

How Intelligent Automation is helping change International Commerce?

In MBGE, is a Mexican company with 20 years of expertise in consulting, development and implementation of solutions focused on automating vital business processes by industry, with the support of our leading platforms in its field.

Aranxel Enterprise is a Market- Leading Solution specialized in Foreign Trade Automation Processes for companies within the manufacturing industry and Logistic Services, such as Polaris, Ryder, Draexlmaier, Hersheys, Nike, D.B. Schenker, among others; which by authorities requirements these companies need a high degree of flexibility in its operations, with the highest safety standards.

Since 2010, this solution has merged Appian and Aranel technologies, allowing manufacturing companies to continue to develop their operations in Mexico with no risks, and to continue to generate more than \$333 billion dollars in annual income to the country.

Through Aranel Enterprise more than 28,000 invoices are made, which represent more than 2,240 MM in international movements, not to mention the growth by 300% in operation without increasing the recruitment of human talent that interacts with the solution.

Due to the high impact that MBGE generates in Organizations, Appian partner was recognized



[Photo] Jalisco Export Awards Ceremony 2017.
José Moreno Braun, CEO, and Katya Vargas, Business Unit Leader

with the Jalisco's Export Award in 2017, within the category of Indirect Exporters, where the Economic Development Ministry of Jalisco recognized their contribution in the excellence and competitiveness of the sector.

One year later, a ceremony was held for the Mexico's National Export Award, under the 4th Industrial Revolution theme, and in the division of innovation and competitiveness export **MBGE was again recognized with the National Export Award in 2018**, in the category of companies providing services, being the first and only one to be rewarded for technology solutions and services for the **Support to Foreign Trade**.

One of the deciding factors for the jury's decision was the winner's success stories, representing their best practices, stability and competitiveness in the market to facilitate the mechanism of foreign trade.



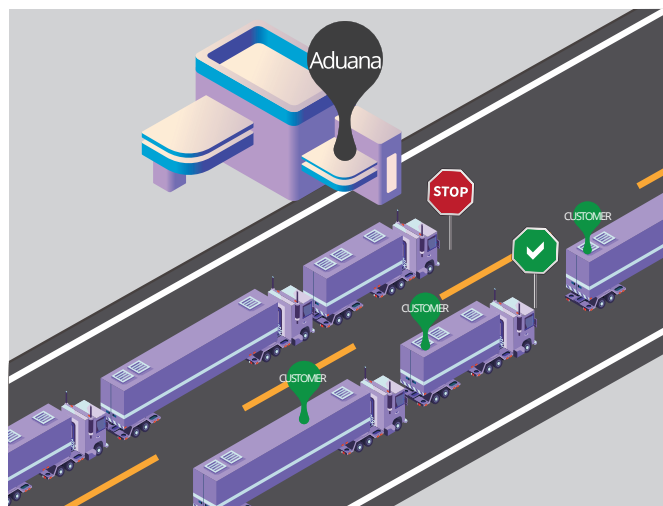
[Photo] National Export Prize Delivery 2018, by the President of Mexico Enrique Peña Nieto
(Period in Mexico's Presidency from December 1st, 2012 to November 30, 2018)

It is important to address that some companies have been also recognized nationwide for their excellence in the control of their operations. This was the case of one of our most important customers, which in 2012, that faced one of their main challenges with the growth of the production lines in Ciudad Juarez Plant in Mexico and due to making strategic decisions, it allowed them to expand the development of its products nationwide.

To achieve this, it was essential to establish a relationship with a solution that offered them the creation of intelligent automation applications, that would allow them flexibility in their operations to sudden changes, so they decided to establish a new plant in another state of the country, to maintain shared operations but enabling the migration of the entire operation at any time. So the ideal solution for their needs was Aranel Enterprise.

During implementation MBGE have experienced different cases of learning, but with the first customer implementation with APPIAN, as a partner, MBGE found out it was essential for the client to have as many connections possible, resulting in a complete control of its operations and avoid typos that could cause major economic impact to the company, achieving adaptability and satisfying their needs at that time.

Another situation was presented when Mexican customs paused the crossing to all carriers who did not have updated documentation, being our client the only one who did not have to wait and stop commitments, avoiding a negative impact



on the profitability of their business, since at least a few hours of detained goods are enough to cause high costs for customs operations, or even the total or partial loss of its merchandise.

Aranxel Enterprise as an agil and powerful system, has demonstrated to help to ensure law enforcement with the requested documents to cross the border; a requirement that turns out to be may be changeable in weeks, and due to the capabilities of Appian, as a perfect orchestrator, it can adapt to any change.

If we have achieved this through our clients, what impact can we make in your business and therefore your country?

Request a demo and meet the Foreign Trade Automation Solution, that will overcome your organizational goals.