

# How does an AEO make a company competitive?

- TAPA perspective
  - Less incidents
  - Robust processes
  - Aligned audit criteria

# 'Company' Competitiveness

- Good corporate citizenship – contributing to a safer world
- Greater insight on security and Customs compliance status of supply chain and opportunity to strengthen processes/procedures
- A secure supply chain assures timely and predictable fulfillment to our clients

Benefits can be significant:

- Fast lane treatment for imports and exports
- Reduced physical inspection of our shipments
- Reduction or elimination of post entry audits by Customs
- Additional staffing/extended hours at ports (Q/E, year end and critical shipments)
- Intangibles – improved working relationship with Customs, competitive advantage, increasingly a customer requirement to be certified.
- Image as a leader. Marketing initiatives sometimes incorporate supply chain security.
- Increase duty credit limit
- Business opportunities, credit points added for Government Procurement activities

# How does an AEO make a nation more competitive?

- Enabling Trade
- Optimal use of resources
- Access to new markets
- Demonstration of a secure business environment
- Public-Private partnerships guarantee smooth business processes
- Your view?