

BRUSSELS; June 2, 2025 — Vivansa, the leading eCustoms technology company, today announced the commercial launch of [Viictor](#), an AI-powered customs compliance colleague that represents a paradigm shift in how multinational enterprises manage global trade operations. Following years of intensive research and development and successful implementation with a Fortune 500 automotive company, Viictor is now available to transform compliance challenges into competitive advantages for businesses worldwide.

A New Era in Customs Compliance

Viictor addresses the perfect storm of challenges facing today's trade departments: escalating regulatory complexity, critical talent shortages, and the need to do more with less. Unlike traditional software solutions that create additional silos, Viictor functions as an intelligent colleague who seamlessly integrates with existing technology stacks while providing 24/7 compliance support.

"The global trade landscape is undergoing a profound transformation," said Vivien Monti, CEO and founder of Vivansa. *"Companies can no longer rely solely on traditional approaches to customs compliance. Viictor represents the future - an AI-powered colleague that preserves institutional knowledge, automates routine tasks, and provides unprecedented visibility, all while keeping sensitive data secure within your organisation."*

Proven Results with Fortune 500 Implementation

Viictor's capabilities have been validated through extensive deployment with LEAR Corporation UK, where the solution successfully addressed complex post-Brexit compliance challenges. The implementation demonstrated Viictor's ability to:

- Eliminate customs duty and VAT payments on processed goods through sophisticated Inward Processing Relief management
- Process a high number of shipments monthly with thousands of domestic transactions
- Integrate seamlessly with existing systems without requiring costly replacements

- Provide comprehensive compliance tracking from import to export

Beyond Traditional Automation

What sets Viictor apart from conventional Global Trade Management Software is its ecosystem-based approach and human-AI partnership model. Rather than attempting to replace human expertise, Viictor enhances it through:

Intelligent Ecosystem Integration: Connecting not just internal systems (ERPs, GTMS, TMS) but extending to suppliers, freight forwarders, customs brokers, and regulatory authorities across organisational boundaries.

AI-Powered Control Tower: Continuously monitoring trade lanes, detecting compliance issues in real-time, and proposing solutions while assigning tasks to appropriate stakeholders.

Knowledge Preservation: Creating a persistent repository of classification decisions, valuation methodologies, and compliance procedures that remains available regardless of staff turnover.

Natural Language Interaction: Enabling teams to communicate with Viictor in plain language about complex compliance challenges without learning another interface.

Addressing Critical Market Needs

The launch comes at a time when regulatory complexity is reaching unprecedented levels. New frameworks like the EU's Carbon Border Adjustment Mechanism (CBAM) and EU Deforestation Regulation (EUDR), combined with strategic tariff measures, are creating compliance challenges that traditional approaches cannot address effectively.

According to recent market research, the Global Trade Management Software Market is projected to reach \$2.3 billion by 2026, driven by increasing regulatory complexity and the urgent need for AI-augmented solutions as experienced customs managers become increasingly scarce and expensive.

Looking Forward

As global trade regulations become increasingly complex and strategic, Viictor's human-AI partnership approach creates resilience and adaptability that traditional automation cannot match. The solution represents not just technological advancement, but a fundamental reimagining of how organisations can transform compliance from a vulnerability into a strategic asset.

For organisations seeking to strengthen their approach to global trade compliance, Viictor offers immediate value while building capabilities for future regulatory challenges including CBAM implementation, EUDR compliance, and strategic tariff management.

About Vivansa – Vivansa s.r.l., headquartered in Wavre, Belgium, is the leading provider of innovative eCustoms solutions. Founded by customs and technology experts, the company specializes in transforming complex regulatory challenges into competitive advantages through cutting-edge AI technology and deep domain expertise. With offices in Belgium, Bulgaria, and Greece, Vivansa serves multinational enterprises across Europe.

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Vivansa is certified with Cyber Essentials (CE) certification and maintains the highest standards for data security and privacy.

About the Author



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