

Global RADAR for Salesforce

AI-Powered AML & Sanctions Screening. Native to Your CRM.

Reduce Risk. Accelerate Revenue. Stay Compliant—Without Leaving Salesforce.

Executive Summary

Global RADAR for Salesforce transforms compliance from a bottleneck into a competitive advantage. By embedding real-time sanctions screening, PEP (Politically Exposed Persons) monitoring, and adverse media checks directly into your Salesforce environment, your organization can screen prospects, clients, and vendors instantly without disrupting workflows or toggling between systems.

This native integration eliminates screening silos, reduces customer onboarding delays, and empowers your front-office teams to participate in compliance processes. With AI-powered accuracy that reduces false positives by up to 3x and processing speeds 1600x faster than manual methods, Global RADAR delivers the precision and efficiency modern compliance demands.

The Compliance Challenge: Why Traditional Approaches Fail

The Hidden Costs of Disconnected Compliance

Financial institutions and regulated businesses face mounting pressure from evolving sanctions regimes, increasing regulatory scrutiny, and sophisticated financial crime networks. Traditional compliance approaches create operational friction:

- **Workflow Disruption:** Compliance teams toggle between multiple platforms; CRM, screening tools, case management systems creating delays and increasing error risk
- **Alert Fatigue:** Legacy screening systems generate overwhelming false positive rates, diverting analyst attention from genuine threats
- **Onboarding Delays:** Manual screening processes slow customer acquisition, directly impacting time-to-revenue
- **Regulatory Complexity:** OFAC, EU, UK, and other global sanctions lists evolve constantly, requiring real-time data access across 10,000+ official registers

- **Siloed Information:** Critical compliance data remains isolated from sales, marketing, and relationship management teams who need visibility to make informed decisions

The 2026 Compliance Landscape

Recent regulatory developments have intensified compliance requirements. Beneficial ownership transparency mandates, sanctions evasion reporting obligations, and enhanced FINTRAC requirements demand integrated, automated solutions that can adapt to rapid regulatory change.

Organizations relying on outdated tools face escalating risks: financial penalties, reputational damage, operational inefficiencies, and audit failures.

The Global RADAR Solution: Intelligence That Integrates Seamlessly

Native Salesforce Integration—Zero Context Switching

Global RADAR installs directly into Salesforce via the AppExchange, creating a unified compliance environment within your existing CRM platform. This native integration means:

- Sales teams screen prospects during opportunity creation
- Account managers monitor existing clients for emerging risks
- Vendor management teams validate third-party relationships
- Compliance officers access complete audit trails without leaving Salesforce
- All departments share a single source of compliance truth

No more switching between platforms. No manual data transfers. No compliance bottlenecks.

AI-Powered Precision: See Real Risks, Not Noise

Global RADAR's proprietary AI engine delivers superior accuracy through advanced machine learning and natural language processing:

Capability	Performance	Business Impact
False Positive Reduction	3x improvement	Focus analyst time on genuine threats
Processing Speed	1600x faster	Screen thousands of records in seconds
Data Coverage	10,000+ registers	Comprehensive global risk visibility
Accuracy Rate	Superior precision	Confident decision-making

Table 1: Global RADAR AI Performance Metrics

This isn't just incremental improvement; it's transformational efficiency that allows compliance teams to do more with less while maintaining regulatory rigor.

Comprehensive Screening Coverage

Global RADAR for Salesforce provides end-to-end screening capabilities:

- 1. **Sanctions Screening:** Real-time checks against OFAC, EU, UK, and global sanctions lists
- 2. **PEP Monitoring:** Identify politically exposed persons across more than 50 risk categories
- 3. **Adverse Media Screening:** Customizable negative news searches with configurable exclusion terms to eliminate irrelevant matches
- 4. **Corporate Registry Searches:** Access ownership details and corporate structures for enhanced due diligence
- 5. **Entity Risk Profiling:** Screen shipping vessels, bank locations, companies, payment routing, and individuals
- 6. **Automated PDF Processing:** Extract and screen information directly from uploaded documents

All screening functions operate in real-time, whether through manual data entry, automated workflow triggers, or batch processing of existing records.

Value Proposition: Measurable Business Outcomes

1. Accelerate Revenue Recognition

Challenge: Traditional compliance delays customer onboarding by days or weeks, directly impacting revenue realization.

Solution: Real-time screening enables immediate risk assessment during the sales process. Automated alerts flag high-risk entities instantly, while low-risk prospects flow through without friction.

Outcome: Reduce onboarding time from days to minutes. Clear low-risk customers immediately while focusing enhanced due diligence resources on legitimate threats.

2. Reduce Operational Costs

Challenge: Manual screening processes consume significant analyst time. High false positive rates multiply this inefficiency.

Solution: AI-powered accuracy reduces false positives by 3x. Automated workflows eliminate manual data entry and system-switching overhead.

Outcome: Reallocate compliance resources from repetitive screening tasks to strategic risk assessment. Achieve more comprehensive coverage with existing headcount.

3. Enhance Risk Management

Challenge: Fragmented systems create compliance blind spots. Point-in-time screening misses emerging risks between review cycles.

Solution: Unified platform provides complete visibility across prospects, clients, and vendors. Configurable risk scoring enables prioritized case management.

Outcome: Catch high-risk entities before they impact your business. Maintain continuous awareness of your risk exposure across the entire relationship lifecycle.

4. Ensure Audit Readiness

Challenge: Regulators demand comprehensive documentation of screening activities and decision rationale.

Solution: Built-in audit trails automatically document every screening action, alert, review, and resolution within Salesforce's secure, SOC 2 and ISO 27001 certified environment.

Outcome: Generate audit-ready compliance reports directly from Salesforce. Demonstrate regulatory adherence with complete, tamper-proof documentation.

5. Improve Cross-Functional Collaboration

Challenge: Compliance operates in isolation from revenue-generating teams, creating organizational friction.

Solution: Shared platform enables sales, account management, vendor management, and compliance teams to access consistent risk information.

Outcome: Break down compliance silos. Enable informed decision-making at every customer touchpoint while maintaining appropriate controls.

6. Maintain Regulatory Alignment

Challenge: Sanctions lists and regulatory requirements evolve constantly across global jurisdictions.

Solution: Global RADAR's data team maintains real-time connections to over 10,000 official registers worldwide, ensuring your screening coverage reflects the latest regulatory changes.

Outcome: Stay compliant across jurisdictions without monitoring multiple data sources. Automatically adapt to new sanctions designations and regulatory requirements.

How It Works: Four Steps to Seamless Compliance

Step 1: Install from AppExchange

Download and install Global RADAR directly from the Salesforce AppExchange in minutes. The solution has passed rigorous Salesforce Security Review, ensuring adherence to enterprise-grade security standards and data protection protocols.

Step 2: Configure Your Compliance Parameters

Customize screening settings to match your organization's specific compliance policies:

- Define risk thresholds and scoring criteria
- Select relevant watchlists and data registers
- Configure workflow triggers for automated screening
- Establish escalation rules and approval workflows
- Set adverse media search parameters and exclusion terms

Global RADAR's flexible configuration adapts to your unique risk appetite and regulatory obligations.

Step 3: Screen and Monitor in Real-Time

Once configured, Global RADAR operates seamlessly within your existing Salesforce workflows:

- **Manual Screening:** Sales reps screen prospects directly from Lead or Contact records with a single click
- **Automated Triggers:** Workflow rules automatically screen new records as they enter Salesforce
- **Batch Processing:** Compliance teams can screen thousands of existing records simultaneously
- **Ongoing Monitoring:** Continuous monitoring detects when existing clients appear on updated watchlists

Automated alerts notify relevant team members immediately when high-risk matches occur, enabling rapid response.

Step 4: Generate Audit-Ready Reports

Produce comprehensive compliance documentation without leaving Salesforce:

- Screening activity logs with timestamps and user attribution
- Match resolution documentation with reviewer notes
- Risk score trends and portfolio exposure analysis
- Regulatory reporting packages
- Executive dashboards and KPI tracking

All reports draw from Salesforce's unified data model, ensuring consistency and accuracy across your compliance program.

Key Features and Benefits

Pain Point	Feature	Benefit
Are you confident your current process catches every risk?	Instantly screen prospects, clients, and vendors against local and global watchlists	Catch high-risk entities before they impact your business and reduce manual workload
Tired of toggling between tools to get the job done?	Install and configure Global RADAR directly within your Salesforce environment	No more switching between platforms; manage compliance without disrupting workflow
Frustrated by alerts that waste your team's time?	Leverage AI to achieve superior screening coverage and accuracy, minimizing false positives	Focus on real risks, not noise, and make decisions with confidence
Struggling to keep up with global regulatory changes?	Access official and updated data registers from around the world	Stay compliant across jurisdictions without juggling multiple data sources

Table 2: Global RADAR Features Mapped to Business Challenges

Why Global RADAR Stands Out: Experience-Driven Innovation

Built by Compliance Professionals, For Compliance Professionals

Global RADAR's team includes experienced compliance practitioners who have worked in financial institutions and regulated businesses. This practical experience informs every aspect of the platform's design:

- **User Experience:** Workflows designed for real-world compliance operations, not theoretical models
- **Regulatory Insight:** Deep understanding of regulatory expectations and audit requirements
- **Practical Support:** Implementation guidance that goes beyond software to address operational challenges

"Our team members have sat in your seat and are here to ensure that you get more than just software—you get experience that will help you through your regulatory challenges."

Enterprise-Grade Security and Compliance

Global RADAR maintains the highest security and compliance standards:

- SOC 2 Type II certified
- ISO 27001 certified
- GDPR compliant
- Salesforce Security Review approved

Your sensitive compliance data remains protected by multiple layers of security controls, encryption, and access management.

Continuous Innovation

Global RADAR invests heavily in AI research and development, ensuring the platform evolves with emerging financial crime typologies and regulatory requirements. Regular updates enhance accuracy, expand data coverage, and introduce new capabilities without disrupting your operations.

Integration Benefits: The Salesforce Advantage

Unified Data Environment

Salesforce integration creates a single source of truth for customer, vendor, and compliance data. Marketing, sales, operations, and compliance teams access consistent information, eliminating discrepancies that arise from fragmented systems.

Workflow Automation at Scale

Leverage Salesforce's powerful workflow engine to automate compliance processes:

- Trigger screenings automatically when opportunity stages change
- Escalate high-risk matches to compliance officers via Salesforce Chatter
- Update account risk ratings based on screening results
- Generate follow-up tasks for enhanced due diligence
- Synchronize compliance status to financial and operational systems

This automation reduces manual effort, ensures consistency, and creates comprehensive audit trails.

Scalable Architecture

Built on Salesforce's enterprise cloud platform, Global RADAR scales effortlessly with your business. Screen ten accounts or ten million; the performance remains consistent. Add users, expand to new markets, or increase screening frequency without infrastructure concerns.

Ecosystem Connectivity

Global RADAR integrates seamlessly with other Salesforce tools and AppExchange applications:

- Salesforce Financial Services Cloud for wealth management and banking workflows
- Marketing automation platforms (Pardot, Marketing Cloud) for lead qualification
- Document management systems for enhanced due diligence file storage
- Business intelligence tools (Tableau) for compliance analytics

This ecosystem approach maximizes your Salesforce investment while maintaining compliance rigor.

Use Cases: Real-World Applications

Financial Services: Accelerating Account Opening

Scenario: A regional bank receives hundreds of new account applications daily. Traditional screening creates a two-day delay between application submission and account activation.

Solution: Global RADAR screens applicants automatically when records enter Salesforce. Low-risk individuals receive immediate approval. Medium-risk cases route to compliance for enhanced review. High-risk matches trigger immediate alerts.

Result: Average onboarding time reduced from 48 hours to 2 hours for low-risk applicants. Compliance team focuses exclusively on meaningful risks, improving detection quality.

Professional Services: Third-Party Risk Management

Scenario: A global consulting firm engages thousands of vendors, subcontractors, and partners. Manual vendor screening delays contract execution and creates compliance gaps.

Solution: Procurement team screens potential vendors directly from Salesforce vendor management module. Automated rescreening alerts the team when existing vendors appear on updated watchlists.

Result: 100% vendor screening coverage achieved. Contract execution accelerated by eliminating compliance bottlenecks. Continuous monitoring detects emerging risks in real-time.

Insurance: Policy Underwriting Compliance

Scenario: An insurance carrier must screen policyholders against sanctions lists to comply with OFAC regulations and prevent financing of terrorism.

Solution: Integration with policy administration system triggers automatic screening at quote, bind, and renewal stages. Risk scores influence underwriting decisions.

Result: Regulatory compliance automated across entire book of business. Underwriters access risk information without leaving familiar workflows. Complete audit trails demonstrate regulatory adherence.

Technology Companies: Customer Due Diligence

Scenario: A SaaS company expanding internationally must comply with export control regulations and economic sanctions.

Solution: Sales team screens prospects during opportunity qualification. Contracts team verifies compliance before deal closure. Customer success monitors existing clients for sanctions designation.

Result: Export control violations prevented. Deal flow accelerated by early risk identification. Complete visibility into customer risk exposure across regions.

Implementation and Support

Rapid Deployment

Global RADAR's AppExchange listing and pre-built Salesforce components enable rapid implementation:

- Standard deployment: 1-2 weeks from purchase to production
- Minimal IT resources required
- Pre-configured templates for common use cases
- Remote implementation available

Comprehensive Training

Global RADAR provides role-based training for all user types:

- End-user training for sales and account management teams
- Compliance analyst certification programs
- Administrator configuration workshops
- Executive briefings on risk analytics and reporting

Ongoing Support

Post-implementation support ensures continued success:

- Dedicated customer success manager
- 24/7 technical support
- Regular system health checks
- Quarterly business reviews

- Access to compliance advisory services
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Pricing and Packaging

Global RADAR offers flexible pricing models designed to scale with your organization:

- Subscription-based pricing with transparent per-screening models
- Enterprise agreements for large organizations
- No hidden fees or surprise charges

Contact Global RADAR for customized pricing based on your specific requirements, screening volumes, and user count.

Getting Started

Try Global RADAR Risk-Free

Experience the power of native Salesforce compliance screening:

1. Visit the Global RADAR listing on Salesforce AppExchange
2. Install the application in your Salesforce sandbox environment
3. Configure basic screening parameters
4. Run test screenings on sample data
5. Experience the workflow integration firsthand

Schedule a Personalized Demo

See how Global RADAR addresses your specific compliance challenges:

- Live demonstration in your Salesforce environment
- Customized use case walkthroughs
- ROI analysis based on your screening volumes
- Technical architecture review
- Implementation roadmap discussion

Contact Information

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Salesforce AppExchange: Search "Global RADAR"

Conclusion: Transform Compliance from Cost Center to Competitive Advantage

The modern compliance landscape demands solutions that match the speed, sophistication, and integration of contemporary business operations. Disconnected screening tools, manual processes, and alert fatigue represent not just operational inefficiencies—they create genuine risk exposure.

Global RADAR for Salesforce eliminates these challenges by embedding AI-powered screening directly into the platform your teams use every day. The result is faster revenue recognition, reduced operational costs, superior risk management, and genuine regulatory confidence.

Stop letting compliance slow you down. Make it your competitive advantage.

Key Takeaways

- **Native Integration:** Screen prospects, clients, and vendors without leaving Salesforce
- **AI-Powered Accuracy:** 3x reduction in false positives, 1600x faster processing
- **Comprehensive Coverage:** Access 10,000+ global registers for sanctions, PEP, and adverse media screening
- **Audit-Ready Documentation:** Generate complete compliance reports directly from Salesforce
- **Enterprise Security:** SOC 2, ISO 27001, and GDPR certified
- **Rapid Deployment:** Production ready in 1-2 weeks
- **Expert Support:** Compliance professionals who understand your challenges

The question isn't whether to modernize your compliance screening; it's whether you can afford to wait while competitors gain the efficiency advantage.

Discover how Global RADAR for Salesforce can transform your compliance operations. Visit globalradar.com/service/salesforce or contact us today.