

A photograph of a worker in a hard hat and safety glasses standing in a factory, looking at a piece of machinery. The image is partially obscured by a large white 'X' graphic.

Guide

A Practical Guide

for Manufacturers & Distributors
Managing Compliance Requests

 **Assent**[®]



For manufacturers and distributors, managing compliance data requests is a fast-paced, routine part of doing business. Regulators and your customers need product information from your supply chain to meet their own requirements, and the volume of data requested grows every year.

Increasing your response speed and accuracy is a competitive asset to your business. The companies answering quickly and accurately have built a strong data foundation on product intelligence, where the quality and completeness of their supply chain information means their answers are ready before a request or audit arrives.

This guide shows you how to manage requests more effectively without adding work or headcount. A scalable, repeatable program comes down to two things: stronger supplier engagement and higher-quality compliance responses.

The average manufacturer receives **350** compliance data requests a year, with each one taking roughly **three hours** to complete. For many teams, that's over **1,000 hours** annually spent managing requests.¹

¹ Assent. (December 15, 2025). Assent launches AI-native solution to address severe gaps in compliance and sustainability response management processes. <https://www.assent.com/newsroom/assent-launches-ai-native-solution-to-address-severe-gaps-in-compliance-and-sustainability-response-management-processes/>



Strong Supplier Relationships Are Worth Your Time

Your suppliers are your partners in producing the sustainable parts and components you build with, and for distributors, they are the reason you can stand behind a product when an audit lands. Investing in your relationships with them pays off in many ways.

Better Engagement

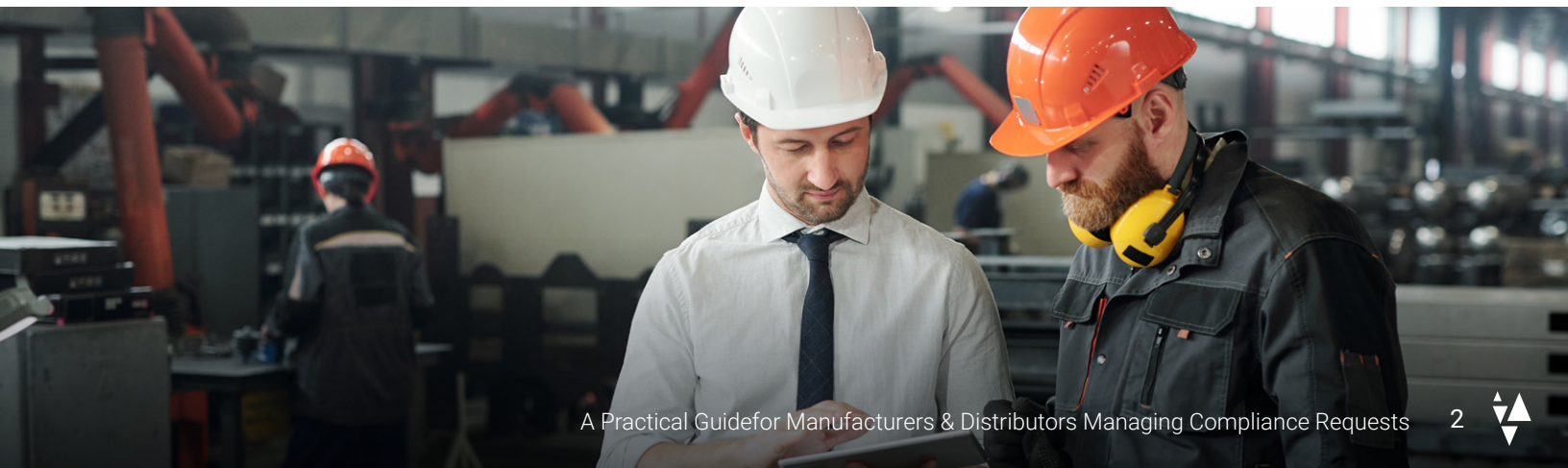
Suppliers are more likely to respond promptly and thoroughly to your requests if you keep communication channels open and tell them clearly what you need. When they are set up for success by receiving support when they need it, they are more likely to engage with your business in the future.

Increased Data Accuracy

Suppliers that have the tools and education they need to proactively understand compliance and sustainability topics respond quickly, know what data is needed, and are comfortable with standardized templates. All these factors support better data quality for you.

"It's very important for us to provide accurate and timely data to our customers. We don't want to risk a client missing the proper information that has been requested because it could potentially hurt their business as well."

—Yazmarie Rios-Pacheco, Quality Technician, Supply One (formerly The BoxMaker Inc.)



Fewer Data Errors

Providing support and engagement in the language your suppliers understand is your secret weapon to reducing data errors. Access to industry and regulatory expertise ensures you get the right data the first time, saving everyone time and headaches.

Reduced Parts Obsolescence Risk

Insights built on trustworthy data from your suppliers help your team spot obsolescence risks earlier, before your products face a recall. This gives your business more lead time to redesign or source another part before you face supply chain disruption.

Stronger Relationships With Your Customers

Every reliable declaration your suppliers provide strengthens the data foundation you use to answer your own customers. That means you're positioned to provide faster, more accurate responses when a request lands, which is what earns you a reputation as a supplier your customers can count on.





Strong Supplier Relationships Reduce Business Risk

Deloitte's 2025 Global Chief Procurement Officer survey explored the strategies CPOs are using to mitigate risk. The results indicate that strong supplier relationships and supply chain visibility are top of mind for today's leaders:



61%

of CPOs name better supplier
information sharing and collaboration



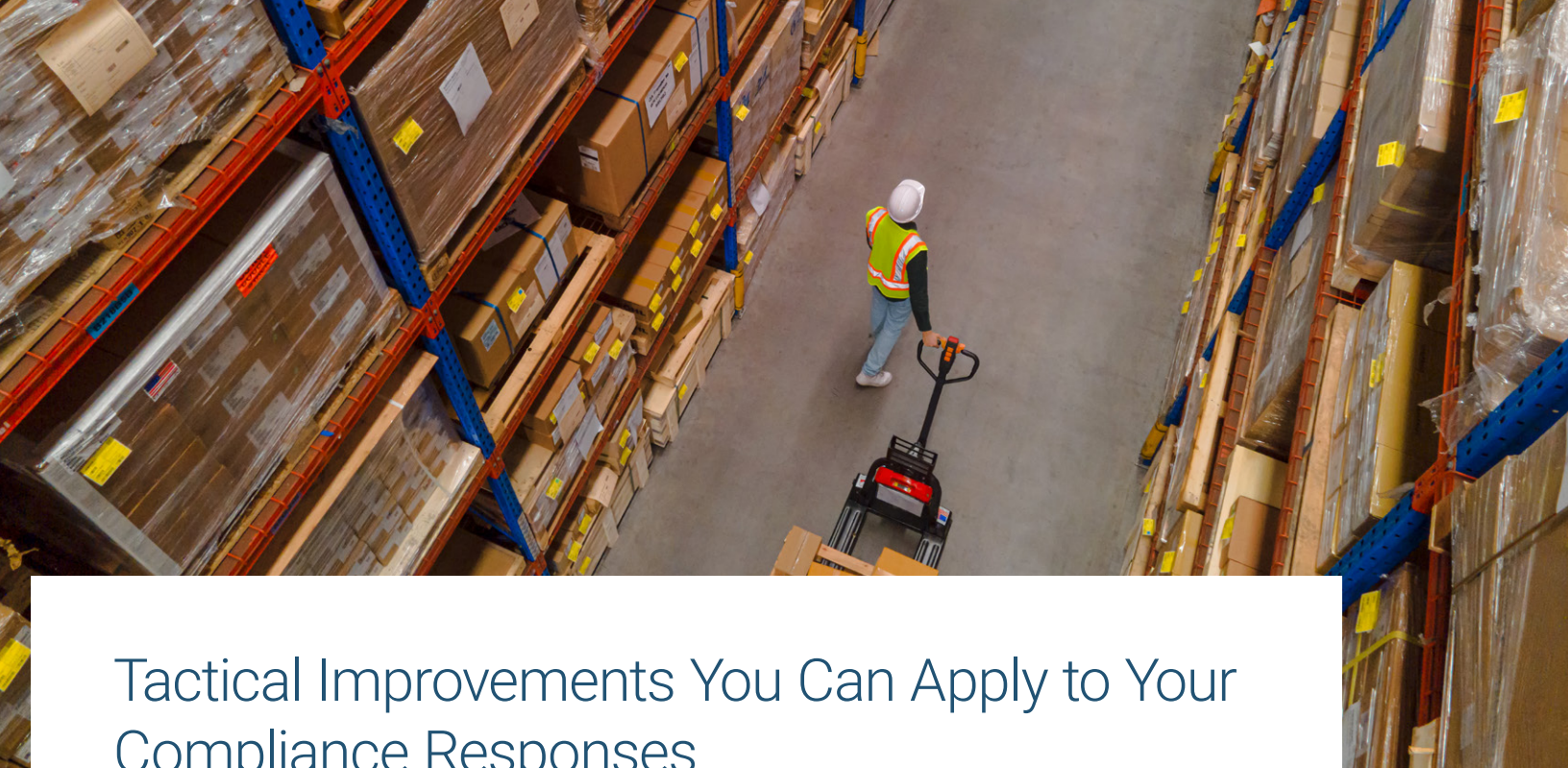
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² Deloitte. (2025, August 19). *Procurement at the tipping point: Deloitte's 2025 Chief Procurement Officer Survey reveals the pressure and promise of technology disruption.* <https://www.deloitte.com/us/en/about/press-room/2025-chief-procurement-officer-survey.html>

³ Deloitte. (2025, August 19). *Procurement at the tipping point: Deloitte's 2025 Chief Procurement Officer Survey reveals the pressure and promise of technology disruption.* <https://www.deloitte.com/us/en/about/press-room/2025-chief-procurement-officer-survey.html>





Tactical Improvements You Can Apply to Your Compliance Responses

Part One: Strengthen Supplier Engagement

Tailor How You Communicate With Them

Clear, accessible, and native-language communication and support are essential when engaging international suppliers. A supplier who understands what you need and can ask for support to overcome roadblocks gives you better data than one staring at a form with no context.

Standardize & Simplify Data Requests

To avoid repetitive, inefficient work, organizations should adopt standardized templates to streamline data collection and reduce supplier workloads. Cross-departmental coordination via a centralized request management platform helps eliminate silos and reduce supplier fatigue.



Recognize & Reward Cooperation

Make recognition carry commercial weight. Track suppliers who submit complete, timely data and reward them with preferred status, prioritize them for new business, or offer them longer contracts. An established compliance record helps them qualify with other customers, too, which turns your request from a favor into a competitive advantage for them.

Make Supplier Data Reusable

The fastest way to respond to requests is with data you already have. Encourage suppliers to work on a platform that supports response reuse by providing a centralized view of every incoming request, automatically connecting existing data, and accepting submissions in various formats, then standardizing them.



A Better Approach to Supplier Engagement

Learn how to get better supplier response rates and data quality in our guide.

[Get the Guide](#)





Part Two: Better Compliance Responses

Update Your Data, Constantly

Collecting data is only part of the battle. Data quality and completeness are what elevate your compliance responses and protect your business from risk. You can achieve this by working with a platform provider that offers access to a network of current, reliable supply chain information that stands up against audit scrutiny. When your data is strong, it can be leveraged across your customers, so you can respond faster no matter how many requests you have. Responses also don't need to be revisited, and your team can make decisions faster.

Stay On Top of Regulatory Changes

The difference between preparing for regulatory changes and reacting to them is access to expertise. Work with industry experts to understand which regulations your business or product catalog are in scope of, and monitor them continuously for changes. Keep your part and bill of materials (BOM) data mapped to the substances those regulations cover, so updates can be checked against your catalog rather than triggering a fresh survey of your supply base. Proactively reach out to customers with updated information when something changes to get ahead of requests and strengthen your supplier score.



Build the Evidence Trail as You Go

Make sure your evidence is ready before an audit happens. The response you send a customer and the evidence an auditor asks for are the same data, assembled twice. When declarations, part-level records, and response history live in one place with a clear trail behind each answer, you're ready to respond to all your stakeholders at a moment's notice with proof of compliance.

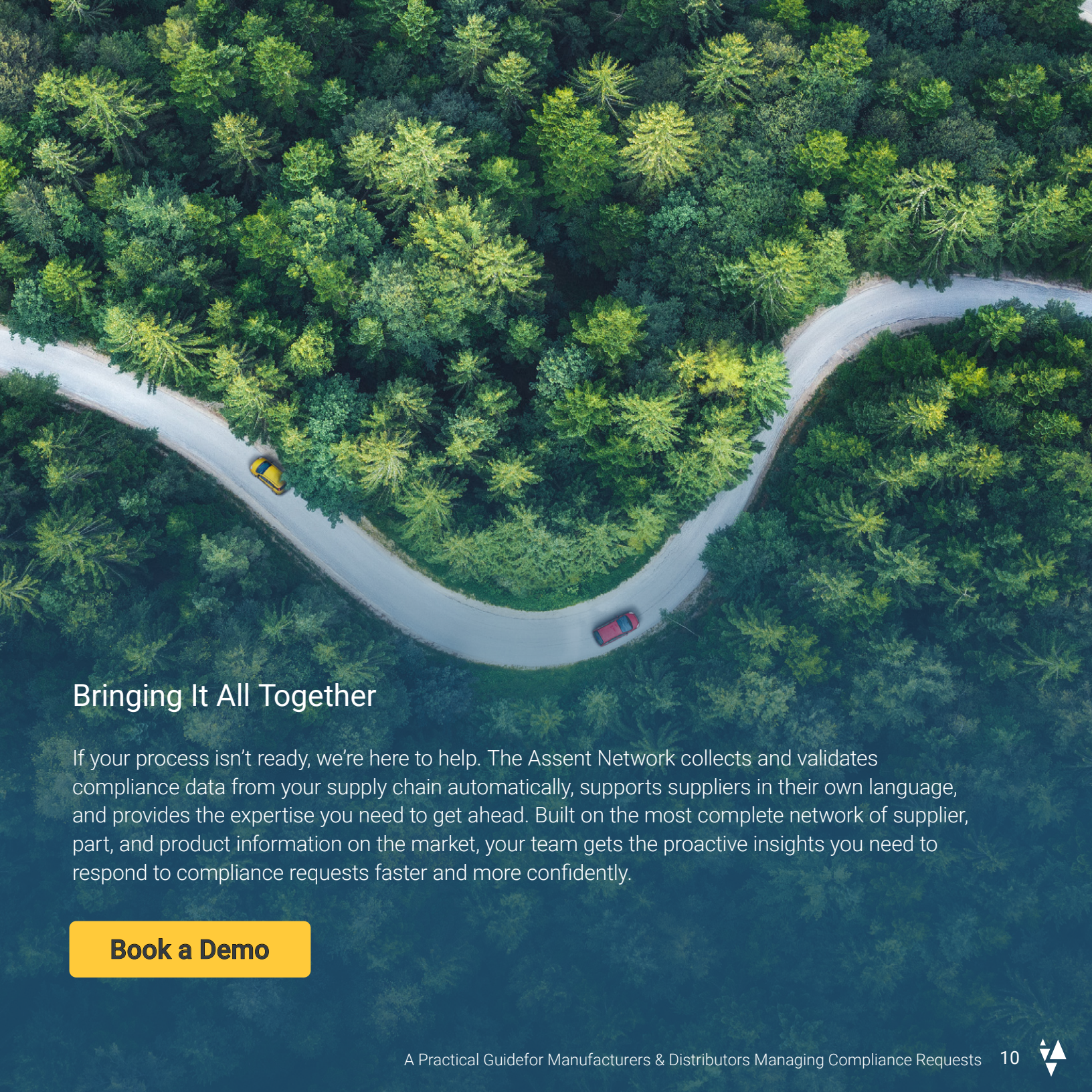


Checklist: Is Your Process Ready?

Now that you understand the principles of managing compliance data requests, the next step is to determine whether your process is ready:

- ☐ You can answer a customer request from data you already hold, without opening a new supplier survey.
- ☐ You know which regulations your products are in scope of, and someone is monitoring them for changes.
- ☐ Your part and BOM data is mapped to the substances those regulations cover.
- ☐ Your suppliers submit once and that data is reusable, so you don't need to complete a separate form for every customer who asks.
- ☐ Declarations, part records, and response history live in one place, with a traceable source behind every answer.
- ☐ Supplier performance on compliance data affects their standing with you, and they know it.
- ☐ When an auditor or customer asks for evidence, you retrieve it from the system rather than start the process of collecting fresh data all over again.
- ☐ Your team spends more time on supplier relationships and proactive decision-making than on collecting and reformatting data.





Bringing It All Together

If your process isn't ready, we're here to help. The Assent Network collects and validates compliance data from your supply chain automatically, supports suppliers in their own language, and provides the expertise you need to get ahead. Built on the most complete network of supplier, part, and product information on the market, your team gets the proactive insights you need to respond to compliance requests faster and more confidently.

Book a Demo





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