

Vendor Compliance – A Unique Solution Aims to Eliminate Risk for Businesses

Mark Jackson-Knaggs, iPro Solutions discussed his work in mitigating risk for businesses that work with vendors, helping those vendors achieve compliance.

IRVINE, CA, USA, August 20, 2015 /EINPresswire.com/ -- Mark Jackson-Knaggs, Founder and Global Managing Director of [iPro Solutions](#) sat down with [California CEO Magazine](#) to discuss his efforts to create a better software-based risk management solution for companies that work extensively with vendors, suppliers and other contractors. He explained that there are many situations where companies have reason to worry about potential litigation and major financial losses due to poor quality not completely under their control.

“One of the biggest issues that they face is that they don’t have any visibility on whether these vendors meet their particular requirements.” Jackson-Knaggs said. “And we see that the solution we provide offers that solution.”

Jackson-Knaggs first became involved with risk management solutions during his time working in the property development industry. He explained that there were many times where third party vendors would share information that was glossed over and set aside.

“There was never any ongoing monitoring of whether the vendors or suppliers were meeting our needs and whether they had adequate insurance, whether they had a license, about their OHS.” Jackson-Knaggs said.

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Jackson-Knaggs said that these inadequacies led a group of close colleagues to come together to create a software-based solution in what became the foundation for iPro Solutions.



Mark Jackson-Knaggs Founder and Global Managing Director, iPro Solutions



iPro Solutions

Unlike other companies in its niche, iPro Solutions engages in a business practice called “live monitoring.” Unlike many risk management solution companies that offer one time guidance, iPro Solutions operates with a long-time advisory mindset throughout the entire contract period.

“One of things we do is tap into government and third party databases to be able to develop these people’s licenses, insurances, accreditations and things like that,” Jackson-Knaggs said.

Jackson-Knaggs explained that once risk management guidelines are set up on a first bid that they are maintained as additional bids come into play. The software used is designed to avoid the redundancy that often occurs when handling multiple bids from outside sources. A centralized database is used to input information from third party vendors that is used to create comprehensive risk management plans that are shared with clients to facilitate agreements in a true business to business environment.

“From a vendor perspective, it represents great opportunity for them to gain new business because what they can do is make their details available to other clients they don’t work for.” Jackson-Knaggs said.

According to Jackson-Knaggs, safety at the workplace is one of the motivating factors that iPro Solutions has in mind when helping companies avoid risk when hiring third party vendors to get the job done. He cited a story where an unlicensed forklift driver crashed into a scaffold, killing three people in the process. This incident occurred at a company that lacked the same level of safety checks that iPro Solutions clients have access to.

“It’s about safety. It’s about ensuring that people go home at night so that people who are correctly licensed can do that work and have the qualifications to do that work.” Jackson-Knaggs said.

iPro Solutions was started in Australia by Jackson-Knaggs who is of Australian background but has grown into an international company. Jackson-Knaggs said that as the company became more successful that it was a positive move to relocate company headquarters to Irvine, California. There are tentative plans to open additional offices in New York City, Miami and Houston. The company is involved with the Irvine Chamber of Commerce and has started an internship program that currently has five interns working out of the corporate office.

“We seek community involvement. It’s very important and we want to give back to the community and be actively involved in helping people.” Jackson-Knaggs said.

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