

# One Platform, 200 Suppliers, Zero Headaches:

## Pico's Playbook for Compliance Success

Pico Technology — a pioneer in PC oscilloscopes and data loggers — rocketed from start-up founded in 1991 to a £30 million manufacturer serving large automotive customers. As growth accelerated, so did regulatory pressure. Manual evidence uploads, sprawling spreadsheets, and rising customer audits put Pico at risk of fines and lost business. Assent's single platform turned that risk into a competitive advantage.

***Assent was a no-brainer. All the data is in one place and instantly filterable by supplier — exactly what we needed to prove compliance.***

—Karen Clark, Purchasing Manager at Pico Technology

### Company Snapshot



Serves **120 distributors** and thousands of customers worldwide in **75+ countries**



**150 employees**



Assent client since **2020**



**Solutions:** Conflict Minerals, REACH, RoHS, Proposition 65, and PFAS



**201 active suppliers** and **4,402 parts**

[Visit Pico Technology's Website](#)

## The Challenge: Rapid Growth, Manual Processes, Mounting Risk

Pico was growing fast, and the old way of working couldn't keep pace with its expanding footprint.

Prior to contracting Assent in 2020:

- ▶ Pico had no centralized proof of RoHS/REACH compliance; evidence lived in inboxes and shared drives
- ▶ Customer information requests had quadrupled, driven by strict automotive contracts
- ▶ Chasing data from 200 global suppliers in multiple languages would require one full-time hire — and internal staff lacked regulatory expertise
- ▶ ISO 9001 auditors and looming EU/U.S. fines demanded a defensible due diligence trail

*Before Assent, we had an internal system that required manual evidence uploads, and nobody managed relevancy when things changed. I flagged it as a **real risk to maintaining market access.***

—Karen Clark

## The Assent Sustainability Platform

Here's how Assent replaced Pico's spreadsheets with smart, scalable automation:

- ▶ Keeps all supplier compliance data in one place and helps Pico trace risks down to individual components
- ▶ Requests, reminders, and escalations are sent in the supplier's language, cutting down on back-and-forth emails and supplier fatigue
- ▶ Through the Assent Sustainability Network, distributors submit a declaration once and reuse it for every customer, boosting response rates
- ▶ Scales effortlessly as Pico adds new regulations (PFAS today; deforestation tomorrow) without needing new systems or headcount



***“With 200 suppliers, escalations, and follow-up, we'd need a full-time employee to keep up —and we're not experts to answer their technical questions. Local-language support from Assent helps a lot.”***

—Karen Clark

## The Results: Compliance Confidence That Fuels Growth

In months, Pico saw measurable impact:

### Outcome

Greater than 80% supplier response rate on initial campaigns

Avoided having to hire one FTE dedicated to manual outreach

Component-level transparency across 500+ parts

Future-ready platform

### Impact

**Demonstrated robust due diligence to ISO 9001 auditors and key automotive customers**

**Saved approximately 2,000 staff hours annually**

**Identified and removed a sub-part containing 1% lead before it became a liability**

**Seamlessly added Assent's solutions for conflict minerals, Proposition 65, and PFAS to enhance their compliance**

***We'd need a full-time employee just to chase suppliers. Assent's platform and expertise save us that headcount and **keep us audit-ready.*****

—Karen Clark

## Ready to Transform Your Compliance Program?

Stop juggling spreadsheets and risking revenue with compliance gaps. Join Pico and other innovators who trust Assent to automate compliance, protect revenue, and keep them ahead of evolving regulations. See how the Assent Sustainability Platform can power your program.

[Book a Demo](#)