



## Trade Operation

Simeng trade team has secured number of procurement and trade projects over the years, in the range of machinery and production line, spare parts mechanical and instrumentation. This case study demonstrates the company involvement in the operation.



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Our operation starts from the acceptance of the project award by the management; however, I am briefed and consulted through the early stages of bidding/tendering process. In the early briefing Ts&Cs e.g. lead time, delivery terms, shipping method, estimated costs are all discussed and documented. Then we decide on the shipping methods and the port of destinations.

At the start of the operation, I have to sanity check both seller Proforma Invoice (PI) with buyer PO's T's & C's and resolve any significant mismatches. The preliminary actions such as, raising a PO and payment to the seller and confirming the order should take place.

I as a champion of commercial department start the registration procedures and apply for the export/import documentation certificates that requires involvement of various governmental bodies on both ends, such as Chamber of Commerce, Ministry of Trade etc. Also, I have to prepare for logistics and banking administration such as pick up date, inspection, insurance and bank transactions while keeping track of the good availability in accordance to the PO terms and conditions.

Following receiving approval from Ministry of Trade and arrival of the goods, I am arranging with broker for custom clearance part.

The trade operation is truly a multi-disciplinary operation involves a wide range of disciplines that need to be aligned and collaborate, within a tight time scale.