Honeywell Sets a New Standard for Third-Party Risk Screening with Sayari

By supplanting legacy data solutions, Honeywell brought its program to a new level of global corporate compliance.

INDUSTRIES Aerospace · Industrial Automation · Building Automation & Energy

USE CASES Sanctions Screening · KYC/KYB · Continuous Monitoring · Third-Party Risk Screening

95%	75%	1
MISSED-ENTITY HIT RATE	TIME RECLAIMED	GLOBAL DATA STANDARD

How Sayari helps a global industrial leader screen third parties at scale

Faced with increasingly stringent regulatory requirements, Honeywell (Nasdaq: HON), a Fortune 100 industrial technology leader, looked to modernize its third-party screening and due diligence processes. As a top multinational integrated operating company focused on automation, aviation, and energy transition, the company needed the visibility to safeguard its highly complex, heavily scrutinized third-party networks.

Closing the coverage gap

Shallow coverage, hours of manual work

Honeywell's legacy provider relied on aggregated, secondary data that lacked the depth required for complex jurisdictions like China and Latin America. This forced compliance officers to spend 75% of their time manually verifying records, leaving only 25% for risk analysis.

Ownership hidden from view

Even with manual intervention, the team needed added effort to confidently identify Military End Users (MEUs) and State-Owned Enterprises (SOEs) hidden within opaque Ultimate Beneficial Ownership (UBO) structures: exposures that require direct access to primary-source corporate registries.

Rising costs, the same gaps

Contract costs for the legacy tools kept rising despite these persistent coverage gaps, pushing Honeywell to look for a clearer, more cost-effective primary-source solution.

Ending the data assembly tax

Chief Compliance Officer and Deputy General Counsel Vic Miller wanted to eliminate the data assembly tax: the 75% of analyst time spent manually stitching together disparate records for Honeywell's hundreds of thousands of annual screenings. A unified data layer, built on Sayari's pre-linked knowledge graph, would give the team the same primary-source access used by federal regulators and free analysts for high-value risk adjudication and defensible decision-making.

> *Other providers will tell us if there's risk associated with the third party in question but won't tell us if there isn't risk, or if there's something in between.*
>
> Ben Seager, Integrity and Compliance Manager, Compliance Governance COE, Honeywell

Impact

August 2024: the pilot begins

Ben Seager, Integrity and Compliance Manager for Honeywell's Compliance Governance Center of Excellence (COE), piloted Sayari Graph to address critical intelligence gaps in high-risk jurisdictions.

Side-by-side testing resolves the China blind spot

During rigorous testing, Sayari Graph returned actionable intelligence for 95% of entities screened, a massive leap over the previous provider's coverage. This success was driven by Sayari's ability to map non-obvious relationships and state-owned ties that traditional databases miss.

Key outcomes

Regulatory parity

Honeywell now operates with the same primary-source data used by the U.S. Bureau of Industry and Security (BIS), ensuring alignment with federal enforcement standards.

Audit-ready provenance

Every finding is backed by the original source, shifting compliance from risk scoring to evidence-based adjudication.

Faster whitelisting

With a 95% hit rate and full ownership context, the team can confidently reduce false positives that stall global operations.

> *If we were unable to find an entity in other solutions, 95% of the time we could find it in Sayari.*
>
> **Ben Seager, Integrity and Compliance Manager, Compliance Governance COE, Honeywell**

Honeywell's use of Sayari makes real-time, persistent diligence possible

From reactive to industry-leading

By establishing Sayari as their global data standard, Honeywell's Due Diligence Center of Excellence is moving beyond reactive screening toward practices that lead the industry rather than follow it. As trade regulations grow more granular, Honeywell maintains a view of its supply chain through the same high-fidelity lens used by national security agencies.

Compliance as a growth enabler

Honeywell's strategy is to turn compliance into a growth enabler. Using Sayari's data, the company can act as a bulwark against illicit activity, human rights abuses, and national security threats without adversely affecting its growth goals.

One standard through a corporate split

As Honeywell navigates the separation of its chemical, automation, and aerospace business units, Sayari's graph-based architecture provides the compliance portability to carry that standard through. Both the parent company and the new spin-offs inherit a gold standard of risk visibility from day one.

> *Honeywell is a critically important player in American industry, and we're excited for our continued partnership and look forward to supporting Vic Miller and his team in their growing endeavors to power safer global commerce.*
>
> Farley Mesko, Co-Founder and CEO, Sayari

About Honeywell

Honeywell is a Fortune 100 integrated operating company serving a broad range of industries and geographies around the world. Its business is aligned with three megatrends: automation, the future of aviation, and energy transition, underpinned by the Honeywell Accelerator operating system and Honeywell Forge IoT platform. As a trusted partner, Honeywell helps organizations solve the world's toughest, most complex challenges through its Aerospace Technologies, Industrial Automation, and Building Automation and Energy and Sustainability Solutions business segments. For more on Honeywell, visit honeywell.com/newsroom.

About Sayari

Sayari is now the data standard shared by Honeywell's parent company and its incoming spin-offs.

Sayari is the judgment infrastructure for trustworthy AI in economic security and commercial risk. The Sayari Commercial World Model resolves 12.4B primary-source records from 715+ global sources forming the ground truth of global commerce. A Judgment Ontology, encoding over a decade of investigative tradecraft, and Superconductor, an agentic orchestration platform, deliver AI that reasons like an expert analyst, shows its work, and traces every finding to its source. Trusted by U.S. Customs and Border Protection, the U.S. Treasury, and Fortune 500 enterprises, Sayari is used by thousands of professionals across 35+ countries to secure supply chains and dismantle illicit networks. Headquartered in Washington, D.C.

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