



Identify
Qualify
Evaluate
Monitor
Your Suppliers



Supply-Line Supplier Management at Your Fingertips

The Cost Effective Online Solution for Buyers



Achilles works to identify, qualify, evaluate and monitor suppliers on behalf of organisations worldwide. We build and support buyer-supplier communities in many industry sectors, creating unique and powerful global networks with a local focus. Our services for sustainable procurement help create opportunities for business and reduce risk in the supply chain.

About us

Achilles Procurement Services has been operating in the public, utility and private sectors in Ireland since its foundation in 1997. Our primary focus is the provision of world-class procurement support services.

Our MISSION

Achilles aims to support and enhance the professionalism of the procurement and supply chain management functions. Our objective is to deliver pragmatic solutions to assist all our valued current and prospective clients to achieve their strategic procurement goals.

Challenges facing buyers

Today's procurement and supply chain management professionals are faced with a range of complex challenges relating to:

- Risk Management
- Value for Money
- Legislation
- Corporate Social Responsibility
- Supplier Access
- Globalisation
- Corporate Governance
- Shortages in Supply

Achilles can assist the buying organisations with all of these challenges. We have extensive and proven experience in managing online procurement services for both buyers and suppliers, including supplier management systems, risk-assessment tools, second stage qualification tools, health and safety assessment certifications, notice creation tools and EC legislation libraries.

Supplier Management

Achilles' Supplier Management Services provide buyers with the opportunity to balance the supplier management equation by:

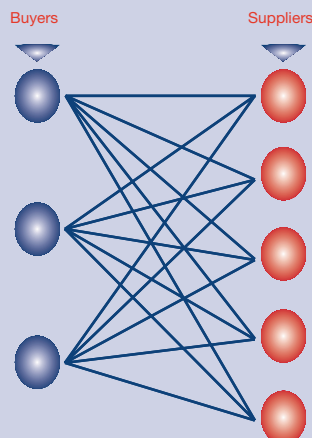
- Reducing supply chain risk
- Lowering the cost of managing suppliers
- Providing access to tools to enable more effective decisions in procurement
- Reducing supplier numbers in a fair and equitable manner
- Reducing the administrative cost burden on suppliers accessing contracts

This is achieved by our supplier management service "Supply-Line".

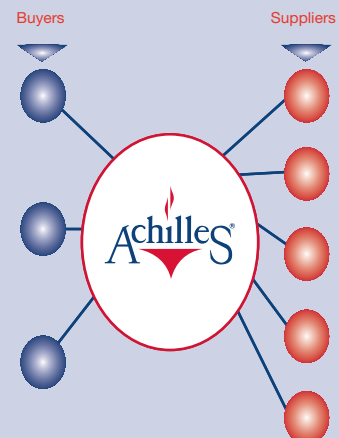
The Achilles approach

To remove duplication, offer complete, validated and up-to-date supplier information and documentation, speeding up procurement cycles. A tried, tested & trusted business model.

Communication lines WITHOUT a common solution



...WITH a common solution



What is Supply-Line?

Supply-Line is a strategic tool for use by buyers responsible for sourcing regular contracts and/or managing large volumes of suppliers whether in the public, utility or private sector. Supply-Line is an online supplier management service that has the ability to qualify suppliers and arrive at appropriate tender lists in a time efficient and cost effective manner.

It caters for all procurements irrespective of value. It is a valuable business tool, which allows buyers to have access to a broader market with the support of a real-time management tool, while enabling suppliers to target multiple buyers/contract opportunities.

Supply-Line is a user friendly search engine available across the organisation with no IT integration required. It is available to subscribers online, 24-hours a day. It saves buyers time, money and effort, and allows them to choose suppliers best suited to their business needs, in a fair and transparent way.

With thousands of supplier records across supplies, services and works, Supply-Line provides a single source for the collection and sharing of supplier qualification information. The supplier is required to input and update their data at least once a year.

When a buyer has a requirement, they search for suitable companies by the relevant code. There are over 1,000 standard codes and 3,500 standard keywords available. Additional criteria may be applied to further refine the tender list and/or e-Qual may be used to ask contract specific questions from suppliers.

Supplier data covers a range of questions under financial and economic capacity through to technical, resources and previous experience. In regard to compliance with the legislation for public sector or utility organisations the Supply-Line team issues an annual notice in the Official Journal of the European Union on behalf of the purchasing organisations. In addition, the Supply-Line team publishes individual notices for above threshold contracts on behalf of public sector subscribers.

Supply-Line the Cost Effective Solution for Buyers

Benefits

Replaces manual expression of interest process saving time, duplication and effort

Proven to reduce time and costs in the region of 60%

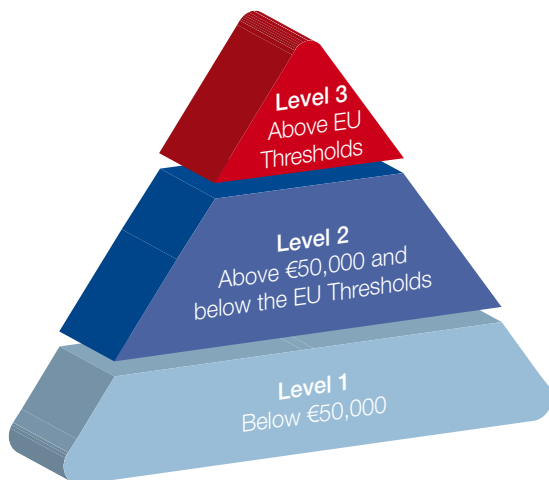
Single source of clean accurate supplier data

Consistent approach to qualification across the company with a clear audit trail of the selection process, thus reducing risk

Additional external resource to support procurement process releasing internal resources for more strategic activities

Collaboration with other procurement professionals via Steering Group membership

Levels of Service



The **Supply-Line** system operates on three levels, to reflect the complexities of different procurement thresholds and the needs of SME's and larger supplier members.

Supply-Line Tools and Additional Options

Tender Alert Tool

Tender Alert is an internal notification system available to suppliers registered on Supply-Line. It gives details on specific upcoming opportunities, with information on specific requirements, e.g. level of registration, codes and descriptions, closing dates for questionnaire submission, etc. ...

e-Qual Tool

This is a second stage qualification service. Following an initial search on Supply-Line, e-Qual allows buyers to ask selected suppliers, additional contract-specific questions. When the buyer uses e-Qual, the supplier will be notified via email to log on to www.achilles.ie and complete the questions. A refined tender list can be achieved in a very short timeframe.

Verify - Audit Option

Supply-Line Verify is an independent audit service providing buyers with access to:

- Suppliers that have demonstrable Safety, Health, Environment & Quality (SHEQ) capabilities
- Independent assessment and benchmarking
- Credible suppliers in the market place

Where supplier verification and assessment is applicable for contracts of high operational risk, the Supply-Line second stage qualification scheme Verify can be applied. Verify allows buying organisations to request suppliers to demonstrate compliance with health, safety, environmental and quality requirements.

Organisations use the Verify system to qualify their supply chain, through a standard

assessment of their management systems and site performance. This leads to a significant reduction in the time and effort required to pre-qualify for contracts.

The assessments of SHEQ generate detailed reports of the company's capabilities that may be used both as an aid to sourcing for buyers but also as valuable guidance on improvements for the company being assessed.

Implementing Supply-Line

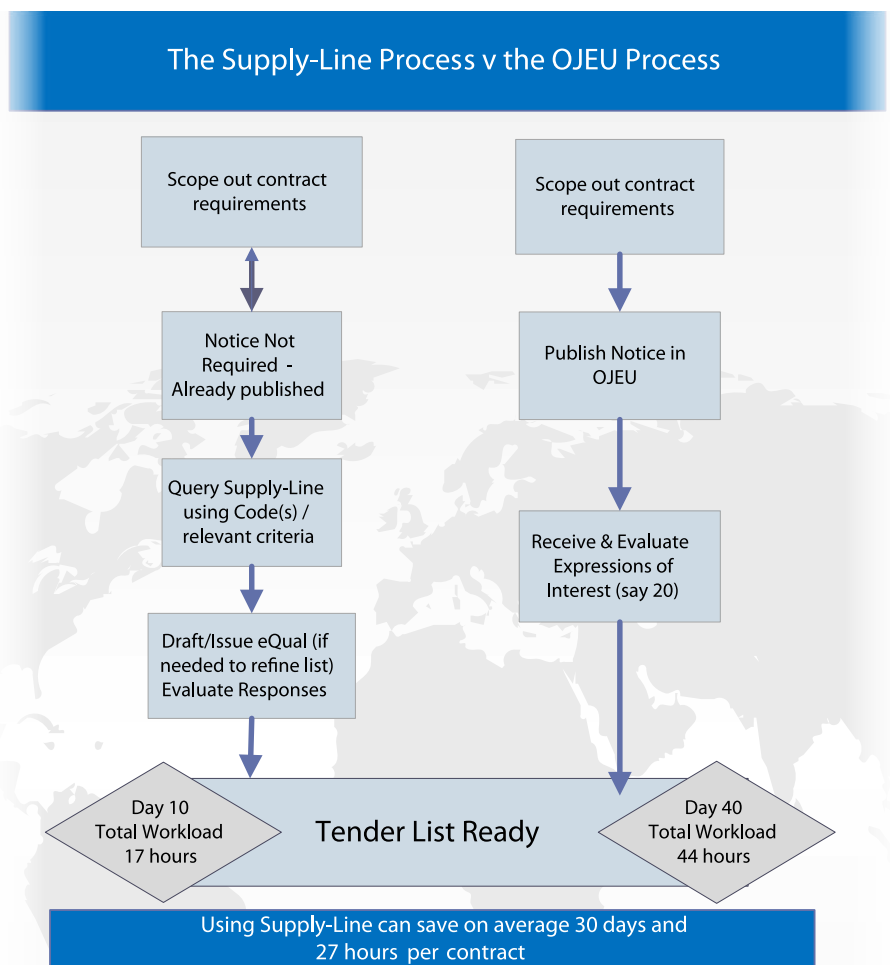
Deciding to implement Supply-Line as the supplier management system is easy. Achilles will issue a company-wide license and arrange access to the system to all the relevant people within the organisation. Achilles provides training and support on the Supply-Line Service and operation and compliance with EU and National procurement best practice. Achilles will also target existing supplier lists and work to get them registered on the system.

A critical success factor is the development of a partnership approach, access to procurement plans and alignment of key suppliers with Supply-Line.

Costing Model:

An annual subscription fee applies to both buyers and suppliers. The annual fee is a fraction of the administration cost typically associated with drafting OJEU notices, qualification questionnaires and assessing applications. The chart below demonstrates the efficiency of Supply-Line. For detailed pricing information and a demonstration please contact us at supply-line@achilles.com

The Supply-Line Process v the OJEU Process



“Supply-Line provides GMIT with high quality supplier information, access to new and more competitive suppliers, an audit trail of decisions; while at the same time reducing admin costs and providing greatly improved value for money”

Corinna Gavin,
Building & Estates,
Galway-Mayo Institute of Technology

“We have been using Supply-Line since 2002 and it is an essential part of our procurement process. The Supply-Line system allows us to create our tender lists in a speedy and efficient manner, while ensuring compliance and transparency.”

Conal O’Flanagan,
Procurement Manager,
Dublin Port Company