

# Trade Profitability, with Compliance

**TradePro, Powered by STREAM-Intelligence Platform.**

# User: CPO's are managing global trade profitability & compliance

... with a team + systems built for a world that no longer exists.

Measured on

Inventory turns · AP/AR cycle · Duty accuracy · Audit outcomes

Accountable for

Landed cost accuracy, inventory positioning, cashflow cycle

Managing

Global supplier base, multi-origin sourcing, trade compliance

Working with

HS codes from government docs · SAP for transactions ·  
Batch copies for analytics · SMEs for compliance

## THE COMPLIANCE CLOG

1

### Trade SME for global trade compliance

For billions in annual trade spend, multiple origins and tariff regimes

48hr+

### Data lag — ERP transaction to trade decisions

Decisions made on batch copies, not on operational truth from ERP/ SCM

5yr

### CBP audit exposure — per entry, per shipment

Every PO, every season — live in the audit window. No way to know which ones are wrong.

# What the CPO needs.

Four value drivers — all four are impacted by trade intelligence clog.

**01**

## Procurement Velocity ~~Volume~~

Right materials, right place, right cost . On-time.  
Not trapped by classification errors or duty surprises that delay clearance or inflate safety stock above what demand requires.

**02**

## Cashflow visibility ~~surprises~~

True landed cost known at supplier award — not discovered at customs, not corrected at month-end. AP and AR cycles run on operational truth, not on last week's batch.

**03**

## Compliance auditability ~~guesses~~

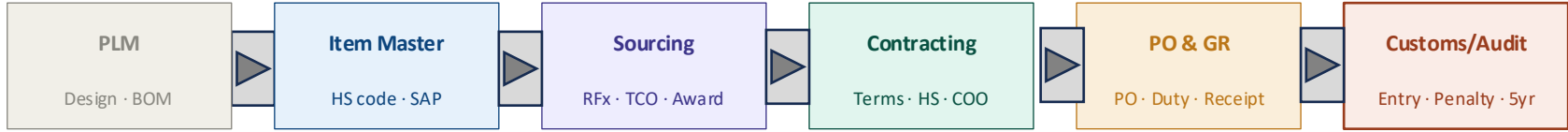
Audit-ready always. Not dependent on one SME's memory of HS codes. CBP exposure visible and documented — not discovered during a 5-year lookback on hundreds of entries.

**04**

## Decision speed of 2026 ~~1990~~.

Trade intelligence at the point of decision — at RFx, at contract, at PO. Not 48 hours later in a batch report after the supplier is selected and the goods are already shipped.

# Trade compliance & profitability—Product creation to customs.



Classification lag

No TCO

HS unvalidated


Duty deferred

Wrong HTS

**Clog 1**  
PLM → Item Master

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HS code not assigned at creation. 2–4 week lag. RFx runs on unclassified items.



**Clog 2**  
Item Master → Sourcing

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No trade cost in TCO. Vietnam 27.7% MFN vs Bangladesh 0% GSP — wrong supplier on FOB alone.



**Clog 3**  
Sourced → Contract

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Contract signed with wrong HS. Incoterms unoptimized. Country of origin unspecified.



**Clog 4**  
Contract → PO

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PO pulls wrong HS from item master. Duty deferred. Tariff changes post-PO not captured.



**Clog 5**  
PO → Customs

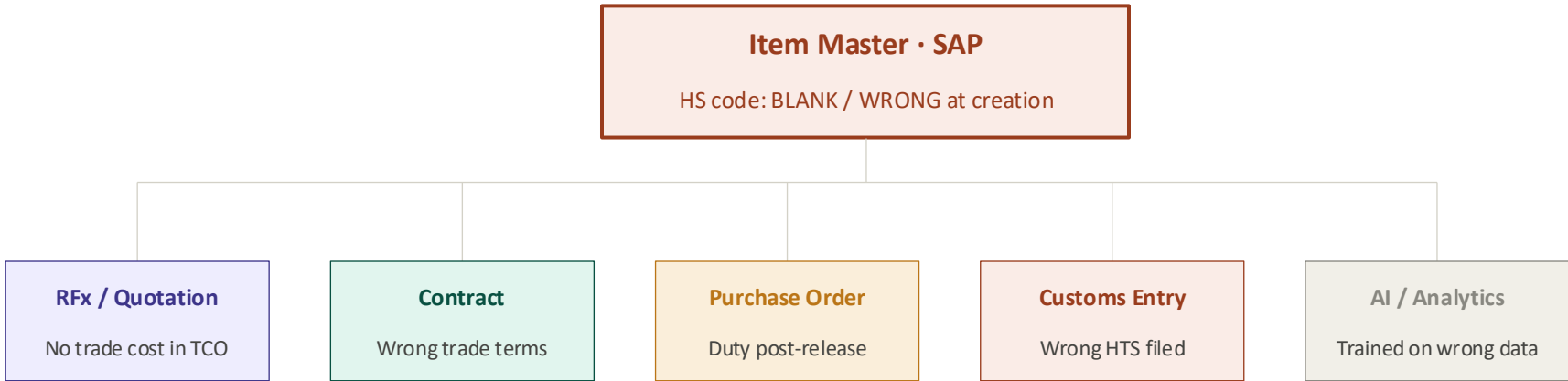
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Wrong HTS cascades to customs entry. CBP 5yr audit. 40% of dutiable value — max penalty.



# Scenario: One blank HS code field -> 5 downstream classification errors.

The clog propagates to every document that follows.



**27.7%**

MFN duty — woven outerwear,  
Vietnam

**9.7pp**

Duty gap from knit vs woven error

**\$436K**

Per style, per season at 100K units

**40%**

Max CBP penalty · 19 U.S.C. §1592

**The clog is systemic, not in parts.**

Every downstream document copies its HS code from item master. Fix at source — fix everywhere simultaneously.

# Traditional trade ops were built for a world that no longer exists.

## 01

### Billion \$ compliance risk. Single person failure

*1-2 SMEs. All global ops.*

1-2 trade SMEs cover all global import operations — HS classification, duty optimization, CBP compliance, auditable documentation for billions in spend.

When that person leaves, the classification knowledge walks out the door. The SME shortage is accelerating. This is not an ops inconvenience — it is a legal risk.

## 02

### Process built for static tariffs & trade agreements

*As-is process out of synch with modern trade volatility.*

Trade systems operate on batch copies of data across systems. They were built for tariff schedules that barely changed for decades — where an annual classification review was sufficient.

Today, trade agreements shift quarterly. Tariffs move in weeks. By the time the batch copy reflects a change, the PO is already released and the duty is locked in.

## 03

### Volatility from higher new velocity & lower volume

*Tariffs, geo-politics, trade alignments — weekly.*

Section 301 tariff changes. GSP renewals. FTA renegotiations. Geo-political events that shift sourcing economics overnight — from one executive order.

Traditional batch systems cannot update classification models fast enough. The window between 'tariff announced' and 'PO released' is now shorter than the classification update cycle.

# The urgency is not a trend. It is a step-change.

Three forces converging — each making the cost of inaction higher every month.

## 5x

**Tariff rate increase  
2022–2025**

*2.7% → 13.1% · Yale Budget Lab*

### Post-2025 tariff step-change

Every sourcing RFx, contract, and PO made on pre-2025 assumptions is wrong from day one. Static trade ops cannot recalibrate at the speed of policy change.

92% of supply chain executives now cite tariff cost as their #1 issue. · Gartner 2025

## 52+

**NPI events per season  
high-velocity supply chains**

*Post-2023 supply chain velocity*

### High-velocity, low-volume supply chains

Post-2023, supply chains operate like Amazon: fast cycle, small batch, high turn. 52+ micro-seasons in fashion. JIT in electronics. Nearshoring compressing lead times.

A 48-hour classification lag is now a supply chain bottleneck — not just a compliance delay.

## 40%

**Max CBP civil penalty  
19 U.S.C. §1592**

*\$200M+ · CBP enforcement case*

### SME shortage + legal penalties accelerating

Trade compliance SMEs are retiring faster than they are replaced. CBP increasing audit frequency post-2025.

'We'll figure it out' is no longer viable. 40% of dutiable value, 5-year lookback — this is balance sheet risk, not operational inconvenience.

# TradePro Unclogs Ops execution & insights at every step, with compliance.



TradePro · Streaming trade operations and insights

**Tariff at strategy**

Duty-adjusted landed cost at sourcing stage — before supplier award and before cost is locked in

**Streaming TCO at award**

Supplier selected on full trade cost — not on FOB price alone, not discovered at customs

**Duty at PO release**

HS validated and duty calculated before PO approval — not deferred to customs broker

**46%** more likely to avoid regulatory penalties with proactive trade alignment · Gartner

# TradePro: Enterprise-grade, zero-copy streaming execution & insights

SAP-certified. Microsoft-certified. Patented. Government portals. AI-ready.



## TradePro · Streaming trade operations and insights

STREAM-Intelligence Platform

### STREAM People@Work

Fabric · Power BI · Excel  
Live SAP for operators  
O2C · P2P process mining

### TradePro

Streaming trade execution & insights  
SAP + non-SAP & govt portals  
HS · duty · origin · Incoterms

### STREAM Agents

P2P Agent (live Nov 2023)  
SAP Chat · AI Insights API  
Agentic exec on live data

STREAM Engine · Zero-copy · SAP-certified · Patented · Microsoft-certified

### USB4SAP

SAP-certified · zero copy · patented

### MCP Catalog + AI API

Live access for 450,000+ AI agents & apps

### API4SAP

REST · Python · Microsoft-certified

Data sources

### SAP

87% of enterprise truth

### Government portals

Live tariff schedules · regulatory feeds

### CRM · other ERPs

Any REST-enabled source

# Ready-to-use AI agents, with API based on Trade Foundational Model

Streaming enterprise and government data from day one. No configuration project. 100% extensible using secured API's.

## Trade Strategy Agent + API

*Geo-political and tariff monitoring — before it hits your cost*

- Monitors tariff changes and geo-political events in real-time against your sourcing base
- Recommends sourcing shifts before trade cost changes are locked in to contracts
- Models tariff scenarios: 'If 25% imposed on Vietnam — here is your full cost impact'
- Runs on live SAP + govt portals — not a warehouse copy of last month's data

Ready-to-deploy · Runs on STREAM Engine MCP

## Material Classification Agent + API

*Live HTS classification — at item creation, not 4 weeks later*

- Assigns HTS codes at material master creation in SAP — live, not retrospective
- Monitors tariff schedule changes, flags items needing reclassification automatically
- Validates classification against current CBP rulings and binding duty decisions
- Eliminates the 2–4 week SME classification queue for routine classifications

Runs on USB4SAP · zero-copy · SAP-certified

## PO Profitability Agent + API

*Duty calculated at PO — not discovered at customs*

- Validates HS codes on every PO line before release against live tariff schedules
- Calculates and posts duty to GL at PO creation — not deferred to customs broker
- Flags tariff changes between PO release and shipment before goods are shipped
- Escalates to SME only on exceptions — autonomous on standard compliance cases

P2P Agent in autonomous production since Nov 2023

## Velocity compounds. Intelligence improves.

Every trade decision feeds the model. Better classifications mean better duty predictions. The system gets smarter as operations get faster.

59%

Faster streaming  
time-to-delivery

Microsoft co-innovation

90%

Lower setup &  
ongoing cost

vs. traditional replication

Nov 2023

P2P Agent in  
autonomous production

Exceptions in seconds, not hours

SAP ·  
MSFT  
USPTO

Certified and  
patented

Azure Marketplace published

### The compounding loop:

Faster trade decisions → Better live data → Smarter agent models → More accurate classifications → Faster decisions

# Where is your biggest trade cost clog?

Three ways to start. Each begins with the specific clog you feel most acutely.

## STREAM Now

*Subscribe and consume*

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Pre-built TradePro on-demand. SaaS, on-premise, or customer cloud. Value-from-Velocity from day one.

Who: Business operators seeking live intelligence now

## STREAM Activate

*Deploy in your infrastructure*

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STREAM Engine in your cloud or on-premise. Data never leaves your environment. Full sovereignty.

Who: Regulated industries, strong data sovereignty

## STREAM Build

*Build on the platform*

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SIs, ISVs, and enterprise teams build net-new intelligence on STREAM Engine, MCP, and AI API.

Who: Technology platforms and SIs building AI practices

# The replenishment signal arrived 48 hours late.

## What did it cost in inventory buffers?

### YOUR CLOG

- Supply chain exceptions caught weekly — should be seconds
- Replenishment signals 24–48 hours late reaching planning tools
- Safety stock held against uncertainty you could remove
- Inventory idling while allocation waits for the loudest voice

### Entry point

**P2P Agent**  
**+ People@Work**

Autonomous since Nov 2023.  
Exceptions in seconds.  
O2C · P2P live process mining.

**Ask:** How many supply chain exceptions did your team handle manually last month?

# Your cashflow forecast is built on last week's trade exposure.

AP and AR on batch data. Trade cost calculated after the shipment.

## YOUR CLOG

- Cashflow forecasts built on last week's receivables
- Trade exposure calculated after shipment — always behind
- Tariff penalties on decisions made with stale data
- Margin erosion visible only at month-end

## Entry point

**TradePro**  
**+ O2C Mining**

Live trade cost before shipment.  
O2C shows cashflow leakage  
point in real time.

**40% of dutiable value — max civil penalty for gross negligence · 19 U.S.C. §1592**

This is a balance sheet risk, not just an operations issue.

**Ask:** What is your current trade exposure on in-transit shipments right now?

# Your AI is running on last night's warehouse.

It's acting on the clog — not removing it.

## AI on warehouse copies

- Trade data hours/days old by the time AI sees it
- HS classification inconsistent, manual, unvalidated
- AI trade recommendations on wrong cost basis
- Expensive infra to replicate data at all

## STREAM MCP + AI API

- AI agents get live SAP + govt portal data via MCP natively
- HS classification from live tariff schedules — no SME queue
- 90% reduction in SAP data access cost vs. traditional replication
- No duplicate infra — no pipeline, no copy

**90%**

reduction in SAP data access cost vs. traditional replication · Microsoft co-innovation

**Ask:** What is the latency of the data your AI trade models are running on today?

# SAP-certified. 100% native security.

## Data never leaves your environment.

### Will it destabilise SAP?

USB4SAP is SAP-certified via SAP NetWeaver. No ABAP. Clean-core aligned. Interfaces with SAP the way SAP is designed to be interfaced with.

### Where does our data go?

Under STREAM Activate, data never leaves your cloud or on-premise. You own the infrastructure. No data copy, no external pipeline.

### How does security work?

100% native SAP application authorizations. No shadow copies outside the security model. Data sovereignty guaranteed.

### Another integration project?

No pipeline. No extractors. 850,000+ SAP tables on-demand. 59% faster than traditional replication. In production since 2021.

SAP NetWeaver certified · Microsoft certified (Excel · Power BI · Fabric) · USPTO patent · Azure Marketplace · In production since 2021