

# Oshkosh Corporation Re-Tools Trade Compliance

## Innovative, Mission-Critical Equipment

Founded in 1917 and based in the United States, Oshkosh Corporation (“Oshkosh”) is a publicly traded leader in the manufacture of heavy industrial equipment worldwide. With nearly 150 facilities in 22 countries, Oshkosh designs and builds a range of specialty vehicles, including:

- Access - mobile elevating work platforms and recovery vehicles
- Defense - tactical vehicles, military transport equipment and snow removal
- Fire and Emergency – fire apparatus, mobile medical, broadcast communications, law enforcement and homeland security vehicles
- Commercial - concrete mixers and refuse collection vehicles

With more than 14,000 employees, 850 active patents and ten brands produced across five continents, Oshkosh generates annual revenues of nearly \$7 billion.

## Minimized Customs Risk and Unnecessary Costs

As the company pushed for continuous improvement in the efficiency of its trade operations, Oshkosh began searching for a global trade management (GTM) solution provider in 2012. Two of the company’s business segments — Defense and Access — are on the e2open<sup>®</sup> GTM platform. Each of these segments created a complex compliance environment due to either its global

presence or the regulatory nature of subject products. Considering the higher levels and diversity of different compliance risks — such as export controls, restricted party screening, potential dual-use and ITAR-controlled goods and customs filing — in addition to export shipping volumes the company’s processes were inefficient and needed to be automated to ensure the consistent execution of its master trade data.

At the same time, Oshkosh recognized an opportunity to leverage the North American Free Trade Agreement (NAFTA), its successor, the United States-Mexico-Canada Agreement (USMCA) and other free trade agreements (FTAs) to lower duty costs. FTAs are extraordinarily complex. To take advantage of the potential cost savings for Oshkosh and its customers, Oshkosh had to determine which parts or components fit the guidelines laid out in each agreement. The company then had to comply with all documentation and record-keeping/audit trail requirements. To do this, compliance teams needed an efficient way to accomplish the challenging task of asking thousands of suppliers for a free trade agreement document certifying the preferential origin status of each applicable part or component that was either sold as an aftermarket part or incorporated into an article produced within one of its manufacturing plants.

“We understand what risk is, and we trust our people to identify those concerns when they arise. With this technology, they can focus on exceptions that need attention and not be distracted by processes that are running smoothly.”

**Director of Trade Compliance**

Oshkosh Corporation

The company decided to establish automated trade compliance practices for FTAs and exports driven by these two business segments. The processes would span all areas of compliance and manage over 900,000 distinct parts to comprehensively search for export controls, required licenses, documentation and filing procedures, plus FTA qualification across 75,000 bill-of-material lines. Over 10,000 of Oshkosh's partners would be screened against restricted and sanctioned party lists as well.

## Why e2open?

The company wanted a solution provider with deep and broad expertise in trade compliance and process automation. Direct access to a trade regulation database was equally important for Oshkosh since laws often change, making compliance challenging to maintain. Impressed with e2open's ability to automate complex trade agreement processes, reduce overhead and product costs and help ensure regulatory compliance for exports, the company selected e2open. Access to e2open's comprehensive, up-to-date global trade content was an important factor, as was how the content is integrated with the tools that handle exports and FTAs to meet Oshkosh's overall business need. Other potential vendors fell short in these areas.



## Automated Compliance Platform and Streamlined Trade Agreements

Oshkosh planned to achieve its goals by leveraging e2open's Global Trade Management intelligent applications to efficiently plan, execute and administer cross-border transactions. With a single, collaborative platform, Oshkosh's internal teams would be able to identify and accurately manage the processes for export filings and customs declarations. At the same time, the company would be able to easily and quickly solicit and gather supporting information from its supplier base to exercise duty claims based on trade agreements. The company would also gain an end-to-end audit trail for these crucial records.

### E2open Applications

Oshkosh selected the following e2open applications to systematically reduce duty costs and streamline cross-border transactions through automation:

- e2open Export Management
- e2open Trade Agreements
- e2open Global Knowledge®

### Collaboration as Partners

Oshkosh worked closely with e2open's professional services team to ensure a smooth implementation.

Through a collaborative relationship with e2open, the company automated processes to maintain speed while lowering risk. “We understand what risk is, and we trust our people to identify those concerns when they arise. With this technology, they can focus on exceptions that need attention and not be distracted by processes that are running smoothly,” said Alec Streeter, Director of Trade Compliance at Oshkosh Corporation.



## Comprehensive Compliance Program

By adding more robust trade compliance capabilities, Oshkosh streamlined the necessary export compliance checks to ensure the compliant exportation of product to Oshkosh's global customers. The centralized, enterprise-wide platform automates key transactional processes, including the identification of country controls, restricted party screening, license determination and tracking, document generation and export filing. Each of these crucial steps is powered by the comprehensive, continually updated regulatory data in e2open's trade content database, minimizing the risk of potential fines.

Oshkosh can now efficiently collaborate with its suppliers to automate the qualification of goods under multiple trade agreements and obtain all the documentation necessary for submission to customs. This process is designed to be highly efficient, with the various types of data the teams needed to make fact-based decisions — including data stored in external systems — now visible on a single platform. Teams can proactively and collaboratively identify and resolve any issues prior to the product's intended date of export.

Now that all data is centralized, the company can efficiently classify products, solicit suppliers for the documents necessary to qualify goods for a trade agreement and generate certificates of origin.

With the right platform to support a high volume of products, Oshkosh can now easily support new trade agreements or comply with changes to existing agreements as needed, resulting in a more agile supply chain and improving capital efficiency.

## About e2open

At e2open, we're creating a more connected, intelligent supply chain. It starts with sensing and responding to real-time demand, supply and delivery constraints. Bringing together data from customers, distribution channels, suppliers, contract manufacturers and logistics partners, our collaborative and agile supply chain platform enables companies to use data in real time, with artificial intelligence and machine learning to drive smarter decisions. All this complex information is delivered in a single view that encompasses your demand, supply and logistics ecosystems. E2open is changing everything.

Visit [www.e2open.com](http://www.e2open.com).

E2open and the e2open logo are registered trademarks of e2open, LLC, or its affiliates. Global Knowledge is a registered trademark of Amber Road, Inc. All other trademarks, registered trademarks and service marks are the property of their respective owners.