

Enterprise Global Commerce Management

Enterprise Global Commerce Management (**eGCM**) incorporates operational workflow, financial and asset management, regulatory and business compliance, global logistics execution, auditing and payment, analysis and reporting, and collaboration...all within one integrated and synchronized environment.

Global commerce management allows full command and control over the multiple supply chain networks, each involving many and often-disparate suppliers, service providers, compliance regimes, and sources of information that make up a company's global commerce environment. Executing successful **eGCM** requires a solution that

provides visibility of the entire supply chain and the associated business and regulatory compliance, cost elements, total landed cost, invoice auditing and payment, and banking functions.

Today, most global commerce IT solutions provide enterprise functionality that commonly falls into global trade management (GTM), visibility, and/or compliance. The current solution offerings address some of, but rarely all, the critical global supply chain activities such

as visibility, shipment tracking, regulatory compliance, financial settlement, documentation management, total landed cost, and freight auditing and payment.

The trend today is to manage global commerce at an enterprise level. However, the current solutions fail to deliver the breadth of functionality and integration capability necessary to achieve **eGCM**. **eGCM** has not evolved because the current offerings do not adequately integrate the activities enumerated above with the enterprise's core operational and financial activities.

Whether the current solutions are provided in a traditional license or SaaS model, they all depend on the enterprise systems to provide the infrastructure to integrate and synchronize the data. However, in most instances the enterprise systems are not granular or cost effective enough to achieve the levels of integration and synchronization necessary to provide a comprehensive **eGCM** solution.

Achieving **eGCM** requires organizations to rethink the way

they manage their global supply chains so that they optimize the value opportunities presented through enhanced inventory and financial asset deployment, and efficient operations across the enterprise and external partners. The current GTM solutions supporting global commerce provide a spectrum of solutions from narrow point to broad "enterprise-lite" solutions and help companies partially achieve their global commerce management objectives.

Companies that are best-in-class have brought together multiple global trade solutions. They **achieve best-in-class eGCM through costly integration of the disparate processes into their enterprise solutions**. The cost of achieving true enterprise global commerce management has generally been very costly in terms of expenditures and IT talent and beyond the scope of most organizations.

Blinco Systems Inc.'s (BSI) 3rdwave GCM (Global Commerce Management) solution delivers the next generation of **eGCM**. Built from a unique holistic global commerce perspective, 3rdwave GCM integrates all processes and synchronizes all information, delivering command and control capability over the entire global supply chain environment. 3rdwave GCM delivers the ability to seamlessly integrate the organization's physical and financial resources to enable operators and managers to view, orient, decide and act with optimal organizational effectiveness across their global supply networks.

3rdwave GCM solutions have four foundation keystones in support of **eGCM** command and control.

1. **Comprehensive global data repository** – 3rdwave GCM global data repository provides the infrastructure to integrate, create, and manage all terms, conditions, rate tables, compliance rulings, and trade data in support of
 - a. operations execution
 - b. global supply chain visibility
 - c. total landed cost management
 - d. business and regulatory compliance
 - e. analysis and reporting

These deliverables ensure visibility of the status of all operational and financial transactions across the global supply chain in a near real time operational environment.

2. **Powerful execution management** – Continuous execution improvement drives and streamlines global commerce. 3rdwave GCM execution tools bring together the vital components of global sourcing and distribution, global trade management, global financial management, trade compliance, global logistics, and total cost management in a tightly integrated and synchronized process environment, ensuring full organizational control.
3. **Dynamic Reporting and Analytics visualization** – 3rdwave

Benefits

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GCM visualization tools provide the personalized views needed by all involved actors as to what is happening across the global supply network, ranging from event monitoring, workflow and exception-based alerting to highly sophisticated reporting, analytic and benchmarking tools. The more simple visualization tools provide the operator or manager insight into statuses directly related to their scope of work. More sophisticated reporting and analytic tools add the layers of increasing contextualization to the information with the value-add of dynamic orientation.

4. **Collaboration** – 3rdwave GCM collaboration tools build on web 2.0 structures, allow users to create teams/communities on-demand, around specific tasks, issues or projects. The collaboration tools go beyond traditional document sharing to support virtual meetings among knowledge holders and actors that efficiently optimize results across the entire supply chain

Benefits of eGCM

3rdwave GCM eGCM solutions provide organizations unprecedented ability to manage their global commerce enterprise environments from one integrated and synchronized command and control application. With all the requisite information synchronized and directly available for supply chain execution and process control, visibility, integrated workflow, regulatory and business compliance, cost and financial controls, analysis and reporting, BSI's client's achieve:

- More optimal global inventory positioning and efficiency
- Lower total overall cost of goods
- Increased operational global supply chain efficiency
- Higher levels of international regulatory compliance
- Customs filing and reporting compliance
- DHS compliance
- Stronger supplier and service provider visibility and influence
- Increased levels of customer service
- Control over financial obligations and cash flow management
- Detailed, flexible, targeted reporting
- Powerful collaboration across the global supply networks

eGCM Clients

3rdwave GCM enterprise global commerce management solutions are targeted for companies involved in global commerce that include the functions of global sourcing, manufacturing and distribution (international and domestic) and require a comprehensive integrated GCM solution, rather than multiple disparate point solutions. BSI's clients range from SME's to Fortune 500 companies (Import, Export, Global Logistics departments).

Companies that have implemented 3rdwave GCM are recognized as "best in class" leaders in their verticals. They maintain leadership by managing their global supply chains and global commerce activities more effectively and efficiently than their competition. They consistently deliver higher levels of customer service, more optimal inventory control, and lower total cost of product and operations through superior global supply chain operations execution, information accessibility, analysis and reporting.

eGCM Rapid to Implement, Quick to Value

3rdwave GCM solutions take between 3-9 months to implement. Typically, the ROI for a 3rdwave GCM solution is 100% within 6-12 months and 200% within 12-18 months.

BSI – Continuous eGCM commitment

BSI is a recognized leader in eGCM and has been delivering integrated, synchronized command and control solutions for over 20 years to SME's and divisions of Fortune 500. BSI consistently delivers high levels of global commerce control, operations efficiency and effectiveness, global supply chain inventory optimization and lower total landed cost capabilities – all at a very affordable price. Our client's long-term loyalty speaks volumes about our leadership.

BSI's 3rdwave GCM solutions deliver eGCM command and control capability that streamlines, synchronizes and optimizes a company's people, processes and technology – through operation efficiency, visibility, analysis, reporting and collaboration. The results are organizations that are highly flexible and adaptable to a rapidly, ever-changing and competitive global environment.

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