/04/15	San Jose	Costa Rica	Acoustic	Exporting	Acoustic equipment
5	4/15/2015	Industria	Acoustic Equipment	2015/04/15	San Jose	Costa Rica	Acoustic	Exporting	Acoustic equipment
6	4/15/2015	Industria	Acoustic Equipment	2015/04/15	San Jose	Costa Rica	Acoustic	Exporting	Acoustic equipment
7	4/15/2015	Industria	Acoustic Equipment	2015/04/15	San Jose	Costa Rica	Acoustic	Exporting	Acoustic equipment
8	4/15/2015	Industria	Acoustic Equipment	2015/04/15	San Jose	Costa Rica	Acoustic	Exporting	Acoustic equipment
9	4/15/2015	Industria	Acoustic Equipment	2015/04/15	San Jose	Costa Rica	Acoustic	Exporting	Acoustic equipment
10	4/15/2015	Industria	Acoustic Equipment	2015/04/15	San Jose	Costa Rica	Acoustic	Exporting	Acoustic equipment
11	4/15/2015	Industria	Acoustic Equipment	2015/04/15	San Jose	Costa Rica	Acoustic	Exporting	Acoustic equipment
12	4/15/2015	Industria	Acoustic Equipment	2015/04/15	San Jose	Costa Rica	Acoustic	Exporting	Acoustic equipment
13	4/15/2015	Industria	Acoustic Equipment	2015/04/15	San Jose	Costa Rica	Acoustic	Exporting	Acoustic equipment
14	4/15/2015	Industria	Acoustic Equipment	2015/04/15	San Jose	Costa Rica	Acoustic	Exporting	Acoustic equipment
15	4/15/2015	Industria	Acoustic Equipment	2015/04/15	San Jose	Costa Rica	Acoustic	Exporting	Acoustic equipment



ALERTS

BASED ON AVAILABLE DATA HS, CAS, ECN Codes and keywords

Providing up-to-date data by an expert team that monitors export control policies globally.

Dual Use determination

Retrieve data (AWB, Invoice, Export Declaration)

1. Consignee
2. Shipper
3. Route
4. HS / TARIFF / CAS / ECCN CODE



Determine rule-set that applies

1. Which jurisdictions
2. Which constraints
3. Which requirements



Confront data with rule-sets & publish results

- Potential dual use (1+2)
- License requirements (3)
- License validation (4)

Dual use categories

- **Category 0** – nuclear materials facilities & equipment (and miscellaneous items)
- **Category 1** – materials chemicals microorganisms and toxins
- **Category 2** – materials processing
- **Category 3** – electronics design development and production
- **Category 4** – computers
- **Category 5 part i** – telecommunications
- **Category 5 part ii** – information security
- **Category 6** – sensors and lasers
- **Category 7** – navigation and avionics
- **Category 8** – marine
- **Category 9** – aerospace and propulsion

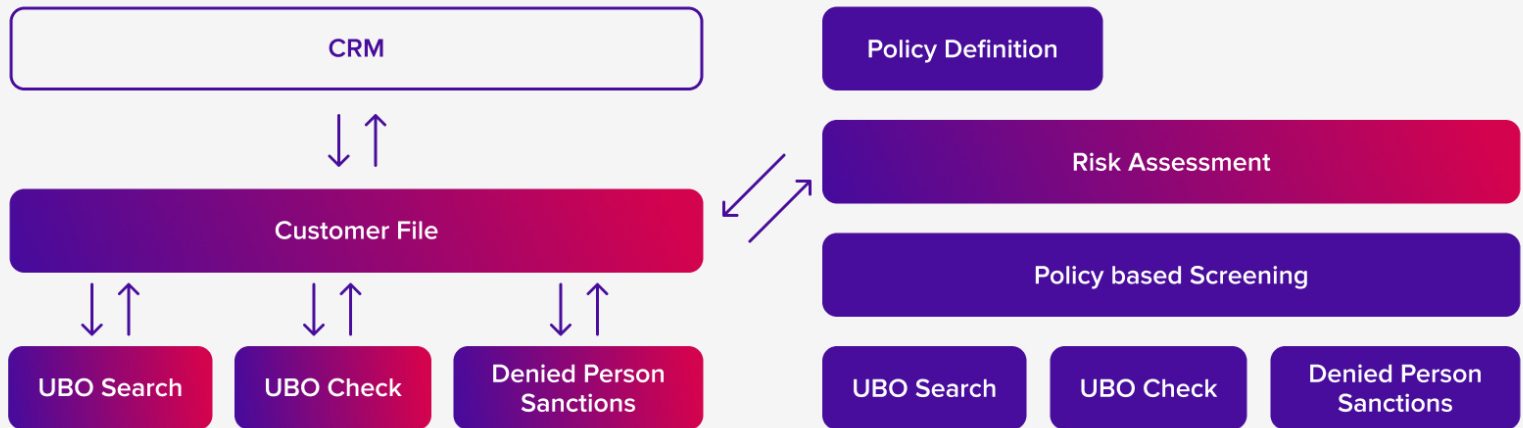
Our newest version has introduced numerous state-of-the-art feature

• Customer File

• UBO Search and UBO Check

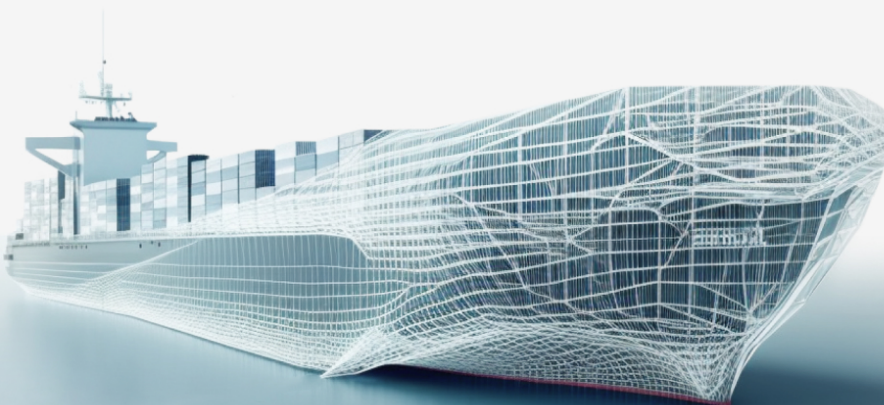
• Transaction Risk Assessment

• Policy based Screening



Freight Forwarders need to check each shipment for compliance with international regulations and must be able to prove this to the regulators. ITTS automatically checks for each shipment for compliance to export controls (1) and denied persons and sanctions (2) and builds an audit trail for each check.

Using the data from the Eu Commission we can assume that Freight Forwarders that use ITTS will only have to investigate the 20% of the shipments that ITTS flags. This will result in a 80% less manual dual use checks that need to be performed.



Positioning ITTS modules



ITTS - Cargo Compliance Advisor



ITTS - Transaction Screening

3.1

ITTS - Customer identification & verification

3.2

ITTS - Transaction Monitoring

Cargo Regulations Interpretation and Governance Infrastructure

Comprehensive – Integrated – Seamless - Flexible

Our newest version has introduced numerous state-of-the-art feature

COMPLIANCE COSTS ARE SIGNIFICANTLY REDUCED!!!

Freight Forwarders need to check each shipment for compliance with international regulations and must be able to prove this to the regulators.

Parameter	Value		Source
Cargo handling cost	2	euro/kg	KLM Cargo / Cargonaut
Number of shipments	6 Million	shipments	Schiphol
Total weight	1.700 Million	kg	Schiphol
Average weight per shipment	283	kg	
Average handling cost shipment	567	euro	
Average number of document checks per shipment	20	checks	KLM Cargo / Cargonaut
Average cost per document check	28	euro/check	

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Parameter	Value		Source
Average cost document check	28	euro/check	
Percentage save dual use check	80%	checks	EU report
Percentage saved denied parties and sanctions check	80%	checks	Assumption
Average cost saved per check	22	euro/check	
Average cost saved per shipment	44	euro/shipment	

Our Proposition:

Tensig combines best-of-breed technology and data sources in a state-of-the-art business process automation platform – empowering organizations with the ability to significantly reduce the complexity and risk associated with meeting their compliance and regulatory obligations..



With ITTS, you can establish company policies and effortlessly monitor:

The specifics of the trade or transport (goods, quantities, individuals involved)



The key players in the transaction (consigner, consignee, agent, financier, insurer, carrier)



The geographical details (origin, transit, and destination countries)

The intended end-use of the transaction



What sets ITTS apart:



A holistic solution, ITTS supports all facets of international trade, all modes of transport, and caters to both cargo and passengers.

A thorough solution, ITTS covers all regulatory requirements applicable to international transactions.



An integrated solution, ITTS seamlessly connects with your business processes and systems.



A background powerhouse, ITTS operates unobtrusively, automatically vetting transactions and requiring attention only for exceptions, while maintaining a complete audit trail of all transactions.



Experience The Tensig Difference Today

Let's just do a test run with your historical data and compare our results with your own results. We can execute this today, tomorrow or next week. We are stand-by for you. Are you also ready?

WE'RE AVAILABLE 24/7



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