

Advice

Last Updated Tuesday, 21 July 2009

Our particular strengths include: trade facilitation and trade logistics; trade and customs procedures; and the interface between business and government in international trade.

Trade facilitation and trade logistics expertise includes:

- Customs, "Single Window" and trade modernisation programmes
- Capacity building
- Requirements gathering and business analysis
- Identifying programme obstacles and implementation problems
- Business-government cooperation
- Setting-up and managing trade facilitation committees, consultation and stakeholder groups
- Identifying and implementing trade facilitation measures
- Evaluation of stakeholder interests and requirements
- Production of handbooks and training materials
- Trade facilitation research and requirements gathering

Expertise in customs and trade procedures includes:

- EU and UK trade and customs procedures
- Tariff classification, Origin and Valuation
- Supply chain security
- Authorised Economic Operator
- Export licences
- Veterinary and phytosanitary certificates
- Drug-precursors
- Organic certificate of inspection
- Trade and transport document requirements
- First-time trading

The interface between business and government

Many different parties are involved in international trade operations and policy. These include business stakeholders across the supply chain as well as a multitude of government executive agencies. Interests may not always be aligned and can often be conflicting. Policy makers need to consider all stakeholder interests. Interests are often clouded by technical detail, legislation, operational practices, rules and procedures. Taking the right decisions – especially in instances where knowledge and experience is incomplete – is seldom easy.

We can help both business and government stakeholders:

- prepare for meetings with decision makers or business stakeholders
- formulate positions and add substance to consultation exercises
- assist in trade consultation exercises
- develop and give guidance on effective lobbying and communication strategies
- establish working business-government relationships
- conduct or commission independent research