

LogiSYM

The Magazine for Supply Chain Executives

FEBRUARY 2025

**PRICING LANDSCAPE
DURING PRESIDENT
TRUMP'S SECOND
TERM: A PROCUREMENT
PERSPECTIVE**

BY ASHIMA TYAGI

**KEY CONSIDERATIONS
PREPARING FOR
QUANTUM FUTURE**

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**THE CONVERGENCE OF
PRODUCT AND PARTY
COMPLIANCE: A HOLISTIC
APPROACH TO GLOBAL
TRADE**

BY ANNE VAN DE HEETKAMP

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**The Logistics & Supply Chain
Management Society**
*The Regional Professional Body
for Logistics Practitioners*

The Official Journal of The
Logistics & Supply Chain
Management Society



**Digital Transformation:
Digitalisation and Digital Supply
Chain Strategies (Implementation,
Challenges, Use Cases, Industry)**

FEBRUARY 2025

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EDITORIAL MESSAGE

Welcome to the February 2025 edition of LogiSYM Magazine. Disruption continues to reign supreme in global supply chains as challenges to the world order of global trade and diplomacy flourish, and technologies evolve at rapid pace.

This month's theme looks at Digital Transformation and Digital Supply Chain Strategies from a number of different perspectives, and as the world continues to embrace digitalisation, the interplay of quantum computing, political shifts, regulatory compliance, and regional growth in Asia provides a comprehensive lens to understand the future of digital supply chain strategies.

Wolfgang Lehmacher's article "Key Considerations: Preparing for the Quantum Future" underscores the transformative potential of quantum computing and the "super computing future", urging stakeholders to make the necessary preparations for the responsible and ethical use of its powerful potential. This technology promises to revolutionise supply chain management by enhancing data processing capabilities and optimising complex logistics.

Political landscapes also play a pivotal role in shaping digital strategies. "Pricing Landscape During President Trump's Second Term: A Procurement Perspective" by Ashima Tyagi is a pertinent study in current times and highlights the impact of political decisions on procurement policies and market dynamics, illustrating the need for adaptable supply chain strategies in a volatile environment.

Compliance remains crucial in ensuring smooth global trade. An excellent piece by Anne van de Heetkamp studies "The Convergence of Product and Party Compliance: A Holistic Approach to Global Trade" emphasising the importance of aligning product standards with regulatory requirements. This holistic approach not only mitigates risks but also fosters transparency and trust in digital supply chains.

Asia's rapid ascent in sustainability, as discussed in the latest of Tim Foote's Green Corridor series, "Living the Transition - Asia Accelerates Its Accent", showcases the region's proactive approach in moving away from fossil fuels and integrating sustainable practices, and the further opportunities arising.

Asia remains the engine room of the global economy. By embracing the unpredictable and continuing digital transformation, Asia's supply networks can move beyond survival, leveraging volatility as a catalyst for innovation, efficiency and sustainable growth.

Looking forward, LogiSYM Asia 2025 will be held in Singapore 20-21 May 2025 at the Singapore Expo, once again in conjunction with CeMAT SOUTHEAST ASIA. This event will include a Gala Dinner on the evening of 20 May, 2025. Make sure you do not miss this opportunity to gain actionable insights and connect with industry leaders shaping the APAC Region.

Brett Marshall
Editor-In-Chief of LogiSYM Magazine



LSCMS PRESIDENT'S MESSAGE

Problems or Opportunities ?

As we move further into 2025, global supply chains continue to navigate a dynamic and rapidly changing environment. From evolving technology solutions to shifts in global trade policies, the need for resilience, agility, and innovation has never been greater.

In this February edition of LogiSYM Magazine, we explore key topics shaping the industry—from sustainability initiatives and digital transformation to the ongoing challenges posed by geopolitical tensions and economic uncertainty. Our contributors bring valuable insights, practical strategies, and forward-looking perspectives to help supply chain professionals stay ahead of the curve.

As one of the collaborative platforms of the Logistics & Supply Chain Management Society, the team at LogiSYM remains committed to providing a platform for thought leadership, collaboration, and meaningful dialogue across the global logistics and supply chain community. Whether you're a practitioner, technology provider, academic, or policy expert, your voice matters in shaping the future of our industry.

We look forward to continuing the conversation at our upcoming symposiums, exhibitions, webinars and roundtables, sharing innovative ideas and fostering connections that drive progress. Stay informed, stay engaged, and enjoy this edition of **LogiSYM Magazine!**

Raymon Krishnan, FALA, FCILT, CLP
President
The Logistics & Supply Chain
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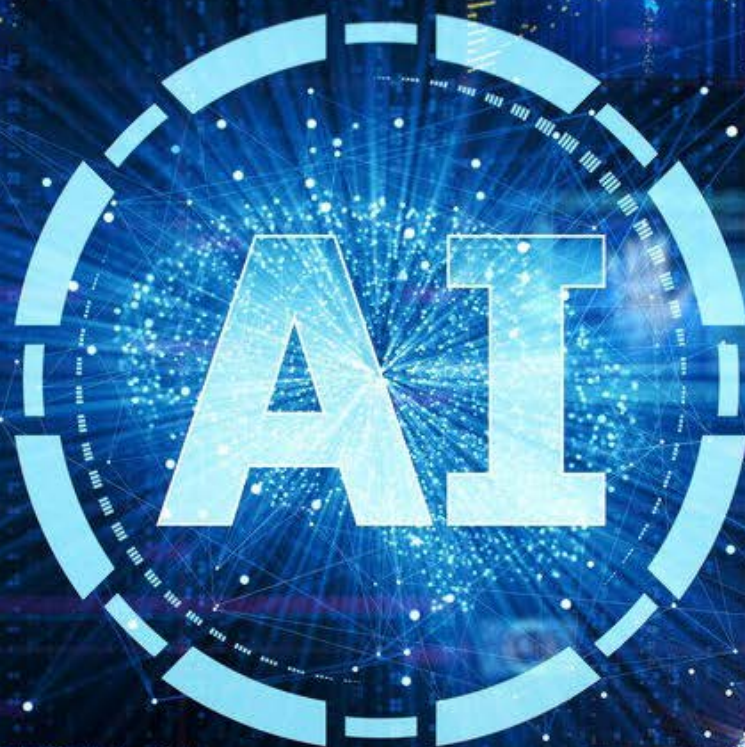
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Key Considerations: Preparing for the Quantum Future

By Wolfgang Lehmacher

Operating Partner at Anchor Group and Advisor at Topan AG



The movement of goods and technology is increasingly intertwined.

Quantum computing is a breakthrough technology that can revolutionise our economy, bringing opportunities and challenges.

Quantum computing technologies promise transformative advancements across various sectors, including logistics, healthcare, finance, and national security. In logistics, quantum computing promises new heights of optimisation and dynamic planning. Data must be analysed almost everywhere, which is why quantum technology will find its broader purpose. Beyond logistics, quantum computing can revolutionise precision medicine and drug discovery in healthcare. In

finance, it can enhance risk management and fraud detection. Generally, quantum technologies offer improved cybersecurity capabilities. These advancements come with risks, such as threats to data privacy and encryption methods. The dual-use nature of quantum technologies also raises concerns. Policymakers must establish robust regulatory frameworks, and companies should introduce ethical guidelines to ensure responsible development and deployment. Shielding us from the dark sides of quantum computing requires a concerted effort from multiple stakeholders, including academia and public and private sector actors. Data knows no borders, while international alignment is also required.

This article explores the ethical considerations surrounding quantum computing, from data privacy and security to societal

impacts and regulatory frameworks.

Positive Impacts of Quantum Technologies

Quantum computing can transform multiple sectors, including logistics, healthcare, finance, and national security. However, these advancements also bring potential disruptions and need ethical considerations.

Logistics: Quantum computing can revolutionise supply chain management and logistics optimisation.

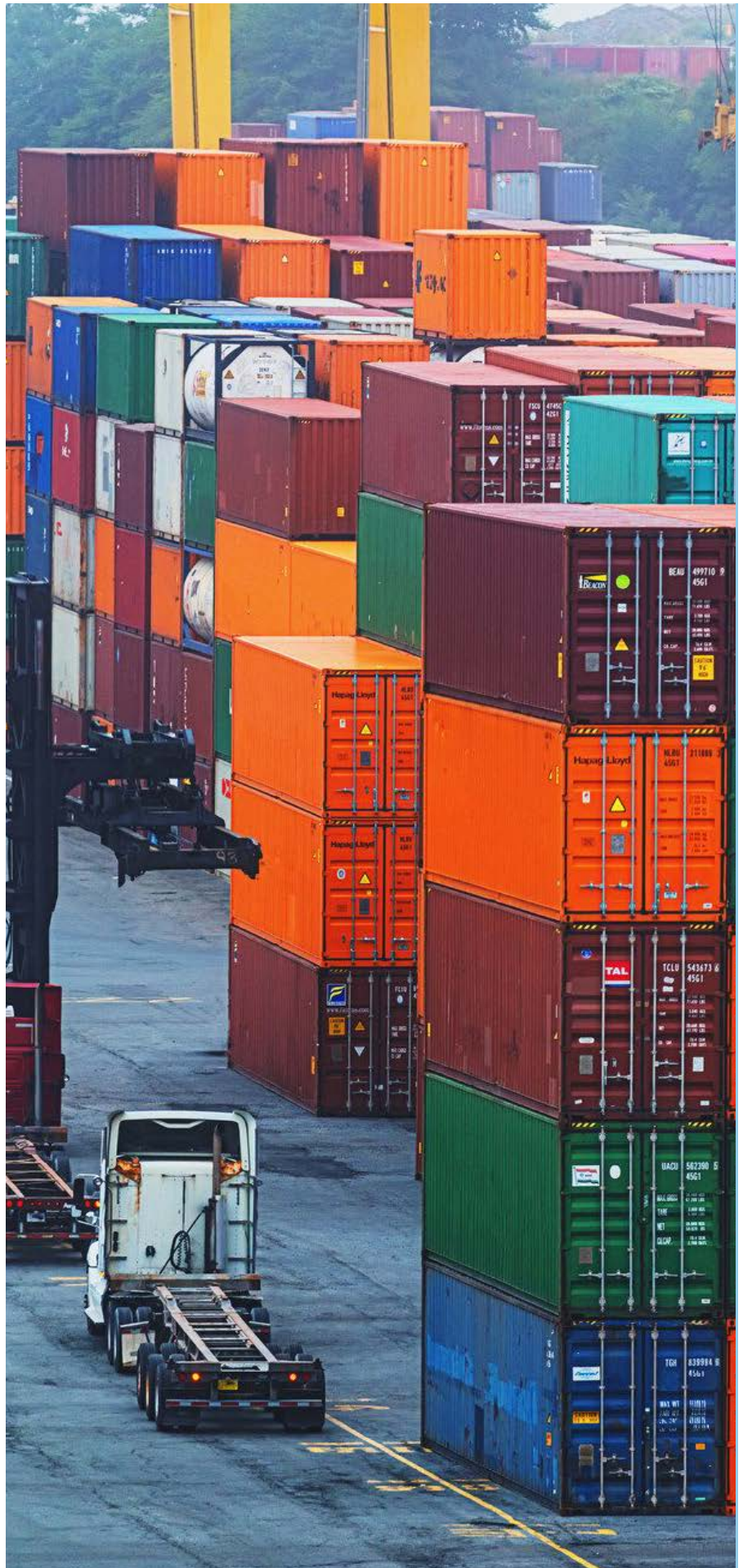
It can solve complex routing problems by simultaneously evaluating numerous scenarios, leading to more efficient transportation networks and reduced fuel consumption. For instance, quantum algorithms could optimise delivery routes in real-time, considering factors such as traffic



conditions, weather, and delivery time windows. This capability allows for dynamic rescheduling and more efficient use of resources. However, adopting quantum technologies in logistics also raises concerns about data security and the need for quantum-resistant encryption to protect sensitive supply chain information.

Healthcare: Quantum computing can enhance precision medicine by enabling the analysis of vast datasets, including genetic information and environmental factors. This capability allows personalised treatment plans tailored to individual patients, improving outcomes and reducing adverse effects. The technology could also accelerate drug discovery by simulating molecular interactions at an atomic level, potentially leading to faster development of vaccines and treatments for diseases. However, quantum computing raises concerns about patient data privacy. Healthcare systems must implement safeguards to protect sensitive information.

Finance: In the financial sector, quantum computing can improve risk management and fraud detection by analysing complex financial models and vast datasets more efficiently than classical computers. This capability allows for better decision-making in investment strategies and credit assessments. However, the threat to existing encryption methods poses a significant risk to the security of financial transactions. Financial



institutions must invest in quantum-resistant solutions to maintain user trust and protect sensitive financial data.

National Security: Quantum technologies offer enhanced cybersecurity capabilities for government agencies, enabling faster cyber threats and vulnerability analysis. Quantum Key Distribution (QKD) provides a secure communication method theoretically immune to eavesdropping, which is critical for protecting sensitive government communications. However, the potential for quantum computers to break current encryption methods for securing classified information poses a significant threat to national security. This vulnerability necessitates urgent government action to develop quantum-resistant encryption standards.

While quantum technologies can enhance fields like logistics and cybersecurity, they could also be leveraged to develop advanced surveillance systems or cyber weapons that infringe on privacy rights or enable state-sponsored espionage. This creates the need for robust governance frameworks to prevent the proliferation of potentially harmful quantum technologies.

Regulatory and Policy Landscape

As quantum technologies advance, effective regulations and policies become critical to ensure responsible development and deployment. Policymakers play a vital role in shaping the ethical framework for quantum technologies. Several countries and regions have begun to establish regulatory frameworks for quantum technologies:

United States: The National Quantum Initiative Act, enacted in 2018, provides a framework for federal quantum science and technology investments. The Department of Commerce has implemented controls on quantum computing technologies to prevent misuse, particularly concerning national security.

European Union: While not specific to quantum computing, the EU's AI Act sets a precedent for regulating advanced technologies. The General Data Protection Regulation (GDPR) includes provisions relevant to data protection in the context of advanced technologies.

United Kingdom: The UK National Quantum Strategy (2023) outlines a pro-innovation regulatory framework tailored to specific applications of quantum technologies. The UK has also established a regulatory forum for quantum technologies to facilitate collaboration among regulators, industry experts, and researchers. Initiatives like the Quantum Standards Network (QSN) aim to establish international standards for quantum technologies, ensuring ethical practices are upheld globally. Some jurisdictions are exploring regulatory sandboxes that allow experimentation with quantum technologies.

These environments enable regulators to assess innovations without stifling development while providing insights into necessary regulatory adjustments as technologies mature.

Quantum Technology Companies Carry a Responsibility

Technology companies developing quantum technologies must establish robust ethical frameworks within their organisations to ensure responsible innovation and deployment.

Ethical Leadership and Culture: Creating an ethical culture within technology companies starts with leadership. Executives and managers must model ethical behaviour, make transparent decisions, and foster open dialogue about ethical



challenges related to quantum technologies. Organisations should integrate ethics into performance evaluations, reward systems, and recruitment processes to reinforce the importance of ethical considerations in all aspects of quantum technology development.

Establishing a Code of Conduct: A comprehensive code of conduct should outline the ethical principles, values, and standards of behaviour expected from employees working on quantum technologies. This code should be developed with input from various stakeholders, including employees at all levels, legal experts, and ethicists. The implementation requires thorough employee training, regular refresher courses, and mechanisms for monitoring adherence and reporting ethical concerns.

Data Privacy and Quantum Security: The advent of quantum computing threatens current encryption methods.

Quantum computers can break widely used encryption algorithms like RSA and ECC, which secure much of our digital infrastructure today. Post-quantum cryptography (PQC) algorithms are designed to withstand attacks from quantum computers. The National Institute of Standards and Technology (NIST) has been working on standardising these algorithms to provide a roadmap for secure cryptographic practices. Organisations must begin transitioning to quantum-resistant cryptographic techniques to protect against potential "harvest now, decrypt later" attacks, where adversaries collect encrypted data to decrypt it once robust quantum systems become available.

Technology companies must consider the broader societal implications of their quantum innovations, including issues related to data privacy, algorithmic bias, and user consent. Engaging with external stakeholders,

including customers, regulators, and community members, can inform policy decisions and enhance public trust in quantum technologies.

What Quantum Means for Logistics and Supply Chain Businesses Professionals should take a proactive approach to understanding and preparing for the quantum future to leverage its potential while mitigating risks. Thanks to quantum algorithms, companies can analyse vast amounts of data. The speed of quantum computing allows for near real-time analysis and decision-making. This is particularly valuable in dynamic supply chain environments where quick responses to disruptions or changes in demand are crucial.

Quantum computing offers unprecedented capabilities in solving complex optimisation problems, translating to more efficient route planning, inventory management, and resource allocation. The enormous computing power should also enable more precise demand forecasting and risk.

On the downside, quantum computers threaten current encryption methods, making supply chain data vulnerable to attacks. Hackers' "harvest now, decrypt later" strategy also threatens current data. The advent of quantum computing will change power dynamics in supply chain networks. Companies that adopt the technology early can gain a significant

competitive edge, disrupting relationships and business models.

As quantum computing is still in its early stages, companies face implementation challenges, such as hardware limitations, software integration issues, and a shortage of skilled personnel.

An Action Plan for Logistics and Supply Chain Professionals

Build Capacity: We must build knowledge and capacity. Companies could invest in training programs to increase quantum literacy. These programs should cover the basic quantum principles, potential logistics and supply chain applications, and associated risks and ethical considerations. Stay informed about the latest developments in quantum computing and its applications in logistics and supply chain. Attend industry conferences, engage with quantum computing companies, and follow relevant research publications. Discuss the ethical implications of its use in supply chain decision-making. Develop guidelines for the responsible use of this powerful technology.

Ensure Business Continuity: Evaluate your current cybersecurity measures and develop a plan to transition to quantum-resistant encryption methods. This is crucial to protecting supply chain data from future quantum-enabled risks and attacks. Regularly assess the potential risks and vulnerabilities in operations that could be affected by



quantum computing. Beyond security threats, this should also include opportunities for optimisation.

Experiment: Establish a quantum computing task force that works with experts to identify use cases that benefit from quantum optimisation and analysis. This may involve hiring specialists or upskilling employees. Areas like route planning, inventory management, and demand forecasting should be promising to focus on at the start. While full-scale quantum computers are not yet widely available, companies should experiment with quantum-inspired algorithms on classical computers. This can provide insights into potential benefits and prepare teams for the quantum future.

Consider using cloud-based quantum computing services to become acquainted with the technology without significant upfront investment. Begin assessing data infrastructures and develop plans for integrating quantum

computing capabilities. This may involve upgrading data management systems.

Enter partnerships: Other actors may be more advanced, and strategic alliances with quantum technology providers, research institutions, and industry peers can be a good foundation for the future. Collaboration can help share costs and risks and accelerate the development of quantum solutions for logistics and supply chains.

Include Quantum into Strategic Planning: Quantum computing should be part of a company's strategic reflection and planning processes when deciding when and how to integrate this new technology into logistics and supply chain operations.

By taking these steps, logistics and supply chain professionals can position themselves to harness the transformative power of quantum computing while mitigating associated risks.



The quantum future might be here tomorrow. Those companies and professionals who are prepared will be safeguarded against quantum risks and will benefit the most. Ethical considerations will play a critical role.

Conclusion – The Need for a Concerted Effort

As quantum computing advances, companies should prepare for the supercomputing future. The technology promises revolutionary transformations by amplifying the impact of other advanced technologies, such as the Internet of Things, distributed ledgers, and artificial intelligence. Quantum computing's ability to process vast amounts of data and solve complex problems simultaneously will revolutionise how we manage logistics and supply chain operations.

Ethical considerations should be at the forefront of research, development, and deployment. By crafting robust regulatory frameworks and organisational ethical codes to prevent negative impacts on data privacy, society, jobs, and equitable access, we can harness the transformative potential of quantum technologies while mitigating risks and ensuring responsible innovation. We need a concerted effort from policymakers, industry leaders, and society to shape a future where quantum advancements benefit humanity. Access should not be limited to wealthy nations or corporations, which would exacerbate existing inequalities. We can build a quantum future that aligns with our values and aspirations for a better world through collaboration, transparency, and a commitment to ethical principles.



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Pricing Landscape During President Trump's Second Term: A Procurement Perspective

By Ashima Tyagi

Economics Associate Director, leading the Asian Pricing and Purchasing team at S&P Global Market Intelligence in Singapore

The economic landscape shaped by Donald Trump's first term as President (2017-2021) of the United States (US) was marked by significant policy shifts that had lasting implications for both domestic and global markets. As President Trump embarks on his second term, it is anticipated that several of his policy positions will not only continue but may also expand. The emphasis on safeguarding American industries and redefining trade relationships is expected to persist. His administration's hallmark initiatives in the first term included substantial tax cuts, a focus on deregulation, and an aggressive stance on trade, particularly with mainland China.

The Tax Cuts and Jobs Act of 2017 aimed to stimulate economic growth by lowering corporate tax rates, which initially spurred business investments and consumer spending. However, the trade tensions that ensued, particularly the imposition of tariffs on mainland Chinese goods, led to increased costs for consumers and created uncertainty in the market. His second term, however, will come with both new and renewed challenges, including inflationary pressures, supply chain disruptions, and intensified geopolitical tensions. These growing issues will challenge the economic strategies employed during his first term and create a

more complex risk and pricing environment during the second term.

WHAT'S HAPPENING

Trump tariffs and trade renegotiations are coming.

While the narrative around the level of tariffs or their implementation process evolves every week, there will be no avoiding them under President Trump's second term. The US President possesses the authority to negotiate trade agreements and impose tariffs, especially in instances of trade injury. President Trump established a track record of using these powers during his first term



in office, using Section 232 to levy tariffs on imports of steel and aluminium under national security concerns and Section 301 to levy tariffs on a broad list of imports from mainland China in response to “unfair trade practices.”.

Although tariffs is an evolving story, on Feb. 1, US President has already issued executive orders under the International Emergency Economic Powers Act (IEEPA) citing immigration and narcotics flows to apply tariffs against imports from mainland China, Canada and Mexico. Since the announcement duties on Mexican and Canadian imports have been delayed at least one month; however, imports from mainland China will face new

ad valorem tariffs with effect from Feb. 4.

WHAT COULD COME NEXT

Mainland China will counteract

A potential push for US tariffs poses a significant risk to mainland China's economy, especially if the initially proposed 60% tariffs across the board are implemented. Naturally, a counter-reaction from mainland China can be expected to mitigate the negative effects on its growth. It could take the form of a strong fiscal stimulus to spur domestic growth, loosen monetary policy further, initiate retaliatory trade measures, search for new

trade partners to avoid tariffs, or a combination of many of these options. As per the latest reports, Mainland China has already responded by placing 15% import duties on coal and natural gas and 10% duties on a range of oil, farm equipment, and vehicles effective Feb. 10.

Prior to the implementation of tariff imposition in the US, frontloading of export orders from mainland China has already become evident towards the end of 2024, even though this may come at the cost of future demand.

President Trump's first term unintentionally strengthened the trade and foreign investment ties between mainland China and both Mexico and Vietnam, as mainland China looked for new trade partners and alternative routes for its exports to access the US market. However, that option may not be viable in President Trump's second term, as both Mexico and Vietnam are already the target of Trump tariffs, given that a trade relationship with mainland China has been adequately established.

Rising costs for American businesses

During President Biden's presidency, demand surged post-pandemic, while at the same time supply constraints led to heightened inflationary pressures. In response, the

Federal Reserve adopted a more hawkish stance, hiking interest rates to curb inflation. Under President Trump's second term, the US monetary policy is likely to remain tighter for longer if a high level of tariffs is imposed, which could also potentially hurt growth. In sectors such as steel and aluminium, the tariffs during the first term resulted in higher input costs for manufacturers even as capacity utilisation of domestic mills increased. This inevitably translated into increased prices for end products, affecting everything from automobiles to construction materials.

In analysing the market impact for 2025, the Pricing and Purchasing team at S&P Market Intelligence anticipates that the electronics industry will be one of the most vulnerable to tariff risks

compared to other industries projected by the team. Under assumptions of 0% tariffs on imports from Canada and Mexico, a 30% tariff on all imports from mainland China, and a 10% tariff on imports from other markets, an increase of 6-8% in US' electronics prices is anticipated by Q3-2025. Tariffs will result in stronger price escalation that will eventually subside by 2026. This forecast is predicated on a series of baseline assumptions, which are regularly updated on the basis of the most likely scenario.

In the context of labour, S&P Global Market Intelligence also expects a tightening of US labour markets due to more stringent policies on legal migration, which will also have a direct bearing on operating costs. The industries that are likely to experience the most immediate impact include

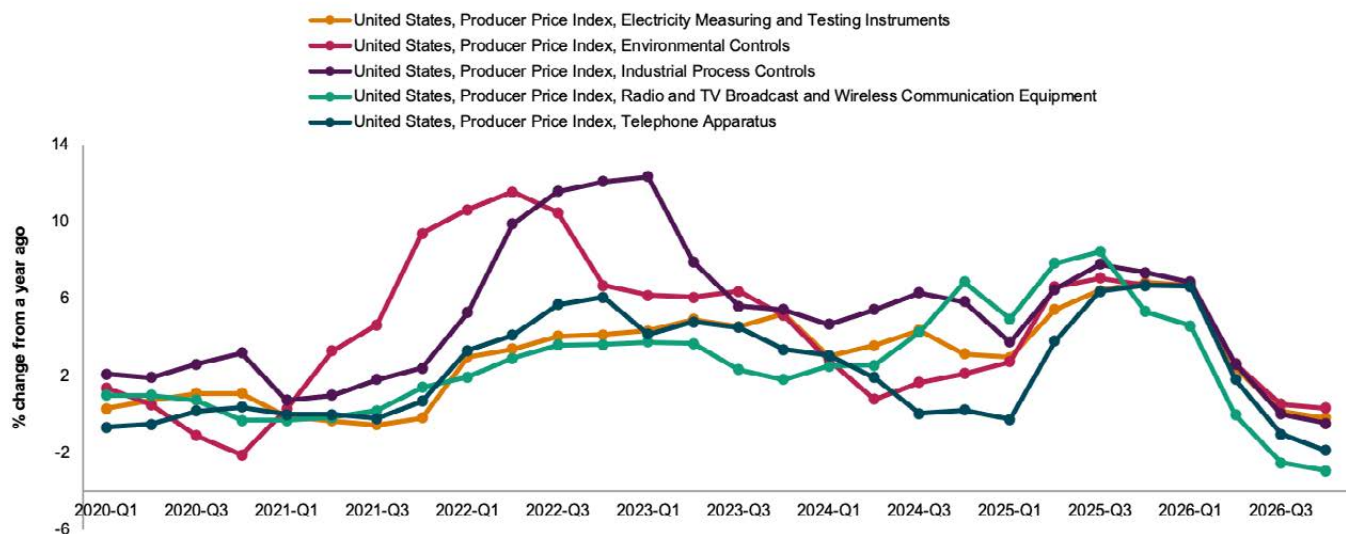
agriculture, construction, food processing, and food services.

Massive Repercussions on Currencies and Oil

A realignment of global supply chains is expected to accelerate, largely in reaction to President Trump's proposed tariff hikes on mainland China. Asia-Pacific and Sub-Saharan African (SSA) currencies are expected to depreciate amid tighter global financial conditions and a stronger dollar negatively impacting their inflation outlook.

Should tariffs increase during the second Trump term, it would likely have an adverse effect on global oil demand. Sluggish global oil demand growth may prolong the "cycle of surplus" that has defined the oil market over the past decade. At the same time, a reduction in federal policy

Potential Price Increases expected in Select US Electronics Categories, partly owing to Tariff Impact



As of January 2025.

Source: Pricing & Purchasing forecasts, S&P Global Market Intelligence.

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Procurement teams will need to effectively manage the impact of these tariffs

support for electric vehicles could hinder the adoption of EVs, thereby acting as a What could procurement teams do?

WHAT COULD PROCUREMENT TEAMS DO?

Calculate the costs being added.

Considering the aforementioned scenarios, the risk landscape for businesses is anticipated to grow increasingly complex in the coming years. Consequently, procurement teams across global locations must remain agile, as they will need to navigate not only the evolving tariffs but also the uncertainties related to potential counteractive measures from trading partners. Teams could implement flexible procurement practices that allow for rapid adjustments in purchasing decisions. This might include negotiating contracts with flexible terms that permit changes in order quantities or delivery schedules without incurring significant penalties. Additionally, establishing a responsive supply chain that can quickly adjust to new information or market dynamics will also enhance agility.

Separately, procurement teams across the US must comprehend the costs being added to their Total Cost of



Ownership (TCO) as a result of tariffs. Typically, TCO is generally divided into four categories: procurement costs, acquisition costs, usage costs, and end-of-life costs. When evaluating TCO in the supply chain, it is important to take your sourcing decisions into account. For example, many organisations may choose a higher minimum order quantity for a lower unit price. However, it's essential to also consider inventory costs, the risk of obsolescence, and excess products in your total cost of ownership analysis. It is also important to consider lead times and supplier performance, along with potential supply chain disruptions, trade barriers, and any logistical costs. Assessing the stability of your supplier is crucial, as it may present risks if the procurement department is unable to import a product. All of these factors should be included when calculating your TCO.

Bottom line

The pricing and risk environment during President Trump's second term will be characterised by a complex interplay of an ever-changing tariff landscape, trade policies,

inflationary pressures, regulatory changes, and geopolitical risks. The tariffs are aimed at protecting American industry, but they will have a dual impact on pricing. While they will certainly provide a temporary shield for domestic US producers, they might also lead to increased costs for US-based importers unless exporters are willing to absorb a part of the tariff costs.

In the short term, procurement teams will need to effectively manage the impact of these tariffs by reducing exposure to cost fluctuations through TCO analysis, negotiating with existing suppliers to absorb the additional tariff cost, entering into long-term contracts on fixed pricing, and monitoring regulatory changes. In the long run, businesses will need to adapt to tariffs by modifying their sourcing and production strategies, which may include managing inventory more effectively, relocating sourcing to tariff-free regions, or changing their approach to importing components for assembly instead of finished products.



Ashima Tyagi

Economics Associate Director, leading the Asian Pricing & Purchasing team at S&P Global Market Intelligence in Singapore

Armed with over 16 years of all-rounded experience in leadership positions within the commodities sector, Ms. Ashima Tyagi serves as the Economics Associate Director, leading the Asian Pricing & Purchasing team at S&P Global Market Intelligence in Singapore.

Her expertise lies within the trade and supply chain domain, with a specific focus on metals & mining industries, encompassing macroeconomic research, price surveillance, cost modelling, price forecasting, procurement strategies, and data analytics. She has several white papers, podcasts, live TV interviews, print media interactions, and conference presentations to her credit. She is known to offer her independent and unique perspective on macro developments, sectoral linkages to economic growth, global value chains, and international trade.

In her previous role, she served as Assistant Director at the Indian Steel Association, New Delhi, representing at the highest levels in the Government of India offices as well as international industry bodies like the World Steel Association. She has a master's degree in Business Administration from Amity Business School, New Delhi, and a bachelor's degree in Economics from Shri Ram College of Commerce, University of Delhi. For inquiries: ashima.tyagi@spglobal.com

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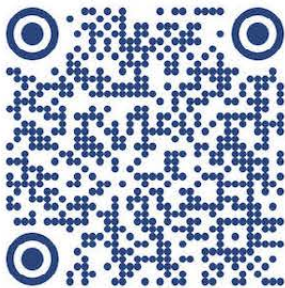
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A man in a plaid shirt and jeans stands with his hands on his hips, looking at a large truck loaded with boxes. The truck is white with a blue stripe and has a large stack of boxes on its flatbed. The man is wearing a white cap and blue gloves. The background shows a building with a grid of windows.

The Convergence of Product and Party Compliance: A Holistic Approach to Global Trade

Anne van de Heetkamp
Vice President, Product Management GTI
at Descartes Systems Group



The global trade landscape is undergoing a significant transformation, driven by evolving regulations, increased scrutiny on supply chains, and advancements in technology. What were once distinct areas of compliance—product compliance and party compliance—are now converging, as businesses face growing complexity in ensuring that both the goods they trade and the entities they do business with meet regulatory standards. No longer siloed functions, these areas are becoming increasingly intertwined, demanding a holistic approach to mitigate risk and ensure smooth global trade operations.

Product and Party Compliance

Historically, product compliance focused on ensuring that goods met relevant import and export regulations

and standards—such as product safety regulations, environmental regulations, license requirements, and proper product classification. Party compliance, on the other hand, involved ensuring that the entities a company traded with—suppliers, customers, or partners—were legally permitted to engage in trade, mostly ensuring they were not on a denied or restricted party list.

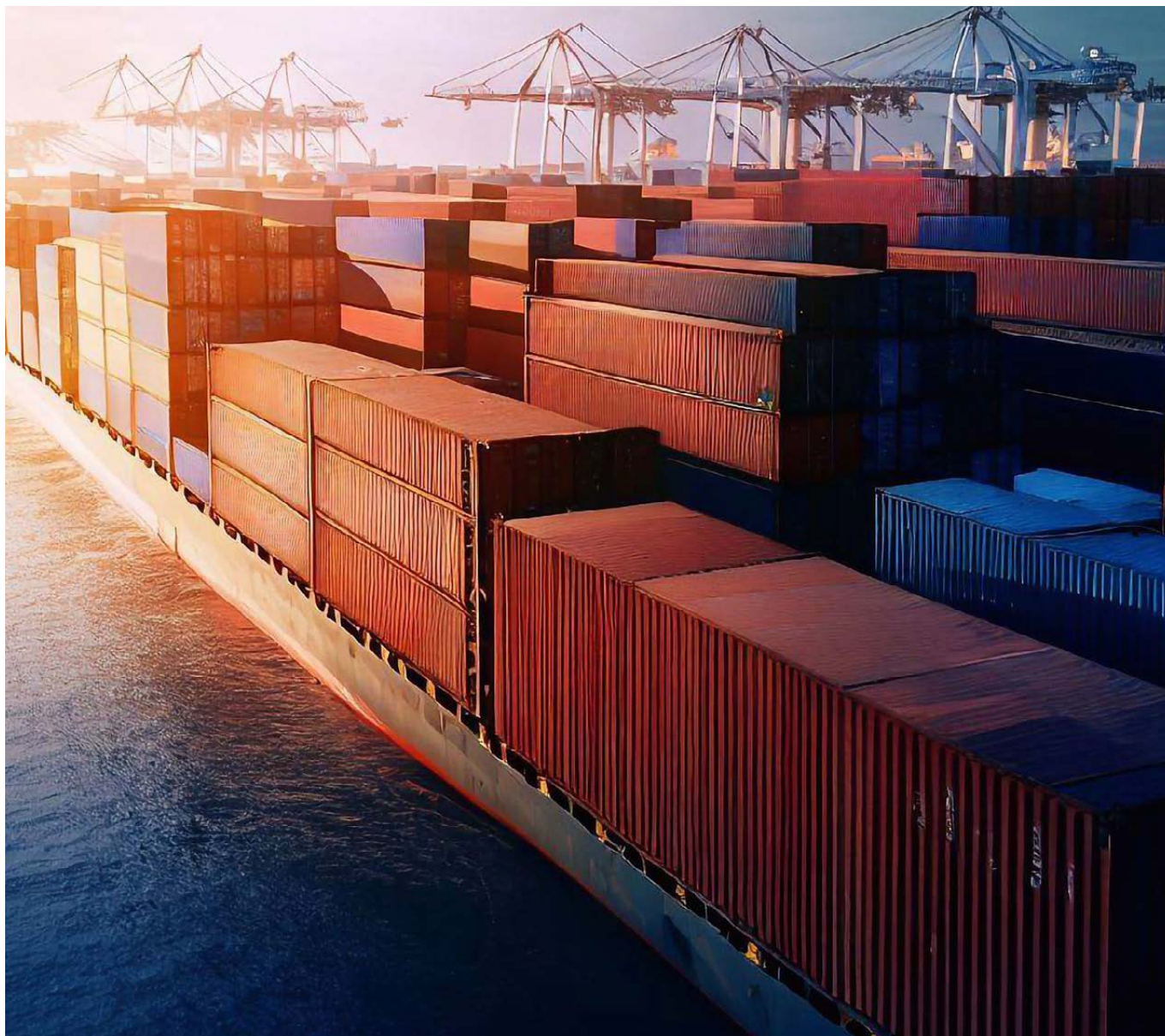
However, as supply chains became more complex and globalised, this division began to show limitations. Companies faced increasing pressure not only to comply with legal and regulatory frameworks but also to ensure ethical practices across their entire supply chains. This shift has led to a blurring of the lines between product and party compliance, creating the need for a more integrated approach.

The Expanding Scope of Regulations

One of the key drivers of this convergence is the expanding scope of regulations. What initially began as legislation targeting specific entities or products has now extended to the entire supply chain. Companies are being held accountable not only for the ethical practices of their immediate suppliers but also for the origin of materials and components used in their products.

For example:

- Forced labour regulations, such as the Uyghur Forced Labour Prevention Act (UFLPA), now require companies to ensure that no forced labour is used in any part of their supply chains.
- Steel tariffs into countries such as the US mean exporters of steel or metal products to countries like the US face compliance with tariffs and trade restrictions. Exporters



must ensure their steel sources comply for both the source of the product and the parties involved in trade.

- Carbon footprint regulations, such as the EU Carbon Border Adjustment Mechanism (CBAM), which taxes carbon emissions associated with imported goods, demand transparency not only in product production but also across the entire supply chain. Connecting both product standards and the business practices of partners.

- Conflict minerals and microchip regulations likewise tie together sourcing materials and the ethical standing of the companies providing them, such as the EU Conflict Minerals Regulation (2021), which requires due diligence on the supply chain for conflict minerals.

A comprehensive approach becomes a necessity as these regulations do not only impact the immediate supplier but also require transparency and ethical sourcing throughout the entire production

process, making both product and party compliance interconnected.

Previously, compliance might have involved screening the supplier against denied party lists and verifying product quality. However, with the rise of social responsibility regulations across the globe, companies must now investigate factors such as the workforce of their suppliers and trace the origin of raw materials to ensure they are ethically sourced.



Compliance and Risk Management

As companies increasingly face complex global trade regulations, the convergence of product and party compliance becomes an essential element of a broader risk management strategy. This development is not just about meeting regulatory requirements but about creating a holistic system that identifies, mitigates, and manages risks across multiple facets [BM1] of the business.

Companies are increasingly looking at their compliance strategies not just as regulatory necessities but as components of an overarching risk visibility solution that ranges from the boardroom to the work floor. [BM2] Compliance efforts must lead to real-world actions—such as screening shipments, assessing products

and parties, and triggering appropriate responses. Trade content and regulations should be used to screen against specific risks and then translate into decisions that companies can act on, ensuring that compliance does not remain a mere checkbox exercise but instead drives operational decisions.

Integrating product and party compliance within a broader risk management strategy allows companies to create more resilient supply chains, avoid disruptions, and manage reputational risks proactively.

The Growing Demand for Supply Chain Transparency

This convergence is further fuelled by the increasing demand for supply chain transparency and resilience. Businesses are under pressure to demonstrate ethical sourcing practices,

environmental responsibility, and compliance with international standards. Consumers, investors, and regulators alike are demanding greater visibility into how products are made and who is involved in their production. As a result, visibility into every stage of the supply chain, from raw material extraction to final product delivery, has become an increasingly important business priority.

In response to these demands, companies are transitioning from reactive compliance measures to proactive, technology-driven solutions that integrate product and party due diligence. This shift is not only necessary to meet regulatory requirements but also to build a more resilient supply chain capable of withstanding disruptions and reputational risks.

The Role of Technology in Enabling Holistic Compliance

Technology plays a critical role in enabling this holistic approach to compliance. Modern platforms are moving away from fragmented systems towards integrated solutions that combine product classification, license management, denied party screening, and other compliance functions. By leveraging advanced technologies such as AI, machine learning, and data analytics, these platforms can automate compliance processes, enhance risk assessment, and provide real-time insights into supply chain operations.

The Benefits of a Holistic Approach to Compliance

The benefits of adopting a holistic approach to compliance extend beyond risk mitigation. By automating compliance processes and centralising data, companies can achieve significant cost savings, improve operational efficiency, and enhance collaboration across departments. Moreover, integrating product and party compliance allows businesses to take a proactive approach to managing global trade risks.

For example, by unifying their compliance efforts, companies can ensure that their supply chain not only meets regulatory requirements but also

adheres to ethical sourcing standards. This, in turn, helps protect the company's brand reputation and fosters trust with customers, partners, and regulators.

A Paradigm Shift in Global Trade Management

The convergence of product and party compliance represents a paradigm shift in global trade management. To thrive in this evolving landscape, businesses must embrace integrated compliance solutions that provide comprehensive visibility, automation, and adaptability. By partnering with technology providers like Descartes, companies can navigate the complexities of international trade with confidence, ensuring compliance while driving growth and maintaining a positive brand reputation.

In conclusion, as global trade continues to evolve, so too must the compliance strategies of businesses. A holistic approach to compliance that integrates both party and product compliance is essential for navigating the challenges of today's regulatory environment. With the support of advanced technology solutions, companies can not only mitigate risk but also capitalise on new opportunities in the global market.



Anne van de Heetkamp
Vice President, Product
Management GTI at Descartes
Systems Group

Anne van de Heetkamp has extensive work experience in the field of global trade management. Before joining Descartes in 2019, he gained experience in several roles in both global trade consultancy and software. In his current role as Vice President of Product Management in Descartes' Global Trade Intelligence (GTI) pillar, he is responsible for the overall GTI product strategy and, for example, the incorporation of AI/ML into GTI products.

Appreciating the impact of global trade trends and events on the global trade software requirements and understanding customer requirements are vital parts of his job. Descartes' GTI product offering includes import/export trade compliance, classification, and trade content solutions.

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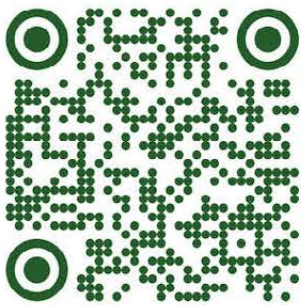
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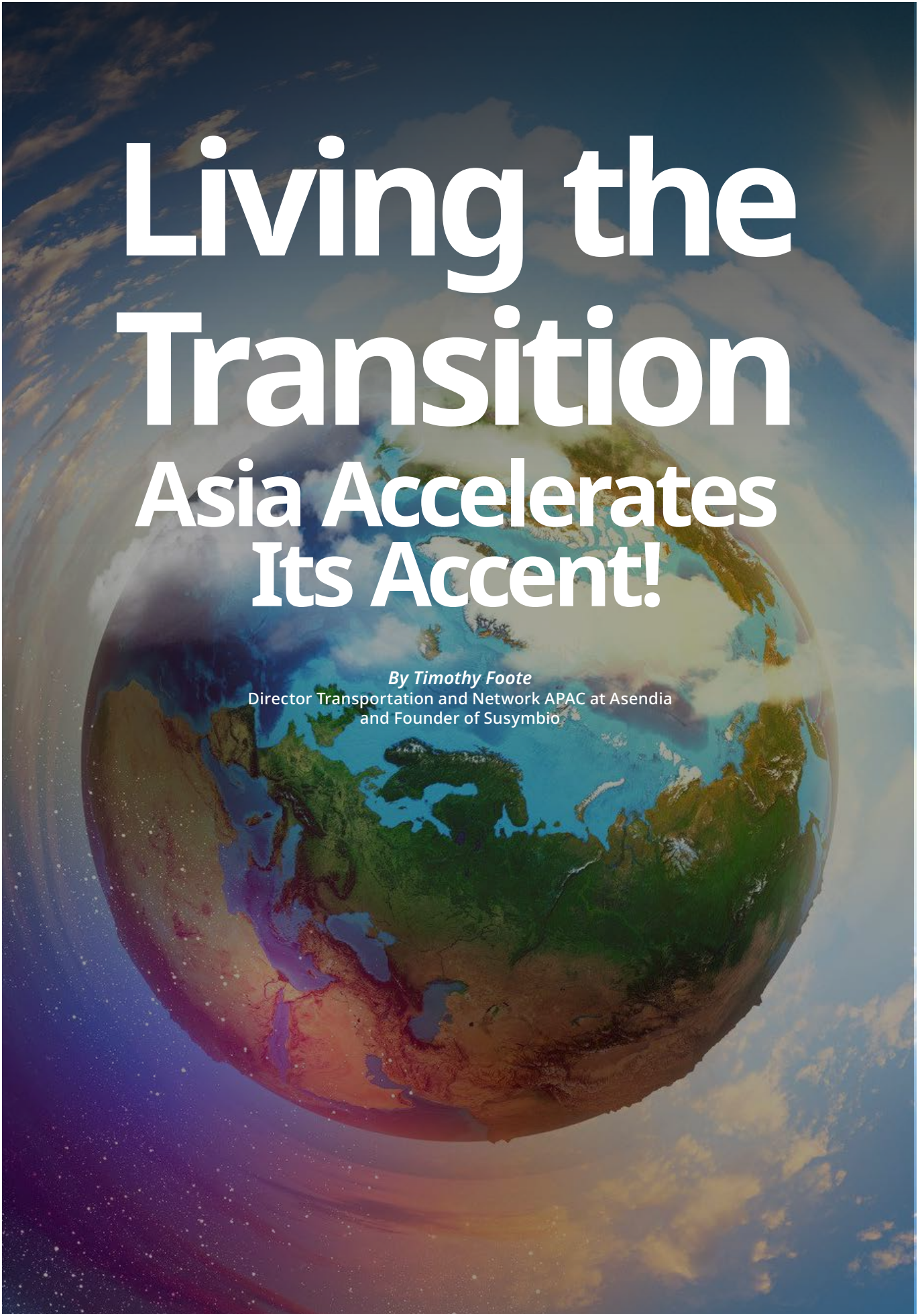


Living the Transition

Asia Accelerates Its Accent!

By Timothy Foote

Director Transportation and Network APAC at Asendia
and Founder of Susymbio





It is 2025, and the transition away from fossil fuel is happening! Fully electric cars, bikes, scooters, buses, vans, and even trucks are on our roads. Solar panels are on rooftops, hillsides, and even on the water. Large wind farms are up and growing.

As we are already living through this period of transition, I wanted to take a look at the state of the global powers moving us forward. In history, countries that are at the forefront of energy transitions gain prosperity in greater amounts than the slower transitioning countries. This happened during the time of coal and steam as well

as during oil and combustion engine transitions. Which countries are transitioning the fastest to green energy now?

I suggest that it is Asia that has the unique opportunity to establish that global leadership position in the coming years. To pull away from fossil fuels will not only provide Asia a healthier environment to live in, but it will also provide it with a more secure, locally controlled power source that is cheaper and cleaner than global competitors. Europe and the USA are also in the race, though. As the world moves to the next sustainability milestone year of 2030, which region will emerge as the

global “green” leader? Read on, and I’ll share with you how this transition to the green energy race is progressing.

Europe

So many sustainability conversations I have had in the industry circulate around the initiatives in Europe. How Europe has mandated 2% SAF for fuelling in their airports, for instance. On the ocean side, there are also regulations in place to drive higher quality for bunkers in ship fuel tanks. Both of these regulation changes improve air quality for the local residents as well as reduce emissions. More importantly, they are instituted in a way to



MANY EUROPEAN COUNTRIES HAVE MADE GOOD PROGRESS IN TERMS OF RECYCLING AND GREEN REGULATION

provide an even playing field for the industry because no carrier is given an advantage over another.

Many European countries have made good progress in terms of recycling, green regulation, and recently in securing more sources and connections for greening their power grids. In the businesses I have worked in, European requirements have always been a reason for industry to act. Without Europe's "standards driven" transition model, I have doubts whether the rest of the world would be at the level it is currently in terms of the energy transition now taking place.

Transition finance is also a key to Europe's pivot away from fossil fuels. The REPowerEU program, as well as others, has made significant progress in moving capital into green energy developments—especially since the end of the pandemic. The invasion of Ukraine brought even more determination in Europe to move away from fossil fuels.

According to the European Investment Bank, in 2023 European countries spent 110 billion euros on renewable energy projects (<https://www.eib.org/en/essays/europe-energy-transition-renewable>). This was 10 times more than investments for fossil fuel.

USA

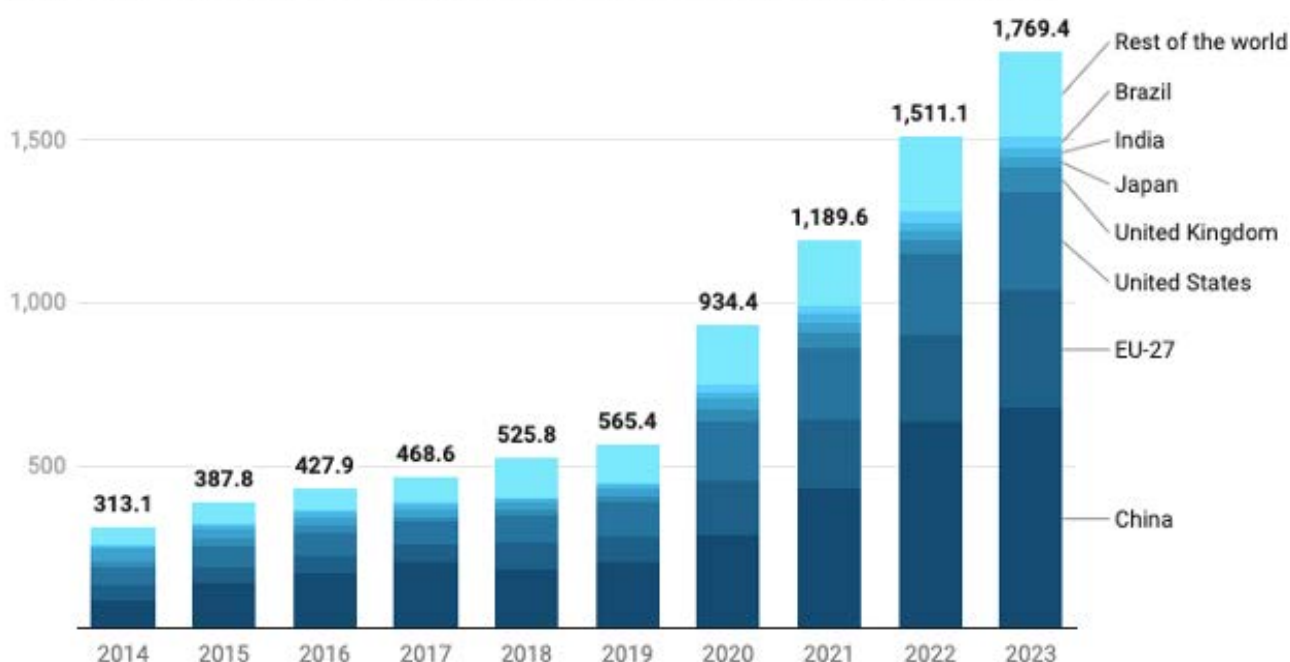
The new Trump administration shows nothing but disdain for green energy and will have influence in slowing North America's transition with actions he has already put in place in January. The stopping of funds for EV vehicle credits and much-needed EV charging infrastructure will slow the pace of change. That said, the United States and industry will continue to "green up" regardless. The economics of ever-lower costs of green energy will continue to propel things forward. This is what happened the first time around with Trump in charge, and the second time around should likely be the same. The damage Trump causes, though, may definitely take the USA out of a position to truly capitalise on the transition we are in today.

*Source is BloombergNEF.

THE UNITED STATES AND INDUSTRY WILL CONTINUE TO "GREEN UP"



Investment in the energy transition (\$ billion), by region



Asia Leaps to the Front

It is very clear when looking at the investment chart that investment in sustainable energy has been dominated by China as far back as 2014, and China has been accelerating that lead every year since. China's demands for energy are,

however, much greater than in other areas of the world because it is the factory of the world.

Most nations in Southeast Asia, like China, have an advantage to speed our logistical transformation because EVs and sustainable shipping technology are built within our region. ASEAN countries have the ability to capitalise on China's now-dominant sustainable energy know-how.

Advantages for the ASEAN trade bloc come in the form of regionally controlled loan programs as well.

As the transition continues, share with me ideas on where you see Asia can increase its speed of change. Through 2025 the "Green Corridor" will be sharing the latest strategies and insights in our industry. If you can help to contribute with your own organisation's experience, then please reach out to me.



Timothy Foote

Director Transportation and Network APAC at Asendia and Founder of Susymbio

Tim Foote has worked in management positions at multiple MNCs for more than 25 years, gaining expansive expertise in logistical operations. He continues to craft delivery solutions for many e-commerce clients at Asendia. When it comes to sustainability, Tim first gained experience as the Head of Go Green at DHL eCommerce APAC. He later grew his knowledge as a trusted sustainability expert working for his own consulting business, Susymbio. Please reach out to him for any sustainability stories you feel are noteworthy. Let's green our industry together!

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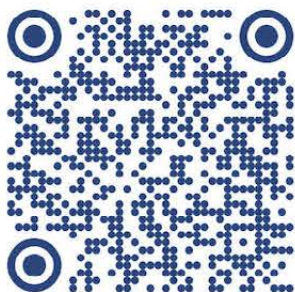
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