



Product Intelligence Is Key to Stronger Sourcing Decisions

Sourcing teams make dozens of calls a year to decide which supplier to use, which component to specify, which cost tradeoff to accept. Those decisions are only as strong as the data behind them. To protect compliance, customer contracts, and supplier relationships, your team needs supply chain data and insight that goes deeper than what's on file today.

What Supply Chain Risk Visibility Looks Like Today

The numbers below point to a clear gap. Most manufacturers lack adequate visibility and risk insights past tier one of their supply chain. Without them, companies face murky compliance statuses, customer contracts are at risk, and inefficiencies are scattered throughout their sourcing decision-making processes.

42%

Of procurement leaders cite supply chain disruption as their top risk.¹

42%

Of companies have transparency into tier-two and beyond.²

40%

Of companies know the risks in their tier-two supply chain.³

27%

Of companies have regular meetings with their tier-two supply chain team.⁴

¹ Gartner. (2024, October 17). *Gartner survey shows supply disruption is top risk to procurement's future success*. <https://www.gartner.com/en/newsroom/press-releases/2024-10-17-gartner-survey-shows-supply-disruption-is-top-risk-to-procurements-future-success>

² McKinsey & Company. (2026, January 8). *Decoding disruption to reshape manufacturing footprints*. <https://www.mckinsey.com/capabilities/operations/our-insights/decoding-disruption-to-reshape-manufacturing-footprints>

³ McKinsey & Company. (2025, December 2). *Supply chain risk pulse 2025: Tariffs reshuffle global trade priorities*. <https://www.mckinsey.com/capabilities/operations/our-insights/supply-chain-risk-survey>

⁴ McKinsey & Company. (2025, December 2). *Supply chain risk pulse 2025: Tariffs reshuffle global trade priorities*. <https://www.mckinsey.com/capabilities/operations/our-insights/supply-chain-risk-survey>

Product intelligence: The collection and use of product data to support better decisions from design to end-of-life. Understanding what's in your products, where it came from, and how product-related risk impacts your business with confidence.

Design to source: The practice of using product intelligence to make compliance and sourcing decisions before a product is designed, rather than after it's already built and shipped.

What You Gain With Product Intelligence in Your Sourcing Process



Stronger, More Targeted Supplier Engagement

Your supply chain data and insights are the keys to engaging your suppliers effectively. When you can proactively see which suppliers share an upstream source, or which tier-two chemical supplier just reformulated a material, you know exactly who to reach out to for more information. You avoid running checks across every sub-tier contact and reaching out repeatedly to suppliers who aren't relevant. Those data-backed insights save you time and effort, support more efficient outreach processes, and reduce supplier fatigue too.

88% of procurement leaders say supplier collaboration has grown significantly more important to their role.



Compliance Is Easier

Reliable supply chain data is what makes it possible to design for compliance from the start and bring more sustainable products to market. When supplier, part, and product data updates automatically as regulations change, your team can tell which materials to avoid, which suppliers should provide updated compliance data, and where gaps exist. They're also better prepared to provide evidence when audits or customers request it. Streamlined compliance management matters more as proof of compliance becomes increasingly standard. For example, the EU's Ecodesign for Sustainable Products Regulation (ESPR) and its Digital Product Passport will require manufacturers of in-scope products to provide material-level composition data and demonstrate circular design principles.⁵

⁵ Gartner. (n.d.). *Supplier relationship management: A complete guide*. <https://www.gartner.com/en/supply-chain/topics/supplier-relationship-management>

⁶ Assent. (2026, January 20). *ESPR has arrived: Here's what you need to know one year in*. <https://www.assent.com/blog/espr-has-arrived-heres-what-you-need-to-know/>

Your team can respond to your customers faster, with more accurate data. This transforms a standard compliance data request into a moment that helps you build trust with your customers. Your customers are under tremendous pressure from regulators, investors, and their own customers to gather data to meet growing requirements, like those for upcoming Digital Product Passports. They remember the supplier who has an answer ready over the one who needs weeks to pull one together, and that's what shows up in RFPs won and contracts renewed.

"We get a lot of credit for being quick and good with our answers. While other people take weeks, months, we can get back to them within the same day with accurate information [thanks to Assent]."

— Tykoflex, an Assent customer



Avoiding the Single-Source Component Trap

Single-source components (one supplier, one part, no backup) are common wherever parts are specified at design and are rarely revisited. Knowing your alternatives ahead of time means your team can qualify a redesign or arrange a last-time-buy on your own schedule, not as your product is about to leave the factory. This level of preparedness is becoming more urgent as regulatory pressure pushes more suppliers toward reformulation or exit: 3M completed its exit from PFAS-based manufacturing at the end of 2025, a change that touched more than 22,000 items.⁷

⁷ Kennedy, P. (2026, January 22). 3M ends PFAS manufacturing on schedule. *Minnesota Star Tribune*. <https://www.startribune.com/3m-end-pfas-manufacturing-by-2025-meet-deadline-forever-chemical/601568159>

What to Do Next

Stronger sourcing decisions and designing for compliance are enabled by supply chain data that is comprehensive, current, and reliable. The Assent Network, powered by the industry's most complete part and supplier data delivers the automation and insights your business needs so you can streamline your sourcing process and make faster decisions, confidently.

Book a call with one of our experts to answer your questions and learn more about the benefits of leveraging product intelligence in your sourcing decisions.

[Book a Call](#)