ADS Brexit Self Assessment

	Α	В	С	D	E	F G H		
1				Potential Risk	Question Type	Advice on Potential Action	Potential Issues / Opportunities	Applicable to EU27 suppliers
3		1.1		Is your company actively analysing the impact of Brexit?	YES / NO	Set up a multidisciplined Brexit team and assign a company champion ,Hold regular Brexit workshops / reviews to assess developments	Assign Ownership and review regularly ,Actively manage Brexit plan, ask yourself what could its connotations be	yes
4		1.2		Are you assessing what other businesses facing Brexit are doing?	YES / NO	Work with other companies to pool resources and decrease time allocated to Brexit, Seek guidance from trade bodies, as well as your customers and suppliers.	Active networking will reduce 'fear of the unknown', Beware of popularism and 'media sound bites / perceived negativity' giving misleading impressions on Brexit negotiations	yes
5	Introduction	1.3		Do you know what your business can do to face the upcoming Brexit changes ?	YES / NO	Lobby your trade body, other business organisations and Government(s), Review opportunities from work transfers back into the UK / EU27, Have an active cost saving / productivity improvement plan, remove waste, Model scenarios on possible Brexit consequences e.g. Financial, Supply chain	UK:- ADS, LEP's, CBI, Regional alliances e.g. WEAF, Etc., Work transfers represent an opportunity for new work, Brexit may increase costs. Use cost modelling to determine savings required, Understand the cost implications.	yes
6		1.4		Do you have independent Legal advice on Changes with Brexit ?	YES / NO	Ensure you obtain independent legal advice before making changes	EEF is potential source - beware of charlatans cashing in on Brexit	yes
7		1.5		Will a period of uncertainty / confusion affect your business?	YES / NO	Search for alternative suppliers / customers which have less risk	If you transfer suppliers ensure they have capacity and are capable	yes
9		2.1		Can you limit the impact of Brexit on Supply Chains concerns ? (please comment)	YES / NO	Map product risk by manufacture, constraints, regulations, etc., Are other UK suppliers/customers changing/diversifying ?	Identify suppliers at risk, customers and products - develop contingencies, Talk to contemporises, ask them about their intentions, look for companies reshoring to your country as new business opportunities	yes
10		2.2		Do you plan to adapt your supply chain to Brexit ?	YES / NO	What might be re-shored either to EU or UK?	Understand your Unique Selling Points (USP's) - Ask customers why they buy from you	yes
11		2.3		Are you an important Supplier to your customer ?	YES / NO	Map your known supply chain - upstream & downstream - know where you fit geographically and value add, Identify alternative sources of raw materials etc. e.g. look for 'local' suppliers	Does my business provide a unique service - will my customer relocate supplier, Which 'local' suppliers represent low risk alternatives	yes
12		2.4		Do you think your current level of performance (QCD) will allow you to cope with Brexit disturbances ?	YES / NO	Discuss your position with your customers and suppliers	Effective communication is paramount	yes
13		2.5		Can your customer easily change Suppliers ?	YES / NO	Identify at risk suppliers / customers and have contingencies	What constraints exist e.g. approvals, ITAR	yes
14	ıpply Chain	2.6		After Brexit, will your infrastructure be more difficult to maintain ?	YES / NO	as yourself do I need an overseas subsidiary and / or storage, Ensure QCD Performance is maintained / improved / and communicated	Will local trading benefit your service offering, you could partner with other companies to save costs. Do you deliver on time in full, is your quality 100%, are you competitive on price, now and post Brexit? If not then you may have issues.	
15	Sup	2.7		In case of no Brexit deal, do you know which Tariffs will apply on your imports and exports ?	YES / NO	Review worst-case tariffs on the WTO website and run cost impact analysis	Simulate worst case cost impacts to business	yes
16		2.8		Do you use your own transport carrier?	YES / NO	Current UK truck licenses permit travel to the EU this may revert to a permit system post Brexit	Ensure your carriers are Brexit ready	yes
17		2.9		Will Tariffs affect your trade?	YES / NO	Set up EU (or UK) subsidiary and trade in Euros (or Pounds)	Trade locally - could partner with other companies to save costs	yes
18		2.10		Will Exports decrease / increase in the EU27 / UK / rest of the world?	YES / NO	Talk to your customers and suppliers with reference to their intentions	Effective communication is paramount	yes
19		2.11		Will there be more emphasis on global trade?	YES / NO	Consider a global sales team / distributors / agents.	Access new markets - join trade delegations to new territories	yes
20		2.12		Will there be more national protectionism?	YES / NO	Opportunity to emphasise own quality and brands	Ensure your product / service is of high perceived quality and / or value	
21		2.13		Do you know how you can access new markets in EU / rest of the world?	YES / NO	Establish positive relationships within your EU client base, Opportunity to emphasise own quality and brands	Effective communication is paramount, Ensure your product / service is of high perceived quality and / or value	
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23		3.1		Have you anticipated instability in your workforce due to Brexit ?	YES / NO	Discuss concerns with non UK (EU27) resident staff and allay fears , Train, cross train and upskill workforce to cover gaps	Ensure staff are fully informed and / or involved to decrease uncertainty, Ensure you have access to agency personnel to fill short term gaps	yes
24		3.2		Will Brexit decrease your access to skilled workforce ?	YES / NO	Perform staff appraisals and ascertain which staff are suitable for training, Ensure cross training or staff	Ensure staff feel valued, Ensure training is a key requirement and budget for costs	
25	Je.	3.3		Does your Workforce need to regularly travel between the EU27 and UK to accomplish outlocated work?	YES / NO	Perform staff appraisals and ascertain which staff are travelling between borders to accomplish work, redefine this work: can it be completed within the company? Identify new means and strategy for	Ensure staff feel valued, reduce travelling time, improve work distribution, risk of	yes
26	onr	3.4		Will your staff leave to return to EU27 / UK?	YES / NO	Map EU citizens who may leave and ensure succession plan	Ensure skills matrix and training plan are fully upto date	yes
27	Perso	3.5		Is there time to train UK resident staff?	YES / NO	Ensure budget and time is built into job profiles	Ensure you have a staff plan, including time for replacements	
28	-	3.6		Will labour costs increase?	YES / NO	Consider having more Apprentices / Graduates	Train up new lower skilled staff may be a cost saving	
29		3.7		Have you an idea of what will happen to workers rights? HR rules / laws ?	YES / NO	Workers rights unaffected initially as EU law is absorbed in UK	Unions may try to exert pressure to change rights.	yes
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31		4.1		Do you expect a cost impact in material / tooling / transport ?	YES / NO	Ensure active cost saving / productivity plan is in place, Know what / how the WTO rules will impact your business - run cost simulations on imports and exports	Plan to save 10% minimum from costs until impact calculations are complete and full savings are established, WTO Tarrifs are available on their website - each product group has a different tariff	l yes
32		4.2		Will energy costs increase as gas / electricity are imported from EU ?	YES / NO	Implement energy saving measures and be prepared to switch suppliers	Ensure a regular review on energy market changes	
33		4.3		Have you anticipated sourcing impacts (e.g., due to tariffs / customs / costs / capacity etc.).? Will purchasing be	YES / NO	Know what services / products you buy from the EU both directly and indirectly	Talk to suppliers to establish which products may be at risk	yes
34		4.4		Do you expect an impact on your leadtimes (e.g Production and delivery)?	YES / NO	Consider / budget / plan to hold stock of 'at risk' materials, to mitigate extra lead time, Assess cost impact of increased stock holding	Review MRP master data to allow for increased stocks, Simulate worst case cost impacts to business of increasing stocks and producing early	yes
35		4.4		Will you increase stocks to mitigate extra lead time?	YES / NO	Consider / budget to Increase stocks to mitigate extra lead time. Plan in to MRP	Review MRP master data to allow for increased stocks	yes
36	mercial	4.5		Will you have capacity constraints due to increasing lead time / stocks?	YES / NO	Consider / budget to increase production on MRP to mitigate capacity constraints, Consider / budget / plan to hold stock of 'at risk' materials, to mitigate extra lead time, Identify Offload suppliers and put agreements in place if required, Should you over stock what will be the impacts if you don't receive orders for several months, Run a capacity plan to see how your business can cope with additional stock demands	Review MRP master data to allow for increased production, Consider additional storage requirements - possibility to share costs with other local businesses, Overstocking may lead to business lulls, consider offload suppliers for additional capacity, Plan and simulate potential impact to cashflow and staffing levels, Manage any stocks / lead time increase over extended period	yes
37	Je l	4.6		Should you purchase new equipment/products/materials?	YES / NO	Consider buying equipment from the EU before Brexit	Ensure new equipment will increase profitability and customer value add	yes
38	Ē	4.7		Has your Company experienced impact from exchange rate fluctuations and will there be more to come ?	YES / NO	Hedge on currency fluctuations - Buy / speculate, Discuss / work with suppliers / customers on mutually beneficial currency trading	Trade in local currency and repatriate when exchange rate is favourable, Don't rely on weak currency to make profits as the markets can change rapidly. Ensure waste is driven from business.	yes
39	L	4.8		Have you assessed the impact of Brexit on your Company's competitiveness?	YES / NO	Look to set up LTA's with key suppliers / customers	LTA's will increase business security and decrease risk	yes
40		4.9		Do you have plans to sustain your competiveness post Brexit ?	YES / NO	Review costs and pricing; adjust if required, Don't let indecision slow immediate and future development, remove waste	Price will continue to be a significant driver for customers, Ensure business developments will increase profitability and customer value add	yes
41		4.10		Will taxation / duties / tariffs cause uncertainty / variability to my business?	YES / NO	Discuss / confirm intentions with suppliers / customers	Effective communication is paramount	yes
42		4.11		Will Brexit impact your ability to partner with other non UK (or EU27) businesses?	YES / NO	Set up EU (or UK) subsidiary and trade in Euros repatriate funds when exchange rate is favourable / as required. Set up EU (or UK) subsidiary to mitigate risk	Having a contractual partner may be an effective way to decrease risk. Ensure legal framework complies with local laws	yes
43		4.12		Will it be necessary to renegotiate contracts between UK and EU Suppliers?	YES / NO	Review current contracts and ascertain retention risk percentage and opportunities for growth , Review legal basis of contracts and any clauses	Opportunities exist to pick up repatriated work, Ensure independent legal advice is obtained	yes
44	L	4.13		Is there a potential to be more competitive with less EU constraints?	YES / NO	Review current offering and what we could offer outside of EU constraints	What are the positives, what can you offer as a new USP	
45		4.14		Will there be an impact on your ability to invest?	YES / NO	Demonstrate market leading performance to decrease risk	Ensure cost saving plan tackles waste and route causes of defects / delays	yes
46		4.15		Have you an Idea of what could be the reaction and impact coming from major companies facing Brexit ?	YES / NO	Ensure attendance at company events and talk to their representatives	Effective communication is paramount	yes
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48		5.1		Can you increase trade with non EU countries?	YES / NO	Talk to trade bodies on new opportunities – join trade delegations	Actively network to see what is being done for your sector / region	
40	-	5.2		Do you know how can I obtain new customers in UK / EU / ROW?	YES / NO	Look for alternatives to fill lost capacity, sell your USP's	Actively network to identify who needs your offerings Trade bodies often have lists	yes
50	Markets	5.3		Is there a potential to open new markets?	YES / NO	Map your supply chain to identify what work is potentially at risk of repatriation abroad and actively identify work being repatriated to your country. Pre-prepared companies may have opportunity to gain business, What are your 4P's (Product, Place, Price, Promotion)? Know your competition to identify what work they may lose	of members available online Knowledge and networking are key to identifying new opportunities, What can you do to improve value add e.g. one-stop shop? What can you market, know your USP(s) to target new opportunities, There will be winners and losers, talk to current customers to ensure they remember you	yes
51		5.4		Will the UK make free trade agreements with rest of the world?	YES / NO	Trade agreements will be made but there will be a delay before they are enacted	Plan for worst case scenarios - WTO rules	
52		5.5		Are there any non tariff trade barriers which may decrease access to EU27 or UK markets?	YES / NO	Review non tariff barriers e.g. licences, standards, quotas, bureaucratic	Anticipate problems to limit their effects	yes
53		5.6		Will volumes increase or decrease with EU and ROW?	YES / NO	Work closely with your EU customers to build positive personal business relationships	urgency to be aware of this type of information	yes

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2		Potential Risk		Question Type	Advice on Potential Action	Potential Issues / Opportunities	Applicable to EU27 suppliers	
55 56		6.1		Are your customs managed internally (YES) or through an outsourced provider (NO)?	YES / NO	Do you have sufficiently trained staff to cope with an increased workload?	Ensure time / budget is provisioned to train additional staff to manage increased	yes
56		6.2		Are you a current importer/exporter of goods outside the EU ?	YES / NO	Ensure that you build extra delivery time into schedules	Review delivery times on MRP and amend as required	
57		6.3		Are you considering the impact of potential border delays?	YES / NO	Review Incoterms with customers / suppliers and agree delivery requirements	Ensure that communication failure does not cause confusion or frustration	yes
58		6.4		Do you hold any customs authorisations from your national custom authority?	YES / NO	https://ec.europa.eu/taxation_customs/general-information-customs/customs-security/authorised-economic- operator-aeo/authorised-economic-operator-aeo	Companies should consider seeking AEO status	yes
59	Customs	6.5		Do you currently use Incoterms in your contracts ?	YES / NO	Mandatory data and legally must to be accurate	Check the data you have and supplement as required	yes
60		6.6		Are you validating the quality of your data for international customs trade purposes ?	YES / NO	Are you setting up an Electronic Data Interchange (EDI) to communicate with the customs authorities?	EDI customs submissions are efficient, accurate and the preferred way of working	yes
61		6.7		Are you actively preparing to meet the requirements for making a customs declaration post Brexit ?	YES / NO	SAD has 54 data fields and is required for all EU customs declarations	Familiarize yourself with the data and ensure you can complete the SAD	yes
62		6.8		Do you understand the impact of potential tariffs on your business ?	YES / NO	Ensure that you have check what changes have been planned for ratification and if this will affect your husiness	Possibility of loss of margin and customers if not checked	yes
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63		7.1		Have you undertaken an analysis of the legal implications of Brexit on your business?	YES / NO	Ensure you have adequate legal representation, Ensure your company undertakes this analysis with a	Ensure due diligence on Legal representation as this will be an opportunity for	
64						Multi Functional Team, legal advisor or service provider Review the impact of Brexit specifically upon the goods and services your company provides e.g.	Identify any legal issues which could prevent continued supply or sale of goods and	yes
65 66		7.2 7.3		Have you undertaken an analysis of the legal implications of Brexit on the supply of your goods/services?	YES / NO YES / NO	requirement for licenses, quality standards, authorisations, etc	consider to be supposed this could provide a botter outcome	yes
00		7.4		Do you know what changes to regulations will occur? Will this legislation be brought into UK law through the Withdrawal Act?	YES / NO	Ensure regular review of facts from Government / trade bodies Monitor the relevant laws to check they are transposed into UK law.	Beware of (social) media hype and speculation reported as factual If they are not, then analyse the risks.	yes
68		7.5		Do you anticipate divergence in these laws and regulations from the EU law after Brexit?	YES / NO	Review EU contracts and ensure they will be legally compliant, Monitor changes in the law.	Ensure you have legally binding contracts / agreements, Lobby for changes which could benefit your company and business. VAT, competition law and data protection law which are based on EU law could change.	
69		7.6		Will you be amending your terms and conditions of contracts in response to the UK leaving the EU?	YES / NO	Ensure you have reviewed your contracts	Revise contracts where necessary to improve the flow of goods and services	ves
69 70		7.7		Do you know what INCO terms you work with ?	YES / NO	Review current INCO terms in contracts	What is my current position	yes
71		7.8		Will your chosen INCO terms change after Brexit?	YES / NO	What will this mean to me logistically, financially and legally	What could my future position be	yes
72		7.9		Are you aware that Brexit will affect REACH registrations & REACH authorisations awarded to UK based companies ?	YES / NO	Ensure regular review of facts from Government / trade bodies	Beware of (social) media hype and speculation reported as factual	yes
73	Legal	7.10		Has your company considered the impact of working under WTO rules?	YES / NO	Ensure you understand the legal implications of WTO rules	Ensure you have legally binding contracts / agreements	yes
74	, re	7.11		Have you analysed the impact of the UK leaving the EU on your company's intellectual property rights?	YES / NO	Ensure you understand the implications of the UK leaving the European Trademark Programme	Review your IP portfolio and ensure you have protected all relevant IP.	yes
75 76		7.12		Will documentation needs increase – e.g. Export controls?	YES / NO	Export Controls regulation is mandatory and maybe subject to local variation upon Brexit	Do you have the controls in place to regulate exports appropriately	yes
76		7.13		Are you aware that ITAR rules may have unexpected effects on supply base ?	YES / NO	ITAR products may be reshored under ITAR regulations – check		yes
		7.14		Have you analysed what business is conducted by your company's subsidiaries?	YES / NO	Ensure you know in what jurisdictions the relevant parties to commercial contracts are registered and what dispute resolution mechanisms you have in your contracts.	Consider moving from litigation to arbitration in your contracts. Or changing the governing law of your contracts if this would be beneficial	yes
77							To better understand supply chain position on proposed cost distribution associated	
77		7.15		Do you intend to pass through the cost of legislative change associated with Brexit to your customers in your contracts?	YES / NO	Do you have related proposed draft amendments to your contracts?	with Brexit legislative change	yes
77 78 79		7.15			YES / NO	Do you have related proposed draft amendments to your contracts? Ensure regular review of facts from Government / trade bodies / EASA / CAA websites		yes

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2		Potential Risk				Advice on Potential Action			Potential Issues / Opportunities	Applicable to EU27 suppliers
81		8.1		Are you envisaging any change to your Supply Chain?	YES /NO	Ensure cost mod	elling is carried out to identify risk vs	opportunity of location	Mitigate risks by Risk planning e.g. FMEA	yes
82	SC.	8.2		Are there any other problems that are difficult to plan for and not covered in the above ?	YES / NO (comment on the problems encountered)	Ensure scenarios are modelled	Mitigate risks by Risk planning e.g. FMEA	yes		
83	Ξ	8.3		Considering the impacts of Brexit on REACH registration & REACH authorization, have you undertaken an impact analysis on your supply chain?	YES /NO		ves approval to place, use or produce stances in EU, this approval may cea	e substance/mixture/article on EU market se to apply from 29/03/2019	Understand what substances and chemicals you use and where they are made	yes
84		8.4		As a result of this analysis, have you already identified impacts on your supply chain?	YES /NO	ECHA registration/authorisation g	ives approval to place, use, produce	substance/mixture/article on EU market	Understand what substances and chemicals you use and where they are made	yes
85		8.5		If your company is UK based, is it the owner and/or the applicant of registration and/or authorizations rights granted by ECHA/EU institutions?	YES /NO		ives approval to place, use, produce ostances in EU, this approval may ce	substance/mixture/article on EU market ase to apply on 29/03/2020	Understand what substances and chemicals you use and where they are made	
86		8.5.1		If "Yes" to question 8,5: have you already anticipated any transfer of your registrations/authorisations and/or related applications to a EU-27 based company?	YES /NO					