



services for professional procurement
be better informed,
make better decisions

“Achilles is proud to help over 750 of the world’s leading organisations to make the right procurement choices. Our clients trust us to deliver validated supplier information that gives the insight and confidence to make informed procurement decisions.”

Colin Maund,
Chairman, Achilles Group



The importance of supplier information management

Businesses need access to reliable supplier information. You need to know that the organisations you work with meet regulatory obligations and measure up in accordance with your policies and corporate standards, without exposing you to risk.

Given today’s uncertain global supply market, access to up-to-date supplier information is more important than ever. But with information scattered throughout your organisation, measuring supplier performance isn’t easy.

The management of supplier information isn’t often considered a core activity, it’s labour intensive, repetitive and many businesses don’t have the resources to devote to the task, leaving them exposed to supplier non-compliance or unexpected failure.

A supplier information management solution can provide your business with one source of accurate, up-to-date and validated supplier information.

Being better informed about your suppliers enables better decision making which in turn reduces risk, saves money and frees up time to focus on higher, value-added procurement tasks.

- **Accurate and reliable data** for your entire supply base
- **Make better use of time** and focus on higher value added tasks instead of requesting information
- **Cost savings** through a streamlined procurement process
- **Risk reduction** through access to the best available information about suppliers’ standards and compliance
- **Quickly shortlist the right suppliers** who can demonstrate their compliance and good track record
- **A single focus point** for the collection and sharing of supplier pre-qualification information
- **Enable more accurate spend visibility**

“The work done by Achilles not only enabled us to increase the quality of our supplier information, but also helped us to reduce costs, risk and improve effectiveness.”

Hector Tajahuerce,
Enagas Purchasing Director



Supplier information to support and streamline your procurement process

Throughout the procurement cycle, supplier information has an important role to play, at supplier sourcing and at every interval along the way.

A ready source of accurate, up-to-date and validated supplier information can support the whole procurement process – not just when finding and pre-qualifying suppliers at the point of acquisition – but throughout the life of a business relationship and throughout the entire organisation.

Collecting supplier information in a consistent form via a single platform is a common issue. The requirements of a buyer vary considerably from that of a finance manager, health and safety or CSR professional. Problems are amplified with global businesses and those with extended supply chains.

From sourcing and tender management, through to selection, spend management and continuous review, your supplier information needs to feed all the stages of the procurement process and satisfy the diverse supplier information requirements of your business.

Having a consistent process in place for supplier information management will enable you to:

- **Identify and qualify suppliers**
search and select suppliers that match your business goals.
- **Evaluate suppliers**
compare and benchmark suppliers according to the required standards.
- **Monitor suppliers**
measure performance through wide-ranging compliance information.

Accurate supplier information adds value at every stage of the procurement process...

The start of the process

Supplier sourcing:
access, search and view
all supplier information

Supporting the entire procurement process

Tender
management

Selection
management

Contract spend
management

Performance
feedback

...and is available to all stakeholders

Procurement

Access, search and view all supplier information

Designers and specifiers

Timely, accurate data and comprehensive product coding

Supply chain

Avoid disruptions due to supply chain failure

Finance

Reduced administration and resourcing costs

CSR/Carbon

Comprehensive CSR questioning and addressing carbon reduction, corporate responsibility and sustainability issues in the supply chain

Health and safety

Identification of standards and supplier compliance

A straightforward, 3-stage process to manage your supplier information

Achilles delivers a complete supplier information management solution to meet the needs of your business, across functions, geographies and according to your attitude to risk.

You need to know about all your suppliers, but not necessarily to the same extent for each one. The information we collect and validate is tiered according to the risk your suppliers present – as determined by the criteria that matter to you and the critical nature of the products and services being supplied.

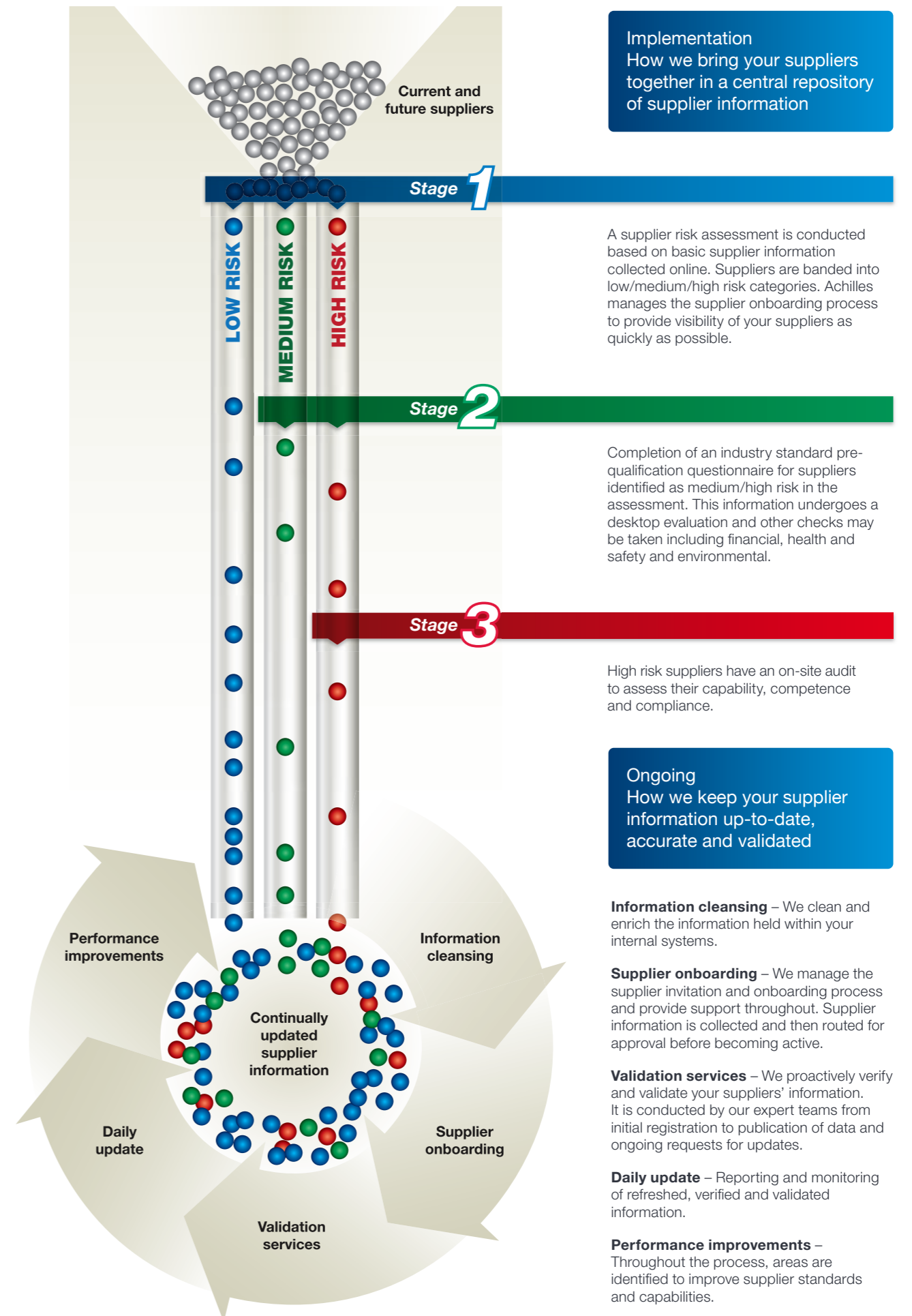
We provide you and your suppliers with a clear and consistent process for supplier registration, pre-qualification and audit, enabling a comprehensive reduction of supplier risk across the entire supply base.

We will work with you to create a risk model that defines your organisation's policies for the products and services you buy with low, medium and high risk banding.

Your risk model is used to assess risk across your entire supply chain and determine the next steps required to manage the risks identified.

Information gathered can include:

- Supplier contact details
- Product/service classification
- Financial
- Legal
- Environmental
- CSR
- Carbon footprinting
- Health and safety
- Quality
- Insurance information
- Organisation structure
- Factories



Collaboration is the most efficient way to manage your supplier information

Achilles was established in 1990 and has evolved into a leading supplier information management provider to some of the best known companies in the world.

We work with over 750 buying organisations in 23 countries around the world. We capture and validate supplier information for over 77,000 suppliers and by making this widely available, procurement professionals can make better, more informed procurement decisions.

Our business is based on collaboration; starting between your buyers and suppliers, with further collaboration between other buyers in the industry in which you operate.

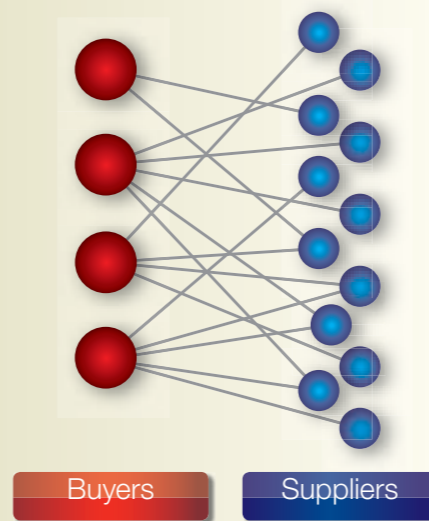
The majority of Achilles' communities are developed with steering groups comprising cross-industry representation, and each group continues to contribute to the development of the service throughout its lifetime.

We build and support communities in many industry sectors around the world, creating unique and powerful global networks. We have 32 of these buyer/supplier communities already established and others in development.

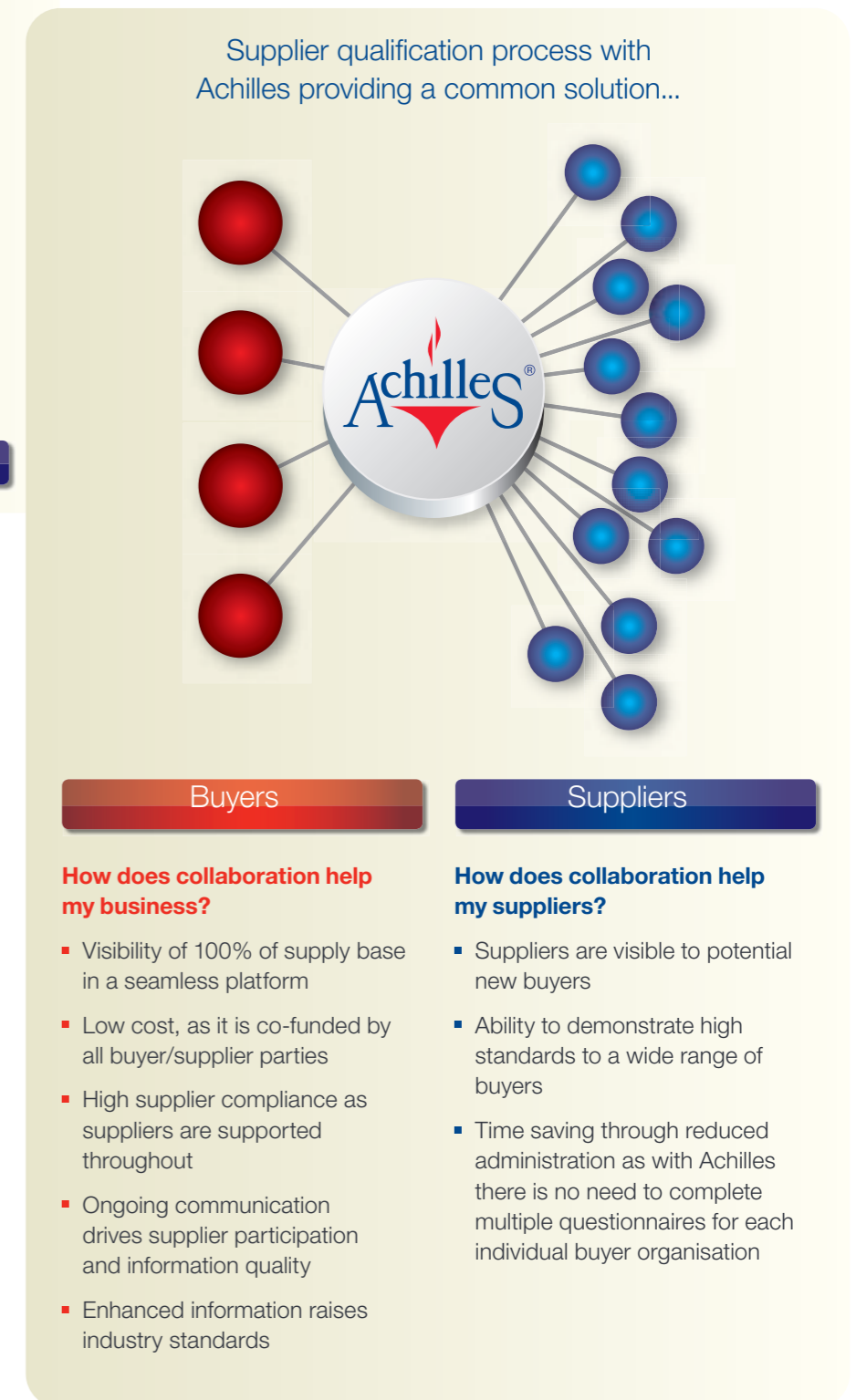
Sharing the cost between buyers and suppliers means we can offer cost effective, validated information for your entire supply base:

- Suppliers register once and then their information is visible to all the buyers in the community; buyers have access to all suppliers registered within that community
- For low risk suppliers and those non-critical to your business, registration is free
- Medium and high risk suppliers pay to be part of the community in return for pre-qualified introductions to a network of potential clients
- High risk suppliers are audited by Achilles' professional industry-specialist auditors

Supplier qualification process without a common solution...



Supplier qualification process with Achilles providing a common solution...





Why do over 750 of the world's largest businesses use Achilles?

Thousands of buyers use Achilles every day to gain visibility of their suppliers, save time, money and effort.

Organisations typically come to Achilles to help them manage their supplier risk but what they get from our solution is often more than they imagined.

Risk mitigation

Our services help companies proactively manage and monitor suppliers across the supply base. We ensure compliance to legislative and corporate standards and assess suppliers' capabilities including the financial, legal, health and safety, environmental and quality risks of buying products and services from the supplier.

High quality of information

We provide organisations with the assurance of high quality supplier information. Supplier information is validated and maintained annually and linked to your existing supplier networks to provide a complete view of supply chain risk.

Cost reduction through improved efficiencies

Access to high quality information about suppliers simplifies the decision making process, enabling procurement professionals to maintain their supplier information cost effectively, and leverage spend opportunities across categories. Achilles' business model saves our clients time and money on sourcing and developing relationships with new suppliers – giving you access to the best choice of suppliers in the market.

Improved supplier performance

Organisations using Achilles have elevated the level of supplier performance based on areas of improvement highlighted by our solution, this ultimately raises standards across the industry.

The key benefits of the Achilles solution:

✓ One route to engage suppliers

✓ One process to maintain vendor master data in back office ERP systems

✓ One consistent process to identify, evaluate and monitor suppliers

✓ One subscription allowing unlimited users

✓ One source of pre-qualified, accurate, up-to-date supplier information to shortlist suppliers

✓ One secure solution with a low IT impact, straightforward implementation and unlimited scalability

✓ One global view of risk across the supply base for all stakeholders

✓ One localised service to meet cultural needs and regional industry standards

"I knew there would be a cost benefit to the industry in providing this service. We alone saved a massive £500,000 within the first year of joining the scheme – excellent is the only word for it."

Nigel McKay

Head of Procurement and Supply Chain, Lend Lease



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