



## Achilles Total Supplier Management Solution (TSMS)

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



welcome to Achilles  
[www.achilles.com](http://www.achilles.com)

# Achilles Total Supplier Management Solution (TSMS)



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.

## Managing Supply Chain Risks

The world of supplier management is becoming ever more complex. Increasing globalisation, legislation, health, safety and environment targets, corporate social responsibility and scarcity of supply are just some of the major challenges facing procurement professionals.

TSMS (Total Supplier Management Solution) offers a way of helping you manage all these, and other, supply chain related risks.

TSMS provides you with a global view of your supply chain risk and maintains the quality of supplier information across your entire supplier network and back-office systems.

“TSMS provides a standardised, single, accurate data source, and a consistent approach to supplier qualification.”

**Andy Smith,**  
Procurement Manager,  
National Grid

## Key Risk Management Issues



**TSMS already supplies significant cost benefits to a variety of companies**



# Built on Achilles' existing Supplier Management 'know how'

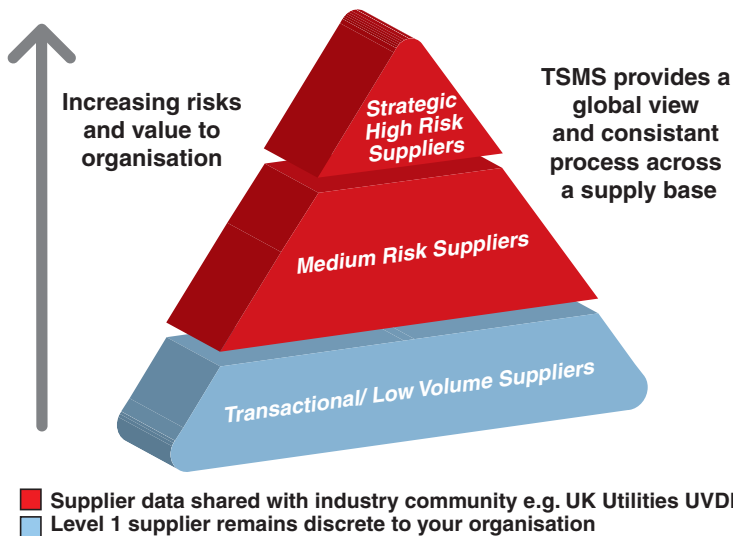


services for sustainable procurement  
**global** resource. **local** skills.

Achilles' services are used by buying organizations to manage supplier risk typically with their larger more strategic suppliers. TSMS provides organisations with a solution to manage the risk of dealing with both the large and small to medium suppliers. Relative to organisation spend, these small suppliers are not only more costly and time-consuming to manage, but may also present your organisation with significant business risks.

TSMS is built around Achilles' existing supplier management services, such as pre-qualification, audit and assessment, and enables you to maintain, validate and maintain information about ALL of your suppliers, in one central location.

## Supplier Base of Organisation



"EDP purchasers now have a global risk management system available through the internet that provides buyers with a list not only of qualified suppliers, but also of potential suppliers.

"Purchasers can select suppliers in the knowledge that the data has been validated by Achilles, and the required level of supplier data is provided in line with each supplier's risk level. As the data collected at registration is synchronised with EDP's internal systems, the supplier records remain accurate and up-to-date across our organisation."

**Luis Marques Ferreira,**  
**Procurement Director, Purchasing & Negotiation Business Area,**  
**Energias de Portugal - EDP**

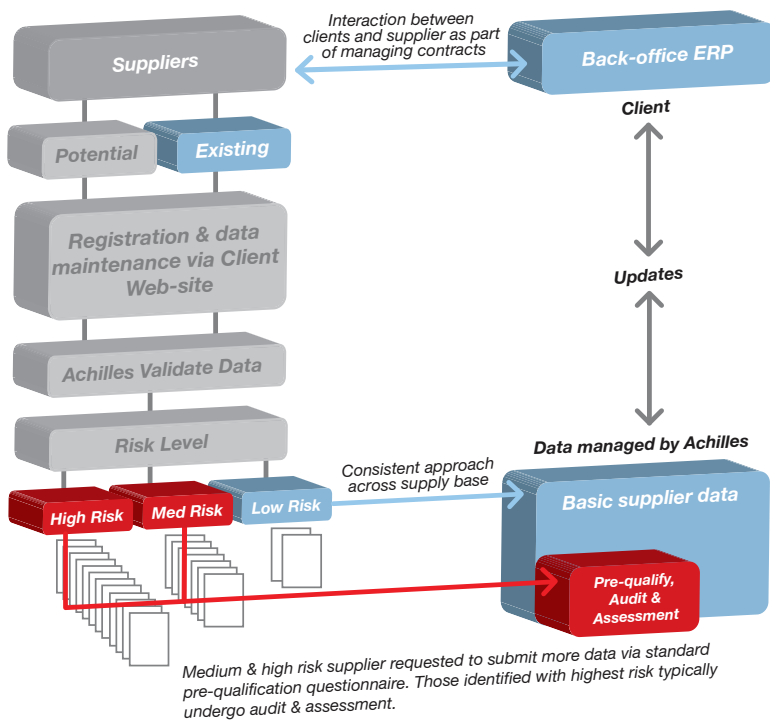


# How TSMS can work for you?



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

**TSMS is a solution designed around and driven by your procurement policy, in order to successfully manage your supply chain risks.**



## Process Summary

- Single registration process for both existing & potential new suppliers
- Supplier risk level (assigned at initial registration) determines subsequent registration requirements
- All supplier data validated by Achilles in-line with risk level
- Users search using a bespoke version of their current Achilles service, e.g. UK Utilities UVDB
- As an option, a subset of data collected is updated in client ERP system

## What will TSMS do for you?

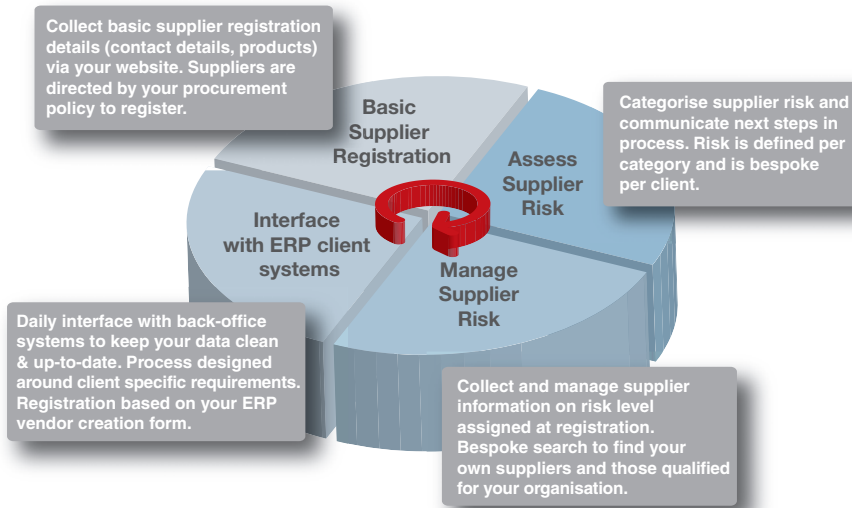
- **Collect and update** supplier information for all your existing and potential suppliers via your website, in one central location
- **Validate** supplier data to ensure accuracy & eliminate duplication
- **Assign risk level** to suppliers according to product / service activity and volume
- **Fully interface** with your existing ERP systems such as SAP, Oracle or JD Edwards
- **Create a unique supplier ID** using an Achilles supplier code that can be used across your organisation
- **Provide a global view** of your suppliers using a single product classification structure across your company
- **Provide additional information** on your key suppliers, including commercial pre-qualification data and desk and site audit reports
- **Deliver a modular solution** with additional Achilles' services as required – such as data-cleansing, product code mapping and supplier capability scoring & performance feedback



# TSMS Solution Options

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

## TSMS is a scalable and flexible solution



## Meeting the challenges of your organisation today and tomorrow

TSMS can be tailored to meet your company's needs both now and in the future, keeping you ahead of the game when it comes to supply chain risk.

For instance, you can start simply with a basic registration process to capture supplier details in a consistent way, or implement a fully integrated solution with your ERP system(s).

The table on the next page outlines the options to help your organisation.

## Solution Options

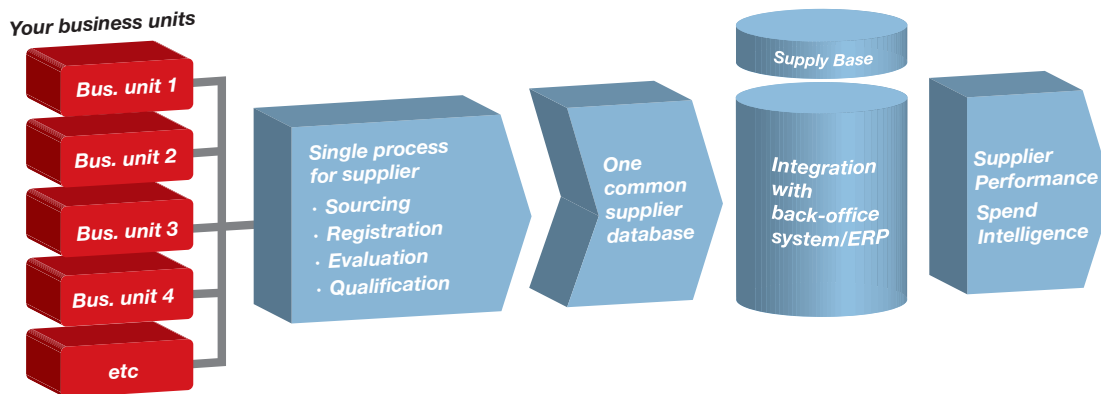
Options	Basic Supplier Registration	Assess Supplier Risk	Manage Supplier Risk	Interface with client systems
Option 1	✓			
Option 2	✓	✓		
Option 3	✓	✓	✓	
Option 4	✓	✓	✓	✓

Other options possible e.g. registration and ERP interface, supplier risk management and ERP interface

# TSMS Solution Benefits

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

Achilles Total Supplier Management Solution (TSMS) is driven by your procurement policy and integrated with your internal processes and systems



## Using TSMS will bring a number of benefits to you and your organisation

- **Total coverage** of supply base in a consistent format providing global visibility of all suppliers and their risks, from a single source
- **Single Platform** for managing supplier risk and implementing wider supply chain strategies such as corporate social responsibility
- **Increased compliance** with external procurement legislation such as EC directives & corporate governance frameworks such as Sarbanes-Oxley and control of your organisations procurement process.
- **Interface with back-office systems** and internal marketplaces such as SAP enables access to clean & accurate data by all processes/systems downstream of Achilles e.g. spend analysis, supplier contract performance, financial reporting
- **Higher quality supplier information** reduces the risk of losing supplier contacts and/or time wasted on incorrect information e.g. sending PO's
- **Access to new potential suppliers**, supported by Achilles' global sourcing capabilities, providing 'win-win' of increased exposure & value for suppliers
- **Supplier changes managed:** automatic alerts when suppliers cross critical thresholds for instance (e.g. Audit Scores), change in financial information, etc
- **Reduced administrative** efforts to enter, validate & maintain supplier data, and identify new potential suppliers, allowing you to focus on other strategic procurement objectives
- **Reduced overall supplier** numbers through on-going data cleaning and maintenance of supplier records
- **Fair and equitable treatment of suppliers**, both existing & potential, through transparent and consistent registration criteria
- **Continuous feedback loop** into spend analysis and procurement strategy
- **Scalable & flexible** solution that can be implemented with one or all of your business units and back-office systems



### Achilles Group Limited

30 Park Gate Milton Park Abingdon Oxon OX14 4SH UK

T: +44 (0)1235 820813 F: +44 (0)1235 821093 E: marketing@achilles.com W: www.achilles.com

002 - 08/2008 Printed on 'Revive' 50/50 silk (50% recycled).

