Choose one of the options below

- I have experience in international shipping
- I have moved goods within the European Union only
How you can prepare your business for Brexit

Firstly, look into what it will take to change your **merchandise management and inventory systems**

Register as **Economic Operator (EORI)** and possibly as **Authorized Economic Operator (AEO)** and **Registered Exporter (REX)**

Now, consider updating or buying new **IT software** for communicating and storing customs data on both sides

Assess the requirements and amounts needed to increase your **guarantees**

**Train your staff** on customs and on changes to external trade rules

**Consider Exceptions** (e.g. safety and security measures, inspections)

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Firstly, look into what it will take to change your **merchandise management and inventory systems**

When your vendor is located in another country, however, and the goods must cross an international border, significant customs and tax issues may arise.

You will have to implement separate accounting of EU and UK products in your merchandise management systems.

**UPS® Customs Consultancy is there for you.**
Register as:

- **Economic Operator (EORI)**
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Among other things, it is necessary to get registered as:

- EORI to participate in customs procedures when exchanging information with Customs administrations

Depending on the terms of the post-Brexit deal between the EU and the UK, it can be beneficial to:

- Become AEO certified for simplification purposes to take advantage of certain easements in customs clearance
- Register as REX to get benefits of duty-free entry into the EU for products from specific origins

- Do I also need now a registration in UK or vice versa?
- What is the most efficient regulatory solution for my business?
- What can I do by myself to reduce the cost?
Now, consider updating or buying new **IT software** for communicating and storing customs data on both sides.

With Brexit you will have more shipments to customs clear...

Your software systems will need to be designed to help manage your customs processes and settlements with public authorities in every EU member state to:

- comply with regulatory requirements
- reduce delays and penalties at borders
- improve your delivery performance

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**How can I handle customs compliance and audits?**

**UPS® Customs Consultancy**

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**Who can support my business with all complexities?**

**STTAS**

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**How can I deliver the paperwork electronically?**

**UPS Paperless™ Invoice**

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**What if my systems should share data across business??**

**UPS Ready™ Program**

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Assess the requirements and amounts needed to increase **your guarantees**

There will be more situations where provision of guarantee is mandatory. Some of the relevant situations would be:

- **DEFERRED PAYMENT**;
- **RELEASE OF GOODS**;
- **MOST SPECIAL PROCEDURES**; AND
- **OPERATION OF TEMPORARY STORAGE FACILITIES**.

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- **DEFERRED PAYMENT**;
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- **OPERATION OF TEMPORARY STORAGE FACILITIES**.

**We got this.**

*UPS offers a wide range of services to support you on establishing guarantees.*

How can I make the payment easy for my customers?

**UPS® COD and iCOD**

Who can act on my behalf as importer of record?

**UPS® Importer of Record**

How can I deal with VAT complexities?

**Fiscal Representation**
Train your staff on customs and on changes to external trade rules

For maximum benefit, your staff will need education and training programs in specific customs law and procedures to meet your specific business requirements to minimise the risk of non-compliance.
Consider exceptions

- Ensure you comply with the safety and security measures in supply chain
- Assess procedures for sanitary, food, and plants inspections
- Set-up temporary export/import processes between the UK and the EU27

If you’re not sure where to turn, we can help:

- How can I continue trading Dangerous Goods after Brexit?
- What about moving alcohols between EU27 and UK?
- What about my returns from/to UK?
- UPS® International Dangerous Goods
- UPS® International Special Commodities
- UPS Returns™ Service
How can I identify the goods that require customs clearance?

UPS can get your business pointed in the right direction

- As a customs broker, UPS is capable of clearing shipments in many different ways, based on mode of transport, country regulations and local rules for Duty and Tax assessments. This includes the handling of special procedure codes and preferential regimes.

- Some items are restricted in certain countries, for which the UPS Special Commodities team will need to be involved.
How will Brexit impact exports between the UK and EU27?

All goods between the UK and EU27 will be subject to customs clearance.

- Exporting from/to the UK will be affected, however it is yet to be determined exactly what the effects might be.

- When exporting from the UK to the EU or vice-versa, you will need to provide a Commercial Invoice which outlines the goods you are exporting, as well as their commercial value. Also, you will need to pay duties based on this Commercial Invoice.

- Essentially, trading between EU27 and the UK post-Brexit is likely to add more complexity and become a time consuming process.
Ensure all your invoices are drafted correctly, meeting both parties’ requirements, so that packages move smoothly

The commercial invoice is a record or evidence of the transaction between the exporter and the importer. Once the goods are available, the exporter issues a commercial invoice to the importer in order to charge the other party for the goods.

The commercial invoice shall be prepared in the manner customary in the trade (i.e., a sales invoice between buyer and seller) and contain additional information as required by the importing and exporting country.

As one of the world's largest customs brokers, UPS has created the guide on the below link to help ensure fast and efficient customs clearance by breaking down the commercial invoice into easy-to-understand sections.

Download the Commercial Invoice Guide
What about VAT recovery?

- Export VAT for companies in B2B business will be recovered in accordance with the national legislation.

- Import VAT will be levied within the country of importation in accordance with the country legislation.

- UK suppliers might need to register in one or more EU member states in order to recover the import VAT.

- UK businesses may be required to appoint a local fiscal representative in order to be able to register for VAT in those other EU countries.
Economic Operators Registration and Identification number (EORI)

What is an EORI number?

- It is an identification number used by traders in all customs procedures to exchange information with Customs administrations - one common type of identification number across the EU, both for economic operators and customs authorities.

Who needs an EORI number?

- Any economic operator established in the customs territory of the Union needs to obtain an EORI number for customs purposes.
- Economic operators not established in the customs territory of the Union also need an EORI for a number of different situations.

How to get an EORI number?

- Please follow the EU EORI guidelines and/or the EU Commission’s website.
Authorized Economic Operator (AEO)

What is an AEO certification?

- It is a concept based on the Customs-to-Business partnership introduced by the World Customs Organisation (WCO). Traders who voluntarily meet a wide range of criteria work in close cooperation with customs authorities to assure the common objective of supply chain security and are entitled to enjoy benefits throughout the EU.

What are the benefits of AEO?

- Easier admittance to customs simplifications
- Fewer physical and document-based controls
- Easier access to import VAT deferment procedures
- Mutual Recognition with third countries
- Other indirect benefits (e.g. lower inspection costs)

How to get AEO certified?

- Please follow the EU Commission’s website
The Registered Exporter system (REX)

What is a REX certification?

- It is the system of certification of origin of goods that applies in the Generalised System of Preference (GSP) of the European Union since 1 January 2017 and which is meant to replace the existing origin certification system under trade agreements between the EU and other countries by June 2020. It is based on a principle of self-certification by economic operators who will validate so-called statements on origin. If the EU-UK trade after Brexit is based on preferential duty rates, REX certification helps reduce formalities.

Who can become a REX?

- To be entitled to make out a statement on origin, an economic operator will have to be registered in a database by his competent authorities. The economic operator will become a "registered exporter".

How to get REX certified?

- Please follow the EU Commission’s website
Then, check the way your customs records are setup and prepare for customs audits

Importer will need to ensure **customs compliance** on both sides of the border.

**UPS® Customs Consultancy**

is there for you to help ensure compliance and help you prevent fines and penalties.
Customs audits can result in duty adjustment and financial penalties going back for a certain amount of years.
Focus in compliance and continuous improvement:

- Support for foreign trade activities and compliance
- Management of all service providers in the supply chain
- Modular services, tailored to clients’ needs, its processes and systems
- Certified processes, based on ISO

STTAS can assist with the following areas:

- Export Control License Management
- Sanctions/Denied Party/Restricted Party Screening
- Import and Export Customs Compliance
- Customs Compliance Audits and Creating SOP’s
- EU, Russia/CIS, MENAT Support
- Product Safety REACH, RoHS, WEEE
- BREXIT
- AEO

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UPS Paperless™ Invoice enables customers to upload the commercial invoice/invoice data or other documentation for international shipments (while creating the shipping label) in order to streamline the customs clearance process.

- Minimise loss of documents
- Faster customs clearance
- Eliminates redundant data entry
- Use forms created in own system and simply upload during shipment creation
- Visibility of forms in Quantum View™ software

*Note that you may still be required to produce the actual commercial invoice (between buyer and seller) at a later date so maintain an original copy of it*
With the Ready™ Program you could reduce duplicated efforts, avoid key-entry errors and ensure consistency in customer information and experience.

UPS Ready solutions make this possible with third-party applications integrated with UPS technology tools.

With UPS Ready technology you can:

- Enjoy user-friendly, out-of-the-box solutions
- Streamline daily tasks from shipping to tracking
- Simplify operations with online order entry
- Give customers access to UPS shipping and tracking
**Cash On Delivery (C.O.D.)** allows customers to pay not only for goods when they are delivered but also for import fees.

**Would you like your customer to pay import expenses upon shipment delivery?**

UPS offers COD service enabling duty and taxes to be paid on delivery rather than in advance via online payment or bank transaction.

This service is also valid for Access Point deliveries for certain countries.
UPS offers a program to facilitate **Indirect Representation**, also known as IOR, to act on your behalf if the consignee will not be the importer.

Shippers may struggle to reach the markets on both sides (UK and EU27) if they have no legal entity at the destination country and the Consignee will not be the Declarant.

**UPS offers this service to help you trade between UK and EU27.**
UPS also facilitates Fiscal Representative for non-resident shippers to help them navigate the complexities of tax requirements on both sides.

It is still not clear what UK VAT requirements will be...

Let our VAT partners help with the administrative and fiscal obligations of your company.

So you can focus on your core business.
**TradeAbility™** processing provides solution to help manage the complexities of international shipping.

UPS TradeAbility service is available for use on ups.com (My UPS) or can be integrated into the customer's business applications with Web Services. It helps companies doing business internationally to address three primary international shipping challenges:

1. Determining all costs associated with an international order before the product is shipped;
2. Complying with trade regulations and
3. Understanding trade regulations.
Consolidated Clearance reduces customs clearance costs and simplifies international shipping.

What do I need to do to reduce cost?

- Multiple shipments to multiple consignees in a single country may reduce brokerage fees.
- Consolidated clearance can also simplify international shipping in countries with a burdensome export clearance process by producing one export declaration for the consolidated shipment.
World Ease™ Split Entry may reduce import taxes and brokerage fees through consolidation while individual clearance of low-value, unregulated goods may eliminate duties, taxes and brokerage fees.

- Shipment value is calculated on the master shipment, not the child shipment.
- Consolidating low-value goods and unregulated commodities into a single clearance may drive additional duties, taxes and brokerage fees.
- Processing them individually, if possible, may eliminate these fees.
UPS offers the attributes you should expect from your **dangerous goods** carrier

**UPS WorldShip®**

- Patented shipping technology that supports compliance goals
  - Provides a single solution to process and validate both air and ground shipments, all with real-time connectivity to your business systems
  - Validates data entry and streamlines the acceptance auditing process to ensure accuracy, speed and adherence to regulations
  - Increases acceptance rate and reduces delays, freeing up your time so you can focus on growing your business

**Application Programming Interfaces (APIs)**

- Easy-to-integrate APIs help promote compliance if you are not using WorldShip
  - Dangerous Goods API\(^1\) – verifies that Dangerous Goods shipments meet regulatory requirements, and makes chemical look-up straightforward
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- Standard ISC (e.g., beer and wine)
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UPS helps its customers grow their businesses by creating a better customer experience through convenient returns solutions that differentiate them from their competition.

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All UPS service levels and UPS technology are applicable – combine the option you need to meet your time and budget commitment.
To assist companies UPS recommends the below checklist to start preparing for Brexit

1. Firstly, look into what it will take to change your **merchandise management and inventory systems**

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3. Now, consider updating or buying new **IT software** for communicating and storing data on both sides

4. Consider Exceptions (e.g. safety and security measures, inspections)

5. Train your staff on customs and on changes to external trade rules

6. Assess the requirements and amounts needed to increase your **guarantees**

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Thank You.

BREXIT@ups.com
How you can prepare your business for Brexit

Firstly, consider buying a **merchandise management and inventory systems**

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Assess the requirements and amounts needed to establish your **guarantees** to ensure trade post Brexit

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**STTAS**

Who can support my business with all complexities?

**UPS Paperless™ Invoice**

How can I deliver the paperwork electronically?

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Who can become a REX?

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Applying — at origin — a destination shipping label for each ultimate recipient

Consolidated clearance can also simplify international shipping in countries with a burdensome export clearance process by producing one export declaration for the consolidated shipment.

Breaking the shipment apart in the destination country

Immediately sending each package to a fulfillment distribution center, or the end consumer
World Ease™ Split Entry may reduce import taxes and brokerage fees through consolidation while individual clearance of low-value, unregulated goods may eliminate duties, taxes and brokerage fees

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**UPS offers the attributes you should expect from your dangerous goods carrier**

- **Top-notch compliance**
- **Comprehensive transportation**
- **Robust and easy-to-use**
UPS clears a wide range of **International Special Commodities (ISC)** with customs brokerage and delivers the commodities reliably, securely and legally

- Standard ISC (e.g., beer and wine)
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To assist companies UPS recommends the below checklist to start preparing for Brexit

1. Firstly, look into what it will take to change your merchandise management and inventory systems

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