

ASUG

Community Conversations

**Ask Me Anything: Global Trade
Services – What You Need to
Know**



Today's Agenda

- Welcome
- Insights for ASUG
- Insights from SAP, Community Members, and Experts
- Community Discussion
- Opportunities to Connect

Presenters



Lee Williams
Solution Engineer

SAP



Bob Adams
Senior Manager

Deloitte



Tina Wiczorek
*Marketing and Business
Development*

cbs Corporate Business
Solutions



Robert Wiczorek
*Senior Project Manager
SAP GTS*

cbs Corporate Business
Solutions



Kelly Dowling
Director, Content Strategy

ASUG
Moderator

ASUG

Insights for ASUG

ASUG

**Insights from SAP,
Community Members,
and Experts**

Global Trade, Customs, Risk & Compliance

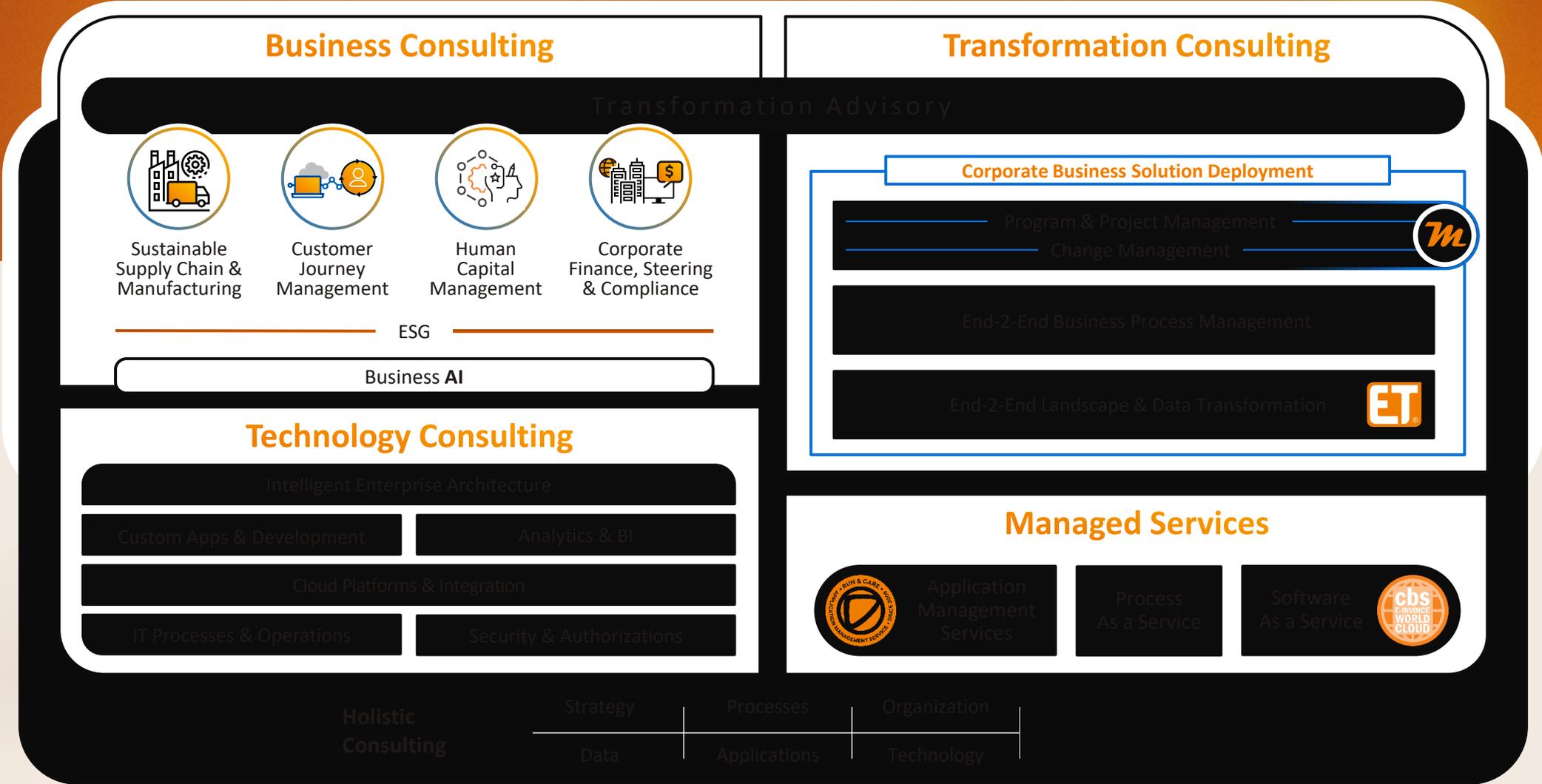
Special Expertise GTS Portfolio



Robert Wiczorek

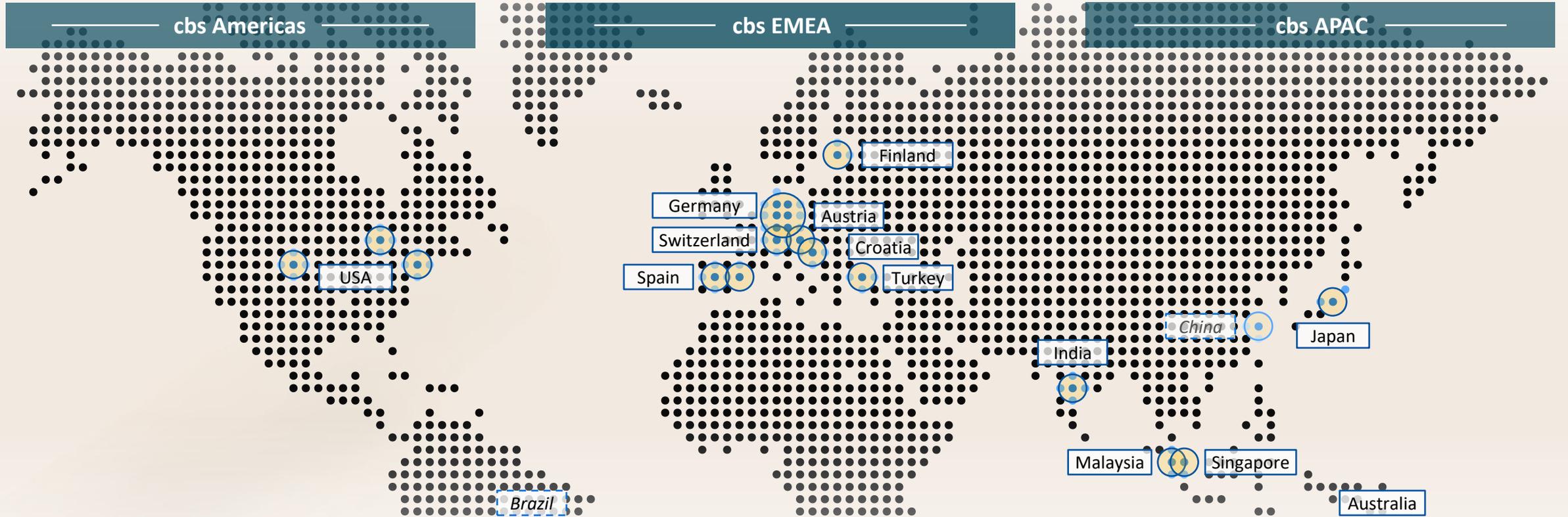
Senior Manager

Next Generation Corporate Business Solutions from one Source



Corporate Business Solutions – ONE Global Consulting Company

International Consulting around the World



350

Active
International Customers

1.600

Employees
Q1 2025

277

Mio. Euro
Revenue 2024

35+

International
Offices

Corporate Business Solutions – ONE Global Consulting Company

International Consulting around the World



40+

US customers since 2018

75

US based projects

90+

US-based staff

90%

projects with US customers

cbs Global Trade Services

Who, What, Where

Since 2005



40+ Team Members

We are one of the largest coherent SAP GTS teams worldwide!

100+
Full Cycle GTS
Implementations

50+
AMS
Customers

GTS EXPERTISE
20
YEARS
2005 - 2025

Customs
Management

Compliance
Management

Cross Industry
Expertise

20+
GTSe4H
Conversions

Worldwide
Presence
USA | Asia | Europe

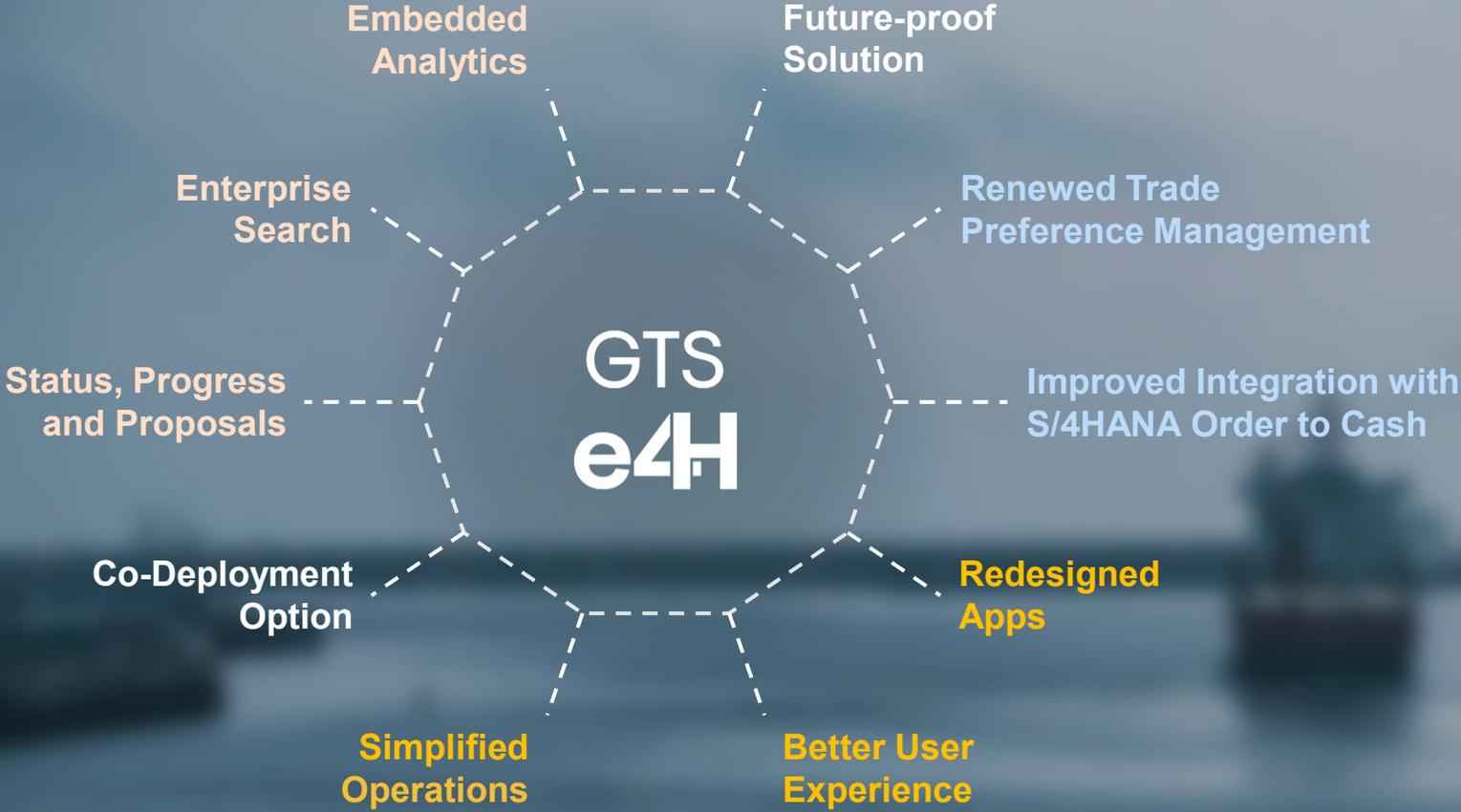
Risk Management

Intrastat
Notification

Where to find cbs GTS

Mobility	Life Science Health Care/Pharma	High Tech B2B Engineering	Future & Green Tech
        	       	        	       

Why: SAP GTS, Edition for SAP HANA



Initial Evaluation & Stakeholder Involvement

- Start Fit/Gap workshops from the start
- Achieve agreement among IT, business divisions, and management

Utilization of cbs GTSe4H Conversion Kit

- Streamline the handling of simplification items and code modifications through automation

System Architecture & Project Strategy

- Implement dual maintenance with several conversion cycles

Customization, Integration & Authorization

- Redesign roles and Fiori-based authorizations

Testing Management & Implementation

- Organize comprehensive testing and transition activities

Unique Challenges

- Address custom solutions and adaptations to the Fiori role model
- Training & change management

End-2-End Strategic Advisory

Scoping

Status Quo

Target Picture

Delivery

Control & Run



**GTS e4H
Transition Advisory**



**Look and Feel
Enablement Workshop**

GTS e4H Services

Plan
& Define

Design, Build
& Test

Go-Live &
Operate

Pre-Analysis

SAP SI Check

Conversion

Follow Up

- **Support**
- **Post-Innovations**
- **AMS**

Transition Advisory Workshop | Expected Results



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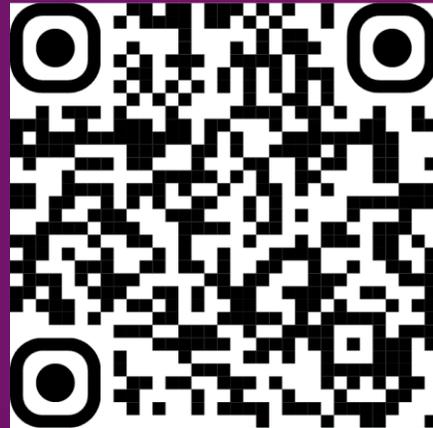
Community Discussion:

What are your thoughts?

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Opportunities to Connect

Join the ASUG Global
Trade Services
Community:



Continue the
Conversation Online:



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Thank you!