Assent

Guide

A Distributor's Guide to Scaling Compliance Without Increasing Headcount



Distributors sit in a key spot in the supply chain. They're the connection point between the companies that make products and the companies that use them, and they tend to have massive product catalogs. Even though they don't manufacture goods themselves, they're increasingly on the hook to provide compliance information for all those SKUs when customers ask for it.

The expectations around compliance are only growing:

85% of executives say compliance requirements are getting more complex[1]

90% of executives say the scope of their compliance responsibilities has increased[2]

84% of chief compliance officers expect regulatory expectations and scrutiny to grow[3]

With so many demands coming at them, the distributors who get compliance right have a real opening to stand out.

Compliance automation can help. It turns the data you collect into fast, confident answers to declaration requests, leading to stronger relationships with the customers who depend on you and the ability to grow your catalog without adding headcount. Instead of chasing suppliers line by line, your company becomes the partner customers trust to quickly deliver reliable data, clear answers, and proof of compliance.

1 PwC. (2025). *PwC's Global Compliance Survey 2025*. https://www.pwc.com/gx/en/issues/risk-regulation/pwc-global-compliance-study-2025.pdf
2 PwC. (2025). *PwC's Global Compliance Survey 2025*. https://www.pwc.com/gx/en/issues/risk-regulation/pwc-global-compliance-study-2025.pdf
3 KPMG. (2024). *Stepping up to a new level of compliance: KPMG Global Chief Ethics and Compliance Officer survey*. https://assets.kpmg.com/content/dam/kpmg/xx/pdf/2024/01/stepping-up-to-a-new-level-of-compliance.pdf



4 Moves to Scale Compliance Without Scaling Your Team

1. Centralize Your Data Instead of Chasing It

Bring supplier documents, product data, customer requirements, and compliance evidence into one trusted system of record and action for compliance. Replace tedious searches across inboxes, spreadsheets, and shared drives with centralized information that is reliable, accessible, and reusable.

The outcome:

Less duplicated work, fewer data gaps, and faster responses.

> "At least 60% of our revenue hinges on having rapid access to compliance data. If you can't get buyers that data on demand, they're walking away and finding someone else who can."
>
> —Compliance/EH&S Specialist at Prestolite Electric Incorporated



2. Standardize Supplier Onboarding & Engagement

Create consistent requirements and workflows for collecting information from every supplier. Standardization makes it easier to:

- Set clear expectations from day one.
- Collect data in usable formats.
- Follow up on missing information.
- Reuse evidence across products and requests.

The outcome:

Support more suppliers and a growing SKU catalog without multiplying your efforts.

> "There are many advantages of using the Assent [Network]. First, it reduces the time you need to contact the supplier. And the results are better with Assent because … we're able to get the necessary data for around 90% of all our parts and components."
>
> —Alessandro Bisogni, Elica



3. Make Audit Readiness the Default

Don't wait for an audit, RFQ, or customer request to organize your evidence. Structure your data before you are asked for it so your team can quickly identify:

- What information is complete.
- What evidence is missing.
- Which records need to be refreshed.
- Where compliance risk may be increasing.

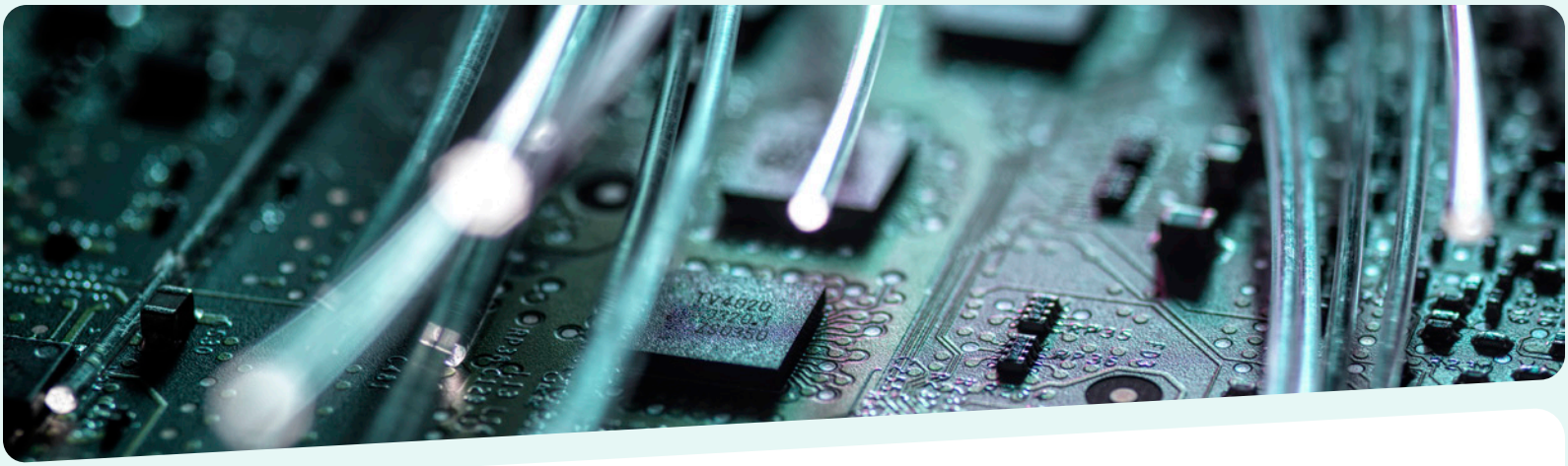
58%

of companies with a centralized compliance system reported greater transparency and visibility.[4]

The outcome:

You deal with fewer fire drills and have more confident, defensible answers on hand.

4 PwC. (2025). *PwC's Global Compliance Survey 2025*. https://www.pwc.com/gx/en/issues/risk-regulation/pwc-global-compliance-study-2025.pdf



4. Turn Response Speed Into a Differentiator

When OEM customers ask for proof of compliance, speed and credibility matter. Distributors that respond quickly using an automated system of record and action are better positioned to win RFQs, protect contracts, and strengthen customer relationships. (In contrast, the ones that repeatedly scramble to respond risk being viewed as a weak link in the supply chain.)

The outcome:

Your organized approach to compliance becomes a reason customers choose — and continue choosing — you.

The Formula for Becoming a Trusted Supply-Chain Partner

Standardized supplier engagement	+	Centralized information	=	**Faster responses to customer requests**
Faster responses to customer requests	+	Audit readiness	=	**Greater OEM trust in your business**



Compliance Data Is a Commercial Asset

With the Assent Distributor Experience, distributors can centralize their compliance information, standardize data collection, and access product intelligence across their portfolios. That means your request volume, supplier base, and catalog can grow without requiring your compliance team to grow at the same rate.

Become the most trusted link in your OEM customers' supply chains. Talk to an Assent expert today to see how our distributor solution supports your business.

Book a Demo

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