KPMG

SAPSA IMPULS 2026

When Trade Compliance meets SAP -
From regulation to data and control



November 2026

Stockholm

Why now? Reform meets geopolitical volatility

Geopolitical shifts demand agility. Customs reform demands stronger control.

GEOPOLITICS

SPEED

Tariffs, sanctions and supply-chain changes demand rapid adaptation.

CUSTOMS REFORM

CONTROL

Connected data, accountability and traceable decisions demand control.

How can SAP-enabled processes deliver speed AND control?

KPMG © 2026 Copyright owned by one or more of the KPMG International entities. KPMG International entities provide no services to clients. All rights reserved.

EU Customs Reform - More connected data and control

What does this mean for businesses?

01 DATA

Greater visibility of goods, consignments, transactions and operators

02 ACCOUNTABILITY

Who owns the facts, regulatory decisions and declarations?

03 CONTROL

Reliable processes and controls behind transactions

04 TRUST

Demonstrable reliability; AEO and Trust & Check

Different regimes. Shared data. Distinct compliance obligations.

KPMG © 2026 Copyright owned by one or more of the KPMG International entities. KPMG International entities provide no services to clients. All rights reserved.

From Trade Compliance Requirements to Business Readiness

Effective compliance requires more than technology — it requires the right operating model

Target operating model framework is applied across the agreed scope to assess gaps, dependencies and opportunities for improvement.

01

SERVICE DELIVERY MODEL

How Trade Compliance activities are organised, delivered and supported across central and local operations.

02

PEOPLE

Roles, responsibilities, accountability, capabilities, capacity and training.

03

PROCESSES

Policies,workflows, controls, escalation and interaction with relevant third parties.

04

TECHNOLOGY

Systems, screening tools, automation, interfaces and support for compliant operations.

05

PERFORMANCE INSIGHTS AND DATA

Data ownership and quality, monitoring, self-inspection, reporting and management information.

06

GOVERNANCE

Mandate, decision-making, risk ownership, oversight and alignment with business objectives.

RISK-BASED LENS — **Regulatory exposure | Financial significance | Operational complexity | Variation in ways of working**

CURRENT-STATE ASSESSMENT → **PRIORITISED GAPS AND OPPORTUNITIES** → **PRACTICAL REMEDIATION ROADMAP**

KPMG © 2026 Copyright owned by one or more of the KPMG International entities. KPMG International entities provide no services to clients. All rights reserved.

Industrial reality - change starts in the business

Trade compliance depends on reliable information across business functions

01

WHERE DOES IT START?

Product, supplier and manufacturing information across functions.

02

WHAT IS ACTUALLY AVAILABLE?

Information may be fragmented, incomplete or difficult to validate.

03

WHERE CAN SAP GTS HELP?

Automated checks, workflows and exception handling - supported by reliable data.

Business change → Validate information → Assess legal & compliance impact → update systems & controls

KPMG © 2026 Copyright owned by one or more of the KPMG International entities. KPMG International entities provide no services to clients. All rights reserved.

From Trade Data to SAP-Enabled Compliance and Control

Technology enables compliance when data, ownership and processes are aligned

ASSESS WHAT EXISTS. ESTABLISH HOW DECISIONS WILL BE GOVERNED.

ENGINEERING	PROCUREMENT	SUPPLY CHAIN	FINANCE & TAX
Product data	Suppliers / sourcing	Goods movements	Pricing / transactions & financial impact

MAP & ASSESS
Identify obligations, data and gaps

→

GOVERN
Define ownership and decision rights

→

CONTROL & VERIFY
SAP GTS checks, workflows and monitoring

Better data and controls support compliance, duty management and financial visibility.

A governance framework must define ownership, decisions and exception handling.

KPMG © 2026 Copyright owned by one or more of the KPMG International entities. KPMG International entities provide no services to clients. All rights reserved.

Contact us



Ulrika Badenfelt
ulrika.badenfelt@kpmg.se
+46 72 3688580



Asha Banu
asha.banu@kpmg.se
+ 46 72 5656901

Thank you!