



BPE Global
139 Pierce Street
San Francisco, CA 94117
T 877-264-3836
info@bpeglobal.com

BPE Global Hot Topic – December 2016

Season's Greetings and Happy (Almost) New Year!



Our world has changed a lot. Six years ago, we were obtaining export licenses to import pharmaceuticals and medical devices into Aleppo, Syria. Now, the hospitals we licensed are all but gone. And while our world is getting smaller as companies sell their products globally, countries are becoming more insular which we believe will result in increased regulations and significant change. Despite these changes, BPE Global promises to continue our work to keep borders open and making trade compliance a key element of our client's corporate strategy. We will continue to strive to connect our clients and partners abroad by teaching the value of global trade compliance. We will continue to be good global citizens and bridge cultures by respecting every person that we work with. And finally, we will continue to make a big impact in our world and will share that success with you.

We are excited to be heading into 2017, our 12th year in business. And we are extremely proud to be a woman-owned small business. We've never let our size limit the diverse client base that we serve. Our clients are global leaders in Aerospace, Defense and Industrials, Consumer Products and Services, Energy and Power, Financials, Healthcare, High Technology, Materials/Renewable Commodities, Telecommunications, and Service Providers and we love working with them all. We truly appreciate the diverse clients we work with from small businesses to global multi-nationals. And we love the fact that 14 percent of our clients are headquartered outside of the U.S. making our footprint truly global.

We are just thrilled to work with the fabulous clients that we have – from our newest clients who started working with us in 2016 to our clients who have returned year-after-year to team up with us. We cherish our partners who have worked with us for years as well as our newer partners who have quickly learned that you will have fun working with BPE Global. We truly appreciate the people who help us with our databases and technology. We also thank our media partners and publishers for helping us share our important insights into the world that we operate in. And I am honored to work with a team of truly exceptional colleagues, past, present and future, that work tirelessly to provide the highest quality of work product in the most efficient and effective manner. We know that 2017 will bring a great deal more fun and friendships.

We take enormous pride in the work that we do and in being a meaningful company that does valuable work. We love doing strategic work we do for about 60 percent of our clients. This includes helping them decide where to design and manufacture products, to close an acquisition by getting the target's compliance house in order, or working with a team of engineers to design a product that avoids unnecessary license controls. We also love doing tactical work such as classifying a company's products and not only determining the cost to import their products around the world but also determining the export and import controls for each item. We especially enjoy providing services such as import compliance, export compliance, global trade automation, auditing and training. We also truly enjoy making trade compliance an inclusive, collaborative process that grows not only companies but individuals as well.



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In looking forward to 2017, we are very excited about championing trade compliance and ensuring that companies have a firm grasp on what trade compliance means to them based on their trade data and their operations. We will continue to proudly stand on our soap-box and enforce the need for meaningful, measurable and actionable trade compliance metrics. We plan on bringing you more tools to do that job. And most importantly, we will continue to support, teach and raise up our trade compliance peers so they can have just as much fun getting up on their soap-boxes and becoming champions themselves.

We have a tremendous amount of work to do ahead of us and we will recruit you, encourage you, collaborate with you and share all our findings with you. So, happy holidays to you and yours. Have a very happy New Year and we'll be back in 2017 with more meaningful services and lots of results driven work so, get ready for action!

Cheers,

Beth Pride