



Management Dynamics' RPS On Demand Takes Complexity Out of Global Trade Management

Tuesday, September 16, 2008

[John Fontanella](#)

Management Dynamics provides software and services to automate all facets of the import and export processes involved in global trade. As part of its product, the company also maintains a comprehensive database of trade content and international business rules from 122 countries.

This is a boon to users. Without it, companies are forced to manually search multiple websites, subscribe to trade publications, and engage brokers and other trade consultants to gather the same information. The trade content is available to subscribers of Management Dynamics' web-based research tools and enterprise applications as well as its latest release of Restricted Party Screening (RPS) On Demand 5.0.

Management Dynamics unique with its screening technology

Trade content is the essential ingredient of global trade management (GTM). Easy access and the ability to incorporate it seamlessly into existing company processes ensures high levels of compliance with government requirements and also contributes to higher rates of productivity and customer service.

For companies involved in export, restricted party screening is usually the first task automated to eliminate the time-consuming and error-prone manual search and matching process. With this in mind, Management Dynamics' RPS On Demand is built to integrate with any application in a company's software portfolio via XML to screen trade parties against lists issued by various governments that restrict commerce with sanctioned parties.

A specialized GTM application is no longer needed on premises, since processing is done remotely over the Internet. Over 90 restricted party lists are checked to determine the eligibility of customers to receive goods, with results sent back in real time to the inquiring application without any human intervention.

The uniqueness of Management Dynamics' product is the screening technology it uses. Based on computational linguistics, it's arguably the most sophisticated software used in the industry for this purpose. And given the state of master data in most companies, this is good news. Regardless of how the name and address of a customer is entered, the software is designed to minimize false positives without sacrificing accuracy as it compares company data to multiple government-issued restricted party lists.

Companies are increasingly performing periodic reviews of customers to determine if the government deems them ineligible to receive goods and services, regardless of whether an order is in hand or not. Using alternative methods, such as manual search and entry of customer names by humans into trade content portals, may satisfy some companies operating on a small scale. But for those looking for a more efficient method of screening their customer bases to ensure compliance and maintain customer satisfaction, be sure to investigate web-based tools for restricted party screening—jfontanella@amrresearch.com.