

# /GLOBAL TRADE COMPLIANCE

## Managing IT hardware import requirements

International business is complex; especially when you're moving high-tech appliances across borders.

Besides managing a global network of customers across time zones, language barriers, and service delivery capabilities/levels; there are freight charges, taxes, duties, and so much more.

### Avoid the hassle of:

- Preparing shipping documents
- Establishing and maintaining legal entities in destination countries
- Being registered for tax purposes
- Applying to import-related licenses or permits
- Answering to customs
- Vetting, managing, and liaising with multiple third-party vendors such as carriers (local and international), customs brokers, clearance agents, etc.

Avnet Integrated Solutions can help you reduce delays, improve consistency, and improve flexibility. We can assist you in becoming a truly global company delivering to over 200 destinations worldwide and deliver your IT infrastructure straight to your chosen data center.

## Typical engagement models

### Importer of record as a service

An importer of record (IoR) is the legal entity that is responsible for all supporting documentation to ensure that imported goods comply with all customs and legal requirements of the country of import. The method for which depends on the country, product, purpose, and end user. Avnet acts as the IoR in the foreign country but takes on no role in the transaction (sale) flow of the hardware being imported. This role is purely third-party in nature.

### Temporary imports (proofs of concept)

A temporary import allows a shipment, such as a proof of concept, to be brought into a country and be structured in a way where the taxes and duties can be avoided. These imports are usually determined by the purpose of the hardware and the length of time it is going to be in the country.

### Buy/Sell model

When local invoicing is required (foreign seller to foreign buyer) to reclaim the sales/VAT taxes in the destination country, Avnet can assume ownership of the gear and act as a selling intermediary.

**Learn more about Integrated Solutions:**  
[integrated@avnet.com](mailto:integrated@avnet.com) or [avnet.com/integrated](https://avnet.com/integrated)