SELECTING A COMPLIANCE PARTNER

◆ Esterline released a Request for Proposal (RFP) outlining requirements for a centralized approach to supplier education, data collection, analysis, support and reporting.

◆ Esterline required both a compliance software platform and support services.

◆ The software platform had to include expanded functionality in order to survey suppliers for other compliance data needs, including REACH, RoHS, FMD and custom surveys.

◆ Esterline needed full support for any initiatives.

◆ After careful consideration of variables including technology, expertise, configurability and price, Assent was selected as the vendor of choice in the competitive process.

ESTERLINE’S COMPLIANCE CHALLENGES

◆ As a public company in highly regulated markets (aerospace and defense), Esterline must ensure compliance with a multitude of regulations: Conflict Minerals, REACH, RoHS, FAR, Etc.

◆ Esterline has multiple business units all operating in a decentralized manner, while some reporting requirements (like conflict minerals) must be completed centrally at the corporate level.

◆ Hiring a large centralized compliance staff was not an option.

◆ Regulatory burdens were becoming overwhelming for compliance staff and the compliance department needed centralized management.

◆ The Dodd-Frank Act Section 1502 Conflict Mineral rules required Esterline to collect, analyze and review data from over 8,000 suppliers globally.

CASE STUDY:
ESTERLINE CORPORATION [NYSE: ESL]

BACKGROUND

Esterline Corporation is a specialized manufacturing company serving principally aerospace and defense markets. These markets account for approximately 80% of Esterline’s total revenues. The remaining 20% is derived from the application of these technologies in adjacent markets. Esterline management views the company’s businesses in three segments related to its set of core competencies: Avionics & Controls, Sensors & Systems, and Advanced Materials. Esterline is a publicly traded company under ticker symbol: ESL.
ASSENT PRODUCT IMPLEMENTATION

PHASE 1
Conflict Mineral Software Platform/Custom Survey and Form Generator/Turnkey Services and Support

PHASE 2
REACH/RoHS Compliance Modules

PHASE 3
FAR and Additional Regulatory Modules

PROGRAM SUCCESS
Since the integration of Assent’s product and services, the Esterline compliance program has been very successful and has surpassed Esterline’s goals and expectations. The company has achieved industry-leading results when benchmarked against peers in the aerospace and defense sectors. Esterline has been recognized at national compliance conferences as an example of a strong, well-integrated compliance program.

PROGRAM HIGHLIGHTS
Partnering with Assent has enabled Esterline to achieve:

- Over 8,000 suppliers supported and surveyed
- Esterline’s first centralized compliance effort to be mirrored for other compliance requirements
- Installation of a software platform to scale for future regulations
- Increasing response rates year over year
- High supplier and user satisfaction

Assent is our compliance partner through and through. We’re thrilled to be partners and have accomplished great results.

- Rhonda Grady
  Business Compliance Program Manager

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