

*“Now really is the time to get started”*

Kevin Richardson, CEO - CILT

**AEO**



*... your customers will want to change to an Authorised Economic Operator*

**NEW SERVICE** - Ask us about assisting you to retain your AEO status...

To get further information on how we can assist you in attaining AEO status or to further explore any of Analytiqa's other research and analysis capabilities please contact us on +44(0)1707 372211 in the UK , +353 (0) 1 640 1818 in Ireland, or by email at [aeo@analytiqa.com](mailto:aeo@analytiqa.com).

[www.analytiqa.com](http://www.analytiqa.com)

If you are not already authorised, your organisation should be undertaking AEO accreditation now. Be aware that the process can take considerable resource and on average, between 120 to 300+ days to achieve.

Analytiqa can assist you...

- Analytiqa can assist 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, within the context of a detailed understanding of your market, sector, customers and day to day operational challenges.
- Analytiqa will provide dedicated, yet flexible, Project Management to oversee your AEO application from the start of the process through to completion, using

approaches tailored to suit all budgets.

- 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.
- Learning and adopting 'best practice' from previous projects enables our clients to recognise substantial savings and time efficiencies by ensuring that your application is as robust as possible helping to avoid additional costs and time investment at the point of audit.

**(NEW) Retaining your AEO status**

- Protect your AEO status ensuring that it does not get revoked. On

an annual basis Analytiqa can assist your organisation to ensure that AEO status is retained and hence operations and customers are not compromised. A one day annual review of compliance across the key AEO requirements and standards will ensure that your revenue is protected from any threats posed by the potential loss of AEO status.

### What is Authorised Economic Operator (AEO)?

- The AEO (Authorised Economic Operator) accreditation is one of a series of measures 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.
- There are two types of AEO status outlined in the Union Customs Code:
  1. AEOC: Customs Simplifications
  2. AEOS: Security & Safety
- Holding both of these accreditations is equivalent to the former AEOF status.
- There is new criteria for competence or professional qualifications and compliance with customs and taxation activity.

### 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 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.

### What operational and financial benefits does AEO offer?

AEO offers significant benefits and advantages, such as:

- AEOs qualify for a notification waiver when making an entry in a declarant's records (EIDR)
- AEOs can achieve a 70% reduction in a business's deferment account guarantee

### The process of achieving AEO status should not be underestimated.

Analytiqa and it's Consultants have assisted clients to achieve AEO status both in the UK and Ireland for the past eight years. Aside from both the operational and financial benefits to consider, there are important commercial reasons for gaining AEO status as demonstrated by the following quotes:

*"In the absence of solid guidance pre-Brexit, AEO is akin to an insurance policy and something we have to do. We are increasingly adding AEO status as a 'must-have' to our tender processes."*

#### Leading UK Grocery Retailer April 2018

*"I am encouraging CILT members, government and the profession to wake up to the advantage of being an authorised economic operator. AEO status should give companies that have demonstrated their commitment to security in the supply chain access to what would in effect be a green lane through UK ports and airports. This is a complex, formal accreditation to achieve with a very low pass rate so far. Very few UK companies have it, very many will need it and I encourage all organisations to get on with it, now. Now really is the time to get started."*

#### Kevin Richardson, CEO, CILT February 2018



FIVE BENEFITS OF HAVING

# AEO

- 1. RESPOND TO TENDERS**

Quality to respond to tenders where AEO attainment is a key specification
- 2. EFFECTIVE RISK MANAGEMENT**

Appropriate security processes and safety measures
- 3. REDUCE INSPECTION COSTS**

Improved facilitation of customs controls
- 4. GREATER CUSTOMER SATISFACTION**

Enables you to be more cost efficient and timely
- 5. SUPPLY CHAIN TRANSPARENCY**

AEO standards are linked throughout the Union Customs Code