

PRACTICAL GUIDE

Accelerate Compliance Grow Your Sales with the 5-Step ACGYS Method

**A.ccelerate
C.ompliance
G.row
Y.our
S.ales**



ACGYS



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Helping Manufacturers, Importers, Retailers to protect their branding ensuring product safety and accelerate their go-to-market strategy

WHY ACGYS METHOD ?

In today's business environment, ensuring regulatory compliance while optimizing commercial performance is essential.

The ACGYS method offers a structured five-step approach to achieve this balance, ensuring your products meet standards while accelerating their time-to-market.





The Importance of compliance for sales growth

Understanding how regulatory compliance can become a lever for your company's growth.

- Why address this topic ? Compliance is not just a legal obligation but also a key differentiator in the market. A compliant company enhances its reputation, avoids penalties, and gains customer trust, which can translate into increased sales.
- Concrete example : A toy industry company saw a 20% increase in sales after obtaining a recognized compliance certification, reassuring its customers about the quality and safety of its products.
- Concrete action (15 minutes) : Identify the main regulations applicable to your sector and quickly assess your current level of compliance.

1

Initial Diagnosis : Identifying Gaps and Opportunities

Assessing your current position to effectively plan necessary improvements.

- A precise diagnosis allows you to spot existing non-compliances and areas for improvement, establishing a solid foundation for an effective strategy.
- Concrete example: A textile company reduced its time-to-market by 30% after conducting a thorough diagnosis that highlighted weaknesses in its compliance chain.
- Concrete action (15 minutes): List the regulations applicable to your products and assess your current level of compliance. Identify the main gaps to be filled.





2 Integrating Compliance from the Design Phase

Building correctly from the start to avoid future obstacles.

- Integrating regulatory requirements from the design phase minimizes costly modifications and speeds up the validation process.
- Concrete example: A toy manufacturer reduced compliance-related delays by 25% by adapting its design processes to standards from the outset.
- Concrete action (15 minutes): Examine your product development processes and identify points where regulatory requirements can be integrated. Plan necessary adjustments.

3

Process Implementation Establishing Reliable Systems

Ensuring that compliance is maintained throughout the product lifecycle.

- Why Robust processes ensure consistent compliance, reduce the risk of errors, and strengthen customer trust.
- Concrete example: An electronics distributor improved its compliance rate by 40% by standardizing internal procedures and training staff.
- Concrete action (15 minutes): Document your key compliance-related processes and identify areas needing improvement or standardization.





4

Monitoring and Improvement : Staying Proactive and Adaptable

Anticipating changes to maintain your competitiveness.

- Continuous monitoring allows for the detection of potential gaps and quick strategy adjustments, ensuring sustainable compliance.
- Concrete example: A toy company avoided several costly recalls by implementing active regulatory monitoring and quickly adapting its products to new standards.
- Concrete action (15 minutes): Establish a regular compliance review schedule and identify information sources to stay informed about relevant regulatory developments.

5

European Representation : Simplifying Access to the European Market

Facilitating expansion while adhering to local standards.

- Why address this topic? Effective representation in Europe simplifies procedures, reduces delays, and ensures harmonized compliance in the European market.
- Concrete example: An Asian manufacturer quadrupled its sales in Europe by establishing a local representation, ensuring rapid and effective compliance.
- Concrete action (15 minutes): Assess the benefits of European representation for your company and identify potential partners to facilitate market entry.



Expected Results Towards Sustainable and Compliant Growth

The tangible benefits of applying the ACGYS method.

- Total compliance: Adherence to international standards, reducing the risk of sanctions and recalls.
- Cost reduction: Fewer product recalls, better risk management, optimizing resources.
- Improved brand image: Safe, eco-friendly products that meet customer expectations, strengthening trust and loyalty.
- Accelerated growth: Faster time-to-market through optimized management, increasing market share and revenue.



Commit to Compliant and Prosperous Growth

Summarizing the importance of the ACGYS method and how to implement it in your company.

The ACGYS method combines regulatory compliance with commercial performance, offering a turnkey solution to secure your operations while boosting sales.

Next steps : Implement the concrete actions suggested in each step to gradually improve your compliance and commercial performance.

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BY FOLLOWING THIS GUIDE AND APPLYING THE ACGYS METHOD, YOU POSITION YOUR COMPANY FOR SUSTAINABLE GROWTH, ENSURING BOTH COMPLIANCE AND COMMERCIAL SUCCESS.



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Accelerate Compliance, Grow Your Sales