

Business Cooperation Database

Profile Extraction

Produced the 23/06/2010

General Information

Profile ID	20091112016
Summary	A German company developed a software for preferential calculation of origin of the goods in the foreign trade. The company is looking for partners in the IT business for trade intermediary services.
Creation Date	12/11/2009
Last Update	20/11/2009
Expiration Date	20/11/2010

Intermediary Information

EIC-Code	DE150226-01
Name	HA Hessen Agentur GmbH
Abbreviated Name	
Address	Abraham-Lincoln-Str. 38-42
Postal Code	65189
Town	Wiesbaden
Country	Germany
Telephone	+49 6117748957
Fax	+49 61177458957
E-Mail	een.hessen@hessen-agentur.de
WWW-Address	http://www.hessen-agentur.de
Contact Person	
Title	Ms
First Name	Aleksandra
Family Name	Sadowska
E-Mail	aleksandra.sadowska@hessen-agentur.de
Telephone	+49 6117748957

Company Information

Year established	1988
------------------	------

Turnover (in Million Euro)	2 to 10
Number of Employees	50 to 249
Activity Codes (NACE-Code)	Software publishing Data processing, hosting and related activities; web portals
Company's Products / Activities (main products, services, core activities)	Software products for customs clearance and foreign trade
Contact Languages	English, German,
Certification/Quality standard	None
Already Engaged in International Co-operation	Yes
Percentage of Trans-National Activities	0% to 9%

Co-operation Proposal Information

Co-operation Offer

Co-operation Request Commercial Co-operation
Trade Intermediary services (agent, representative,
distributor)

Technical & Production
Subcontracting / outsourcing activities

Target Countries

Austria
Belgium
Bulgaria
Cyprus
Czech Republic
Denmark
Estonia
Finland
France
Germany
Greece
Hungary
Ireland
Italy
Latvia
Lithuania
Luxembourg
Malta
Netherlands
Poland
Portugal

Romania
Slovakia
Slovenia
Spain
Sweden
United Kingdom

Full Description : (Specification of co-operation request / offer)

A German company developed a software for preferential calculation of origin of goods in foreign trade. This solution carries out and monitors the country of origin for particular components and compares it with thresholds. If positive the good is allowed get a reduced duty rate. The company is looking for partners for trade intermediary services. Free Trade Agreements (FTA) are a set of rules for goods which must be fulfilled to get a reduced duty rate on export/import. One of the rules is preferential calculation of the origin of goods which proves of what origin the components for goods are. The German IT-company with longtime experience in customs clearance and foreign trade software developed a solution which performs the calculation and documentation of preferential origin for multiple FTAs. In order to conduct the origin determination one needs bills of materials (BOM), solicitations of supplier declarations, purchase orders and thresholds. This software is based on management systems such as ERP or other already available in the company. It calculates the preferences quickly and so, it enables to reduce mistakes (eg. by replacing some parts by those of other origin).

Main advantages the company could offer to a potential partner

This software makes sure that EU regulations are kept and allows automated management of the preferential origin and the long-term supplier declaration solicitation process. The producer can act early in the production process and replace (substitute) the components with preferential determination. It manages, stores and utilises the key data required for compliant origin calculation.

Partner Information

Type of Partners

Company

Field of Activities

Services

Trade (Buying/Selling)

Number of Employees	1 to 9 10 to 49 50 to 249 250 or more
Previous Experience	No Preference
Expected input of the partner	The German company is looking for partners already working in the IT business, especially those developing software for external trade and logistics for subcontracting agreements. Co-operation with IT-consultancies might be possible as well. The partners should take over the technical support, i.e. training courses, consulting, installation. Also adaptation to specific needs (like national languages) should be performed.
