



Utilities
National Grid
UVDB
Verify



The direct route to business with

National Grid and the Utilities Sector

UVDB and Verify Supplier Qualification Services





services for sustainable procurement
global resource. **local** skills.

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

UVDB Supplier Qualification Service

The direct route to business in the Utilities Sector

The supplier management services that Achilles provides are used by companies throughout the industry, including the power generation, transmission and distribution, nuclear, water, telecom and gas industries. Initially developed to deal with sourcing and qualifying suppliers, today's services are increasingly addressing issues, not only of health and safety, but also of corporate social responsibility.

The supplier management services, allied with Achilles' neutral stance, make the company a trusted partner for more than 500 of the world's largest companies, and for more than 30,000 suppliers registered around the globe.

Achilles' business model is based upon creating communities of organisations with a common supply chain. The concept is then to standardise the process of supplier sourcing by implementing a common industry approach. Each community is governed by a Steering Group comprising of representatives from all purchasing organisations.

Achilles is a member of the Utilities Steering Group and operates the services on its behalf. As a neutral third party provider, Achilles represents the whole industry, facilitating the interaction between buyers and suppliers. This approach has proved to be highly successful, with Achilles supporting over 16 utility communities around the globe.

Our UK Utilities Services

Joining an Achilles supplier management service enables suppliers to increase business opportunities across a whole industry sector through connecting to a network of potential buyers. With just one pre-qualification questionnaire to be completed, once this data has been validated, a supplier's details can be viewed by every single buyer registered in that particular regional industry sector as well as becoming part of the Global User Business Directory.

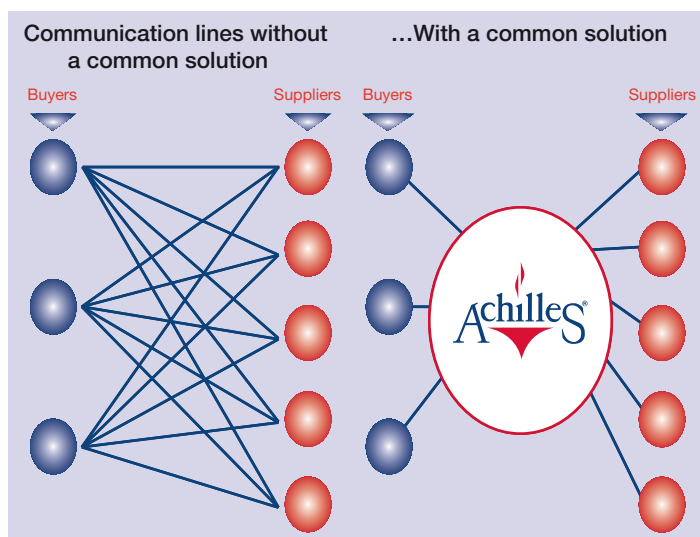
At the same time, registered suppliers have the opportunity to discover more about industry standards and quality requirements, improve their existing service levels and understand what is required to beat the competition.

Achilles offers the UK Utilities Sector two key services – the **Utilities Vendor Database (UVDB)** and **Verify**. Established in 1996, UVDB is now recognised as the standard for supplier pre-qualification within the Utilities Sector. Therefore this registration and pre-qualification system is used by all major UK Utilities to source suppliers and contractors.

Launched in 2001, Verify is an extension to UVDB and is used to further qualify suppliers through an assessment of their Safety, Health, Environment and Quality (SHEQ) capabilities.

Overall, UVDB and Verify are used by over 80 organisations including Utilities, principal contractors and other purchasing entities. As a result billions of pounds worth of contracts are placed.

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.



“The UVDB provides a standardised, single, accurate data source, and a consistent approach to supplier qualification, and therefore removes unnecessary duplication for both suppliers and National Grid”.

Andy Smith

**Procurement Manager,
National Grid**

National Grid Supplier Qualification and Evaluation Process

Safety, Reliability, Responsibility and Efficiency are more important than ever to National Grid.

It is National Grid’s policy to procure goods and services competitively, economically, ethically and efficiently in accordance with all applicable legislative requirements. In particular, sourcing activities comply with the requirements of the Utilities Contracts Regulations.

National Grid utilises the Achilles Utilities Vendor Database (UVDB) of suppliers when compiling lists of potential vendors for its goods and services requirements. **For the majority of our purchases, it is a condition of supplying to National Grid that vendors are registered on UVDB.**

For certain high risk categories, vendors are further required to submit to the **Achilles UVDB Verify process**, whereby a thorough assessment of **Health and Safety, Quality and Environmental** capabilities is undertaken and an evaluation rating produced.

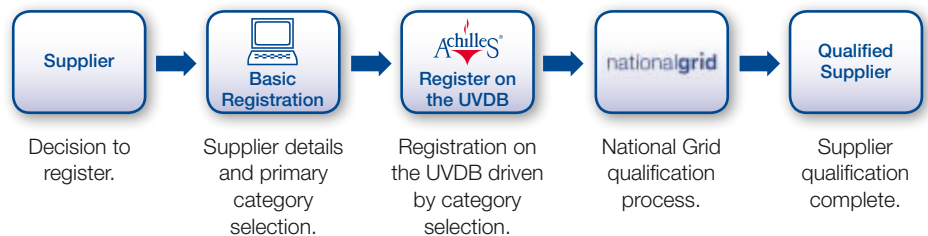
In addition for categories with a high risk in terms of human rights or climate change, vendors will be required to complete a National Grid questionnaire which may subsequently be followed up by a site audit.

The UVDB/Verify system is a key part of our risk management strategy, ensuring that all suppliers demonstrate the expected capabilities.

Achilles UVDB and Verify provides access to the UK Utility industry.

The UVDB and Verify services are not only used by National Grid, but also by over 80 utility organisations within the utility community, including the utilities themselves, principal contractors and other purchasing entities. Billions of pounds worth of contracts are sourced and awarded to over 5,500 registered suppliers and contractors annually.

National Grid Supplier Qualification.



Sustainable Procurement Risk Assessment.

National Grid have developed a Sustainable Procurement Risk Model to determine the risk level associated with products and services. The risk model provides the basis for Achilles to determine which UVDB pre-qualification questionnaire (and Verify assessment) each supplier must complete.

How to register?

In order to register your details for consideration by National Grid, please visit the National Grid web-site at www.nationalgrid.com/uksuppliers

Registration on the Achilles scheme involves a subscription fee. Once registered, your company will be visible to the entire UK utility industry.



UVDB - Utilities Pre-Qualification Service

Service Feature					
A service which is a single focal point for the collection and sharing of supplier information	Industry standard questionnaire and coding structure	A convenient 'on-line' secure environment for registering and updating of company information	Standard process of supplier qualification through a common industry approach - high quality supplier records	Dedicated customer support throughout the UVDB pre-qualification process	Certificate of Registration
↓ ↓ ↓ ↓ ↓ ↓					
Benefit					
A primary route to new and continued business. A simple and highly effective channel for accessing contract opportunities within the industry	Save time and the effort associated with the completion of repetitive pre-qualification	Assured working environment where your company's current capabilities will be visible to potential customers	Provides a fair, transparent and open tender list selection process	Help and advice to maximise your subscription	Recognition of successful pre-qualification

Achilles UVDB and UVDB Verify provide access to the UK Utility industry. These services are used by all the major UK Utility organisations. Suppliers may be sourced through the UVDB on-line system for any type of purchase ranging from one-off purchases to contract and framework agreements, from simple goods and engineered products through to support services and major civil works, from purchases of several thousand to many millions of pounds in value. Billions of pounds worth of contracts are sourced and awarded to several thousand registered suppliers and contractors annually.

The UVDB system ensures utilities comply with EU Procurement Legislation by providing a fair, open and transparent means of selecting suppliers for potential tender opportunities. The utilities announce their intentions to source through the UVDB in the Official Journal of the European Union (OJEU) on a regular basis.

Through the completion of the single on-line UVDB questionnaire, suppliers can pre-qualify for work with the utility buying community.

The UVDB service – three options available:

1. UVDBstandard - Pre-qualify for contracts

- Pre-qualify your business to major UK utility organisations that have billions of pounds worth of spend
- Provide your detailed information once and then just maintain it
- Save time and effort associated with the completion of repetitive pre-qualification documents.

The Utility Buying Community use the UVDB system to source suppliers and then do not need to issue as many of their own questionnaires. There are over 2500 individuals who regularly use the UVDB to create both long and short lists of suppliers and contractors.

Annual subscription fee is £510 plus VAT.

2. UVDBshowcase - Be seen

Do you need to increase market exposure through an industry dedicated web-directory?

UVDBshowcase allows you access to UVDBstandard, and in addition showcase your latest products and services in an area dedicated to the Utilities Sector. Promote your company through:

- Marketing information - give further details of your company's capabilities outside the confines of the UVDB questionnaire
- Add logos and photos
- Customer testimonials and quotes.

Differentiate your business from your competitors by using your own words and images. Support your UVDB registration through a personalised profile of your company.

As partnering and framework agreements become more important, showcase can aid tenderer selection by enabling potential customers to quickly gain an understanding of your business culture.

Annual subscription fee is £665 plus VAT.

3. UVDBnotice - Find opportunities

Do you need to be informed of relevant contract opportunities in the UK and Europe?

Expand your business opportunities through having access to contract opportunities from throughout Europe via email. Add NOTICE to your registration.

UVDBnotice service will:

- Email notifications of contract notices that are published in the Official Journal which are relevant to your business. The information can be received by up to ten people
- Give you access to a search facility and a database of thousands of contract opportunities, as published on the Official Journal of the European Union (OJEU)
- Automatically filter potential contracts based upon your company's capabilities
- Identify relevant contract opportunities from across Europe
- Market intelligence on contracts relevant to your business that have been awarded in the past, and to which companies they were awarded.

There are thousands of opportunities published every year and UVDBnotice enables you to target the ones appropriate to your company by specifying commodity codes (CPV codes), keywords and countries of interest. UVDBnotice includes access to UVDBstandard and UVDBshowcase.

Annual subscription fee is £845 plus VAT.

Note: For certain product/service categories, National Grid will only require registration on the UVDB Small Supplier scheme (£90 plus VAT). This will be determined on completion of the registration form on www.nationalgrid.com/uk/suppliers.

Have you been asked to demonstrate your company's Health, Safety, Environment and Quality capabilities?

Achilles UVDB Verify service provides organisations with:

- **Demonstrable Safety, Health, Environment & Quality (SHEQ) capabilities**
- **Practical advice and feedback**
- **Independent assessment and benchmarking**
- **Credibility in the market place**
- **Increased business opportunities.**

Where supplier verification and assessment is applicable for contracts of high operational risk, the Utility second stage pre-qualification scheme UVDB Verify applies. UVDB Verify allows your company to demonstrate compliance to health, safety, environment and quality requirements.

Over 30 utilities and more than 35 of their contracting partners use the 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.

UVDB Verify is focused on Safety, Health, the Environment and Quality (SHEQ) and by registering, suppliers and contractors will gain a clear understanding of the industry's requirements. The assessments generate detailed reports of the company's capabilities that may be used both as an aid to sourcing for the utilities but also as valuable guidance on improvements for the company being assessed.

How to register?

In order to register your details for consideration by National Grid, please visit the National Grid website at www.nationalgrid.com/uk/suppliers

Registration on the Achilles scheme involves a subscription fee. Once registered, your company will be visible to the entire UK utility industry.

There are four main categories of Verify registration tailored to the requirements of different types of organisations.

Are you a contractor on operational sites owned by the Utilities?

Do you employ more than 20 staff or sub-contractors?

Verify Category B2

- A Verify assessor will visit the contractor's offices, to evaluate the company's management system. The evaluation will then be followed by a site assessment, normally on the second day
- An assessor will visit an operating site annually and assess the company's management systems every two years
- Each company is scored against set criteria and benchmarked against the industry average.

In addition to the above, the Verify Category B2 Fast-Track Option* includes:

- Completion of the full Verify process in the minimum time
- The assessor will undertake a management systems evaluation of the company at the office followed by the on-site assessment within five days of the initial office visit. Achilles aim to complete the entire verification process within ten working days from the initial office visit.

NOTE: The Fast-Track option is often used to meet tight deadlines during tender processes.

*Subject to availability; terms and conditions apply.

Are you a contractor on operational sites owned by the Utilities?

Do you employ less than 20 staff or sub-contractors?

Verify Category B1

- Assessment structure similar to Category B2, with a management system evaluation and site assessment
- Assessments tailored to focus on the processes and procedures that apply to companies with less than 20 employees
- An assessment every two years that is just as rigorous as Category B2 and the reports are directly comparable.

Are you a contractor or supplier on non-operational sites or working from your own premises?

Verify Category A

- This is a paper-based assessment of a company's SHEQ management systems
- Organisations complete a short questionnaire focusing on areas that are appropriate to their type of organisation
- The assessment applies to companies who supply products, goods or very low-risk services
- Organisations in this category should not be undertaking significant service or maintenance type of work, as this requires a Category B1 or B2 assessment.

Do you act as a major contractor employing subcontractors for key projects?

Verify Patron Membership

- This enables major contractors to assess their own supply chain in the same way as the Utility subscribers
- Registration includes Verify Category B2 assessment and is open to any company wishing to work with the Utilities
- Ability to access all supplier reports held within the Verify system
- Patron members will have the opportunity to influence the development of the system, as part of the User Group, together with the Utility subscribers.

FREE UVDB Verify and Supplier Awareness Seminars

Available to all suppliers and contractors, these regular seminars provide opportunities for:

1. Advice on the UVDB and Verify processes and how to make the most of registration.
2. Guidance on how the UVDB and Verify are used by Utility purchasers.
3. Updates on the latest developments to all Achilles' services.
4. The opportunity to review your record with Achilles one-to-one.



services for sustainable procurement
global resource. **local** skills.

A selection of current customers



For a complete list, please log onto www.achilles.com



Achilles Information Limited

30 Park Gate Milton Park Abingdon Oxon OX14 4SH UK
 T: +44 (0)1235 820813 F: +44 (0)1235 821093 E: enquiries@achilles.com
www.achilles.com



FS 56567

