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Management (GTM) Practice of EntryPoint Consulting LLC, an industry leader in providing SAP Global Trade Services (SAP GTS) technology and business consulting services to ...

**Isaac M. O'Bannon** • Nov. 04, 2014

KPMG LLP, the U.S. audit, tax and advisory firm, has acquired the Global Trade Management (GTM) Practice of EntryPoint Consulting LLC, an industry leader in providing SAP Global Trade Services (SAP GTS) technology and business consulting services to multinationals across industries. The EntryPoint team will join KPMG's Trade and Customs Practice enabling KPMG to provide both regulatory and technology consulting under one umbrella.

The addition of EntryPoint's SAP GTS consulting and systems implementation services will strengthen KPMG's proficiency in assisting multinationals enhance their investment in global trade management systems. This includes the ability to manage global import and export control risks and realize cost savings and efficiencies throughout the supply chain. These services are especially relevant as companies consider various global trade management systems as part of Enterprise Resource Planning (ERP) system implementations or upgrades. The acquisition builds on KPMG's well-established experience with SAP business and technology integration services and solutions.

EntryPoint's Global Trade Management practice is one of the market's-leading SAP GTS Partner Practices in the U.S. with deep experience in key industries, including aerospace & defense, consumer products, high tech, industrial machinery, medical devices, pharmaceutical and biotechnology.

Doug Zuvich, KPMG's global leader for Trade and Customs Services said:  
"Multinational corporations are continuing to invest in technology to support

global trade, in response to the increasing scrutiny they face in a complex global

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and future clients in this area.”

Robert Waldrop, formerly EntryPoint’s Vice President of Global Trade Management, said “We’re a team of endless ideas, so we’re beyond excited at the thought of becoming a part of a company with KPMG’s intellectual and financial resources. The completion of this acquisition gives our Global Trade Management team greater opportunities for professional growth, our clients a full complement of global trade management services from planning through execution across the globe, and our clients the scale to drive forward their businesses together with KPMG’s assistance.” Waldrop joined KPMG as its global SAP GTS leader based in New York City.

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