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■ Top News

Land Rover ensures supply chain security with COMPLIANCE||XPRESS  
British all-terrain vehicle manufacturer Land Rover has selected COMPLIANCE||XPRESS to guarantee the security of its shipments by screening for denied parties.

Taking an easy route to supply chain security  
Accessible through any Web browser, AEB's easy-to-use software-as-a-service (SaaS) solution is now used by Land Rover sales agents worldwide. Staff in South Africa or the United States can quickly determine whether a business or individual appears on a denied-party list by simply entering the name and address details. Using AEB's sanctions list screening software ensures automatic checks of all partners in the business process against key UK, EU and U.S. denied-party lists such as the Denied Persons List (DPL), the Specially Designated Nationals and Blocked Persons list (SDN) of the U.S. Office of Foreign Asset Controls. Compliance administrators are automatically notified by e-mail of any potential matches with denied parties on any of the lists.

Global compliance

Hannah Beckett, AEB Sales Manager and key contact for Land Rover, comments:  
"COMPLIANCE||XPRESS is a great way for companies to quickly and effectively ensure regulatory compliance. Customers are typically up and running with the solution within days of placing their order. I'm really pleased that Land Rover has found the software effective and is now using it around the world to ensure global compliance with sanctions list specifications."

>> [Read the full success story \(PDF\)](#)

The story was also published in the online edition of *Manufacturing & Logistics IT*.



### Securing the supply chain: benefits of AEO

“Companies that qualify as AEOs show they are reliable trading partners. In return, they benefit from potentially smoother customs clearances and fewer inspections and general controls” – that’s AEO in a nutshell according to Mark Brannan, General Manager of AEB UK.

He explains why the concept of AEO was introduced by customs authorities and points out the potential advantages for AEOs. He further highlights the efficiency improvements and cost savings that smart compliance management can provide.

>> [Read the full article online](#), published in January by *International Freightling Weekly*.

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### AES and EMCS: productive start of AEB customers in UK, France, Luxembourg and Hungary

More AEB customers in the United Kingdom, France, Luxembourg and Hungary have begun declaring their exports and excise good transports in AES and EMCS. The Automated Export System (AES) is the electronic export procedure used for export declarations throughout Europe. Electronic communication in Germany is handled through ATLAS Export. Other EU states have also set up their own national customs systems. A long collaboration with international partners allows AEB to offer its customers a solution adapted to national conventions and optimized support in the regional language. AEB partners are customs experts in their respective countries and always guarantee a legally compliant link to the customs office. Since the beginning of the year, AEB customers in France have been transmitting their export messages with the help of the software of an AEB partner. For UK customers, AES is fully integrated into ASSIST4. EMCS, the new electronic procedure for shipping excise goods (alcohol, tobacco, gasoline, etc.) under suspension of excise duty, has also been mandatory since January 1 in the UK, France and Hungary. AEB customers in the UK and Czech Republic such as the brewer InBev (Beck’s) rely on the SaaS solution EMCS|XPRESS. The first customers in Hungary and France have begun using EMCS through partner software.

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## Supply Chain Management and Logistics



### Improving the supply chain through business intelligence

Increasing cost effectiveness in the supply chain is on the agenda of probably every company that ships goods. And there is still a lot of room for improvement. IT solutions improve the reliability and accuracy of the supply chain by automating manual and error-prone processes, rendering them more efficient. Many companies still have the automation of logistics processes as a top priority, while other companies already seek the next competitive edge.

As Dr. Torsten Mallée, General Manager of AEB (Asia Pacific) Pte Ltd., points out: “Excellence in logistics execution and business intelligence are highly interconnected.” Mallée explains that business intelligence solutions only provide full visibility with accurate and complete input from execution systems. Conversely, only excellent logistics execution systems are able to fully implement the profound and sustainable decisions made with the help of business intelligence. The data fed back into the execution system by a business intelligence system leads to improved checking and planning, which in turn yields greater improvement of the continuous supply chain performance.

Only when all the execution systems – order management, warehouse management and transport management – are used intelligently and interconnected with a collaboration and visibility platform that provides BI data can a new level of continuous improvement to the supply chain be achieved, giving companies a competitive edge.

>> Read the whole article: [“The Next Level of Continuous Improvement of the Supply Chain,”](#) published in the January/February 2011 issue of *Supply Chain Asia*.

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## News and Events



March 24: AEB to join IFW round-table discussion on supply chain security  
*International Freightling Weekly* ([www.ifw-net.com](http://www.ifw-net.com)) is hosting a round-table discussion on March 24 at 2:30 p.m. at Informa UK in London. The 60-minute discussion with follow-up Q&A will focus on the topic "Securing the Global Supply Chain." Mark Brannan, General Manager, is representing AEB (International) Ltd as one of six panelists.

A supply chain is only as strong as its weakest link. And nowhere is this as obvious as in security. Supply chain integrity and security are paramount, particularly when your cargo is of high value. Does the answer lie in obtaining the Authorized Economic Operator status (or forming strategic alliances with carriers that hold this status), increased government regulations, greater international cooperation or improved screening methods? Or perhaps none of the above? The IFW round table puts these questions to some of the industry's thought leaders. The discussion will be reported in IFW and through its social media platforms.

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Birmingham, April 5-7: AEB to present at Multimodal  
Multimodal 2011 is an interactive event for the freight, transport, logistics and supply chain management industries. It takes place from April 5-7, 2011, at the National Exhibition Centre (NEC) in Birmingham.

On Thursday, April 7, 2011, AEB Sales Manager Phil Lavin will give a free tutorial entitled "Filtering Out the Noise – Managing Information Overload." In today's multimedia world, many feel bogged down by information overload: developing trends, new regulations, cross-border procedures, carrier or documentation changes, licensing requirements, etc. It's vital to stay on top, but how? Lavin will explain how technology can help "hear" through the noise and how manufacturers can keep up to date and manage change in order to keep a competitive advantage and manage their core business. He will also demonstrate how AEB (International) Ltd's solutions with their supply chain execution and control modules help companies monitor and manage change in supply chains so they can concentrate on increasing efficiency and performance while cutting costs.

The 40-minute tutorial will be followed by an audience Q&A session and subsequently published at [www.multimodal.org.uk](http://www.multimodal.org.uk) and on the website of Shippers Voice ([www.shippersvoice.com](http://www.shippersvoice.com)).

To register for your free visit to Multimodal, visit [www.multimodal.org.uk](http://www.multimodal.org.uk).

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## — Publications



The future of SaaS in the logistics world

Mark Brannan, General Manager of AEB UK, is cited in an article in the December 2010 issue of *Logistics Manager* that takes a critical look at cloud computing and SaaS solutions in the supply chain sector. Brannan points out that "the cloud might be hip, but 70 percent of all SCM operations are based on systems that can be categorized with a very un-hip word: legacy. This stable environment is the backbone of the supply chain business and will remain so for quite some time. The new trend is therefore likely to be hybrid.

"Whether SaaS can be applied as easily to supply chain management processes depends on the extent to which the processes to be supported by software are capable of being standardized and are critical to competitiveness. In the logistics world, processes are very diverse and need to be flexible to react to steadily changing requirements and individual customer needs.

"This is not in line with the nature of SaaS solutions. Despite this, there are a lot of extensions and add-ons to processes that can follow a standard approach and are thus ideal for SaaS solutions."

Brannan sees the key to success in clever combinations of Web solutions and existing ERP system frameworks to provide for process efficiency, market edge, cost reduction and future growth potential.

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