



Bespoke Services

Authorised Economic Operator Accreditation

Email: aeo@analytiqa.com

www.analytiqa.com

www.analytiqa.ie



What is AEO?

The AEO (Authorised Economic Operator) accreditation is one of a series of measures being implemented by the World Customs Organisation as part of a long term approach to facilitating trade whilst making supply chains more secure and controlled from port of origin right through to final destination.

In adopting AEO, the EU is aligning with similar measures being introduced by other countries, including the USA, Canada, China and Japan. The accreditation provides qualified businesses with a status subject to regular audits, which demonstrates the integrity of their security measures, and ensures that their internal procedures and staff training is effective and compliant.

"AEO accreditation and close co-operation with our customers and overseas partners will confer increasingly practical benefits and so enable us to gain a commercial advantage over our competitors. The accreditation also shows our resolve to remain at the forefront of efforts to make the whole supply chain safe and secure for all concerned"

**Philip Stephenson,
Chairman - Davies Turner**

Other AEO accredited operators:

- UPS
- Panalpina
- Kuehne & Nagel
- ABX Logistics
- SDV
- TNT Fashion
- Hapag Lloyd
- Airfreight Express

Terrorism and key concerns for security in the supply chain led to the introduction of the voluntary AEO initiative in 2008. Enhanced security measures aim to ensure the internal EU market is protected whilst also securing the international supply chain. In January 2012 this is being reviewed and may possibly be extended to the United States, the fact is however that your customers may already choose to opt for an AEO accredited organisation, leaving your company at a competitive disadvantage if not accredited.

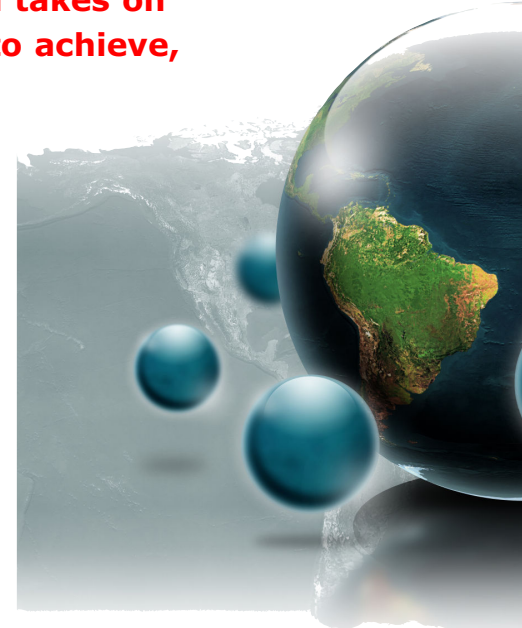
If your organisation is seriously considering accreditation you are running out of the time it will require to achieve this before the review in January 2012, accreditation takes on average 120 to 300+ days to achieve, fortunately we can assist...

AEO is now rapidly becoming considered a 'must-have' capability by customers, leaving any organisation who has not achieved accreditation in danger of being omitted from future tender lists.

How can Analytiqa assist?

Analytiqa can assist you as a qualified and independent advisor with core expertise and market insight across the global supply chain, providing complete support for your AEO accreditation application, end to end.

Analytiqa will provide dedicated Project Management to oversee your AEO application from the start of the process through to completion. An independent, current in-depth knowledge of the core requirements and processes that will enable an organisation to achieve AEO status is where Analytiqa adds a substantial amount of value, enabling you to recognise substantial savings and time



efficiencies by ensuring that your application is as robust as possible, avoiding additional costs and time investment at the point of audit.

Analytiqa's associated costs and timelines related to this service are assessed on a case by case basis, as most companies will have different levels of security consciousness. We are, however, willing to initially consult with you on a no-fee basis to assess the commitment that would be required to assist your organisation to gain accreditation. AEO accreditations are recognised in all EU member states and negotiations

are currently in progress with the US, **it may soon be that the AEO accreditation is made mandatory for any company exporting to the US.**

AEO Accreditation should not be underestimated, in respect to both the complexity that can be incurred in progressing an application, as well as the importance clients place on

according to the company member state's law. In France it will be per "SIREN" number, in UK & Ireland it is per "VAT" number, etc.

Any business that transports goods outside or inside the EU can apply for an AEO status, even if the export/import formalities are performed by another person.

The three major changes to the custom code introduced by AEO:

A: Requires traders to provide customs authorities with information on goods prior to import to, or export from, the European Union. It is mandatory to apply this rule latest 1st of July 2009 (linked with the e-customs/ Delta program)

B: Provides reliable traders with trade facilitation measures, operators can become Authorized Economic Operators (AEO Accredited). This status is not mandatory and companies are free to apply for it or not

C: It introduces a mechanism for setting uniform community risk-selection criteria for controls, supported by computerised systems

using AEO qualified providers. Contact Analytiqa today to arrange a no fee, no obligation consultation and better understand how Analytiqa can assist your organisation to prepare and submit an AEO application.

Who can apply for AEO status?

An Economic Operator means a person who, in the course of their business, is involved in activities covered by customs legislation.

This person must be an individual legal entity registered

The three different AEO certificates:

- 1) The Customs simplifications Certificate
- 2) The Security and safety Certificate
- 3) A combined Customs simplification and Security and safety certificate

Benefits of AEO accreditation:

- 1) Ability to answer tender's from International companies with an AEO specification
- 2) Facilitate local operations and improve lead times
- 3) Subject to less physical inspection and document checks by customs
- 4) Reduce Customs inspection costs
- 5) Receive priority treatment of consignments if selected for controls or in case of strike or any other disturbance
- 6) Reduction in theft, pilfering and risk, increased awareness of security throughout the business
- 7) Reduction in cost of insurance premiums
- 8) Effective management of and reduction in the risk of counterfeiting, contamination or grey market shipments
- 9) Improved delivery times, customer satisfaction and client retention
- 10) Greater transparency and availability of accurate data for customers or authorities

To discuss with Analytiqa how your organisation can gain AEO accreditation, please contact us for a no obligation, no fee consultation at:

aeo@analytiqa.com



Analytiqa's Portfolio of Services

Published information

Market Data Market size, market segmentation, market shares and outsourcing rates. **Primary** research data and analysis of past market performance along with forecast growth trends for logistics across major global markets and five key sectors.

Strategic Reports Hundreds of reports, compiled from unique primary research unavailable from any other source and invaluable for understanding issues within your market that can directly impact on your strategy and your bottom line.

Market Drivers, Monitoring and Key Trends Analytiqa provides insight through data that defines industry trends such as: Macroeconomic indicators, freight transport routes, import / export volumes, retail sales, demographics and technology user statistics updated on a monthly basis.

Company Information Analytiqa provides detailed descriptions of the services offered by logistics providers to their supply chain customers, enabling you to evaluate what, where, when and how these organisations meet the demands of their clients in order to achieve commercial success.

Industry news Each week, Analytiqa highlights key events across the logistics industry in a concise email. From acquisitions and mergers through to contract wins and supply chain developments, you can keep track of the essential events with this service, all at no charge.

Continuous Advisory Services

The Premier Account Understanding that your exact information needs change constantly, both in terms of requirement and frequency, the Analytiqa **Premier** account provides you maximum flexibility and cost efficiency serving you continually 24/7.

Global Logistics Contracts Database Analytiqa's Global Logistics Contracts Database provides detailed information on contract awards based on regular research of contract wins and losses, extensions and renewals across the logistics industry. Updated monthly throughout the year.

Freight Rate Index A service based on customer collaboration, the Freight Rate Index provides a quarterly benchmark by month of peer to peer freight rates by route, taking into account variables such as CAF, BAF and other factors that could influence container rates.

Business Development Intelligence This service provides you ongoing detailed understanding of the key issues, strategies and changing requirements of competitors, potential clients and customers across your target market sectors, industries and geographies.

Bespoke Services

Bespoke Research Bespoke Research at Analytiqa means working with a client to conduct primary research designed for specific business objectives. Using Analytiqa's Bespoke Research services, a client can obtain specific, tailored and targeted market intelligence and insight.

Consultancy Services Our Consultants are able to draw on extensive experience and cross-industry knowledge to supply tailored, bespoke and cost-effective Consultancy services. This may cover due diligence, strategy, marketing, thought leadership or data modelling, as a few examples.

Analyst Enquiry Service In addition to the wealth of data available to you through the **Premier** account, Analytiqa will also provide direct access to our analysts who will spend up to two hours research time per enquiry to provide an answer to your question, be it company or market related.

Search & Selection Tailored service that identifies and aligns key senior personnel required for positions of strategic importance within an organisation.

Analytiqa UK

Gate House, Fretherne Road,
Welwyn Garden City,
Hertfordshire, AL8 6NS, United Kingdom.
Telephone: +44 (0)1707 372211
Facsimile: +44 (0)1707 372299
Email: aeo@analytiqa.com
www.analytiqa.com

Analytiqa Ireland

77 Sir John Rogerson's Quay,
Dublin 2, Ireland
Telephone: +353 (0)1 6401818
Facsimile: +353 (0)1 6401899
Email: aeo@analytiqa.com
www.analytiqa.ie

