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# *Export Controls & Sanctions*

PwC service offering

*Assess, build, automate,  
monitor and comply*



**pwc**

# Export controls in a nutshell

Export controls not only involve military goods and nuclear technology; they also concern so-called dual-use items that can have a civil and a military use. Dual-use items could for example be chemicals, lasers or avionics, but also software or technology. These items often seem totally harmless at first sight. If you export such goods, there are different laws and regulations to consider. Disregarding them can lead to severe penalties of a legal and commercial nature, both for the company and for the individual responsible. Furthermore, US regulations can apply extraterritorially for exports conducted outside the USA. Sanctions and embargos must also be respected to ensure you do not trade with sanctioned parties and follow other trade and financial sanctions provisions.

## Issues and drivers:

- Increasing instability
- Evolving regulations
- Extraterritorial reach of regulations
- Authority pressure and enforcement
- Impact of technological advances
- Global liability

## Our approach

We provide a variety of consulting services related to the management of export controls & sanctions in a cross-border trade environment. These help you to assess, build, automate and monitor solutions that will ensure your company's compliance in this respect.



# *PwC tools and services*

## ***Risk assessment***

Our assessments determine the degree of exposure your company has in the area of export controls & sanctions in order to design and adapt compliance solutions accordingly.

## ***Data analytics***

Using a variety of techniques, PwC makes your data “talk” for the purpose of an assessment or an audit, or in order to adapt processes. We have developed a specific tool to facilitate the analysis of the situation and enable us to focus on sensitive areas. Our PwC digital specialists will work out your needs and develop a customised solution that fits your purposes. Furthermore, we can assist you with hot topics like platform strategy, machine learning and cyber security.

## ***Product classification***

Product classification in the dual-use area can be challenging and differs significantly from customs classification. We can help you to implement processes to manage this, including the US re-export aspect (EAR de-minimis).

## ***Records & training***

We can contribute our extensive experience to help you to efficiently design policy papers, to document processes and to train your staff.

## ***Audit***

One of PwC's core capabilities has been tuned to conduct internal audits of export controls and sanctions operations, including IT solutions.

## ***Compliance program***

You will only be compliant if you have some form of dedicated management of export controls and sanctions. In many countries, this is often the first thing authorities try to assess in the event of violations, and the absence of such a structure can be assimilated to negligence.

## ***IT solutions***

PwC is uniquely qualified to assess, design, build and implement IT solutions to manage regulations in the area of export controls and sanctions. We are particularly experienced with SAP Global Trade Services (GTS) and our portfolio includes on-premise and hosted solutions (SAP GTS OnDemand).

## ***Why export controls & sanctions management***

- Avoidance of penalties (fines and personal liability)
- Preservation of company image
- Prevention of supply chain disruptions
- Anticipation of audits
- Automation and processes
- Enhanced governance
- Enablement of traceability and reporting

## ***Why PwC***

- Worldwide presence, global delivery
- Integrated, flexible and targeted consulting solutions
- SAP GTS practice including support services
- Export controls & sanctions practice
- Scalable engagement according priorities and budgets
- Holistic approach to cross-border challenges and regulations

# About us

Our clients face diverse challenges, strive to put new ideas into practice and seek expert advice. They turn to us for comprehensive support and practical solutions that deliver maximum value. Whether for a global player, a family business or a public institution, we leverage all of our assets: experience, industry knowledge, high standards of quality, commitment to innovation and the resources of our expert network in 157 countries. Building a trusting and cooperative relationship with our clients is particularly important to us - the better we know and understand our clients' needs, the more effectively we can support them.

## Contacts

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