



SERVICE SHEET

FTI Consulting's International Trade & Customs Offering

FTI Consulting's international trade and customs offering provides guidance on a wide variety of solutions to manage and mitigate the costs of duties and tariffs throughout the global supply chain.

— THE INTERNATIONAL TRADE AND CUSTOMS OFFERING AT FTI CONSULTING INCLUDES:

- Duty and tariff mitigation strategies
- Valuation planning, including first sale for export
- Classification services
- Country of origin and free trade agreement eligibility
- Compliance program assessment and development
- Training tailored to client -and industry-specific risks
- Investigations, audits, and disclosures
- Independent monitoring or related support services
- Supply chain and third-party risk management
- Trusted trader program enrollment
- Trade control audits and reviews

We help our clients identify the direct and indirect costs associated with the importation of goods and implement strategic enhancements to customs procedures with the goal of reducing tariff costs and operating in compliance with the regulations.

Our global team has extensive experience helping U.S. and non-U.S. companies navigate customs and import regulations in the U.S., UK, EU, and China. We assist clients with optimizing and improving their trade operations with a focus on regulatory compliance and reducing trade-related costs. When risks are identified, our team understands the need to act quickly to assess the issue, propose an appropriate solution, and implement corrective action. While we are comfortable assisting with controversies such as customs audits and disclosures, our overarching goal is to assist our clients with fostering a culture of compliance to prevent unnecessary trade risks.

Why FTI Consulting

We maintain on the forefront of global customs issues including the ever-changing tariff landscape to inform our clients of potential disruptions to their supply chain. Our trade services include both proactive compliance work to prevent burdensome regulatory enforcement as well as controversy support to navigate and defend against government audits and inquiries with both civil and criminal consequences. By showing our clients a proven path forward with improved policies and procedures and corrective actions, we not only guide them through the dispute but into a brighter and more confident future.

Our team of consultants uses data analytics to provide insight into our clients' current trade patterns and duty obligations to search for savings opportunities with a direct impact on their bottom line. We assist with proactive projects such as developing import processes and procedures to enhance regulatory compliance and mitigate the risk of fines or penalties. We deploy these tools globally through training programs tailored to meet the needs of each unique business or industry.

We have in depth experience working with multinational companies in a variety of industries including:



Technology & Telecommunications



Energy



Agriculture



Healthcare



Consumer Products



MATTHEW BELL

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Mr. Bell specializes in international trade compliance including export controls, economic sanctions, antiboycott, customs, and related U.S. and global regulations. He has extensive experience identifying sanctions risk, designing sanctions compliance programs, and dealing with sanctions regulators/enforcement agents in his role as a consultant and a former Chief Compliance Officer and Senior Legal Counsel for multiple companies when they were under intense government scrutiny. He always seeks to balance regulatory expectations with practical business solutions.



SALLY PENG

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Ms. Peng is an expert in export controls and economic sanctions, international trade strategy, and global supply chain optimization and compliance. She has extensive experience advising public-listed companies on their complex encryption programs under U.S. and Hong Kong laws and in other Asia Pacific jurisdictions, including representing her clients in front of relevant government agencies in those jurisdictions. She also advises several China-based clients regarding U.S. sanctions regulations and has performed on-site impact analysis.



NICK BAKER

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Mr. Baker is a seasoned international trade compliance professional focusing on import compliance, duty and tariff mitigation, trade data analytics, and export controls and economic sanctions. He leads the customs and trade service offerings in the U.S by adding value for his clients through tariff impact studies, duty reduction strategies, responding to U.S. Customs inquiries (audits, prior disclosures, administrative protests, penalty allegations), and compliance procedure enhancements. He is experienced in identifying and implementing cost saving improvements such as first sale for export, tariff engineering, valuation planning, free trade agreement eligibility, and special program applications such as bonded warehouses and foreign trade zones.



JAMES GROGAN

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Mr. Grogan is a global trade practitioner with substantial experience in the areas of Foreign Trade Zones (FTZ), duty and tariff mitigation strategies, general U.S. customs compliance and global trade function assessments. He provides regulatory and strategic guidance to small companies, complex multinational corporations, and local government entities. Mr. Grogan assists his clients in all aspects of the FTZ program, including preparing strategic feasibility analyses, managing all federal and local implementation steps, conducting customized training, developing inventory control and operational procedures, responding to government agency inquiries, and building compliance programs. He is a licensed customs broker, an accredited zones specialist and currently serves on the NAFTAZ Board of Directors.