



TRADE OBSERVER

The official Customs Bridge monthly update
September 2020

10

READY TO MAKE
THE LEAP

FORECASTING

LATEST PROGRESSES

DATA CHOICE

CUSTOMS CLEARANCE
PATTERN

PARTNERSHIP PROPOSAL

FORECASTING

PREPARING FOR INCORPORATION

Forecasting is always a difficult exercise, but so much necessary. This is all the more true in our case with the incorporation planned for this last quarter

We have thus finalized our business plan based on ambitious but realistic assumptions.

To do so, we had to:

- decide on the priorities in terms of evolution of the functionalities of our application and the new services that we will suggest to our customers
- write the main principles of our commercial offer and our pricing with the aim of first offers for the 1st quarter of 2021
- define the commercial strategy resulting from the 2 previous points
- determine our recruitment policy

We have also started to think about the corporate culture that we want to develop.

Finally, we finalized our deck presentations we will use for the meetings with investment committees in October.

We obviously hope to share with you some good news in the next issue of Trade Observer!

CUSTOMS CLEARANCE PATTERN

When a company established in the European Union imports goods from a different customs territory, it must proceed to its customs clearance.

Several options are then available for the importer to determine the location and methodology of customs clearance.

The importer must therefore answer the following questions:

- where to physically present the goods?
- where to send the customs declaration?
- what type of declaration to send?

The goal for the company is therefore to choose the most relevant options for its supply chain in order to optimize its flows.

The adaptation of customs rules to the flows of its operations thus corresponds to the customs clearance pattern.

In order to determine its most optimal customs clearance pattern, the importer can be accompanied by the regional customs information centers.

LATEST PROGRESSES

The team made several tool adjustments over the month of September:

- integration of notices to importers
- improvement of the RTC search interface
- tariff display changes

We will soon integrate:

- section notes
- chapter notes
- subheading notes

These additions should be available on the application during the month of October.

In addition, we received our 1st contradictory classification file from one of our partners!

It will thus help to train the artificial intelligence engine.

DATA CHOICE

In order to enrich our artificial intelligence engine, our innovation manager, Hamza Saouli, has already integrated databases from ten different suppliers.

He then created several learning models that have already enabled the engine to offer an accuracy that exceeds 90%.

To further improve this accuracy, Hamza plans to use other sources offering the best compromise between their cost of obtaining and the quality / added value of these new data.



Partnership proposal



Customs Bridge is a startup whose goal is to revolutionize the way we think about customs clearance and the wider supply chain.

We are looking for players in the field who want to bring about change and who want to design with us of what their future tools could be.

We offer you

The analysis of your customs classification data to provide you with a rating as to the appropriateness of each classification choice. This may allow you to notice and correct classification errors.

A team that listens to you, ready to quickly develop solutions to your problems

A free BETA access to our customs classification solution and its planned and future developments.

Preferential "Partner" rates when launching the product

You give us

Data allowing us to learn from you and possibly correct our models.

Opportunities for adding features thanks to the trust relationship created

Frequent and high quality user feedback, allowing us to constantly improve our product

Increased visibility, and your testimony to the quality of our solutions

Feel like getting into it?
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