



# CASE STUDY

WOODWARD INC.



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## ABOUT WOODWARD INC.

Woodward Inc. is an independent designer, manufacturer and service provider of control solutions used in aerospace and industrial markets. With an annual revenue of over \$2 billion USD, offices and facilities in 17 countries, and more than 9,000 employees, Woodward is in scope of various global regulations.

## WOODWARD'S REGULATORY CHALLENGES

Before Woodward began working with Assent, the company used a predominantly manual internal process to respond to product compliance legislation such as the European Union (EU) Registration, Evaluation, Authorisation and Restriction of Chemicals (REACH) Regulation and the EU Restriction of Hazardous Substances (RoHS) Directive.

As Woodward's regulatory burden grew, it became clear to the company's Product Material Compliance Project Manager, Joseph Auer, that the manual processes and tools currently in place would not suffice for a common, corporate-wide compliance program. He began searching for a third-party solution that would allow his team to adequately respond to regulatory requirements.

*Employees*  
**9,000+**

*Offices  
& Facilities in*  
**17 Countries**

*Annual Revenue*  
**\$2 Billion+ USD**

## WOODWARD & ASSENT

While evaluating solutions, Auer and Woodward initiated a requirements scoping effort with another company and its associated platform, invoking a common supplier advantage. When unresolvable challenges arose in preparation for the implementation phase, Auer chose to reassess the product compliance market space.

"We looked at the best of the best with our new solicitation effort and found that Assent provided the leading price/performance mix for our needs, along with proactive passion and high energy that showed they truly wanted to work with Woodward," Auer said. "We now have a platform that goes beyond what we were initially looking for."

Assent works with Woodward to determine REACH and RoHS compliance status for the company's parts and products, and engages suppliers with regard to Woodward's conflict minerals requirements under Section 1502 of the U.S. Dodd-Frank Wall Street Reform and Consumer Protection Act.

Woodward was able to quickly implement the Assent Compliance Platform, and the automated Assent Campaign Manager has eliminated much of Woodward's manual effort required to obtain data from suppliers. Auer said that, beyond the platform, Assent's dedicated Customer Success team has played an important role in Assent and Woodward's shared success.

Thanks to Assent, Woodward's compliance team can now effectively manage approximately 10 times the amount of compliance inquiries with a similar amount of staff.

*The supplier inquiry and detail compliance confirmation work has principally been taken over by Assent's team, allowing us to focus on more strategic efforts.*

— **Joseph Auer**

Product Material Compliance Project Manager, Woodward

## HOW ASSENT HELPS WOODWARD ACHIEVE ITS MISSION

Woodward has a corporate mission to conduct business in an ethical and responsible way, and Auer is especially happy with the company's conflict minerals program, which has been empowered by the Assent Compliance Platform.

"The platform did the automatic roll-up, and we had much more confidence in all our supplier inputs through the efforts of the Supplier Engagement team," Auer said. He added that the platform has helped Woodward identify potential risks in its supply chain, and provided a vehicle for Woodward to address those risks.

Auer also believes that, with growing regulatory demands and customer requests, a compliance program without the support of a technological solution will struggle to scale. "Technology is essential to effectively handling inquiries for large volumes of parts and products in a reasonable time-frame," he said. "A manual solution would simply be overwhelmed by requests."

## ASSENT'S REGULATORY EXPERTISE

In addition to effectively leveraging Assent's industry-leading technology, Woodward has utilized the expertise of Assent's Regulatory team to provide the company with up-to-date, comprehensive regulatory insights. The team is available to answer questions surrounding regulations, company risk assessments and industry trends.

As regulations change and Woodward continues to grow, Auer believes he chose the right company to help Woodward meet its goals. "I am very happy with Assent's platform, their passion and support, and how they are evolving to meet the needs of the growing regulatory space," Auer said.

Assent has helped Woodward:

- Expand the capacity of its compliance team.
- Acquire higher-quality data from suppliers.
- Proactively respond to regulatory changes.
- Refocus efforts on other strategic areas.

**Contact us to learn how Assent can help you achieve program success, today and in the future.**

*With our manual approach, we would typically only be able to manage about 60 products at a time. With Assent, we can now easily handle more than 860 products and 28,000 parts.*

— **Joseph Auer**

Product Material Compliance Project  
Manager, Woodward

