

# Global Trade Management Market Research

FIVE-YEAR MARKET ANALYSIS AND TECHNOLOGY FORECAST THROUGH 2021

## GLOBALIZATION FUELS GTM MARKET GROWTH

Global Trade Management (GTM) solutions streamline and automate processes related to customs and regulatory compliance, global logistics, and trade financing. By doing so, global trade management solutions facilitate the flow of information, money, and goods in global supply chains. ARC breaks the market into the categories of trade compliance and international trade execution and visibility solutions.

Globalization and outsourcing are making supply chains increasingly complex and geographically dispersed. These trends are fueling demand for global trade management solutions by supporting the value proposition of supply chain visibility solutions, increasing international trade volumes, and the need for solutions that sup-

port international trade execution and increasing the volume of goods subject to customs, compliance, and tariffs.

At the same time, global trade management offers a better ROI as companies adopt these solutions to manage regulatory programs that deliver operational benefits to the organization. Companies are using global trade management solutions to take full advantage of the preferential treatment made available through FTAs and duty deferral programs. These functionality sets allow companies to run their operations more efficiently and contribute directly to operating margin.

For more information, please visit us at [www.arcweb.com/market-studies/](http://www.arcweb.com/market-studies/).

## STRATEGIC ISSUES

Market insight is essential to identifying growth opportunities in this market. This study will help answer questions such as:

- What regions offer the greatest growth potential and when will this occur?
- Who are the leading suppliers in the trade compliance and the trade visibility and execution categories?
- To what degree are GTM solutions sold through perpetual license vs. SaaS model, and what is the expected growth of these two revenue types?

## RESEARCH FORMATS

This research is available as a Market Intelligence Workbook (Excel) and/or a concise, executive-level Market Analysis Report (PDF), with or without detailed charts.

## RESEARCH FOCUS AREAS

### STRATEGIC ANALYSIS

Major Trends  
Regional Trends  
Industry Trends  
Strategic Recommendations

### COMPETITIVE ANALYSIS

Market Shares of the Leading Suppliers  
Market Shares by Region  
North America  
Europe, Middle East, Africa  
Asia  
Latin America

### Market Shares by Solution Category

Trade Compliance  
International Trade Visibility & Execution

### Market Shares by Revenue Category

Software  
Services

### Market Shares by Service Type

Implementation  
Maintenance & Support  
Software-as-a-Service  
Trade Content

### Market Shares by Industry

Aerospace & Defense  
Automotive  
Chemical  
Electronics & Electrical

Food & Beverage  
Government  
Household & Personal Care  
Logistics  
Machinery Manufacturing  
Mining & Metals  
Oil & Gas  
Pharmaceutical & Biotech  
Retail  
Wholesale & Distribution

Market Shares by Customer Tier

### MARKET FORECASTS & HISTORIES

Total Shipments of GTM  
Shipments by Region  
Shipments by Solution Category  
Shipments by Revenue Category  
Shipments by Service Type  
Shipments by Industry  
Shipments by Customer Tier

### INDUSTRY PARTICIPANTS

The research identifies all relevant suppliers serving this market.

The Worldwide Global Trade Management Market

