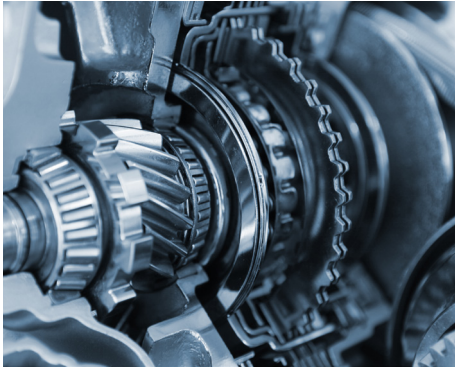


# Case Study

## Parts Manufacturer Requires a Certification Solution for Russia



A leading US auto parts manufacturer required certification to confirm that its products were compliant with Russian/EAEU local quality and safety standards. It was not allowed to market the products in Russia without such certification.

### Starting Situation

The company has been working with Russia for many years already. In the past, all distributors arranged their own certification. In order to streamline processes and meet the requirements of an important potential customer, the supplier desired to obtain the required certification themselves. They contacted various specialized agencies and all of them gave a variety of different answers regarding requirements and budget implications.



### Solution

Hellmann visited the company in their European headquarters and gave a workshop about Russian homologation requirements. All questions about certification requirements were addressed and clarified. With the right knowledge in hand, the company once again sent a tender to various certification agencies. After some final negotiations, Hellmann was chosen as their certification partner.



Since the company does not have their own entity in Russia, Hellmann was also appointed as the applicant for the certification. It took less than 6 weeks to ship samples, have them tested, obtain the testing protocols, and receive the required certifications of conformity.

### Conclusion

Hellmann has the knowledge to define what certification is required, the background to explain the requirements in a way foreign companies understand them, and the local ecosystem to perform testing and final certification preparation in a compliant and efficient way.



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