

Elevating Export Compliance Initiatives to the Next Level



Galls LLC, the authority in public safety equipment, accessories and apparel, knew that export compliance was important, for legal reasons as well as practical ones. Galls employees would manually scan individual customers' names through the government's mandatory Denied Parties Lists before orders went out. For a time, this manual export compliance process appeared to be sufficient. But as time went on, it became obvious that Galls' in-house, manual process was simply not enough.

"As a compliance supervisor, I can say that Descartes Visual Compliance has been a fantastic tool for our company. No longer having to manually screen these massive Denied Parties Lists has made our lives so much easier. A lot of stress and worry leaves you because you feel certain that all your transactions are safe."

Justin Penman

Compliance Supervisor, Galls LLC

Company Profile

Galls, LLC
Consumer Products

Descartes Solution

Descartes Visual Compliance™

About the Client

For more than 50 years, Galls has been a reliable source for quality public safety equipment and uniforms. Galls services the needs of law enforcement, military, security, fire, EMS, postal, public transportation and more. More than one million customers trust Galls to supply their essential gear and supplies.

Quick Overview

Challenge

Replacing an Inefficient Process

Solution

A User-Friendly Compliance Solution

Results

- A Time Saving Solution
- Simplified Compliance
- Increased Productivity
- Peace of Mind

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Challenge: Replacing an Inefficient Process

Galls' compliance department came to realize that they needed to up their export compliance program to the next level. Manual screening was tedious and left a lot of room for error, and Galls required a solution that returned immediate search results in order to push orders through faster.

Additionally, when it began looking for a new compliance system, Galls knew the organization would soon be making the switch to Oracle. As such, it's IT department made ease of integration with Oracle a critical component when evaluating potential solutions.

Solution: A User-Friendly Compliance Solution

Galls started out with a subscription to Descartes Visual Compliance Online Screening for each member of the compliance team. The online solution screens every selected list simultaneously by name or company, and returns an instantaneous response, eliminating the need to scan through Denied Parties Lists manually, one at a time.

Ease of use was paramount in the selection process, and Galls found Descartes Visual Compliance to be the most user-friendly of the compliance solutions that it researched. As new people have joined the compliance team, everyone has found Descartes Visual Compliance to be an easy tool to learn and start using right away.

Galls was pleased with Descartes Visual Compliance, so when the company rolled out its Oracle environment, it also added high-volume Batch Screening for enhanced export compliance. Batch Screening allows Galls to transmit lists containing several entries or thousands of entries via FTP. Results are returned quickly, identifying possible Sanctioned or Denied Parties so that Galls' compliance department can review those orders and deal with them accordingly. In addition, Descartes Visual Compliance's product specialists worked with Galls' IT department to make sure automating denied party screening via Oracle integration was as smooth as hoped.

Now Galls uses Descartes Visual Compliance to screen every transaction automatically, both international and domestic—a strategy that has already paid off. When a vendor reached out to Galls in an attempt to get the company to buy some products, it was quickly determined that this company was on a Denied Party List, and Galls was able to shut down the transaction before it started.

Throughout Galls' relationship with Descartes Visual Compliance, the solutions it has implemented—including automated screening—served the company's compliance needs in ways that other solutions couldn't.

Results:



A Time Saving Solution

No longer having to rely on manually searching multiple lists has helped Galls save significant time and resources that had previously been allocated to export compliance.



Simplified Compliance

Descartes Visual Compliance's ease of use has helped to make export compliance processes at Galls much more efficient. Galls' compliance team now have a much simpler time identifying denied parties, helping to save time and resources.



Increased Productivity

The investment Galls made in Descartes Visual Compliance solutions has helped save money by reducing employee time spent screening, reduced the need to repeat previously completed screenings, and improved profitability by increasing productivity.



Peace of Mind

Descartes Visual Compliance has helped the company remain compliant. With Descartes Visual Compliance, Galls can be better assured that it doesn't waste time following up with customers who are on a denied party watch list.