

Assent

eBook

Stop Leaving Money on the Table

A CFO's Guide to Product Compliance & Supply Chain Sustainability



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Introduction

Supply chain sustainability is no longer just a differentiator for manufacturers amongst their peers. Used strategically, it's a financial advantage for leading businesses as the economy fluctuates, production costs skyrocket, and product obsolescence risks place supply chains in a chokehold.

> To streamline resources invested in their responsible minerals program, GE Appliances needed a program that could automate data review and validation using advanced AI capabilities. Assent delivered.[3]

Today, the responsibility to hit financial targets amid economic headwinds[1] falls squarely on CEOs and CFOs. In fact, 71% of CFOs are now expected to drive top-line growth while meeting evolving regulatory requirements.[2] The pressure is on to steer your organization through disruption and deliver accurate data faster than ever to regulators and your customers.

In the year ahead, aligning your supply chain sustainability program with your corporate goals will be essential to staying competitive. This means reducing risk and increasing operational productivity wherever possible so you can avoid leaving money on the table due to lost revenue, reactive spending, and inefficiency.

Investing in a centralized, AI-powered supply chain data management solution drives measurable results: higher efficiency, lower costs, and broader profit margins. With Assent's technology and expertise, you can sustain revenue continuity, move faster to market, and transform volatility into long-term value.

1 Microsoft. (2025, March 28). *Profitable Sustainability in Manufacturing*. https://www.microsoft.com/en-us/industry/microsoft-in-business/wp-content/uploads/sites/28/2025/03/Profitable-Sustainability-in-Manufacturing_whitepaper.pdf

2 Microsoft. (2025, March 28). *Profitable Sustainability in Manufacturing*. https://www.microsoft.com/en-us/industry/microsoft-in-business/wp-content/uploads/sites/28/2025/03/Profitable-Sustainability-in-Manufacturing_whitepaper.pdf

3 Assent Inc. (2025, May). [Case Study] *GE Appliances, a Haier Company: Growing Better With Cobalt & Responsible Minerals*. https://www.assent.com/resources/case-study/ge-appliances/

CHAPTER 01



The Cost of Risk & Inefficiency

Your business revenue can be impacted through risk factors and operational inefficiencies. Assent works with 1,000+ manufacturers around the globe to mitigate their risks, streamline their operations, and help them uncover financial gains.

Glossary: Defining Risks & Inefficiencies

Market Access Restrictions

Evolving regulations result in more compliance requirements for companies like yours every single year. Many of them restrict your ability to sell products into your target market(s). These regulations change frequently, making compliance impossible for companies using manual and point solutions to manage their supply chain data.

Loss of Customer Business

Customer requests for compliance and sustainability information are increasing, and evolving regulations require detailed, accurate information to meet requirements. If you don't have access to accurate

Assent ROI

Disclaimer: All facts and figures below are made of real dollar values, but based on hypothetical situations and customers unless explicitly stated.

- ROI in **one** year (based on Assent ROI time for Revcor)[4]
- Valued of mitigated risk: **$43,821,450** USD
- Annual program efficiency gained: **$415,024** USD
- Additional value provided: **$101,000** USD

Total dollar amount of Assent value delivered: $ 44,187,474

$44,337,474 (risk reduction and efficiency gains) - 150,000 (annual program fees from Assent) = $44,187,474

In the first half of 2025, the World Trade Organization recorded over 2,300 new trade-related technical barriers.[5]

4 Assent Inc. (2024, March). [Case Study] *Revcor: Improving Customer Satisfaction & Accelerating Growth by Partnering With Assent*. https://www.assent.com/resources/case-study/revcor-improving-customer-satisfaction-accelerating-growth-by-partnering-with-assent/

5 World Trade Organization. (n.d.). *ePing: Facts and Figures – Notifications*. https://epingalert.org/en/FactsAndFigures/Notifications



supply chain data to respond proactively, your customers may choose to work with other suppliers.

Supply Chain Disruption

Supply chain disruption can be caused by a variety of things, some external to your business. For example, product obsolescence could result in a critical part disappearing from your supply chain, forcing an emergency product redesign.

Reputational Damage

Customer and stakeholder expectations for sustainable products continue to rise. If you aren't prioritizing sustainability in your operations, then you're putting your public standing, future sales, market share, and investment opportunities at risk.

Loss of Supplier Partnerships

If a supplier is unable to meet compliance requirements, you may need to replace them to support achieving your compliance and sustainability goals. This effort is costly and time consuming, and requires training and onboarding from internal full-time equivalents (FTEs).

Financial Penalties

Regulatory restrictions are growing, and with them the cost of non-compliance. Without supply chain transparency and access to accurate, audit-ready data for reporting, this can amount to millions of dollars in financial penalties.

Inefficient Manual Processes & FTE Overhead

Manual processes often result in duplicate work across business units, and roles and data collection needs that extend beyond internal capacity. They also require internal staff to run them, resulting in costs for hiring and onboarding, annual salary and benefits, onboarding, and regulatory training.

Regulatory Monitoring

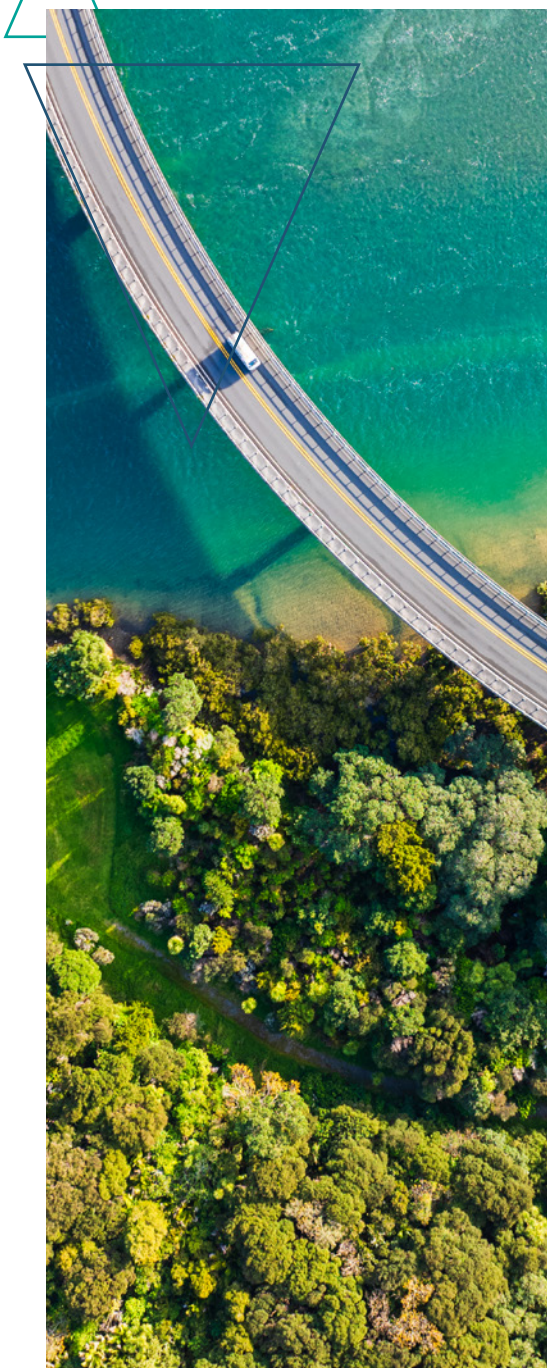
The changing regulatory landscape means that mitigating risk through regulatory monitoring is a requirement. With a manual or point solution, you'll likely need to invest money into costly consultants, subscriptions to regulatory databases for reactive updates, and FTE hours devoted to research, verification, and planning.

Supplier Education & Support

Educating your suppliers as requirements change is critical to maintaining data quality. Budget line items will include manual hours spent troubleshooting, supporting, and training suppliers on requirements, and continued regulatory education to support compliance.

DIY Internal Systems

Some manufacturers may choose to create their own platform instead of buying one. This approach requires a significant startup IT investment, maintenance and hosting costs, and regulatory expertise to analyze data and keep up with changing requirements.



The Cost of Programs Without Assent

This table shows an example of the projected dollars lost in risk and inefficiencies when a company isn't using the Assent Sustainability Platform to manage their programs.

Disclaimer: Costs have been calculated based on a mix of publicly available data, Assent program and customer data (used with explicit permission), and hypothetical scenarios.

Category	Scenario	U.S. Dollars Lost
Risk Factor		
Market access restrictions	Your company has a shipment detained at the U.S. border in 2025 due to UFLPA non-compliance. **Based on 2025 YTD data on UFLPA denied shipments for the automotive, aerospace, electronics, and industrial manufacturing materials industries. Calculation based on $49.8 million (total cost of denied shipments) ÷ 5,302 (total number of shipments denied)[6] = $9,392.68 per shipment*	$9,393 *Per shipment (rounded to nearest dollar)* *(Assumes only one shipment detained)*
Loss of customer business	Your company loses a $1,500,000 contract with a customer because you can't respond to their requests with timely, accurate data. **Calculation based on the following assumptions, and does not include estimated costs for startup:* ▶ *Three-year contract term at $500,000 annually*	$1,500,000
Supply chain disruption	You are a mid-size electronics manufacturer who experiences disruption in your supply chain due to 3M's PFAS phase-out. Now you need to redesign 10 percent of your products, which could take up to six years.[7] **Based on the following factors:* ▶ *Annual company revenue of $100 million* ▶ *7,500 parts with active SKUs, assuming 10% contain PFAS (750 parts)* ▶ *$30,000[8] (estimated low-end redesign cost) X 750 parts=$22,500,000* ▶ *Does not include regulatory consulting, recertification, supplier replacement or onboarding, and FTE hours spent.*	$22,500,000
Reputational damage	You are subject to a lawsuit worth millions by consumers for having PFAS in your products. **Based on the pending lawsuit against Gore-Tex for PFAS use in products claiming to be "environmentally friendly."[9]*	$5,000,000 *Lawsuit settlement*

6 U.S. Customs and Border Protection. *(2025, September 4). Uyghur Forced Labor Prevention Act Statistics*. https://www.cbp.gov/newsroom/stats/trade/uyghur-forced-labor-prevention-act-statistics

7 Assent Inc. (2025, October 10). *Avoiding PFAS obsolescence : Action plan – Your checklist for success [Infographic]*. https://www.assent.com/resources/infographic/action-plan-avoiding-pfas-obsolescence/

8 StudioRed. (2025, February). *10 product development costs + how to estimate them. StudioRed Design*. https://www.studiored.com/blog/design/product-development-costs/

9 Larson, S.(2025, February 19). *Seattle Law Firm Files Class-Action Lawsuit Over Gore-Tex "Greenwashing" Claims.* Stoll Berne. https://stollberne.com/class-actions-blog/seattle-law-firm-files-class-action-lawsuit-over-gore-tex-greenwashing-claims/?utm_source=chatgpt.com

Category	Scenario	U.S. Dollars Lost
Loss of supplier partnerships	You lose a supplier due to their inability to meet your compliance requirements, and must train and onboard a replacement. **Based on the assumption of 8–24 weeks of FTE work to onboard a new supplier, ensuring quality and performance.*[10] ▶ *Calculation assumes the following:* ▶ *40-hour work week x 24 weeks = 960 hours* ▶ *Work completed by Supplier Onboarding Specialist, making an hourly average of $28 USD*[11] ▶ *960 x 28 = $26,880*	$26,880 *Per supplier*
Financial penalties	Your company is involved in a lawsuit where the town's water supply was contaminated with PFAS from chemicals in your supply chain. **Based on the 2024 lawsuit alleging Kimberly-Clark, parent company of the brand Kleenex, contaminated local drinking water around their Connecticut plant with PFAS.*[12]	$5,000,000 *Potential lawsuit*
Internal compliance systems	You decide to build your own compliance software in-house, absorbing the cost of creation, maintenance, and regulatory updates.[13] **Based on real data from GE Appliances' internal conflict minerals program cost pre-Assent.*	$400,000
Operational Inefficiencies		

Inefficient manual processes	Your manual processes cost significant time for your in-house team. The workload each week is the equivalent of 2.5 full time employees.
	
	**Based on:*
	▶ *100 hours of work weekly required to keep up (2.5 headcount equivalent)*
	▶ *Average supply chain employee salary of $98,000 USD*[14] *annually, or $47.12 hourly*
	▶ *Full-time work at 40 hours weekly = $1,885 per week (98,000 ÷ 52 weeks)*
	▶ *Total weekly cost in FTE spend = $4,712 (1,885 + $1,885 + 942)*
	▶ *Workload breakdown includes:*
	  ▶ *Collecting and qualifying supplier data= 25 hours*
	  ▶ *Supplier support and training = 25 hours*
	  ▶ *Responding to customer requests = 20 hours*
	  ▶ *Organizing and reporting supply chain data = 10 hours*
		$245,024
		
		Annually

10 AG Chemi Group. (2024, November 20). *The Why, When, and How of Changing Raw Material Suppliers*. https://blog.agchemigroup.eu/the-why-when-and-how-of-changing-raw-material-suppliers/?utm_source=chatgpt.com

11 Glassdoor. (n.d.). *AvidXchange Supplier Onboarding Specialist Salaries*. https://www.glassdoor.ca/Hourly-Pay/AvidXchange-Supplier-Onboarding-Specialist-Hourly-Pay-E356028_D_KO12%2C42.htm?utm_source=chatgpt.com

12 Holcombe, M. (2024, March 19). *Kleenex plant faces lawsuit over alleged toxic PFAS contamination in Connecticut. The Guardian*. https://www.theguardian.com/us-news/2024/mar/19/kleenex-plant-pfas-toxic-chemicals-lawsuit-connecticut

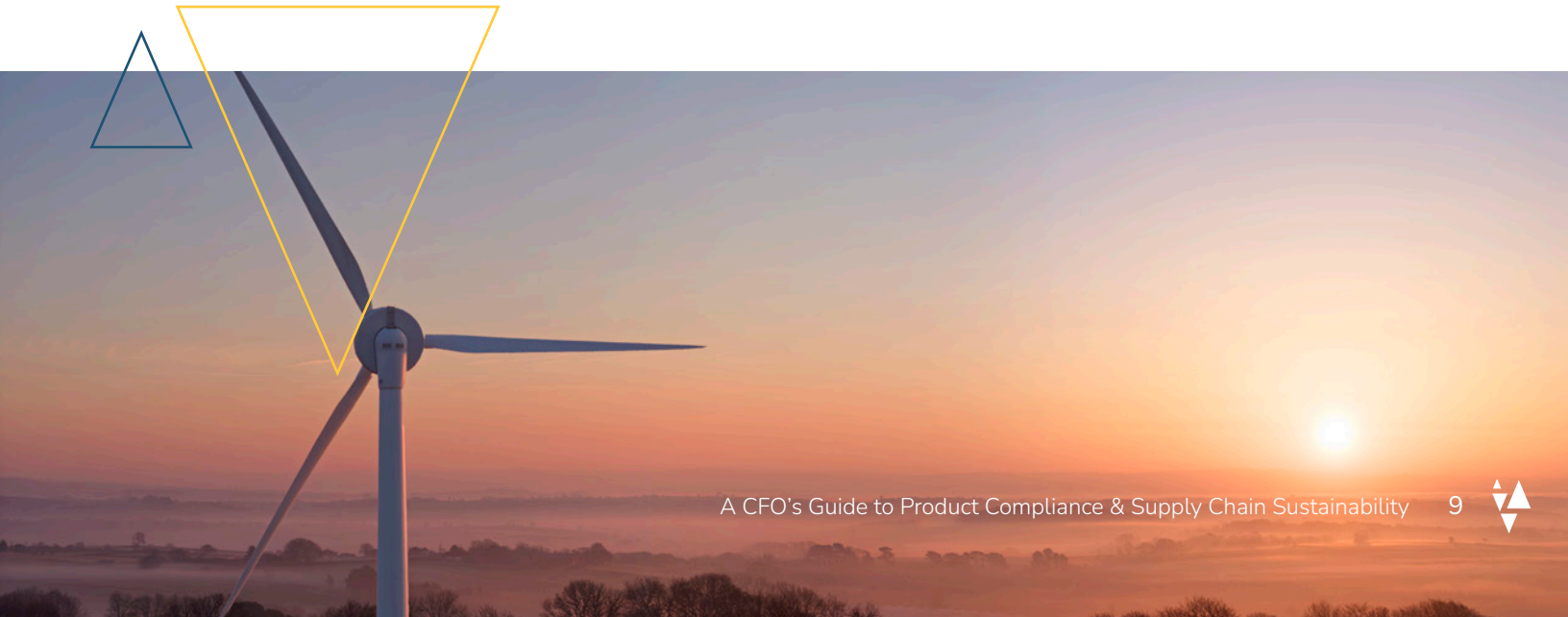
13 Assent Inc. (2025, May). [Case Study] *GE Appliances, a Haier Company: Growing Better With Cobalt & Responsible Minerals*. https://www.assent.com/resources/case-study/ge-appliances/

14 https://www.glassdoor.ca/Salaries/supply-chain-coordinator-salary-SRCH_KO0,24.htm?countryRedirect=true

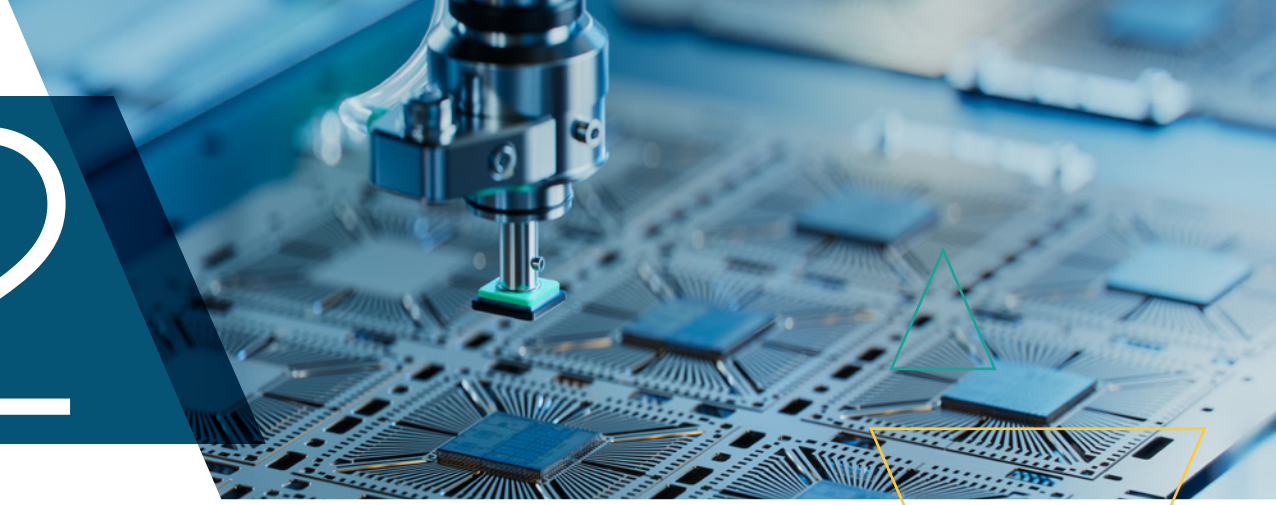
Category	Scenario	U.S. Dollars Lost
Regulatory monitoring	You need to hire a regulatory consultant to keep on top of changing regulations and protect your business. It's costly, so they only work part-time and focus on reactive risk response. **Based on:* ▶ *Average salary of a regulatory affairs consultant in the U.S. at $50 per hour*[15] ▶ *Estimated 20 hours of work per week (based on Assent program data) to monitor regulations/ markets, and assess impact on the business and supply chain* ▶ *Estimated cost: 50 x 20 x 52 weeks annually = $52,000*	$52,000 *Annually*
Supplier education and support	Supplier education and support costs you 40 hours of internal FTE effort per week. **Based on average hours of supplier support per week, per standard contract, of Assent customers with Managed Services Package 2: Program Management & Supplier Support.* ▶ *Average salary of $60 USD per hour for a supplier performance manager*[16] ▶ *40 hours/week for support and education* ▶ *60 (dollars per hour) x 40 (hours per week) x 52 (work weeks per year) = $124,800*	$124,800 *Annually*
Total	Dollars lost to risk factors:	**$34,436,273**
	Dollars lost to inefficiency annually:	**$421,824**
	Total cost without Assent:	**$34,858,097**

15 Salary.com. (2025). *Regulatory Affairs Consultant Salary in the United States.* https://www.salary.com/research/salary/recruiting/regulatory-affairs-consultant-salary

16 Salary.com. (n.d.). *Supplier Performance Manager Salary in the United States.* https://www.salary.com/research/salary/position/supplier-performance-manager-salary?utm_source=chatgpt.com



CHAPTER 02



Unlocking Value & Mitigating Risk With Assent

Manufacturers that partner with Assent maximize their revenue, protect their margins, and maintain compliance that is critical to the success of their business. The Assent Sustainability Platform delivers AI-powered software, real-time expertise, industry-leading services, and unmatched data that modern manufacturers need to transform their compliance from a back office task to a revenue-generating engine.

Summary of Assent's Value

Operational Improvements

- Streamline the accuracy of your information with our AI-powered data collection and validation.
- Minimize supplier fatigue and maximize the timely delivery of quality data with our supplier support, training, and escalation processes.
- Get a system that scales with your needs to reduce data gaps as requirements shift or increase.

Verdantix named Assent a leader in their Green Quadrant: Product Compliance Software (2025) report. We were noted for our strong capabilities in supplier data management and compliance assurance.

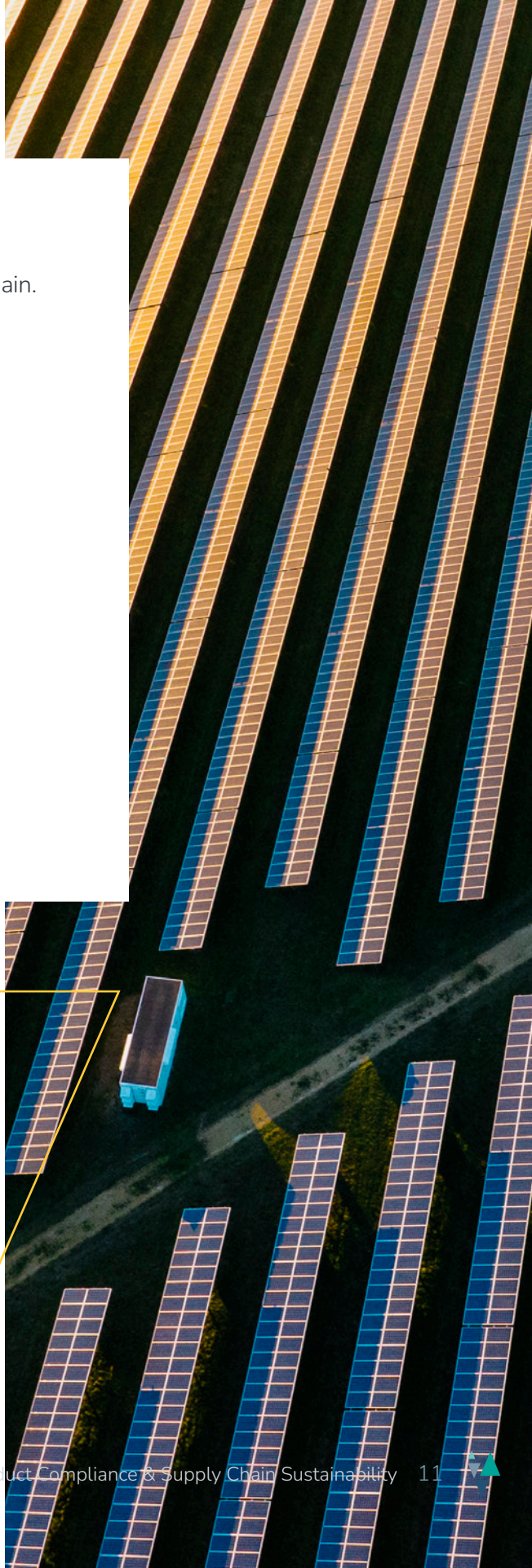
Learn More

Risk Reduction

- Gain clear insights into risks and opportunities in your supply chain.
- Get high-quality data to meet regulatory requirements and customer expectations faster than ever before.
- Access leading experts in regulatory compliance, sustainability, and program management.

Revenue Growth & Competitive Edge

- Partner with Assent to demonstrate leadership in compliance and sustainability.
- Be the first to adapt to market changes and regulatory updates, reducing your time to market and increasing your competitive advantage.
- Build trust with current and future customers by consistently delivering results, showing you are ready to meet increasing demands.



Assent ROI

Negate the dollars you could lose to risk, increase your operational efficiency, and add business-critical benefits into your program. See how in the chart below.

Disclaimer: Costs have been calculated based on a mix of publicly available data, Assent program and customer data (used with explicit permission), and hypothetical scenarios.

Risk Factors

Market Access Restrictions

How Assent Helps

- Flag and reduce market access risks with proactive regulatory insights
- Expedite detained goods release with AI document validation

Saved $9,393 per shipment

**Dollars saved from avoiding detainment at the U.S. border due to UFLPA violation*

Proof Point

"[Assent] makes sure that when there's a change to a product regulation, they're reaching out again and gathering current info and keeping up with the annual updates. That was always an incredible burden when you're trying to run a supply chain. What we've been able to do in just one year with Assent is consolidate all of our information, and make sure that as product compliance regulations change, we're on top of them."

—Jeff Kathe, Vice President of Supply Chain, Revcor

Loss of Customer Business

How Assent Helps

- Streamline compliance with centralized reporting across product compliance and supplier sustainability
- Automate tracking for faster customer response
- Respond to all customer compliance and sustainability requests with AI intake, parsing, and matching

Saved $1,500,000

**Based on dollars saved by preserving customer contracts due to fast, complete customer response*

Proof Point

"In the past, we spent a lot of time collecting information and verifying if it was reliable or not. And in order to prepare a declaration, we spent more or less 3–4 weeks. Now we spend minutes."

—Massimo Magi, QHSE Assurance & Sustainability Manager, Elica

PLUS 98% reduction in time needed to process declarations

**Based on demonstrated Assent ROI for Elica*[17]

17 Assent. (2025). *Elica: Empowering Efficiency With Automated Solutions*. https://www.assent.com/resources/case-study/elica-empowering-efficiency-with-automated-solutions/

Supply Chain Disruption

How Assent Helps

- Regulatory insights help to quickly identify and address supply chain disruptions before they happen
- Ongoing monitoring of regulatory changes with AI-powered regulation tracker for complex topics such as PFAS

Saved $22,500,000

**Based on mitigating potential supply chain disruption with proactive insights*

Proof Point

'With this knowledge, we're able to engage our suppliers to understand if they're reengineering their products or eliminating PFAS from their products. If not, we can then evaluate if we need to find replacement parts or redesign."

—Joe Langton, Senior Manager, Chemical Compliance, Hologic

Proof Point

"Arduino has worked with Assent since 2020 to gather data and manage our conflict minerals program. With strong results and trust in the Assent software and team, we were confident that a program expansion for our REACH, RoHS, and global PFAS requirements would set us up for future success. We are proud to partner with Assent, who we consider the leader in this space."

—Ibrahim Albadri, Supply Chain Quality Support, Arduino

Reputational Damage

How Assent Helps

- Monitor high-risk suppliers to mitigate reputational damage
- Work with an analyst and customer-verified leader in supply chain sustainability

Saved $5,000,000

**Based on settlement avoided from supply chain transparency and supplier engagement*

Loss of Supplier Partnerships

How Assent Helps

- Identify and address supplier risks in the public domain
- AI-powered evidence review driving corrective actions to improve supplier performance
- Support and train suppliers on compliance
- Automated supplier outreach and data validation

Saved $26,880

**Based on corrective actions to improve supplier performance and retain the partnership*

Proof Point

"Assent has helped me to streamline my compliance requests, making it much easier and taking less time to complete them for my customers."

—Adam Carver, Corporate Health, Safety & Environmental Manager, Presrite Corporation (Supplier)

Financial Penalties

How Assent Helps

- Reduce fines and penalties with comprehensive due diligence
- Minimize delays with AI-validated due diligence documentation

Saved $5,000,000

**Based on mitigation of PFAS risk in the supply chain*

PLUS AI-powered data validation and analytics, and regulatory support to significantly reduce risk due to evolving requirements

**Based on Assent ROI for GE Appliances*

Proof Point

"We are confident and feel safe with the risk mitigation that we get from Assent. We know we're doing the right thing — and it's good business."

—Jorgen Akesson, Global Quality Director, Visual Comfort

Proof Point

"That's money that can be spent on other things for our business. Every bar you can think of from a compliance or sustainability initiative is rising. It's more important than ever to do things in a cost-effective way as these regulations grow."

—Larry W. Smith, GE Supplier Quality Program Senior Manager, GE Appliances

Internal Compliance Systems

How Assent Helps

- Provides access to software, expertise, services, and data in one SaaS solution
- No fees or costs related to program build, regulatory consulting and maintenance, technology infrastructure, or hosting

Saved $400,000

**Based on estimated internal systems cost from GE Appliances saved by switching to Assent*[18]

Productivity Gains

From Manual to Automated Processes

How Assent Helps

- Assent automates manual processes and streamlines data collection and validation with AI-powered insights

Gained $245,024 annually PLUS 55% reduction in manual time spent running compliance programs

**Based on real time savings from GE Appliances*

Proof Point

"We estimated that with staffing, data management costs, training, benefits, resources, tools, data validation, supplier follow-ups, and regulatory updates, our supply chain sustainability management program would go over budget quickly. We needed a lot more help, and the answer was clear. We needed Assent."

—Purchasing Manager, Kaba Ilco

18 Assent Inc. (2025, May). [Case Study] *GE Appliances, a Haier Company: Growing Better With Cobalt & Responsible Minerals*. https://www.assent.com/resources/case-study/ge-appliances/

Regulatory Monitoring

How Assent Helps

- Industry specific and regulatory guidance for insight into industry standards and new regulations before they impact your business

Gained $52,000 annually

**Based on costs saved by leveraging Assent's expertise instead of in-house regulatory monitoring*

Proof Point

"Assent has the platform, in-house expertise, and personal customer service to help us navigate through compliance requirements. As the company — and the regulations — expand, it is a challenge to stay on top of everything internally. We were confident that Assent would be an important tool for us to ensure market access and enable sustainable, responsible growth."

—Justin Zirbes, Project Engineer, Klein Tools

Proof Point

"Assent provides whitepapers, webinars and information from subject matter experts that help me to understand the legislation and directives. The information provided aids my efforts to reply to my customers."

—Ellen Coyne, Quality Assurance Manager, Pennsylvania Steel Company Inc.

Supplier Education & Support

How Assent Helps

- Ongoing supplier education with specific collateral and webinars to keep suppliers informed on compliance requirements

Gained $124,800 annually

**Based on cost savings by leveraging Assent's Program Management & Supplier Support Service instead of in-house solutions*

Additional Value Adds

Increased Speed to Market

How Assent Helps

- Helps accelerate compliance readiness through faster responses to customer requests and easy access to compliance data for reporting

Gained 98% reduction in time needed to process declarations

**Based on Assent ROI for Elica*[19]

Proof Point

"In trying to set a higher standard for GE, we also discovered how much time could be saved investing in compliance. Launching products is so much faster now that we have access to this data."

—Larry W. Smith, Supplier Quality Program Senior Manager, GE Appliances

19 Assent. (2025). *Elica: Empowering Efficiency With Automated Solutions*. https://www.assent.com/resources/case-study/elica-empowering-efficiency-with-automated-solutions/

Revenue Growth

How Assent Helps

(From surplus for sustainably produced goods and annual shareholder returns percentage from moving into new markets)

- Helps boost your competitive advantage, sales, and market opportunities through enhanced compliance

Gained $101,000

**Based on calculation of $407,407 (example current annual revenue) × 0.0976[20] = $39,518.48*

**Based on calculation of = $4,098,768 (estimated current annual shareholder return) × 0.0157[21] = $61,481.52*

Proof Point

"Assent's solution is a one-stop-shop at its finest. As a client for more than a decade, I can confidently say that Assent's solution is invaluable to our business."

—Ron Mattioli, Environmental Compliance Engineer, LG Energy Solution Vertech Inc.

Total

Dollars saved through mitigated risk:	**$34,436,273**
Program efficiency gained in dollar value annually:	**$421,824**
Additional value provided:	**$101,000**
Total dollar amount of Assent value delivered:	**$34,959,097**

20 Thomson Reuters Institute. (2024, June 25). *New study reveals novel way for enterprise compliance to deliver bottom-line value.* https://www.thomsonreuters.com/en-us/posts/corporates/compliance-bottom-line-value-study/

21 Based on the McKinsey article *How to reignite growth through adjacencies.*



Conclusion

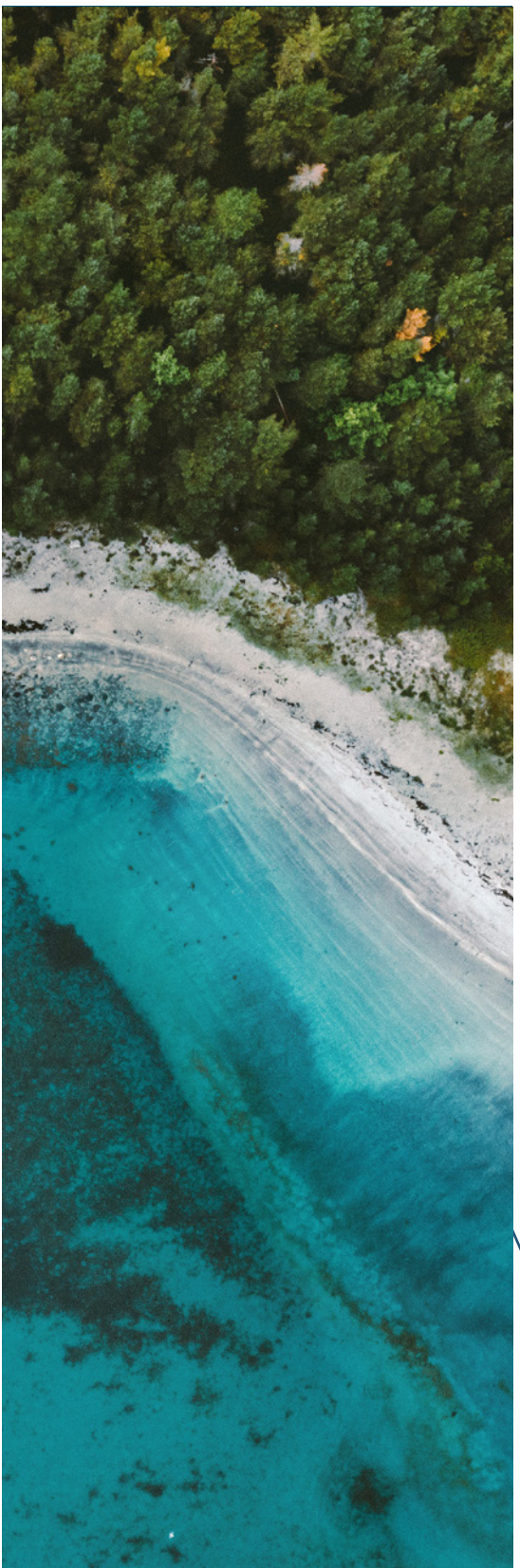
Your supply chain isn't just a compliance cost center. Complete, accessible, and transparent supply chain data, thanks to Assent's platform, can be used to power your strategic decision-making as a lever for profitability. Assent helps CFOs turn risk and inefficiency into financial performance, driving stronger data integrity and smarter decisions across every tier of the supply chain.

With Assent, you gain:

- **Improved speed and completeness** in customer and supplier communications to protect revenue and relationships.
- **Better risk visibility** through earlier detection of high-risk parts and suppliers before they disrupt production.
- **Stronger data quality** using AI-powered validation and analytics that ensure accuracy and reliability.
- **Regulatory agility** that reduces exposure to evolving global requirements.
- **Improved supplier performance** through corrective action and engagement that build long-term value.
- **Operational efficiency** that frees resources for growth initiatives instead of administrative work.

Stop leaving money on the table. Protect your profitability and maximize your compliance budget in 2026. Contact us today to get a custom quote for your business.

Get a Quote



Who Is Assent?

Assent is the leading platform for supply chain sustainability and compliance. We bring together years of regulatory and manufacturing expertise, a powerful supplier network, and an AI-backed platform built to keep up with changing global regulations.

What We Do

Assent delivers the industry's most comprehensive supply chain sustainability management platform for product compliance, sustainability and responsible sourcing, so manufacturers can gain control of their supply chains and reduce operational risk.

Through the Assent platform, manufacturers can:

- Streamline compliance across sustainability and product regulations
- Improve supply chain visibility and actionability
- Empower teams with timely regulatory insights
- Reach and engage suppliers of all sizes
- Unlock market access and reduce risk



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