

A Quick and Effortless Integration of a Screening Solution



Kreller Group is a risk assessment organization that conducts due diligence checks for more than 500 clients in the U.S. and abroad. When the company went looking for a denied party screening solution, it required one that would integrate with its custom case management system which, in turn, is used by Kreller's clients. For a company like Kreller, which operates in the realm of due diligence and corporate risk assessment, having a compliance solution be effective, thorough, and accurate was a non-negotiable expectation.

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Scott Shaffer

Vice President of Sales, Kreller Group

Company Profile

Kreller Group
Professional Services

Descartes Solution

Descartes Visual Compliance™

About the Client

The Kreller Group provides international investigative services, FCPA/Compliance solutions, and business intelligence for multinational companies worldwide. Whether it's with “Boots-on-the-Ground” investigations or web-based support, The Kreller Group has been dedicated to performing the highest quality service for more than 30 years.

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An Efficient Implementation Process

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- Fast Implementation
- Painless Compliance
- Risk Mitigation
- An International Solution

Challenge: Integration That Isn't a Drawn-Out Process

Deploying integrated solutions with existing company-wide or third-party business systems can often seem like a challenging prospect. After all, the process can necessitate diversion of significant IT time and other internal resources. Kreller chose Descartes Visual Compliance™ as its screening solution of choice—and found the implementation process to be quick and effortless.

“The simplicity and speed of the integration process exceeded my expectations,” says Mr. Scott Shaffer, Vice President of Sales at Kreller Group. “It ended up being extremely straightforward, with everything up and running within a matter of days.”

Solution: An Efficient Implementation Process

According to as Mr. Shaffer, much of the credit for how well the integration turned out goes to Descartes Visual Compliance's implementation team. “The integration team was extremely responsive and easy to work with,” he says. “They were hugely efficient, too, with no part of the process taking too much time.”

Mr. Shaffer repeatedly underscores the importance of Descartes Visual Compliance for what Kreller does, and for its clients. “Descartes Visual Compliance has allowed our customers to do an immediate screen of both companies and individuals worldwide through our case management system to determine any sanction hits,” he says. “It has allowed us to link our internal case management system to restricted and denied party screening results, allowing immediate results. We have definitely found it to be useful and responsive to our needs. Descartes Visual Compliance has allowed our case management system to be more strategic and more applicable to various client demands that we may have to tackle.”

Especially beneficial and useful to Kreller has been Descartes Visual Compliance Dynamic Screening, which, on a daily basis, automatically rescreens names entered into the system against changes made to government lists. “I'd say we've found Dynamic Screening to be the most useful of the Descartes Visual Compliance solutions,” Mr. Shaffer says. “It's something that allows our clients to consistently monitor third parties within our system, which is functionality that we find essential. I would go as far as to say that Descartes Visual Compliance Dynamic Screening is a necessity.”

More than just a critical component of its case management system, Mr. Shaffer also speaks to the level of customer service that he has received. “I would describe Descartes Visual Compliance's customer service as excellent,” he says. “The staff has been extremely responsive. All of my questions are immediately answered by either customer service or technical support, and all comments are taken into consideration. The Descartes Visual Compliance team treats me as I would train my representatives to treat their clients.”

Results:



Fast Implementation

Descartes Visual Compliance integration with Kreller's in-house system was fast and straightforward, allowing the company to strengthen its compliance sooner than later and with minimal IT resources.



Painless Compliance

Descartes Visual Compliance Restricted Party Screening became an organic and natural part of Kreller's case management system. As a result, the task of export compliance has become nearly painless, with the solution handling the bulk of the process.



Risk Mitigation

To help reduce the company's risk of a compliance violation, the Descartes solutions that Kreller Group has implemented alert the compliance department of potential violations right away.



An International Solution

The Descartes solutions used by Kreller are accessible from virtually anywhere with an internet connection. This has helped the company's multi-national customer base achieve consistent compliance processes, regardless of geographic location.