RENOLIT: SAP foreign-trade solution with ATLAS connectivity

# TDS SOLUTION ENSURES COMPLIANCE WITH FOREIGN-TRADE REGULATIONS

*As of 1 July 2009, the German customs authority only accepts export declarations submitted electronically via ATLAS, the Federal Ministry of Finance's automated tariff and local customs processing system. This requirement presents exporting companies with new challenges relating to customs procedures, hardware and software, and compliance with regulations. TDS AG has taken up the challenges of meeting RENOLIT's new IT needs.*

The RENOLIT brand stands for high-quality plastic films and products for the furniture, construction, automotive, graphics and label industries, and for medical applications. The company operates more than 30 production facilities and sales subsidiaries worldwide and handles substantial movements of goods. Since the introduction of ATLAS, electronic customs procedures have been mandatory for all shipments.

RENOLIT tasked TDS with the implementation, operation and maintenance of the ATLAS-compliant SAP BusinessObjects Global Trade Services application. What's more, TDS ensures integration with RE-NOLIT's existing SAP landscape, as well with the German custom authority's ATLAS system, enabling a two-way exchange of data. This forms the basis for ensuring that RENOLIT consistently complies with all foreign-trade regulations.

"The service provided by TDS gives us access to a foreign-trade solution that is always up to date," ex-plains Martin Klinkert, CIO of RENOLIT. But the benefits go beyond the mere provision and operation of the solution at TDS' data centre: RENOLIT has also improved efficiency across its foreign-trade processes.

This is because the IT service provider performs ongoing checks of foreign-trade regulations and of

**RENOLIT AG** is a leading international manufacturer of high-quality plastic films and related products. It is a family-run, owner-controlled business that has been setting standards in quality and innovation for over 60 years. RENOLIT today employs a workforce of around 4,300 at more than 30 production sites and sales subsidiaries.

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the latest updates to EU and US sanctions lists. Furthermore, the solution complies with requirements such as *Council Regulation (EC) No. 881/2002 with Amendments*. And RENOLIT can rely on smooth, reliable operation of the software, as the production system is covered by a 98.5% availability guarantee from TDS.

"The outsourcing model delivers enhanced security and reliability while reducing our overall costs," confirms Klinkert. "We now benefit from a solution that is highly scalable and tailored to our real-world needs. At the same time, the software guarantees a very high level of regulatory compliance, which we could not achieve in-house without substantial administrative effort."

Going forward, RENOLIT will be able to leverage additional features of the solution, if and when required. For example, support for outward processing in line with the company's specific requirements is due to be implemented in the next phase of development.

## ATLAS: The challenge

Since 1 July 2009, the German customs authority has only accepted export declarations submitted in electronic form through ATLAS, an automated customs processing system. To use the system, exporters need to comply with numerous legal requirements. These include taking account of trade embargoes and boycotts, and cross-referencing recipients' details with the latest anti-terrorism lists. Companies who fail to meet these requirements could face protracted negotiations with the authorities, delayed shipments, and even prosecution.

To ensure export procedures are handled efficiently, the software needs to meet a number of requirements, such as the ability to import goods data from ERP systems, check order details against current anti-terrorism lists and enable two-way communications with ATLAS.

TDS offers mid-size companies the opportunity to deploy a suitable system, such as SAP BusinessObjects GRC GTS, under an ASP agreement. As a result, customers benefit from a made-to-measure solution that cuts costs and delivers enhanced security and reliability while minimising in-house effort.

## THE PROJECT AT A GLANCE

### Challenge:

- Introduction of an end-to-end solution for handling electronic customs procedures
- Connectivity to ATLAS and integration with the existing SAP system
- Operation and upgrades at TDS data centre

### Highlights:

- Introduction and operation of SAP BusinessObjects GTS
- Ongoing cross-referencing of export destinations with the latest sanctioned-party lists
- Archiving by TDS in compliance with statutory requirements

### Results:

- Lower costs
- Ongoing updates
- Secure, reliable and compliant customs procedures

*"Thanks to TDS' ASP solution, we benefit from a foreign-trade solution that is kept constantly up to date. Moreover, we can deploy the functionality we actually need – without having to purchase the entire package."*

*Martin Klinkert,*
*CIO and Head of IT, RENOLIT AG*

**About TDS:**

TDS offers IT outsourcing, IT consulting and HR services to mid-sized enterprises and major corporations. Founded in 1975, the company operates predominantly in the German, Austrian and Swiss markets. TDS has been a member of the Fujitsu Group, one of the world's leading IT players, since 2007.

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