

SAP Solution Brief
SAP GRC Global Trade Services



ITAR COMPLIANCE WITH SAP® GRC GLOBAL TRADE SERVICES

**SAP® GRC Global Trade Services Helps You Manage
ITAR Requirements Across Your Enterprise**

U.S.-based enterprises with overseas subsidiaries that sell or disclose defense articles, services, and related technical data to non-U.S. individuals or companies must adhere to the International Traffic in Arms Regulations (ITAR). Today's security-conscious world demands compliance. The SAP® GRC Global Trade Services application helps you ensure that compliance by automating a wide range of key ITAR-related tasks – boosting speed and accuracy while minimizing the risk of severe penalties.

ITAR Compliance Is Your Responsibility

If you deal in goods, services, or intellectual property included in the United States Munitions List (USML), you are responsible for ensuring that all related transactions conform to the stringent requirements of the International Traffic in Arms Regulations (ITAR). Considered within the sobering light cast by global terrorism, ITAR compliance is more important than ever.

To observe the rules and avoid unnecessary delays, you must quickly, unerringly identify relevant products and services. You then have to apply for, manage, and track all necessary licenses. Moreover, you need to ascertain what restrictions, if any, apply to specific destination countries and business partners.

Speed and Accuracy Are Key

Performed manually, these tasks can be time-consuming, tedious, and error-prone. Yet, failure to promptly provide the authorities with required details and documentation can hold up shipments and projects, while violations can bring stiff penalties – ranging from loss of export privileges to incarceration.

To responsibly answer these challenges, you need an IT solution that automates and streamlines core ITAR processes – a solution to store all your licenses and related official documents centrally where you can keep tabs on them.

The Single, Central Answer: SAP® GRC Global Trade Services

Enter SAP® GRC Global Trade Services. Built on the very latest SAP technology, a culmination of years of practical experience, the SAP GRC Global Trade Services application is your means for completing ITAR-relevant import and export processes, accountably and routinely.

On the cutting edge and powered by the open, scalable SAP NetWeaver® technology platform, SAP GRC Global Trade Services integrates seamlessly with SAP and non-SAP software alike. Its rapid, direct access to up-to-the-minute information on your global trading activities translates into central, one-stop support for a wide range of your ITAR-relevant documents and processes.

Processing USML-Listed Goods

Given the sheer number and complexity of possible ITAR scenarios, end-to-end automation simply isn't an option. But SAP GRC Global Trade Services lets you take the strain and uncertainty out of a majority of the processes. Where USML-listed hardware is concerned, SAP GRC Global Trade Services enables you to:

- Efficiently classify your products by assigning them the correct USML numbers
- Automatically screen sales and purchase orders to pinpoint items requiring a license and block affected transactions until one is available

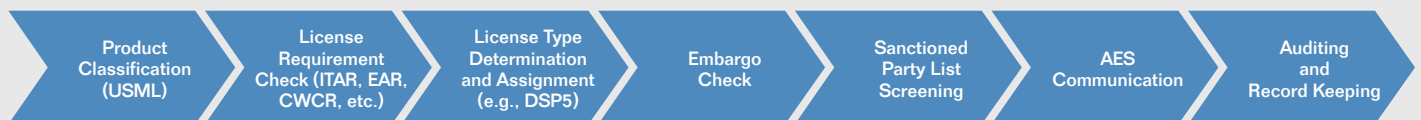
- Maintain a complete audit trail to show authorities, when required, how you classified products, screened partners, and assigned licenses
- Reliably dispatch mandatory electronic communications to the Automated Export System (AES) – the single point of entry to U.S. customs for electronic submissions of export shipment data required by multiple agencies

Handling Services and Technical Data

SAP GRC Global Trade Services also provides rock-solid support for transactions involving services and technical data subject to ITAR scrutiny. The software allows you to assign the right USML classifications and determine the requisite licenses (technical-assistance or manufacturing-license agreements).

Screening for Potential ITAR Issues

With SAP GRC Global Trade Services, you can quickly determine whether ITAR restrictions apply to specific foreign destinations and business partners. And so you can work with complete confidence with the people on your payroll, SAP GRC Global Trade Services allows you to screen employees and applicants against official sanctioned party lists. These lists can be uploaded in XML format from third-party providers, bringing your information up to date automatically. Moreover, if you wish to employ non-U.S. nationals on projects subject to ITAR, SAP GRC Global Trade Services supports your application for and management of all necessary licenses.



Services Provided by SAP® GRC Global Trade Services in Case of an ITAR-Relevant Export

Greater Speed and Accuracy – Lower Risk

With SAP GRC Global Trade Services, your ITAR-related tasks no longer mean extra effort, but become part of your reliable business routine. The host of advantages you benefit from include:

- Faster, more accurate processing of ITAR-related transactions
- A single, central location for end-to-end license management
- Unambiguous determination of ITAR-relevant goods, services, technology, and intellectual property
- Certified support for electronic communications with the AES
- Early identification of potential ITAR issues through automatic screening of destination countries, business partners, and employees
- Heightened staff productivity thanks to increased automation and management by exceptions
- More efficient auditing and record keeping
- Multiregulation capability for simultaneous management of ITAR and other statutory requirements, including Export Administration Regulations (EAR) and the Chemical Weapons Convention Regulations (CWCRC)
- Minimized risk of fines and prosecution for noncompliance

Want To Find Out More?

For additional details about what SAP GRC Global Trade Services can offer your organization, visit us online at

www.sap.com/gts.

Sensitive Products and Services

Organizations from many different industry sectors specialize in products and services of a sensitive nature, obliging them to ensure ITAR compliance. Enterprises in the following industries often have to handle ITAR-related processes:

- Aerospace and defense
- Automotive
- Chemicals
- Engineering, construction, and operations
- High tech

Products, Services, and Information Subject to ITAR

The USML covers a wide range of goods, technology, and intellectual property, including:

- Firearms
- Guns
- Ammunition
- Missiles, rockets, torpedoes, bombs, and mines
- Explosives, incendiary agents, and their constituents
- Vessels of war
- Tanks and military vehicles
- Aircraft and associated equipment
- Military training equipment and training aids
- Protective personnel equipment and shelters
- Military electronics
- Fire control, range finder, optical and guidance and control equipment
- Auxiliary military equipment
- Toxicological agents, including chemical agents and biological agents
- Spacecraft systems
- Nuclear weapons, design- and testing-related items
- Other classified articles, technical data, and defense services
- Directed energy weapons
- Submersible vessels

www.sap.com/contactsap

THE BEST-RUN BUSINESSES RUN SAP™



50 078 586 (08/03)

© 2008 by SAP AG. All rights reserved. SAP, R/3, xApps, xApp, SAP NetWeaver, Duet, PartnerEdge, ByDesign, SAP Business ByDesign, and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP AG in Germany and in several other countries all over the world. All other product and service names mentioned are the trademarks of their respective companies. Data contained in this document serves informational purposes only. National product specifications may vary.

These materials are subject to change without notice. These materials are provided by SAP AG and its affiliated companies ("SAP Group") for informational purposes only, without representation or warranty of any kind, and SAP Group shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP Group products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.