



services for professional procurement
be better informed, make better decisions

**Make your company visible & qualified
to buyers in the oil and gas industry**

Achilles JQS (Joint Qualification System) is a qualification system for those who want to supply to the oil and gas industry operating in the Norwegian and Danish Continental Shelves. Achilles JQS is administered by Achilles, one of the world's leading managers of supplier information. Achilles stores each supplier's information in searchable, easily used systems, which create unique networks between suppliers and buyers. This offers new business opportunities to both buyers and suppliers.

About Achilles JQS

Joining Achilles JQS makes you visible, qualified and searchable by buyers in the entire Norwegian and Danish continental shelves.

Achilles JQS

- is a unique, detailed database of suppliers to the oil and gas industry.
- is used by buyers to find potential suppliers for specific tenders.
- functions as a procurement qualification system which means that purchasers can request tenders solely from suppliers in Achilles JQS while complying with EU utility procurement directives.

Achilles JQS is operated as a collaborative venture between buyers in the oil and gas industry in Norway and Denmark.

“In Statoil we use Achilles JQS to identify strategic suppliers, and we want our suppliers to remain qualified through yearly renewal and update of information.”

Ragnhild Sorlie
Statoil ASA

Benefits

As a supplier, Achilles JQS offers you several benefits:

- Visibility and prequalification for your relevant customer group in the industry.
- Your information handled in an objective, neutral manner.
- You can check that your information is up-to-date. Information should be updated once a year, but you have the freedom to update it more frequently.
- You avoid having to repeatedly provide information about yourself. Buyers can view your details through Achilles JQS at any stage of a tender process.
- Once you are registered in Achilles JQS you receive a qualification certificate which you have the right to use as a marketing tool.

About Achilles

Achilles is one of the world's leading managers of supplier information. Our range of web-based services: identify, qualify, evaluate and monitor suppliers on behalf of 750 buyers' organizations worldwide.

Achilles builds unique communities spanning a wide range of industry sectors, so that organisations can manage their supply chains effectively, and improve data quality and consistency.

In the Nordic countries Achilles operates sector specific communities and supplier registers within the sectors utilities, transport, construction and oil & gas.

How does Achilles JQS work?

Achilles JQS works roughly like a supplier database, but differs from other databases in many ways.

All suppliers qualified in Achilles JQS provide the same information to the system by completing a questionnaire containing mainly multiple-choice questions. The questions are chosen by buyers in the industry. This makes it easier for you to register information and the same time, makes it easier for buyers to get a clear overview of the market.

Achilles JQS is administered by a neutral third party, Achilles, who ensures that the database is operated in accordance with the buyers' requests.

The information held in Achilles JQS is also sufficient to commence the tender process: buyers can restrict their selection to Achilles JQS, which thereby functions as a qualification system. This means that you, as a supplier, are offered unique opportunities to participate in tenders which are not advertised outside Achilles JQS.

This makes Achilles JQS an effective sales channel. New buyers can easily find you in the database, and you can quickly and easily provide offers and tenders.

How can I apply to qualify my business in Achilles JQS?

It is easy. You decide the number of product and service codes, order through the Achilles website and pay the annual fee based on the number of codes you wish to register. You will then be given login information for Achilles' questionnaire, where you register all the information needed for you to be qualified. The information is checked by Achilles before it is made available to buyers.

For your company to be qualified in Achilles JQS, it must:

- Sell the goods and services covered by Achilles JQS under its own name
- Pay taxes and social security contributions on time
- Not be involved in any debt reorganisation
- Have filed annual reports and accounts with the relevant authorities
- Have an implemented and documented quality system based on an international standard (a third-party certification is not required)
- Be registered with the local companies' registration office
- Pay the annual administration fee from NOK 5,800 (excluding VAT). Achilles reserve the right to change prices.

Complete rules for qualification are available at www.achilles.com/jqs/requirements.

About qualification systems

Procurement in the oil and gas industry in Norway and Denmark is controlled by the EU utilities procurement directive. The directive requires buyers to publish a notice of their tenders, so that any interested supplier can apply for qualification. However, buyers can ask their suppliers to be qualified in advance via qualification systems. Suppliers register the information that buyers normally request in procurement, which means that buyers can invite suppliers directly from the system to each tender without publishing a separate tender notice. Achilles JQS is such a qualification system.

All qualification systems have to be advertised. Achilles JQS is advertised annually in TED – Tenders Electronic Daily.

Read more and order at www.achilles.com/jqs

Customers in Achilles JQS



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