

2 December 2021

## Incoterms® 2020 Digital Guide: ICC Germany and Luther develop online tool

**Cologne – Luther Rechtsanwaltsgesellschaft and the International Chamber of Commerce in Germany ("ICC Germany") are driving forward the digitalisation of international contract drafting: they have developed an interactive tool that facilitates contract drafting in international goods transactions. With the free "Incoterms® 2020 Digital Guide", companies receive a suggestion of which contract clauses might be suitable for them within a few minutes.**

Incoterms® (International Commercial Terms) are the globally valid standard for delivery terms in international trade transactions. They are published by the International Chamber of Commerce and are an integral part of 90 percent of all international B2B sales contracts. The clauses contain many important regulations that are important in the context of delivery relationships, for example the transfer of risk and the place of delivery, the transport costs and the transport risk as well as the obligation for transport insurance between buyer and seller.

"Our experience shows that companies often do not find it easy to choose the right Incoterms® clause", reports Dr Christoph von Burgsdorff, partner at Luther Rechtsanwaltsgesellschaft: "Many users are unsure which clause they should use. However, choosing an unsuitable Incoterms® clause carries risks, especially because it can also affect regulatory areas that are not explicitly regulated in the clause at all. These include, for example, tax obligations and the place of jurisdiction."

"The Incoterms® 2020 Digital Guide provides users with an overview of the clauses and gives them a first orientation. Of course, the tool cannot replace a careful reading of the Incoterms® clauses," says Oliver Wieck, Secretary General of ICC Germany.

The new Incoterms® 2020 Digital Guide makes it easier for companies to find the right clause for them. If necessary, Luther Rechtsanwaltsgesellschaft can provide support with a customised service portfolio. All possible steps at a glance:

- Selecting the right Incoterms® 2020 clause for the company with the Digital Guide.
- Luther identifies any need for adaptation and optimises the appropriate Incoterms® 2020 clause by modifying it to suit the interests of the client.
- Luther implements the Incoterms® 2020 clause in the contract and aligns it with other provisions of the contract.
- Luther supports companies in contract negotiations with the contractual partner.
- Luther analyses existing contracts with the aim of optimising contract content and aligning contracts within the supply chain in the best possible way.
- Upon request, Luther supports companies through ongoing contract management - even beyond Incoterms® 2020.
- If required, Luther and ICC Germany offer individualised training on the content of Incoterms® 2020.

### **Access to the Incoterms® 2020 Digital Guide**

The Incoterms® 2020 Digital Guide is available for free use on the website of ICC Germany and on the website of Luther Rechtsanwaltsgesellschaft:

*<https://www.luther-lawfirm.com/kompetenzen/beratungsfelder/detail/incotermsr2020-digital-guide>*

*<https://www.iccgermany.de/standards-incoterms/digital-guide/>*

### **About the Incoterms®**

The ICC has been publishing the Incoterms® Rules since 1936 and revises them at regular intervals to adapt them to the needs of practice. Further information on the "Incoterms® 2020, German-English" set of rules as well as on training courses and seminars can be found here:

*<https://www.iccgermany.de/standards-incoterms/incoterms-2020-in-der-uebersicht/>*

## **About the International Chamber of Commerce (ICC)**

The International Chamber of Commerce (ICC) is the world's largest business organisation with a network of 45 million members in more than 100 countries. Its objectives are to promote international trade and responsible business conduct, as well as a global approach to regulation.

The ICC stands for a unique mix of political advocacy and its own global standard setting, as well as market leadership in dispute resolution services. ICC Germany's members include companies, trade associations and chambers of commerce and industry.

*<https://www.iccgermany.de/>*

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**Brief profile Luther Rechtsanwaltsgesellschaft mbH**

Luther is a leading German commercial law firm that offers comprehensive legal and tax advice. The full-service law firm employs over 420 lawyers and tax advisors and is represented in ten German economic hubs as well as with ten of its own international offices in key investment locations and financial centres in Europe and Asia. Its clients include medium-sized enterprises and large corporations, as well as the public sector.

Luther works closely with other commercial law firms in all the prevailing jurisdictions. Luther is a founding member of unyer ([www.unyer.com](http://www.unyer.com)), a global organisation of leading professional services firms that cooperate exclusively with each other.

Luther Rechtsanwaltsgesellschaft mbH is a law firm with a business approach: our innovative awareness aspires us to provide our clients with customised legal advice that addresses individual needs and delivers the greatest possible economic benefit. All of Luther's lawyers and tax advisors have a solid understanding of interdisciplinary matters and a wealth of experience in collaborating on complex tasks. Luther was named "Law Firm of the Year 2019" by the German legal publisher JUVE. Further information is available at: [www.luther-lawfirm.com](http://www.luther-lawfirm.com)

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