

FORTUNE 100 • ENERGY & UTILITIES
USE CASE • SANCTIONS & FOCI COMPLIANCE

Top-Tier U.S. Energy Infrastructure Holding Company

A live sanctioned vendor surfaced during evaluation that the legacy alternative missed – selected at a significant premium.

75,000

SUPPLIERS SCREENED
CONTINUOUSLY

Across electricity, oil and gas, and renewable energy

1

LIVE SANCTIONED VENDOR
CAUGHT

Identified during evaluation – legacy alternative missed it

2 yrs

FOCI-ONLY POSTURE

Before enterprise-wide automated sanctions screening

CHALLENGE

Two years of FOCI work without enterprise sanctions screening

After two years using an investigative platform for FOCI analysis, the company had no automated, enterprise-wide sanctions screening process. Vendor onboarding, supplier management, and partner screening all operated without systematic checks against authoritative data.

SOLUTION

A head-to-head test that ended in a live detection

Sayari identified a sanctioned entity on the company's active vendor list that the competing legacy solution missed entirely - connecting the vendor's corporate structure to a designated entity through an ownership chain.

RESULT

Selected at a significant price premium - validated by the live hit

Full-platform deployment now screens 75,000 suppliers continuously through automated workflows with graph-based entity resolution.

02 THE CHALLENGE

Two years of FOCI work. Zero enterprise sanctions screening.

Critical infrastructure operators face a new compliance reality. Executive orders on supply chain security, expanded sanctions regimes, and FOCI screening requirements have transformed risk management from a procurement checkbox into a board-level imperative. For energy companies operating major segments of the U.S. and international electric and gas infrastructure, a missed sanctions match is not a compliance footnote - it is a national security incident.

One of America's largest critical infrastructure energy companies - a major operating company whose utilities serve millions of customers across multiple jurisdictions - had been using an investigative platform for two years, primarily for Foreign Ownership, Control, and Influence analysis. But the company had no automated, enterprise-wide sanctions screening process. With approximately 75,000 suppliers in the screening population, the absence of systematic screening meant that every new vendor relationship carried unquantified sanctions risk.

KEY POINTS

- Two years using investigative platform for FOCI only - no enterprise sanctions screening
- Vendor onboarding, supplier management, partner screening all without systematic sanctions checks
- ~75,000 suppliers in the screening population operating without automated coverage
- Every new vendor relationship carrying unquantified sanctions risk

Full-platform deployment – the live detection that proved the difference

The company evaluated its existing investigative platform's screening capabilities alongside a competing solution from a well-known legacy provider. The evaluation included a head-to-head test against the company's actual vendor list.

The result was decisive. The investigative platform identified a sanctioned entity on the company's active vendor list that the competing solution missed entirely. The screening team had nearly approved a vendor relationship with a sanctioned party. The legacy provider's data had not flagged it. The graph-based platform caught it because its entity resolution connected the vendor's corporate structure to a designated entity through an ownership chain that the legacy system could not trace.

KEY POINTS

- Full-platform deployment: investigative tools + automated screening workflow + API access
- Head-to-head test against actual vendor list - Sayari caught a live sanctioned vendor the alternative missed
- Graph-based entity resolution traced ownership chain to designated entity that legacy data did not flag

SAYARI CAPABILITIES USED

Sayari Graph

Sayari Guide

Entity Resolution

Sanctions Screening

FOCI Investigation

API Integration

Selected at 2× price premium – validated by live detection

The company now operates with a compliance capability that matches the sensitivity of its mission. Every supplier, every partner, and every vendor is screened against 10.6B+ source records across 250+ jurisdictions. The team that caught a sanctions hit during the evaluation now runs that same level of scrutiny across the entire enterprise, automatically. And the security leadership briefs the board with confidence that their screening infrastructure is the most rigorous in the industry.

75,000

Suppliers in screening population
now monitored continuously

10.6B+

Source records across 250+
jurisdictions

1

Live sanctioned vendor caught
during evaluation

“When the security leadership briefs the board, it is with confidence that their screening infrastructure is the most rigorous in the industry.”

CHIEF SECURITY OFFICER, TOP-TIER U.S. ENERGY INFRASTRUCTURE HOLDING COMPANY

READY TO ACT ON WHAT YOU FIND

Ready to see *your data*?

Sayari is the judgment infrastructure for trustworthy AI in economic security and commercial risk, built on the world's most comprehensive commercial knowledge graph.

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