

# Achilles fast facts

2011

Achilles® is one of the world's leading experts in managing supplier information. Our range of services: identify, qualify, evaluate and monitor suppliers on behalf of buyers worldwide. Achilles builds unique communities spanning a wide range of industry sectors, so that organisations can manage their supply chains effectively, reduce risk and increase data quality and consistency.

Achilles has  
**20 years'**  
of experience

Head office in  
the **UK**

**670**  
employees  
**worldwide**

Group turnover  
**£45 million**

**750<sup>+</sup>**  
of the **world's**  
**largest**  
companies



Achilles has **23**  
**global** operations

Argentina / Australia / Brazil / Chile / Colombia / Denmark / Germany /  
Hong Kong / Ireland / Italy / Kazakhstan / Mexico / Netherlands / Nigeria /  
Norway / Peru / Poland / Portugal / Slovakia / Spain / Sweden / UK / USA

**77,000** suppliers  
**32** communities

services for professional procurement  
be better informed, **make better decisions**



## Our sectors - serving industry sectors worldwide

### construction

- Norway
- Spain
- UK

### fmcg

- Global

### ict

- Global

### mining & cement

- Chile
- Colombia
- Germany
- Italy
- Spain
- Switzerland

### oil & gas

- Argentina
- Australia
- Colombia
- Denmark
- Kazakhstan
- Netherlands
- Nigeria
- Norway
- UK

### public sector

- Ireland
- Spain

### service industries

- Spain
- UK

### transport

- Germany
- Norway
- Spain
- Sweden
- UK

### utilities

- Argentina
- Australia
- Brazil
- Chile
- Colombia
- Denmark
- Finland
- Germany
- Hong Kong
- Ireland
- Italy
- Norway
- Peru
- Poland
- Portugal
- Slovakia
- Spain
- Sweden
- UK

The services offered by Achilles are scalable and lend themselves to adaptation to any sector or geographical region.

## What we do

Achilles' online procurement services encompass everything from – finding and selecting potential suppliers, through to pre-qualifying, evaluating, auditing and monitoring – to provide buyers with the highest quality searchable data about suppliers and contractors.

### TSMS - Total Supplier Management Solution

TSMS gives procurement teams a complete view of supply chain risk, whilst validating and maintaining information about all suppliers, regardless of size in one central location.

### SMS - Supplier Management Service

SMS is a pre-qualification service used by buyers to source and select suppliers with the required standards and services. Information on each supplier is collated, verified and maintained by Achilles, and is available to all buyers registered online within that community.

### Audit and Assessment Services

Audit and Assessment Services assess a supplier's capability, competence and compliance within agreed parameters. These can include industry standards, recognised best practice or country-specific laws. All Achilles auditors are lead assessor qualified.

### Our values

We aim to be:

**Collaborative** – bringing communities together, creating strong global networks.

**Insightful** – providing organisations with accurate and up-to-date information.

**Neutral** – delivering equal treatment and objectivity for buyers and suppliers globally.

## Our customers

A selection of customers are shown below:

- |                               |                      |                              |
|-------------------------------|----------------------|------------------------------|
| ■ Abertis                     | ■ Edison             | ■ Nokia Group                |
| ■ AES                         | ■ EDP                | ■ Posten Norge               |
| ■ Anglo American              | ■ ENBW               | ■ Repsol                     |
| ■ Balfour Beatty Construction | ■ Endesa             | ■ Rheinbahn                  |
| ■ BHP                         | ■ ExxonMobil         | ■ RWE                        |
| ■ BG International            | ■ Galp Energia       | ■ Schlumberger               |
| ■ BP                          | ■ GasNaturalFenosa   | ■ Scottish & Southern Energy |
| ■ Centrica Energy             | ■ Hewlett Packard    | ■ Shell                      |
| ■ Cepsa                       | ■ Holcim             | ■ Skanska                    |
| ■ Chevron                     | ■ Iberdrola          | ■ Sodexo                     |
| ■ CLP                         | ■ IBM                | ■ Statkraft                  |
| ■ Codelco                     | ■ Lafarge            | ■ Statoil                    |
| ■ ConocoPhillips              | ■ London Underground | ■ Telefonica S.A.            |
| ■ Deutsche Telekom AG         | ■ Metro de Madrid    | ■ Total                      |
| ■ E.ON                        | ■ Michelin           | ■ Unilever                   |
| ■ Ecopetrol                   | ■ National Grid      | ■ Vattenfall                 |
| ■ EDF Energy                  | ■ Network Rail       | ■ Veolia                     |
|                               | ■ Nipex              |                              |

## Achilles in 2 minutes



For a quick overview of Achilles, please visit:

[www.achilles.com/2minutes](http://www.achilles.com/2minutes)

## In the news...

### > FAS Factory Assessment Services

A new service for on-site validation of a supplier's capability, competency and compliance.

### > Carbon Reduction gets official stamp to go

The Environment Agency approval on the Achilles carbonReduction service (CEMARS) greenhouse gas scheme as an early action metric in the CRC Energy Efficiency Scheme.



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