

# Classification is The Key to Export Compliance

DO YOU KNOW THE CLASSIFICATIONS OF YOUR PRODUCTS?

WHAT ABOUT YOUR TECHNICAL DATA?

In today's globally-networked, information-driven business climate, it is more important than ever to classify not just products, but also technical data.

CLASSIFICATION IS THE FIRST STEP IN COMPLIANCE SO DON'T GET IT WRONG!



## A CLASSIFICATION PROCESS MUST INCLUDE:

- |                       |                      |
|-----------------------|----------------------|
| Clearly Defined Rules | Governance           |
| Business Enablement   | Risk Management      |
| Workload Management   | Documented Decisions |
| Trained Personnel     | Audit & Reporting    |



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## CLASSIFICATION SERVICES

Perform classification determinations for EAR, ITAR, HTS and Schedule B

Creation of Commodity Jurisdiction (CJ) and/or Commodity Classification Request (CCATS) submissions

Identify & define corrective actions for classification process gaps & associated risks

Develop a comprehensive strategy that addresses identification and classification of regulated objects

Develop an internal community of trained and empowered classifiers

Create customized decision trees to automate the classification process

Automation of the classification process, to include data marking and data tagging