

# BREXIT LIFEBOAT DRILL

**Have you addressed the priority commercial considerations and actions required to get Brexit ready?**

## WHAT SHOULD YOU BE DOING?

**Businesses cannot risk waiting on the outcomes of UK/EU Brexit negotiations!**

Irrespective of a Brexit deal, January will bring sweeping changes for businesses. Firms must focus on creating and agreeing practical commercial solutions, compliant with regulations and statutory instruments, backed up by workable no-regret solutions that reduce the negative impacts of transition. It is extremely unlikely that prior Brexit plans are still fit for purpose! The coronavirus crisis has made the difficult transition to Brexit much harder. The removal of previously published easements have significantly altered Brexit preparation requirements.

### **Preparation will not prevent disruption!**

The scale of the changes in the trading relationship between the UK and EU, irrespective of whether an agreement is reached or not, means that it will take time for businesses to adjust to the new conditions. Contingency plans need to be ready to respond to unforeseen disruption by either side in the future, these will alter the shape of the relationship and necessitate further legislative or practical steps to be taken. Businesses will be adapting to the current and future effects of Brexit for many years to come.

**Previous plans need to be reviewed to ensure that they are still current!**

The lead time for implementing risk mitigating strategies has passed for many organisations. Due to the COVID virus, stock piles and working capital buffers have disappeared, supply chains have already been disrupted and markets for many products and services have been significantly curtailed. Furthermore, many firms have yet to engage with suppliers and customers to discuss and agree the commercial considerations of Brexit including margins, supply chain logistics, economies of scale, standards, data sharing, and the list goes on.

### **Brexit does not end on 1 January 2021!**

Brexit negotiations could continue for months or indeed years after the end of the transition period.

**We can help you reduce your Brexit risks. Our experts can quickly diagnose critical issues and offer practical solutions across a broad range of business areas based upon our extensive track record.**



[www.soluxr.com](http://www.soluxr.com)



[www.brexit-partners.com](http://www.brexit-partners.com)

## HEALTHCHECK

An online self assessment on our AI Brexit platform, customised to an organisations specific situation followed by a half day workshop to assess results, status of Brexit preparations, agree risks and priorities.

Duration: 2 to 10 days. Consulting support: 2 to 3 days

## IMPACT ASSESSMENT

A short programme to review and model key strategic, commercial and operational impacts on the business. Development / update of transition plans, contingency plans, customer & supplier contract negotiation strategies. Our work is enabled by financial modelling tools, advanced AI, machine learning and data analytics.

Duration: 5 to 30 days. Consulting support: 5 to 20 days.

[Request a Demo](#)

## ALTERNATE SOURCING

Rapid identification and qualification of new supply chain and sourcing opportunities using our advanced sourcing technologies, extensive trade databases and global trade networks. Services can include due diligence, meeting preparation, local introductions and support for contract negotiations.

Duration: 5 to 30 days. Consulting support: 5 to 15 days

## CONTINGENCY PLANNING

Preparation or review of prioritised business continuity plans based on agreed potential risk scenarios. Plans can be automated as workflow and triggered automatically as events occur saving lost downtime, disruption and costs.

Duration: 2 to 10 days. Consulting support: 2 to 3 days



[www.soluxr.com](http://www.soluxr.com)



# BREXIT SERVICES

We have advised over 80 firms on Brexit transition since our formation in 2016. These have included global corporates, industry associations, governments and SMEs. We have also provided continuing professional development for a number of professional bodies. Based on our ecosystem partners technologies we have developed a series of tools to assist firms manage the connected challenges and risks of COVID-19, Climate Emergency, Sustainability, international trade disputes and Labor Transition.

## TRADE COMPLIANCE GAP ANALYSIS

A technology enabled self-assessment of an organisation's readiness to handle new customs procedures and trade compliance requirements following Brexit.

Duration: 5 days. Consulting support: 1 to 4 days

## AEO ACCREDITATION

Authorised Economic Operator (AEO) is an EU and UK accreditation which lowers the risk profile for importers and exporters by minimising risk of border delays and enabling waivers or reduced mandatory financial guarantees for suspended and deferred customs duty and import VAT. AEO is beneficial for any customs reliefs, such as Customs Warehousing. We provide an efficient technology enabled process to support accreditation.

Duration: 30 days. Consulting support: 5 to 10 days

## ALTERNATE MARKET ASSESSMENT

Rapid identification and qualification of potential new international customers enabled by advanced technology. Assessment of value proposition and capabilities to profitably meet customer needs. Support in setting and preparing for meetings with potential customers or participating in trade events.

Duration: 60 days. Consulting support: 5 to 20 days

## TRANSITION MENTORING

Access on a part time basis to expertise to guide you through transition. This may include training, quality assurance review, technical guidance, program management or supplier / customer due diligence.

Duration: as needed. Consulting support: as needed.



[www.brexit-partners.com](http://www.brexit-partners.com)