

CASE STUDY



Thomson Reuters ONESOURCE

ONESOURCE Global Trade HS Code Classification Automation Tool – “Global Classification”

Omron Corporation Streamlines Global Trade Compliance with ONESOURCE

Company Profile

- **Name:** OMRON Corporation
- **Headquarters:** Kyoto, Japan
- **Revenue:** \$ >5.5 billion
- **Industry:** Industrial Automation, Electronic Components, Healthcare, Social Systems, and Data Solutions
- **Website:** www.omron.com
- **Thomson Reuters Solutions:** ONESOURCE Global Classification, ONESOURCE Global Trade Content

The Challenge

Global trade has expanded rapidly under free trade agreements, but since the first Trump administration in 2017—and again with the second term beginning in 2025—tariff policies have shifted dramatically. These changes have introduced new complexities and compliance risks for international businesses.

Tariffs, a key revenue source for governments, rely on accurate classification of goods using HS codes—standardised by the World Customs Organisation and used in over 200 countries. Misclassification can lead to costly penalties and trade disruptions. The evolving U.S. trade stance has made accurate HS code management more critical than ever.

The Compliance Gap: A Black Box of HS Codes

Omron Corporation, a global leader with over 60 import/export bases, previously managed HS codes locally using spreadsheets. This decentralised approach made it difficult for headquarters to monitor classifications and ensure consistency.

As tariff barriers increased, Omron recognised the need to centralise HS code management to reduce compliance risks and improve transparency.

The Solution

Building a Centralised, Expert-Driven Classification System

HS code interpretation varies by country, especially for complex products like industrial electronics. To address this, Omron formed a central team of classification experts in Japan, working with regional customs teams to build a global HS code database.

Using Thomson Reuters' **ONESOURCE Global Classification**, Omron documented classification logic and made it accessible across all import bases. This enabled:

- **Consistent classification** across regions
- **Centralised master data management**
- **Expert oversight to reduce errors**
- **Improved operational efficiency**

ONESOURCE acts as a centralised product master database, automating classification and ensuring compliance. It supports country-specific variations under a unified global framework and offers a "Global View" feature to track how each country classifies a product.

Why It Matters

HS codes should be globally consistent—but in practice, they're subject to local interpretation. Misalignment can lead to unexpected tariffs or disqualification from Free Trade Agreements (FTAs).

ONESOURCE helps Omron proactively identify discrepancies and ensure the correct HS code is used—especially when leveraging FTAs—minimising risk and maximising trade benefits.

Strengthening Global Governance with Centralised Management

Omron Corporation adopted Thomson Reuters' **ONESOURCE Global Classification** to centralise HS code management across its global operations. This platform enables alignment with headquarters' classification policies while accommodating regional differences.

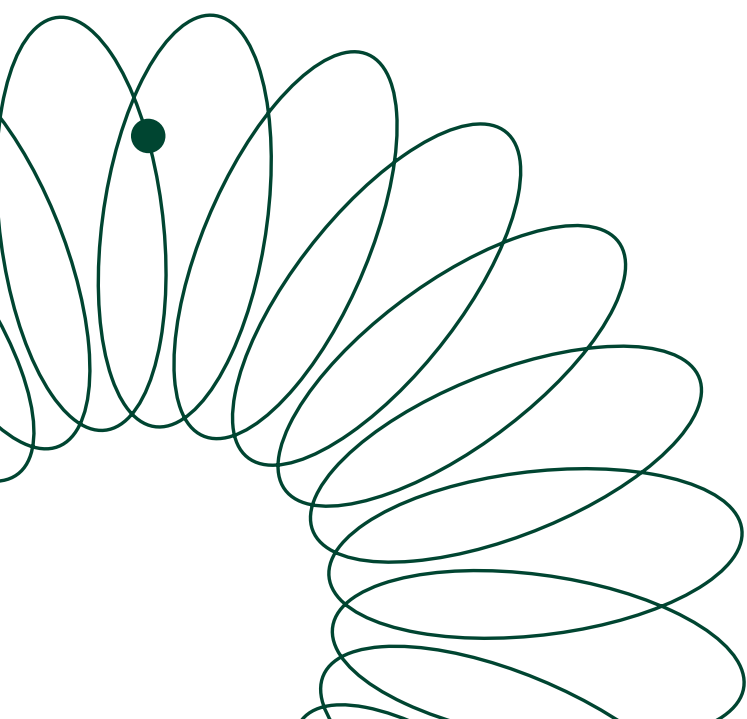
The system integrates regulatory content and tariff rate tables, making it easy to visualise how products are classified in different countries. It also allows users to store supporting documentation for classification decisions and track changes—who made them, when, and why. This transparency was a key factor in Omron's decision.

"The competitive pricing and the cross-regional support unique to Thomson Reuters were decisive factors for implementation."



Rauno Giffhorn, Omron Corporation, Logistics Management Division, Customs Management Dept. Assistant Manager

Among several providers, Omron chose Thomson Reuters for its competitive pricing, strong reputation in the U.S., prior experience with the platform, and its ability to provide consistent support across regions.



Looking Ahead: Integration and Broader Compliance

Omron plans to integrate ONESOURCE Global Classification with its core enterprise systems. This will embed trade compliance directly into business processes, enhancing efficiency and reducing risk.

The company is also exploring additional Thomson Reuters solutions, such as export control and security trade management systems, to further strengthen its compliance framework.

“Actually, we are not currently using Thomson Reuters’ services for export control management. I would like Thomson Reuters to consider cooperating in that area.”



Ippei Marumoto, Omron Corporation, Logistics Management Division, Customs Management Dept. Manager

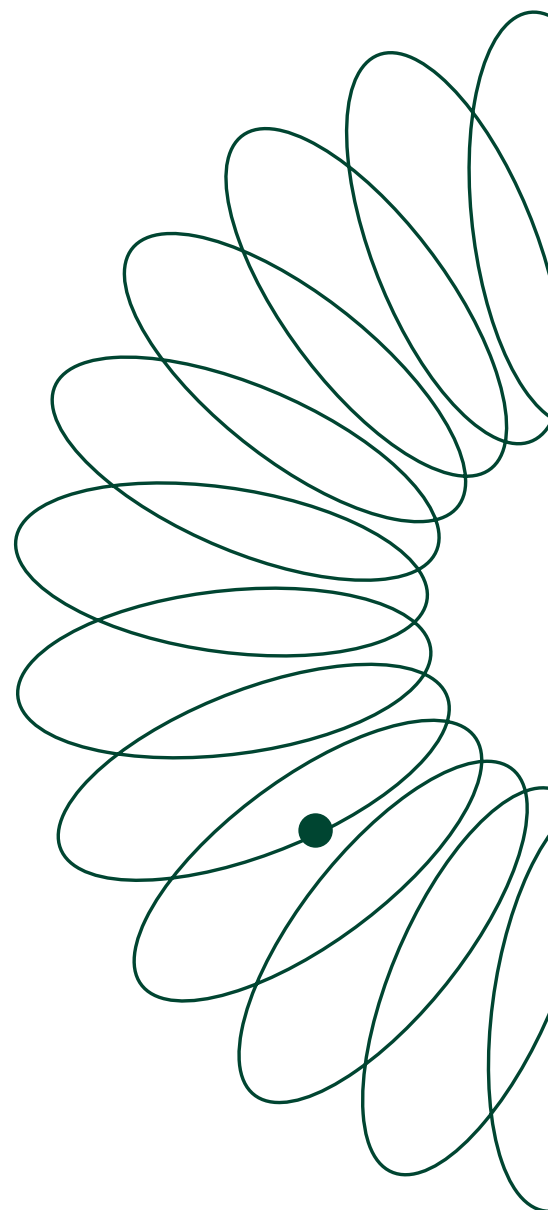
Maintaining Global Competitiveness

To stay competitive, global companies must understand how products are classified and taxed in each market—and respond quickly to changes. Omron collaborates closely with regional customs teams, especially in the U.S. and China, to stay ahead of regulatory shifts.

“This is an issue we face on a daily basis, and we constantly collaborate with the regional headquartered customs teams in America and China, reflecting the results in business operations and planning.”

ONESOURCE supports this agility by providing real-time updates on tariff changes and special notes. When integrated with internal systems, updates can be applied automatically—eliminating manual input and reducing errors.

In today’s fast-changing trade environment, accurate and reliable master data is essential for maintaining compliance and conducting business with confidence.



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