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QuestaWeb Partners with AduanaSoft to Provide Seamless, Compliant United States–Mexico Trade Solution

Alliance to deliver a unified global trade management software solution for importation and exportation between the United States and Mexico, automating compliance, expediting product movement and saving money. Announcement coincides with the 39th Annual Conference of the National Customs Brokers & Freight Forwarders Association of America to maximize user awareness of solution availability.

Clark, N.J. -- April 4, 2013 -- QuestaWeb, Inc. (www.questaweb.com), a premier provider of Web-based, integrated Global Trade Management (GTM) solutions, announced today that it has entered into an alliance partnership with Chihuahua, Mexico–based AduanaSoft, Inc., a leading provider of IT solutions that automate Mexican Customs clearance and assure import and export compliance. Under the terms of the alliance, QuestaWeb and AduanaSoft have integrated their software to offer a seamless solution for U.S. companies manufacturing in Mexico's maquiladora industry and thus conducting trade on both sides of the border. The single system allows companies to benefit from the IMMEX Program, while generating all required documentation in full compliance with all the regulations of both governments. Further, this alliance, in conjunction with a soon-to-be-released solution for Canada, positions the integrated system as a global trade compliance solution for all of North America.

QuestaWeb has long recognized Mexico's status as a premier sourcing locale and growing manufacturing base. However, U.S. firms seeking to leverage the market advantages arising from favorable trade agreements and geographic proximity often had to resort to separate solutions for each side of the border. Unfortunately, efforts to comply with Mexican regulations frequently created bottlenecks because the documentation produced by piecemeal solutions was inaccurate or incomplete, overlooked regulatory changes or miscalculated tariffs.

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QuestaWeb thus sought a highly qualified partner to bring to market a single solution that could deliver the same reliable services and assured compliance as QuestaWeb's U.S. solutions do. In AduanaSoft, QuestaWeb found a leader in Web-native software with a 17-year history of excellence in serving over 350 customers. Notably, the two companies found they already shared customers in common that would welcome the efficiencies and economies made possible by only having to enter information once.

Eduardo Ramos, CEO of AduanaSoft, said, "Manufacturing in Mexico is all about cost savings and speed to market for U.S. companies. Firms want to move raw materials/parts/components in and finished goods out as quickly as possible. Unfortunately, navigating the supply chain can create bottlenecks, especially when attempting to comply with Mexican regulations. In entering into this alliance, our two companies will optimize trade between the United States and Mexico assuring compliance, reducing costs and eliminating holdups."

Leon Turetsky, CEO of QuestaWeb, said, "In AduanaSoft, we found a company that operated using a similar business model and shared our penchant for excellence and customer service. Our system designs are highly complementary, thus facilitating seamless integration. AduanaSoft, like QuestaWeb, offers modular, Internet-based products; provides real-time database updates; allows electronic payment of pedimentos; and enables users to customize both the system and reports to meet their specific needs. It is an ideal match that will help promote the economies of both countries by simplifying cross-border transactions."

QuestaWeb is exhibiting at the 39th Annual Conference of the National Customs Brokers & Freight Forwarders Association of America (NCBFFAA) in Rancho Mirage, Calif. from April 7-10. Both companies will be represented at Booth #412, and interested parties are invited to stop by and learn more about this alliance and this exciting new trade solution.

About QuestaWeb

QuestaWeb is a premier provider of integrated, Web-based global trade management software solutions. The firm's business model unifies import, export, logistics, compliance and financial processes including U.S. Customs clearance, landed costs, Harmonized Tariff Schedule classifications, export licensing, denied party screening, quota management, product catalog, tracking, event management and international document repository. The centralized global

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database maintains up-to-date compliance content and supports multiple languages, currencies and time zones. QuestaWeb was one of the first companies certified by U.S. Customs for ABI electronic connectivity initiatives and the first ACE-certified vendor. The company's flagship product, [TradeMaster^{QW}](#) Global Trade Management System, proactively manages export and import processes for importers, exporters, brokers and forwarders. It accelerates the flow of goods across the global supply chain, reduces inventory and operational costs and ensures compliance with ever-changing cross-border regulations. To learn more about QuestaWeb, please visit www.questaweb.com or call 908-233-2300.

About AduanaSoft

AduanaSoft is a leading provider of integrated software solutions that automate Mexican Customs clearance and assure import and export compliance. Headquartered in Chihuahua, Mexico and with an office in Phoenix, Ariz., AduanaSoft possesses over 17 years of experience delivering foreign trade solutions to a customer base of more than 350 clients. Our focus is excellence in customer service provided by a team of qualified and experienced personnel. Please visit our website at www.aduanasoft.com.mx or call us at (52-656) 616-25-27, (915) 774-4393 or mobile 504-0838.

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