

Assent

Real depth. Sustainable growth.™

eBook

Industrial Equipment

Navigating the Compliance Landscape

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Introduction

The first machines of the Industrial Revolution transformed the world as people discovered that new inventions allowed them to work faster and better and produce more goods. A new revolution, the Data Revolution, is leading to another transformation as governments, investors, and consumers call for more transparency, accountability, and responsibility from the companies that shape our world. But data management isn't only a requirement — it's also an opportunity for companies to find efficiencies and grow their business.

Within the regulatory context, this means companies must collect and manage expansive data sets to mitigate risks and maintain compliance despite an ever growing landscape. Data collection on this scale is always a challenge, but with the appropriate expertise and programs in place, companies can be confident in their ability to demonstrate compliance and prevent loss of market access, operational disruption, and brand damage.[1]

This eBook discusses the unique compliance challenges industrial equipment manufacturers face, exploring product compliance; environmental, social, and governance (ESG); and vendor management topics. It explains how various regulations are enforced, what successful compliance programs look like, and how companies can prepare their programs for success.

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1 Miller, T. (2015, May 8). *Know Thy Product: The Global Expansion of Product Stewardship Laws' Impact on Environmental Law. Georgetown Environmental Law Review.* https://gielr.wordpress.com/2015/05/08/know-thy-product-the-global-expansion-of-product-stewardship-laws-impact-on-environmental-law-georgetown-international-environmental-law-review/



CHAPTER 01

Long-Lasting Parts, Long-Lasting Requirements

Product compliance regulations such as the EU Registration, Evaluation, Authorisation, and Restriction of Chemicals (REACH) Regulation aim to replace dangerous substances with less harmful alternatives.[2] The Candidate List of substances of very high concern (SVHCs) is updated twice a year, and it is just one of many frequent regulatory updates that industrial equipment manufacturers must monitor.

Industrial equipment remains on the market for many years, and as a result, is subject to a great deal of regulatory changes. Manufacturers will not be able to rely on original designs and product composition to issue replacement parts, and therefore face an ongoing compliance challenge to keep their products in working order.

In this eBook, industrial equipment refers to heavy machinery and agricultural equipment (e.g., large tractors), large-scale machinery installations used in the manufacturing process (e.g., ventilation systems), nd industrial tools used for measurement (e.g., thermostats).

2 European Commission. (n.d.). *REACH*. https://ec.europa.eu/environment/chemicals/reach/reach_en.htm

The Data Collection Challenge

Industrial equipment manufactures may face obstacles in collecting the supply chain data necessary to achieve and maintain compliance over long product life cycles. These include:

Complexity of the Supply Chain: Industrial equipment requires a multitude of parts and subassemblies. A manufacturer must have substance-specific part information to comply with many global regulations, requiring extensive and comprehensive data. This can be overwhelming without strong processes in place.

Data Requirements: Industrial equipment companies must be able to use the data standards common in other industries. For example, collecting and reporting data using the IPC-1752A or IPC-1754 standards. This is crucial to efficiently check parts against substance lists like the REACH Candidate List or Aerospace and Defence Declarable Substance List (AD-DSL).

Long Operating Lifetime: Industrial equipment is designed to remain active for many years and manufacturers are responsible for replacing parts as needed, including replacing parts that are no longer compliant with changing regulations.

Implementing a cohesive regulatory program to collect the necessary information is only half the battle. To be fully compliant and mitigate risks, industrial equipment companies must first understand the key pieces of legislation affecting their industry.



CHAPTER 02



Product Compliance

Industrial equipment is used everywhere in the world. To get their products to global markets, industrial equipment manufacturers must have strong product compliance programs.

Restrictions, such as those regulating the composition of products, exist to protect workers, consumers, and the environment from exposure to harmful substances. Therefore, companies must understand what substances are present in the products they manufacture, in what concentrations, and at what stage they enter. Often businesses are responsible for communicating information on these substances to consumers or downstream companies.

Some of the regulations industrial equipment companies may be in scope of include:

- The California Safe Drinking Water and Toxic Enforcement Act of 1986 (Proposition 65)
- The EU REACH Regulation
- The EU Waste Framework Directive (WFD)
- Montreal Protocol
- EU 2019/1021 POPS recast regulation (Stockholm Convention)
- The Toxic Substances Control Act (TSCA)

Certain parts and products may also be in scope of the EU Restriction of Hazardous Substances (RoHS) Directive. Large installed machines or non-road mobile machinery are often excluded from the directive, as are any parts affixed to such machines. However, unless manufacturers are certain the parts will be used on those machines, they should continue to collect the data necessary to demonstrate compliance with RoHS.

The REACH Regulation

Communication Obligations Under REACH Article 33

After a substance is included in the Candidate List, Article 33 places legal obligations on suppliers to notify their customers about the newly listed substance present in their articles above a concentration of 0.1 percent weight over weight (w/w) and provide the relevant safety information regarding the substance. Generally, the recipients of the SVHC notifications are industrial users and distributors, not end-use consumers, although they can also request information. End-users must be notified within 45 days of submitting a request.

Once an Article, Always an Article: Changes in REACH Article Definition

Several years of disagreement between EU member states and the European Chemicals Agency (ECHA) regarding the interpretation of "articles" concluded on September 10, 2015, when the European Court of Justice ruled that each component of a final product should be treated as an individual article.[3]

3 Roberts, G. (2015, September 10). *European Court of Justice rules on SVHCs in products. Chemical Watch.* https://chemicalwatch.com/37147/european-court-of-justice-rules-on-svhcs-in-articles



Neil Smith, Manager, Compliance & Regulatory Programs, Assent

"It's important to consider compliance when servicing and repairing equipment. Companies must ensure spare parts, or those sourced from an aftermarket supplier, are compliant. An original piece of equipment may have been compliant, but due to fluctuations in the regulatory landscape, the manufacturer's supply chain or physical jurisdiction of the equipment, the replacement part could now be in scope of regulations such as EU RoHS or Proposition 65.

It is also important to consider servicing fluids for cleaning, lubricating, maintenance, and/or repair, which are commonly overlooked in compliance programs."

ECHA SCIP Database

The revised EU WFD mandated the creation of a database of articles containing substances of concern above 0.1 percent w/w. As of January 5, 2021, manufacturers, importers, and distributors must communicate the existence of Candidate List SVHCs present in articles to the Substances of Concern In articles, as such or in complex objects (Products) (SCIP) database.

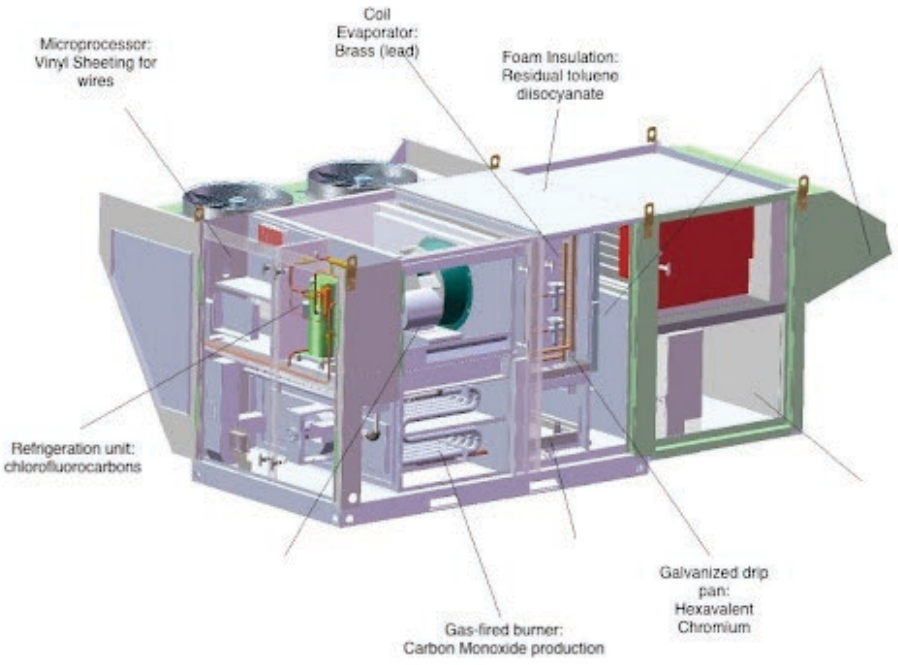
SCIP Dossiers

Article and substance information is submitted in dossiers via the ECHA submission portal, or a system-to-system transfer. Dossiers must be formatted in IUCLID, ECHA's substance data communication format, in order to be accepted. Dossiers are required for individual articles defined by REACH Article 33 as well as complex objects. A complex object is a product made up of two or more articles.[4] Companies manufacturing industrial equipment use a high volume of parts, meaning dossiers will be complex and require a robust data management system.

When submitting a dossier for a complex object, the individual articles composing the product must be referenced and linked in the dossier.[5]

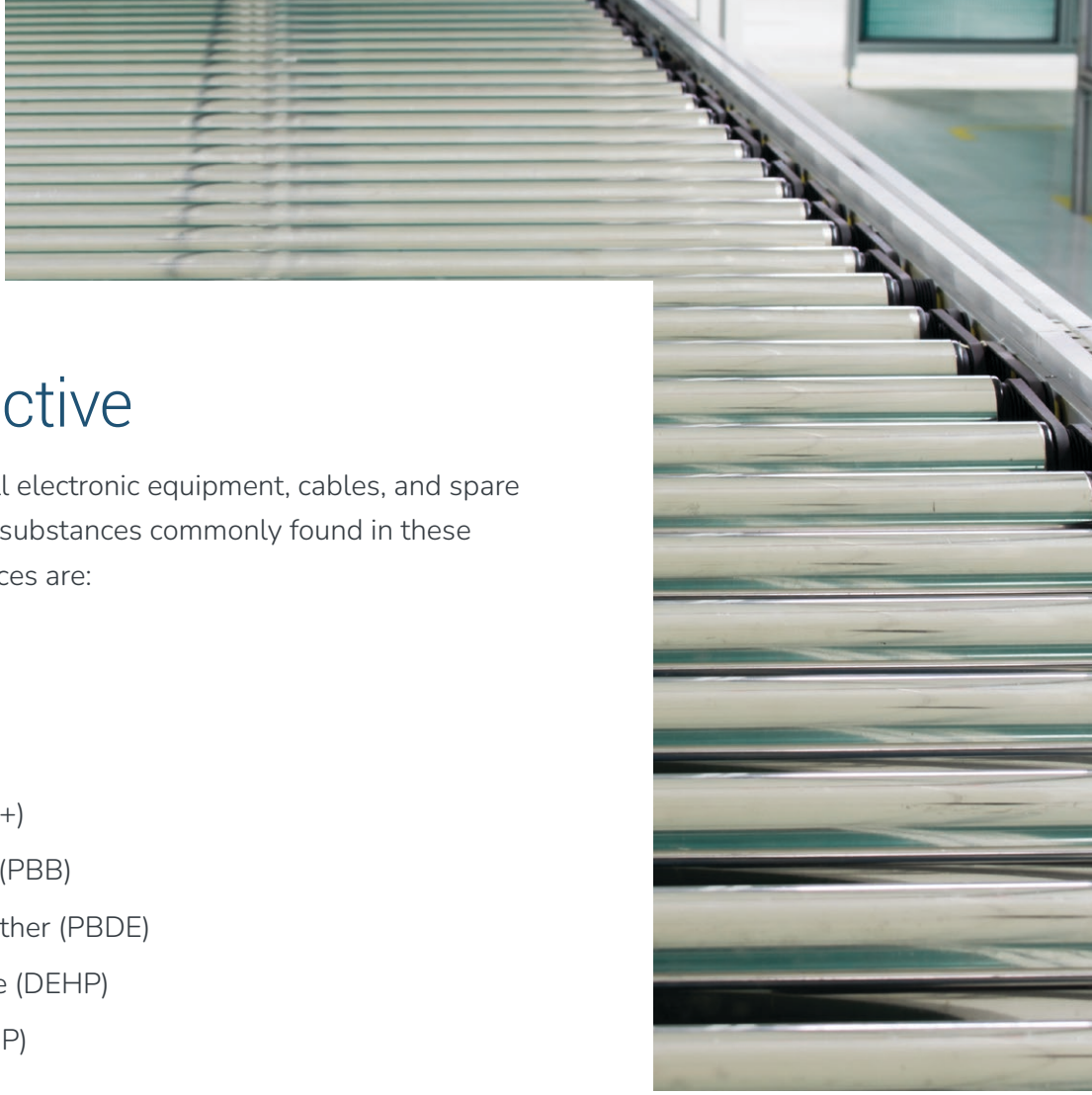
The data requirements established for the SCIP database differ from those of the REACH Regulation, as companies must communicate company, article, and substance information, such as concentrations and mixture types. As articles or substances change, data requirements grow or additional SVHCs are added to the Candidate List, dossiers must be updated, requiring a sustained effort to ensure continual compliance.

Non-EU suppliers are outside the scope of the EU WFD. However, they are often required to provide article and substance data to their customers in the EU, as first importers have communication obligations.



4 European Chemicals Agency. (n.d.). *SCIP Database*. https://echa.europa.eu/scip-database

5 European Chemicals Agency. (2019, September). *Detailed information requirements for the SCIP database*. https://echa.europa.eu/documents/10162/28213971/scip_information_requirements_en.pdf



The RoHS Directive

The EU RoHS Directive covers all electronic equipment, cables, and spare parts and restricts the use of 10 substances commonly found in these products. The restricted substances are:

- Lead (Pb)
- Mercury (Hg)
- Cadmium (Cd)
- Hexavalent chromium (Cr6+)
- Polybrominated biphenyls (PBB)
- Polybrominated diphenyl ether (PBDE)
- Bis(2-ethylhexyl) phthalate (DEHP)
- Benzyl butyl phthalate (BBP)
- Dibutyl phthalate (DBP)
- Diisobutyl phthalate (DIBP)

The four phthalates, which are commonly used as plasticizers, are a more recent addition to the directive, having come into effect July 22, 2019. A company may request an exemption for a specific use case in their products; however, the process can be difficult. Generally RoHS exemptions are for limited time periods, and companies are encouraged to find substitutions for the restricted substances. Failure to adhere to the directive's restrictions can result in fines and loss of market access, as well as brand damage from product recalls.

RoHS Exclusions That Could Affect Industrial Equipment

Two RoHS exclusions listed in Article 2(4) refer to combinations of electrical and electronic equipment in "large-scale stationary industrial tools" and "large-scale fixed installations." In order to benefit from the exclusions, large-scale industrial equipment must meet several requirements, including the following:

Large-Scale Tool

- An assembly of machines, equipment, and/or components, functioning together for a specific application
- Permanently installed and uninstalled by professionals, and used and maintained by professionals in an industrial manufacturing facility or research and development facility

Large-Scale Installation

- A combination of several types of apparatus and, where applicable, other devices
- Assembled, installed, and uninstalled by professionals with the intention to be used permanently in a dedicated location

The assigning of equipment to either category is considered on a case-by-case basis, and is the responsibility of the manufacturer, importer, or any other party bringing the installation or tool to market to determine whether they benefit from the exclusions.



Proposition 65

Compliance requirements go beyond the manufacturing stage. Industrial equipment will require workers to operate and maintain it, adding complexity to a company's regulatory considerations. Proposition 65 requires companies operating in California to produce clear and reasonable warning labels for products containing potentially harmful substances to consumers that may be exposed to individuals or the environment. There are three types of exposure:[6]

- Consumer product
- Environmental
- Occupational

While often associated with consumer protection, the occupational exposure stipulation brings companies in the industrial equipment industry into scope. Suppliers of parts containing listed substances must provide warnings to their downstream customers to communicate the risks involved with routine operations or servicing.

Risk Element: Loss of Market Access

Loss of market access impacts a business beyond missed opportunity cost. If a replacement part for a machine is restricted from a geographic market, it will prevent a manufacturer from honoring service agreements and may require the company to compensate its customer. A single out-of-service machine can cost millions in lost productivity. To regain market access, companies could be required to complete a product redesign to eliminate the offending substance from the product in question.

When violations occur, the original equipment manufacturer (OEM) suffers the majority of the impact. However, if the violation is due to the lack of a declaration or a false declaration from a company, the OEM has the ability to pursue legal action and monetary compensation from the supplier in question. The OEM may also choose to sever ties with the supplier.

Companies are also required to issue warnings for substances created through a machine's expected use, even if those substances are not present in the base composition of the machine. For example, a gas-fired burner may create carbon monoxide, a Proposition 65-listed substance, and would require a warning.

Proposition 65 warning obligations apply to a final product as well as replacement parts. Manufacturers must properly label their issued replacement parts with appropriate substance warnings, rather than a broader label that may have been used on the machine as a whole.

6 Association of Equipment Manufacturers. (2018, June 18). *Understanding Proposition 65: Regulatory Changes Are Coming.* https://www.aem.org/news/understanding-proposition-65-regulatory-changes-are-coming/

Data Standardization

IPC-1754: The Materials & Substances Declaration for the Aerospace & Defense & Other Industries

The IPC-1754 materials declaration standard provides an XML template companies can use to meet various declarable substance list (DSL) requirements.

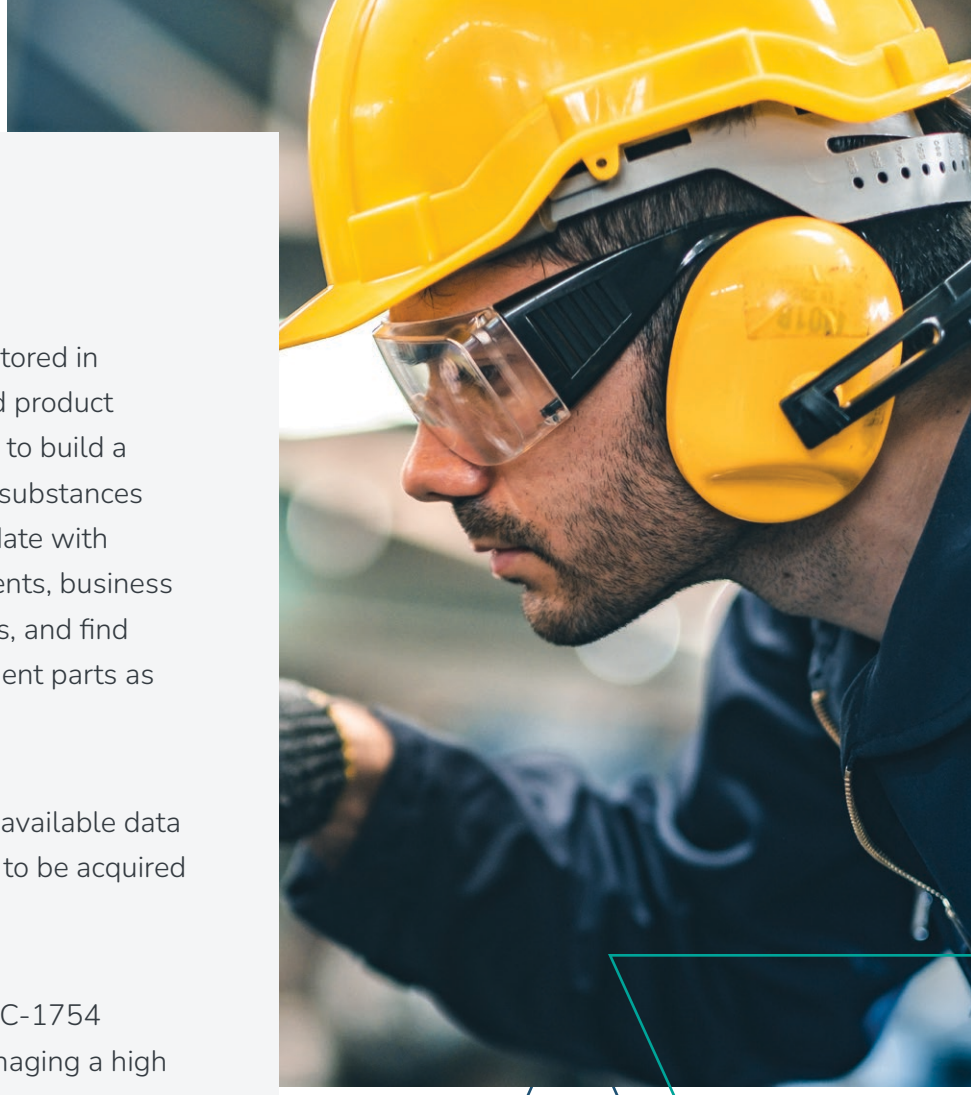
IPC-1754 can be leveraged by any industry, including industrial equipment, to standardize data exchange. Some of its benefits include:

- Standardization of data exchange across the supply chain for a variety of regulatory requirements
- Creation of a common set of data fields that can be used by suppliers across multiple industries
- Ability for increased communication between IT systems

Currently, IPC-1754 is being widely adopted by the aerospace and defense, and heavy machinery industries. For industrial equipment companies that supply to these industries, adopting IPC-1754 as a data standard will allow for greater integration with these industries and more efficient data declarations since data will be communicated in a uniform way.

IPC-1752A

IPC-1752A is a data standard commonly used for electronics products, which are commonly found in industrial equipment. It facilitates the reporting of bulk materials, components, sub-assemblies, and products. Companies or regulations may require a IPC-1752A XML declaration in order to demonstrate compliance.



Five Keys to Success

1. **Understand the scope of risk.**
   Leverage bills of materials and data stored in product data management (PDM) and product lifecycle management (PLM) systems to build a comprehensive understanding of the substances within your supply chain. Stay up to date with changing global regulatory requirements, business requirements, and possible exclusions, and find replacement substances for replacement parts as substances become restricted.
2. **Identify missing data.**
   Review documentation and currently available data to identify the information that needs to be acquired from the supply chain.
3. **Leverage data exchange standards.**
   Standards such as IPC-1752A and IPC-1754 streamline data acquisition when managing a high volume of parts, and are the expectation for how companies exchange data in certain industries.
4. **Identify the correct data source.**
   Determine the most efficient starting point to acquire data, which varies depending on whether materials are defined as mixtures and substances, standard parts, or OEM-defined.
5. **Evaluate the options.**
   If current or soon-to-be-restricted chemicals are present in the final assembly at a threshold higher than the limits outlined by regulators, evaluate the best way forward, which may include replacement technologies, redesign, or other alternatives.

CHAPTER 03



Environmental, Social & Governance

Companies around the world are building environmental, social, and governance (ESG) programs in response to investor pressure and growing risks. Additionally, governments are awarding contracts to companies with demonstrable human rights and responsible sourcing practices — a key part of any ESG program — creating a persuasive business case in favor of industrial equipment companies that implement these practices.

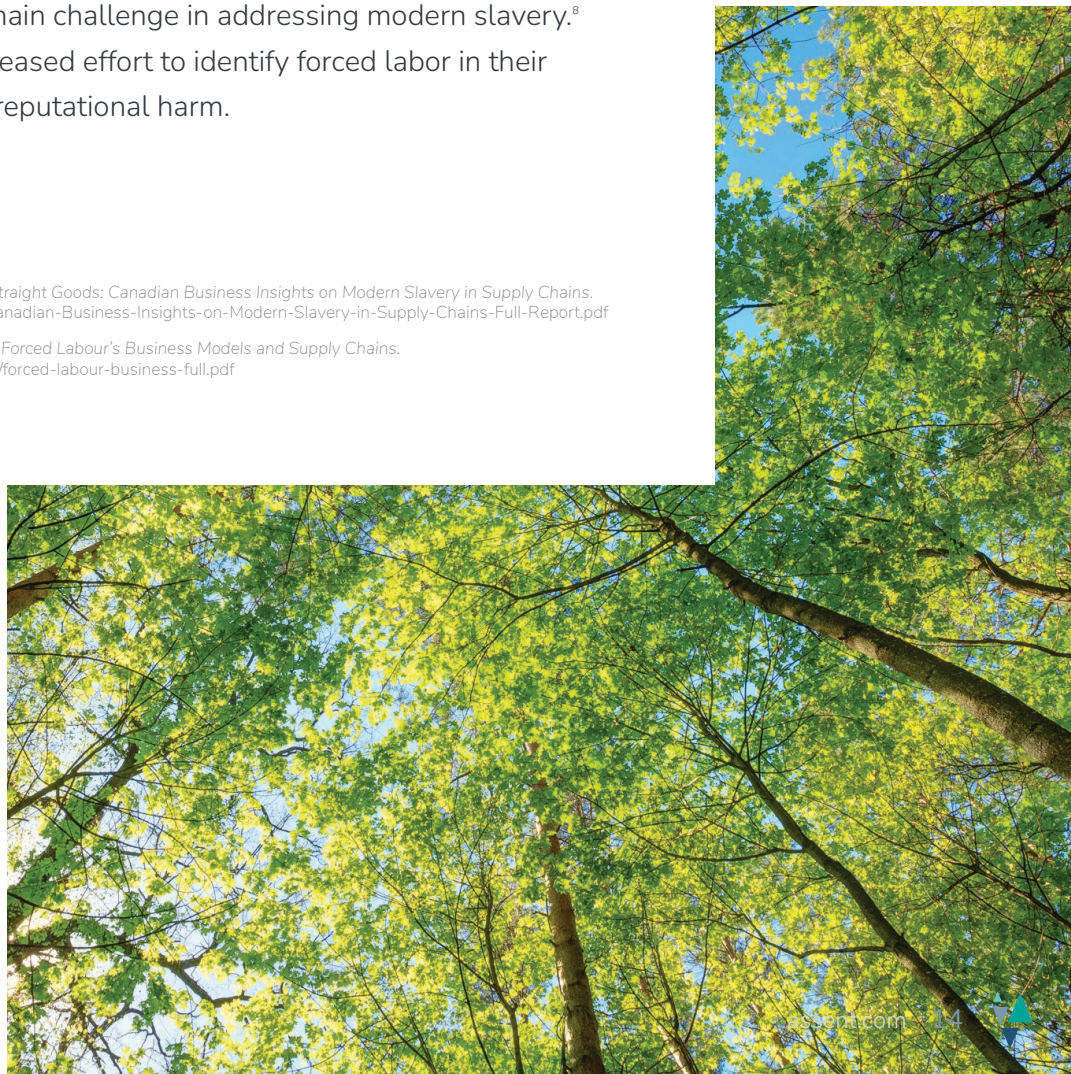
Some of the key human rights-related regulations impacting industrial equipment companies include:

- The California Transparency in Supply Chains Act
- China Anti-Unfair Competition Law
- The EU Conflict Minerals Regulation
- French Anti-Corruption Law
- French Corporate Duty of Vigilance Law
- Foreign Corrupt Practices Act
- The German Supply Chain Act
- Section 1502 of the Dodd-Frank Wall Street Reform and Consumer Protection Act
- Trade Facilitation and Trade Enforcement Act of 2015
- The UK Modern Slavery Act
- The UK Bribery Act
- U.S. Federal Acquisition Regulation (FAR) Rule on Combating Trafficking in Persons and its defense supplement (DFARS)

Human Trafficking & Slavery

Modern slavery refers to forms of forced or child labor that lead to unsafe working conditions and exploit individuals. Forced labor affects many industries, primarily those with operations in countries with little to no government oversight, or engaged in activities not visible to the public, like mining or factory work. Of the 16 million people forced into work through private actors, 15 percent work in manufacturing.[7]

Research indicates that complex manufacturing supply chains, such as those in the industrial equipment sector, are a main challenge in addressing modern slavery.[8] Companies must then make an increased effort to identify forced labor in their supply chains, or risk financial and reputational harm.



7 Phung, K, Greig, D, and Lewchuk, S. (2019, May). *The Straight Goods: Canadian Business Insights on Modern Slavery in Supply Chains.* http://schulich.yorku.ca/wp-content/uploads/2019/05/Canadian-Business-Insights-on-Modern-Slavery-in-Supply-Chains-Full-Report.pdf

8 Allain, J, Crane, A, LBaron, G, and Behbahani, L. (2013). *Forced Labour's Business Models and Supply Chains.* https://www.jrf.org.uk/sites/default/files/jrf/migrated/files/forced-labour-business-full.pdf

Conflict Minerals

Under Section 1502 of the Dodd-Frank Wall Street Reform and Consumer Protection Act, publicly-traded companies are required to evaluate the sources of their 3TGs and provide a public declaration identifying the origin of these minerals.

These requirements are passed down from in-scope companies to their suppliers, who must in turn collect data from their suppliers to provide that information back up the chain. Gathering information from smelters and processing centers halfway around the world is a difficult task for companies. Smelters process ore from a variety of sources, including scrap metal vendors and miners who hand-dig for minerals. This leads to difficulty in tracking the original sources of ore, which makes due diligence reporting a challenge for most organizations.

The Conflict Minerals Reporting Template (CMRT) is an industry-standard template to facilitate the supply chain communication required for effective due diligence. Developed by the Responsible Minerals Initiative (RMI), the template is distributed through the supply chain enabling companies to report on smelters and producers of tantalum, tin, tungsten, and gold (3TGs). As many companies involved in the production of industrial equipment are both manufacturers and suppliers, they may be expected to leverage CMRTs for their own compliance and respond to CMRT requests from their customers.

A growing number of companies are adding other minerals routinely sourced from high-risk regions. As such, the RMI has released an Extended Minerals Reporting Template (EMRT) to address concerns surrounding cobalt, mica, and other frequently used minerals.

The EU Conflict Minerals Regulation

The EU Conflict Minerals Regulation requires EU importers of 3TGs to report on supply chain due diligence results if the minerals they use originate from conflict-affected and high-risk areas (CAHRAs). Unlike the Dodd-Frank Act, the EU law requires companies to report on minerals sourced outside the DRC.



The German Supply Chain Act

On January 1, 2023, Germany's largest companies will be required to execute human rights due diligence on their business operations and those of their direct suppliers. Initially impacting companies with 3,000 or more employees, the law will expand to include companies with over 1,000 employees in 2024.

The law mandates an annual, publicly-available report on activities, identified risks, and the corrective measures taken to address those risks. Companies unable to meet these requirements face as much as €800,000 in fines and loss of market access.

U.S. Federal Acquisition Regulation Rule on Combating Trafficking in Persons

Working with the U.S. government comes with a unique set of requirements, including provisions on human trafficking and slavery. The U.S. FAR prohibits contractors from engaging in human trafficking while carrying out a federal government contract. It also requires contractors to notify their employees and subcontractors of the regulation, and to have a compliance plan in place to ensure adherence with federal laws and policies.

The U.S. government spends trillions of dollars on contracts annually, including billions earmarked for the construction of public buildings. They are a key customer to several industrial equipment companies that manufacture or supply manufacturers of large-scale installations such as HVAC systems. In 2018, the U.S. government spent $8.7 billion USD on the operation of miscellaneous buildings, including the construction or maintenance of such systems, representing a large market for industrial equipment companies able to comply with FAR.[9]

Anti-Bribery, Anti-Corruption

Globalization creates many hidden dangers in the supply chain for manufacturers that may not be experienced in dealing in certain countries or are unaware of specific practices. For example, many bribery activities are conducted under the guise of legitimate permit fees through a third party, when in reality, that money is going to officials to expedite paperwork. These types of activities are captured under many anti-bribery and anti-corruption (ABAC) laws in various regions around the world, and pose a serious risk for all companies, including those in the industrial equipment industry.

9 U.S. Government Accountability Office. (2019, May 28). *Federal Government Contracting for Fiscal Year 2018 (infographic).* https://blog.gao.gov/2019/05/28/federal-government-contracting-for-fiscal-year-2018-infographic/

The Foreign Corrupt Practices Act

The core aim of this act is to prohibit companies from influencing foreign officials with personal payments or rewards, and applies to any person with a connection to the U.S. that engages in corrupt practices abroad. Non-compliance with the act can result in substantial fines, personal fines for the individual responsible for the violation, and public disclosure of the penalties on the U.S. Securities and Exchange Commission website.

The UK Bribery Act

The act is among the most strict legislation internationally on bribery. Under the act, companies must demonstrate they have adequate procedures in place to prevent bribery. The UK Bribery Act also contains strict penalties for active and passive bribery by individuals or companies.

Five Keys to Success

1. **Gain executive buy-in.**
   The push for many ESG initiatives is coming from corporate pressure rather than government regulations, and securing commitment to responsible sourcing practices from management and executive staff is critical to any successful ESG program. An ESG team should work with executive staff and management to reinforce the value of ESG principles and their associated goals.
2. **Identify measurable goals.**
   Outline any measurable goals and commitments that align an ESG plan with the business strategy and selected disclosure approach. These can be quantitative or qualitative in nature.
3. **Make a proposal for ESG actions.**
   Develop an inventory of ESG activities important to the company and its key stakeholders.
4. **Take a programmatic approach.**
   Create a supplier outreach campaign with regular progress checks so that strategies for continuous improvement can be implemented.
5. **Educate your supply chain.**
   Educated supply chains are generally more compliant ones. Implementing a training program for employees and suppliers will enhance and inform compliance initiatives, including increased response rates and better data quality.

CHAPTER 04



Trade Compliance

Effective trade is critical to business continuity as hang ups at the border can cause disruptions or even prohibit market access. The loss of a sale due to non-compliance can result in severe financial penalties due to contract default and potential lawsuits.

With an adaptable trade compliance program, manufacturers can mitigate the risk of import and export delays, seizures, and audits, and they can be prepared to take advantage of preferential trade deals.

Tariffs, Trade Compliance & Country of Origin

The backbone of a strong program rests on the accurate tracking of country of origin, and the Harmonized Commodity Description and Coding System (HS) codes (known as Harmonized Tariff Schedule, or HTS codes, in the U.S.) necessary to calculate tariffs. Industrial equipment companies must maintain up-to-date knowledge of tariffs when they issue replacement parts, as tariffs may have shifted since the original equipment was sold. The trade landscape continues to undergo a great deal of change in recent years and the payment of unnecessary tariffs can lead to significant financial consequences.

Tracking the correct country of origin is also critical to avoiding audits by U.S. Customs and Border Protection, product seizure, or fraud charges.



Buy American

The American government requires any company providing it with a product to deliver a set amount of American-made goods. In 2019, U.S. President Donald Trump issued an executive order requiring any public-use good be made of a minimum of 75 percent U.S.-sourced material. That threshold increases to 95 percent for iron or steel in those goods.[10] An earlier executive order from the president called on every federal government agency to "scrupulously monitor, enforce and comply with Buy American Laws."[11] Companies competing for government contracts must be able to prove the country of origin of their products to avoid non-compliance penalties.

Information Security

The secure communication of vital part and product data is essential to meeting the needs of customers. Companies must ensure the data they handle regarding parts and products remains confidential when necessary. SOC 2 is an information security standard that requires companies to ensure the security, privacy, availability, confidentiality, and integrity of their customers' data. Companies can gain SOC 2 certification through a technical audit.

Another example is the ISO 27001 standard for information security management, which sets out requirements for establishing and maintaining an information security management system that preserves data confidentiality. It is a widely-accepted security standard, and customers and suppliers with data security concerns may expect the companies they work with to have it in place.

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10 Trump, D. (2019, July 15). *Executive Order on Maximizing Use of American-Made Goods, Products, and Materials*. https://www.whitehouse.gov/presidential-actions/executive-order-maximizing-use-american-made-goods-products-materials/

11 Federal Register. (2017, April 18). *Buy American and Hire American*. https://www.federalregister.gov/documents/2017/04/21/2017-08311/buy-american-and-hire-american

Quality Assurance

To ensure quality across globalized manufacturing processes and reduce the occurrence of defective products, many companies leverage quality control standards, audits, and quarterly performance reviews to ensure parts and components are made to an equal standard.

In the industrial equipment industry, contract terms surrounding Quality Management Systems (QMS) are generally fairly common, and require a supplier to have an ISO9001 or equivalent compliant QMS system.[12]

12 International Organization for Standardization. (n.d.). *ISO 9000 family — Quality management.*. https://www.iso.org/iso-9001-quality-management.html

Risk Element: Fines & Audits

With respect to trade and tariffs, fines for misdeclared items can be costly. Due to the different classifications for subcomponents within a product and industrial equipment's complexity, companies may struggle to properly classify all products and ensure all requirements are properly managed.

In such cases, companies may face audits by U.S. Customs and Border Protection international agents. A customs audit can include a multiple-day review of all records, and may lead to significant repercussions if violations are discovered, including personal criminal liability.

Customs holds will also affect industrial equipment maintenance. For serious repairs, replacement parts are required immediately, and delays can cost millions of dollars in lost production time.





Five Keys to Success

1. **Know where materials come from and where parts are made.**
   Diligent tracking of the country of origin for substances, materials, and parts is integral to avoiding sanctions or tariffs and meeting customer-specific requirements.
2. **Purchase from trusted suppliers.**
   Maintain a reliable database of cooperative vendors that source and manufacture their products ethically and keep a digital paper trail.
3. **Write data requirements into contracts.**
   Assert requirements in any legal contracts, and acquire data as soon as possible to detect issues. Establishing requirements prevents complications from unresponsive suppliers at a later date.
4. **Calculate tariffs proactively.**
   Review country of origin certificates in order to immediately process free trade agreement adjustments. Look for favorable trade agreements when finding new sources for parts as the trade landscape changes.
5. **Keep records of everything.**
   Maintain historic survey results and store data in a format that can easily be searched, analyzed, and reported on.





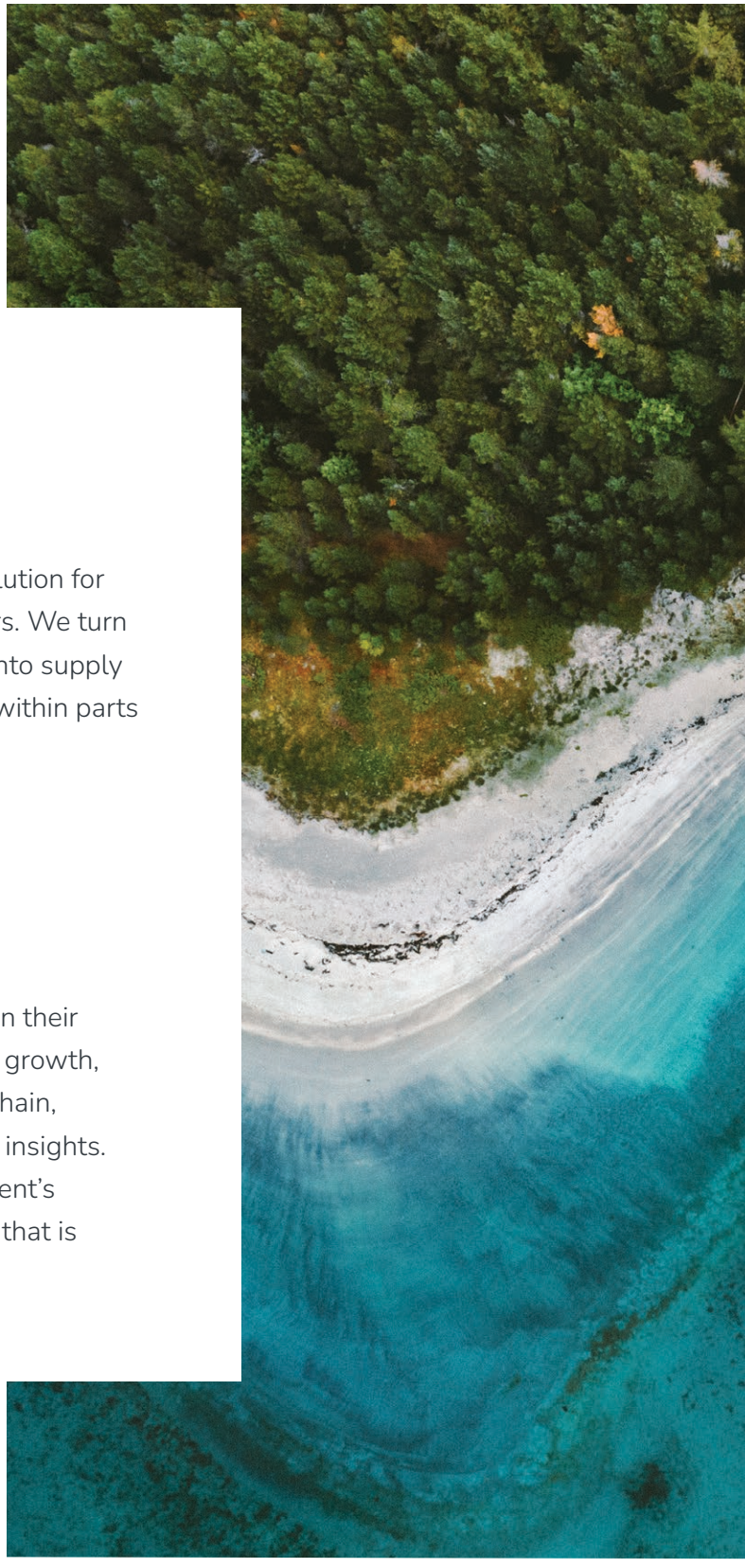
Conclusion

There is no single key to building an effective supply chain sustainability program. The strongest programs are backed by knowledge of all relevant regulations for a product and visibility deep into the supply chain. Successful companies leave little to chance and proactively mitigate a range of risks at all levels of their supply chains, ensuring they deliver profitable, safe products to customers.

Industrial equipment companies can enhance their supply chain sustainability programs to remain competitive in a fluctuating regulatory landscape. By leveraging a supply chain sustainability management solution, companies can create cross-enterprise collaboration, identify and mitigate risk, and remain up to date with their requirements in a shifting regulatory environment.

For more information about how Assent helps industrial equipment manufacturers manage a robust, comprehensive supply chain sustainability program, contact us at **info@assent.com**.

Assent



Who Is Assent?

Assent is the supply chain sustainability management solution for the world's most forward-thinking complex manufacturers. We turn sustainability goals into tangible action by delving deep into supply chains, identifying suppliers, parts, and even substances within parts to map the entire complex manufacturing genome.

What We Do

We help companies spot sustainability risks hiding deep in their supply chains and identify new areas of focus to enhance growth, efficiency, and value. By digging deep within the supply chain, we pull and validate more actionable data to provide real insights. Guided by regulatory experts with a diverse skill set, Assent's solution delivers a cross-enterprise view of sustainability that is necessary for true leadership in the field.



[Assent is] a low touchpoint program with very high results and program growth, year in and year out.

— Ryan Zelhofer, Former Product Compliance Manager, Plexus

Over **200,000** parts managed

80% reduction in staff management hours

The Assent Solution

The journey toward sustainability demands a new way of thinking about supply chains. Assent turns your supply chain data into a critical tool to make safe, sustainable, and ethical products by providing:

- Clean data collected from the source using automated engagement techniques that dive deeper into supply chains
- Crucial, at-a-glance supply chain sustainability data through streamlined dashboards
- An adaptable program that evolves alongside regulations and industry trends

People are the beating heart of any sustainability program. Assent combines its leading technology with expert guidance, ensuring each program is tailored to your specific needs. Dedicated customer success managers make sure you have a familiar face to speak to about changing program goals or enhancements.

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