

OtterBox saves time, protects what matters most

OtterBox is a leading manufacturer of premium protective solutions for smartphone and tablet devices based in Fort Collins, Colo. After experiencing quick growth — quadrupling staff size and growing revenue by more than 600 percent to 1 billion U.S. dollars in just 5 years — the company found itself shipping products all over the world.

With expansion into each new market came added compliance responsibilities. Compliance is a high priority for OtterBox and as part of its program, employees researched diligently and continuously to verify persons or entities named on sanctioned lists. Not engaging and shipping to parties on a restricted screening list is a critical matter for any company. OtterBox works hard each day to protect its business, but similar to most growing companies, this manual task became time-consuming and cumbersome.

A systemic and adaptable approach

In a quest for greater efficiency, OtterBox decided it needed an alternative solution to screen the parties it shipped to and reviewed several options. Not satisfied with many of the solutions available, OtterBox was introduced to Restricted Party Screening provided by FedEx Trade Networks Trade Services, Inc.

FedEx Trade Networks offers an international trade consulting component and one of its specialties is Restricted Party Screening. This solution helps exporters refrain from engaging with persons or entities named on the ever-changing international and U.S. sanctions lists, while identifying potential issues upfront. The FedEx Trade Networks Restricted Party Screening solution is backed by compliance professionals who monitor and update the software application continuously. Already acquainted with the quality of the FedEx[®] service portfolio, OtterBox selected Restricted Party Screening to supplement its compliance program and embedded the solution within its shipping system.



The Restricted Party Screening solution will be valuable as we continue to grow.

*Susan Pfuetze
Customs Compliance Manager, OtterBox*

Engineered for success

Immediately, OtterBox noticed a key benefit of FedEx Trade Networks Restricted Party Screening: reducing the amount of research and monitoring by its team. The solution saved OtterBox time, improved efficiencies systemically and freed up its logistics employees to continue innovating for a best-in-class shipping operation. Over time, OtterBox found the application to be effective and the high level of customer service to be synonymous with FedEx. Not only has OtterBox improved its compliance productivity and protected what matters most to it, OtterBox is well-poised for future expansion.

Validating results

OtterBox was one of the first companies to use the FedEx Trade Networks Restricted Party Screening solution. This solution allows businesses to benefit from:

- Increased productivity
- Reduced manual monitoring and research
- Effective and thorough party screening
- Mitigated shipment delays with potential issues identified upfront
- Improved compliance efficiency
- Exemplary customer service
- Seamless integration to manage expanding business needs



**Grow in confidence.
Enhance your compliance.**

Let us help you strengthen your compliance program and explore new markets with ease. To find out how to improve your compliance efforts with FedEx Trade Networks, call **1.800.249.2953**.

FedEx. Solutions That Matter.®