

Infor Nexus First Sale for Export



In an environment of increased tariffs and duties, importers must continue to search for savings that can be efficiently deployed throughout their supply chain. One opportunity for US importers to achieve such savings is the First Sale for Export (FSFE) program offered by US Customs and Border Protection (CBP).

In multi-tier supply chain flows, FSFE allows companies to declare the transaction value of goods based on the first sale, typically between the manufacturer and a middleman, rather than the final sale to the US buyer. By doing so, businesses can often reduce the dutiable value of their imports, leading to significant savings on tariff costs. This approach is particularly valuable in the face of increased tariffs, as it enables companies to maintain more competitive pricing by lowering the overall import duty burden. As a result, the First Sale for Export program not only helps companies manage increased costs due to tariffs but also supports their ability to compete effectively in the global market.

However, while an FSFE program can result in significant savings on import duties, without tools in place to manage the program, it may lead to additional paperwork and processing that limit the ability to fully leverage FSFE benefits.



Maximizing savings via enhanced automation

The Infor Nexus™ First Sale for Export solution enables US importers to automate the collection and distribution of FSFE information, allowing them to scale the program across their supply chain while minimizing the administrative burden.

As an add-on to the Infor Nexus Financial Supply Chain Management solution bundle, First Sale for Export provides a streamlined way to gather and submit all first sale-related information to US CBP, reducing the effort required from both importers and suppliers.

By implementing the First Sale solution, importers can maximize the savings opportunities of the FSFE program without requiring additional resources to manage its supporting day-to-day operations.

Key features of First Sale for Export

The Infor Nexus First Sale for Export solution is designed to streamline and enhance the management of first-sale processes across your organization with a comprehensive suite of features and benefits:



First sale cost worksheet

- Facilitates data collection from the initial sale between the manufacturer and the middleman
- Provides side-by-side comparison of first-sale and second-sale cost data, ensuring accurate duty calculations
- Enables review by the buyer compliance organization to ensure correct process is followed
- Generates reports on realized savings from the FSFE program



Automated documentation

- Streamlines the creation and management of necessary documentation for customs compliance
- Supports complex use cases such as component break-outs and multi-SKU packages



Integration with supply chain

- Integrates seamlessly with other Infor Nexus supply chain solutions, providing a unified platform for managing procurement, sourcing, and logistics
- Connects with filing systems and customs brokers to streamline submission processes



Benefits



Cost savings

Reduces duty expenses by using the first-sale price for duty calculations



Efficiency

Enhances operational efficiency through automation and integration, reducing manual effort and errors



Compliance

Ensures compliance with customs regulations by automating and accurately documenting first-sale transactions



Scalability

Automates and integrates with the end-to-end process, allowing importers to use the first-sale doctrine across a broader range of suppliers, thereby increasing the savings potential of the program

Use cases



Apparel and footwear

Industries with high duty rates can particularly benefit from the cost savings provided by the First Sale for Export solution



Global trade

Companies involved in complex, multi-tiered international transactions can streamline their import processes and reduce costs

The Infor Nexus First Sale for Export solution offers a powerful tool for US importers looking to reduce duty costs and improve compliance with customs regulations. By working seamlessly with the broader suite of Procure-to-Pay and Financial Supply Chain solutions, and tapping into the vast data flowing through the Infor Nexus platform, the first-sale process becomes integrated and automated, providing significant cost savings and operational efficiencies.

About Infor Nexus

Infor Nexus is the leading end-to-end global supply chain platform, helping companies achieve unmatched visibility for over 25 years. Infor Nexus connects a network of over 90,000 brands, retailers, manufacturers, suppliers, logistics providers, and banks on a single-instance network platform to seamlessly orchestrate global supply chain processes from source to delivery and payment. Companies can streamline their operations, eliminating inefficiencies and waste, gaining data-driven insights, and optimizing the flow of capital for improved agility, resilience and sustainability.

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first-sale operations
with Infor Nexus**

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