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Corporate Compliance Programs and Challenges to the Private Sector: Seeking to Meet Expectations

Submitted by: BH Compliance



**Workshop for Law Enforcement Agencies on
Effectively Using Corporate Compliance Programs
to Combat Domestic and Foreign Bribery
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18-19 August 2019**



Corporate Compliance Programs and Challenges to the Private Sector: Seeking to Meet Expectations

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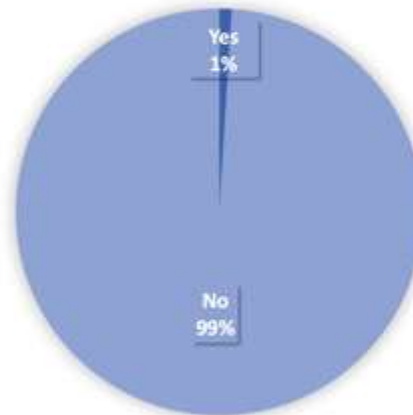


COMPANIES ARE
FILLED WITH
MANUALS, BUT... DO
THEY UNDERSTAND
THE PURPOSE?

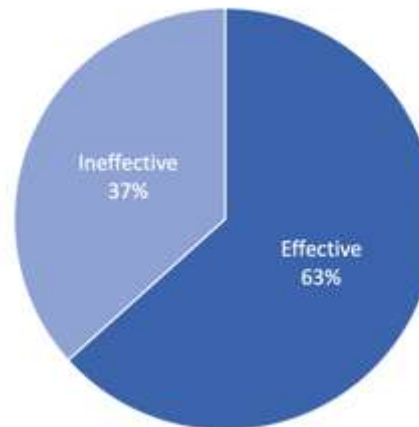
It is easy to have a
Compliance
Program, but it is
difficult to comply
with it

Information based on 131 big companies in Chile

USE OF WHISTLEBLOWER



TRAINING TEST



WHO IS THE COMPLIANCE OFFICER?



SQM: Did they have a REAL Compliance Program?

LT LATERCERA

Temas/ LEY CORTA ANTITERRORISTA CONGRESO OPERACIÓN W LIMA 2019 ARGENTINA UNIVERSIDAD DE CHILE HONG K



Patricio Contesse.
Former SQM CEO

Dentro de la compañía, ¿solo usted decidía hacer aportes a campañas políticas y a partidos políticos?

Sí.

¿Le dijo a funcionarios que esas boletas no correspondían a servicios efectivamente prestados?

Nunca le informé al directorio, ni a algún empleado, ni a ningún directivo de la empresa. No le informé a nadie. Y la razón fue porque yo sabía que este era un financiamiento fuera del Servel, por lo tanto, no tenía motivos para decirle a alguien más.

EXECUTIVE BOARD



Marketing



Development



Sales dep.



HR



Accounting



Design



Engineering



Salesme



Delivery

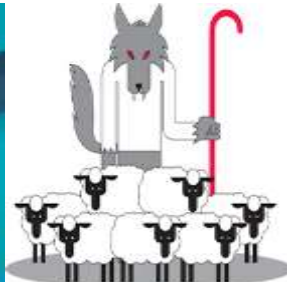
Every area is responsible!

We need to understand that,
if Compliance is part of the
business core, policies and
procedures of each area are
the base of the Compliance
Program



It must come from the High Administration... And be measurable

- Supplier / Vendor Payments
- Customers (KYC)
- Investments
- Financing
- Gift, Travel and Entertainment expenses
- Sales and Marketing Expenses
- Monetary Incentives / Remuneration Policies
- Performance Assessment
- Globalization / Internationalization
- Conflicts of Interest
- Public Official Relations



**COMPANYS ARE
WORRIED OF
BEING JUDGED BY
THE PRESS**



PROSECUTORS HAVE TO PROVIDE CERTAINTY ABOUT COMPLIANCE PROGRAMS REQUIREMENTS, BUT AVOIDING CHECK LISTS

THEREFORE IT BECOMES ESSENTIAL TO GENERATE EVIDENCE

WHAT IS NOT MEASURED... IT IS NOT MANAGED

