

FORTUNE 500 • INDUSTRIAL AUTOMATION

USE CASE • SANCTIONS SCREENING & EXPORT CONTROLS

#1 Global Pneumatic Automation Company

Excel-based sanctions screening replaced with graph-based entity resolution and full beneficial ownership tracing.

2.5M

CUSTOMERS ACROSS 83
COUNTRIES

Now covered with documented
screening records

500M+

COMPANIES IN ENTITY
RESOLUTION LAYER

Replacing exact-name matching in
spreadsheets

0 → Full

AUDIT TRAIL CAPABILITY

From spreadsheets to source-linked
evidence

CHALLENGE

Sanctions screening run through downloaded lists in spreadsheets

The spreadsheet approach matched only on exact names, had no beneficial ownership capability, and produced no audit trail. With 2.5 million customers across 83 countries and several thousand suppliers, the manual process could not scale.

SOLUTION

Graph-based screening against 500M+ companies in 250+ jurisdictions

The new platform combined investigative graph tools, supply chain mapping, and continuous signal monitoring - replacing manual checks with documented screening records for every transaction.

RESULT

From spreadsheets to enterprise-grade screening infrastructure

Screening that previously took hours per entity now resolves in seconds. The audit trail, previously nonexistent, now documents every screening decision with source-linked evidence.

02 THE CHALLENGE

“An analyst checked a spreadsheet” was not an answer for regulators

Global industrial automation companies sit at the intersection of every major compliance regime. Their products ship to factories, semiconductor fabs, pharmaceutical plants, and defense contractors across 80+ countries. Export controls, sanctions, and end-user screening requirements apply to nearly every transaction.

Inside one of the world’s largest pneumatic automation companies, the compliance team was managing sanctions screening through a manual process: downloading sanctions lists from government websites and checking customer and supplier names against them in spreadsheets. The company serves 2.5 million customers across 83 countries and works with several thousand suppliers. The spreadsheet approach carried three fundamental limitations. It could only match exact names. It had no beneficial ownership capability - a sanctioned entity operating through a subsidiary would pass the screen undetected. And it produced no audit trail.

KEY POINTS

- Sanctions lists downloaded from government websites, checked in spreadsheets
- Could only match exact names - missing transliteration variants and aliases
- No beneficial ownership capability - sanctioned entities operating through subsidiaries went undetected

Investigative graph + supply chain mapping + signal monitoring

The company deployed a platform combining investigative graph tools for deep-dive research, supply chain mapping for upstream visibility, and a signal monitoring capability for ongoing sanctions list changes. The solution replaced the manual spreadsheet process with a system that could resolve entities against 500M+ companies across 250+ jurisdictions, identify beneficial ownership connections, and generate documented screening records for every transaction.

The deployment included integration with the company's existing compliance workflows, custom training for analysts across multiple regional offices, and a phased rollout that prioritized the highest-risk customer and supplier populations first.

SAYARI CAPABILITIES USED

Sayari Graph

Supply Chain Mapping

Sayari Signal

Beneficial Ownership

Sanctions Screening

Export Controls

Audit-ready screening infrastructure across 2.5M customers, 83 countries

The compliance team that once managed sanctions risk through downloaded lists and manual checks now operates a screening infrastructure that matches the sophistication of the company's global operations. Every customer, every supplier, and every transaction is screened against authoritative data with full beneficial ownership resolution. The company is positioned to absorb new sanctions designations, new export control requirements, and new regulatory mandates without rebuilding its compliance process from scratch.

2.5M

Customers in screening population

83

Countries served

500M+

Companies in 250+ jurisdictions resolved

"Every customer, every supplier, and every transaction is screened against authoritative data with full beneficial ownership resolution."

HEAD OF COMPLIANCE, #1 GLOBAL PNEUMATIC AUTOMATION COMPANY

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CS-PNEUMATIC-AUTOMATION-SANCTIONS

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