

WEB: www.boston.co.uk EMAIL: sales@boston.co.uk PHONE: +44 (0) 1727 876 100

# BOSTON LIMITED STATEMENT REGARDING BREXIT

St. Albans, March 11th, 2019 - Due to the ongoing uncertainty and concerns regarding Brexit, Boston Limited wishes to reassure customers that the Company is prepared for the potential outcomes that could affect us and our customers.

Senior Management at Boston Limited are monitoring the ongoing political situation continually to remain informed of current events and to ensure minimal impact to our customers, we remain confident that we are in a strong strategic position.

Founded in 1992, Boston has over 25 years of experience and expertise in the enterprise IT market. Boston has a demonstrated a track record of adaptability and agility to trade and grow through turbulent economic times.

#### **BUSINESS CONTINUITY STRATEGY:**



Boston regularly audits our Business Continuity strategy as part of our regular audit process. The strategy includes mitigation measures and action plans to reduce and respond to potential business risks. Provisions have been made in the event of both 'Deal' and 'No Deal' Brexit scenarios. In the event of 'No Deal', we have existing alternative import routes for materials in our supply chain which can be employed whilst balancing production across our UK, EU and non-EU based assembly facilities.

#### **RESILIENCE IN PRODUCTION:**



Boston Limited currently utilises build and testing facilities in the UK, Germany, USA, India and Taiwan. Dependent on the outcome of Brexit, it may be beneficial for customer's who are based in the EU to have their systems built outside of the UK in order to mitigate against shipment delays. Boston has investigated and determined that the option exists to flexibly scale-up operations at any of our existing sites in response to this requirement.

# WORLD TRADE ORGANISATION (WTO)



We have undertaken an analysis of the financial impact of a 'No Deal' Brexit for our customers regarding duties and tariffs. Our products do not attract World Trade Organisation (WTO) tariffs due to the WTO Information Technology Agreement (ITA). This means we do not foresee an increase in the amount of duty or tariffs for our customers in a 'No Deal' Brexit outcome.

FURTHER DETAILS CAN BE FOUND HERE

# STOCK HOLDING & FORECASTING:



Boston already works with a number of customers to forecast their requirements to ensure stock is available for 'Just in Time' delivery. Contact a member of our Sales Team who can provide more information about the services we can offer your organisation.

CONTACT A MEMBER OF OUR SALES TEAM

ADDRESS: Boston Limited, Unit 5 Curo Park, Frogmore, St Albans AL2 2DD, UK



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#### IMPORTING INTO THE UK:



Following UK Government advice, in the event of a 'No Deal' Brexit, the predicted short-term impact will be shipment delays at all UK channel ports, therefore it is a reasonable assumption that this has the potential to increase shipping times. To minimise the risk of delays to Boston Limited, our Logistics Team maintains a daily dialogue with a selection of international couriers and will redirect shipments to less congested ports of entry wherever possible. Should any of our customers be impacted by delays, our Customer Services team are equipped to maintain regular contact with affected customers to keep the lines of communication open. Boston customers to confirm, and if necessary update their contact details on our Partner Portal to ensure smooth communications.

## LOGIN TO OUR PARTNER PORTAL

#### **EMPLOYMENT & TRAVEL:**



Our industry is driven by specific skill sets and some of our workers will be affected by Brexit. Boston is committed to working with our EU employees where required to support them if they choose to apply for the EU Settlement Scheme which enables them to continue living in the UK after December 2020.

#### EU SETTLEMENT SCHEME IMPORTANT INFO

### RESILIENCE IN THE SUPPLY CHAIN:



Boston are well established in the industry as a multi-national organisation, integrating leading-edge technology using an array of components from globally recognised partners. Boston Limited has the advantage of trading on a global scale with a presence in EMEA, APAC, India and the Americas. Our supply chain comprises multiple Original Equipment Manufacturers (OEMs) located across the globe. Should exchange rates and delivery delays become a cause of concern - we have resilience to utilise alternative options and immediately implement them as needed to minimise disruption to our customers. Through our largest suppliers, we have several avenues for purchasing and import into the UK that we already utilise as part of our day-to-day business throughout the world.

All goods and/or services supplied are in accordance with our standard terms and conditions of trade. All goods/services are supplied on either an approved credit account subject to status or cleared funds with order. No goods can be ordered on finance/lease agreements unless agreed by us in writing prior to goods/services being despatched.

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