

Trade Service Offering

Summary

Global ICT companies face trade issues every day — but while liberalising international trade was once a given, policy-makers are now reconsidering. At the same time, while more international commerce is digital, there are very few international trade rules governing digital. Access Partnership helps companies navigate this shifting environment where trade protectionism threatens to disrupt old business arrangements and new expansion plans.

Our experienced staff includes former Office of the US Trade Representative (USTR) and U.S. services negotiators, and are drawn from across the telecommunications and ICT industries, as well as from national regulators, private legal practice, and technical assistance programmes. We are experts in:

- WTO rules
- Bilateral trade agreements
- Multilateral negotiations
- Public procurement
- Data protection and privacy
- Cybersecurity
- Cloud and cross-border data rules
- Customs procedures
- Standards development
- Fitting new business and new technology into old trade frameworks
- Tariffs

To support complex global business interests and advocacy efforts, Access Partnership's trade practice helps clients to:



Shift trade barriers — When changes in a market threaten your business, we analyse the regulatory situation, and help companies remove trade barriers through engagement and advocacy with relevant stakeholders.



Build relationships and position your company — Before problems arise, we help companies build relationships of trust with relevant officials and develop forward-thinking policy messages to defend business goals.



Shape market entrance strategies — We provide strategic advice considering the complex political and policy environment impacting trade to help companies make strategic decisions regarding market entrance and investment.



Monitor and analyse policies and standards for their impact on your business — We monitor and analyse the impact of trade politics and negotiations on our clients' products and services, to identify existing and upcoming barriers and opportunities.

Our Experience in Trade

- Helped shifted the US trade negotiating position on financial services data to bar data localisation through direct engagement with various US federal agencies and leading technology and financial services companies.
- Assisted a computer hardware manufacturer to secure a refund of excessive copyright levy collections in Europe, boosting growth in share price.
- Helped a digital communications company address discriminatory commercial treatment in Canada through engagement with Canadian stakeholders and US trade officials.
- Worked with clients to help negotiators achieve expanded definitions and interpretations of telecommunications and computer services in the CPC and GATS.
- Advised a company potentially subject to US trade remedy actions on development of the investigation, impactful messaging, and optimal officials and other allied stakeholders to engage to shift the government position.
- Assisted a company through a WTO dispute settlement case against the EU on interpretation of ICT goods classifications
- Drafted language and positions to assist new technology companies in improving bilateral trade agreements

About Access Partnership

Access Partnership is the world's leading public policy consultancy for the tech sector. We monitor and analyse global trends for the risks and opportunities they create for technology businesses and identify strategies to mitigate those risks and drive the opportunities to our clients' advantage. Our team uniquely mixes policy and technical expertise to optimise outcomes for companies operating at the intersection of technology, data and connectivity.