

Let's collaborate
to reduce
supply chain risk



services for professional procurement
be better informed,
make better decisions

welcome to the Achilles community
www.achilles.com





“Our values at Achilles are clear: we will continue to build buyer/supplier relationships through collaboration – bringing communities together and creating strong global networks; insight – providing organisations with accurate and up-to-date information; and neutrality – delivering equal treatment and objectivity for buyers and suppliers globally.”

Colin Maund, CEO, Achilles Group Limited

managing risk // realising savings // r

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



Raising standards // why not all three?

Welcome to Achilles

Corporations are frequently exposed to risk brought about by the increasing complexity within their supply chains and a growing dependency upon suppliers. Mitigating those risks requires a complete understanding of the supply base, something that is best achieved through a collaborative approach.

During the last 20 years, we've helped over 700 of the world's largest companies connect to over 55,000 suppliers. We do this through the creation of powerful communities of buyers and suppliers in each industry we serve and we currently have 32 such communities worldwide. Achilles leverages the power of these communities to bring process improvements and productivity gains in supplier sourcing, qualification, audit/evaluation, financial stability and compliance monitoring areas.

A global view of the supplier base allows buyers to streamline their supplier engagement, standardising their policies to reduce the risk of non-compliance (enhancing their risk management systems in areas such as health and safety, quality and environment), and confidently assess the total impact of their procurement decisions. With timely, accurate and comprehensive data on suppliers, buying organisations are better informed, which leads to better decision making allowing procurement professionals to concentrate on higher valued added procurement tasks.

Our Sectors

We serve numerous industry sectors worldwide and have expertise in construction, information communications technology (ICT), mining and cement, oil and gas, service industries, public sector, transport and utilities sectors. The services offered by Achilles are adaptable to any sector and we continue to expand our services across other industries, as well as to offer existing services in new geographical locations.

“Achilles’ system is not just about setting a standard for our supply chain – it’s about raising the bar for the whole industry.”



“These services help to provide a fair and open procurement process and increase efficiency in the supply chain.”



the value of Achilles' communities

Achilles enables communities of buyers and suppliers to build better business relationships through a more open, trusting and proactive approach. Sharing knowledge, standards and best practice leads to buyers and suppliers sharing success.

“Achilles has provided us with a clear and transparent process for supplier engagement, which has improved the accuracy and quality of all our supplier data.”

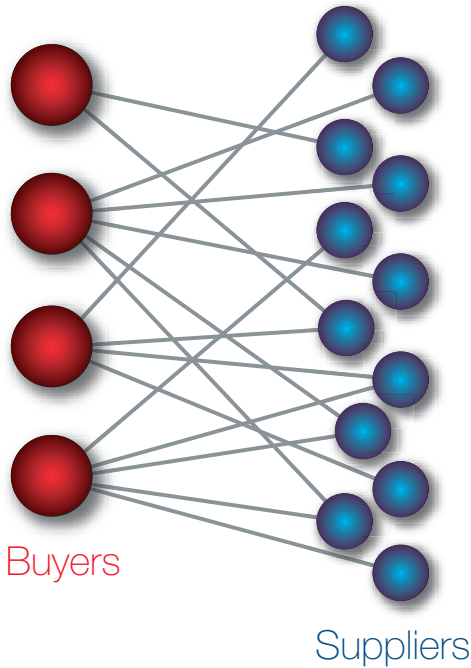
nationalgrid

The power of action.

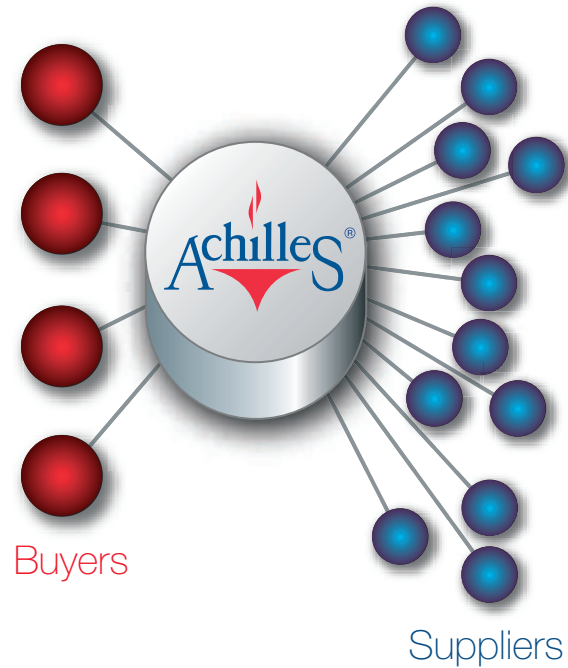
“As our top suppliers account for 80% of Skanska’s spend, a robust ‘due diligence’ style process is essential. Achilles was the only one that we would trust to deliver such a critical service to us.”

SKANSKA

Qualification process
without a common solution



...with a common solution



Achilles understands the complexities of the buyer/supplier relationship and that in every market, in every sector, in every region the challenges are unique. Organisations can benefit from being part of wider, global networks of buyer and supplier communities. This approach, combined with the unique, collaborative way in which Achilles works with customers to develop tailored industry solutions, sets us apart from other companies.

The majority of Achilles' services are developed with steering groups comprising cross-industry representation, and each group continues to contribute to the development of the service throughout its life.

Building relationships with these organisations and their representatives is crucial to the long-term success of the services we offer, and bringing together the right people, with the right skills and experience is a vital element in the mix.

For buyers

Reduces supply chain risk

Achilles underpins compliance on legislative and corporate standards, assessing suppliers' capabilities and the financial, legal, health and safety, environmental and quality risks of buying products and services.

Improves efficiencies

Access to high quality information about suppliers simplifies the decision making process; procurement professionals can reduce the costs of maintaining supplier data and improve supply chain efficiency.

Facilitates better decision making

A world of opportunity for buyers to access a network of pre-qualified suppliers, improve existing relationships and form new ones whilst also sharing best practice amongst peers.

More efficiency.
Less effort.

For suppliers

Increases visibility

Joining a supplier management service offers businesses the opportunity to connect to a network of potential buyers across a whole industry sector.

Reduces procurement process

Achilles collects supplier pre-qualification information in one place saving the duplication of effort involved in completing multiple questionnaires for different buyers in the same sector.

Quality assurance

Discover more about industry standards and quality requirements, improve existing service levels and gain a better appreciation of what is required to match, and beat the competition. Benchmark against peer organisations and identify and execute continuous improvement opportunities.

More buyers.
Less bias.

our services

Achilles enables you to make better business decisions. Simple, straightforward, but effective solutions provide a smarter way to manage the procurement process, helping every buyer find their perfect supplier.

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. Providing such vital information about suppliers, Achilles helps buyers to make the right procurement decisions.

“Using Achilles' systems, we eliminated the need to replace our existing systems to support our expanding global supply chain, saving costs and improving efficiency at the same time.”



“We estimate we save over £100,000 per annum by being an Achilles purchasing subscriber... and we have improved the quality of companies we do business with.”



Achilles' portfolio: A standard solution for you

Total Supplier Management Solution (TSMS)

TSMS enables you to validate and maintain information about all your suppliers, large or small in one central location. A standardised risk management approach, applicable to 100% of your supply chain.

This data links into your existing supplier networks and back office systems to provide a complete view of supply chain risk.

Supplier Management Service (SMS)

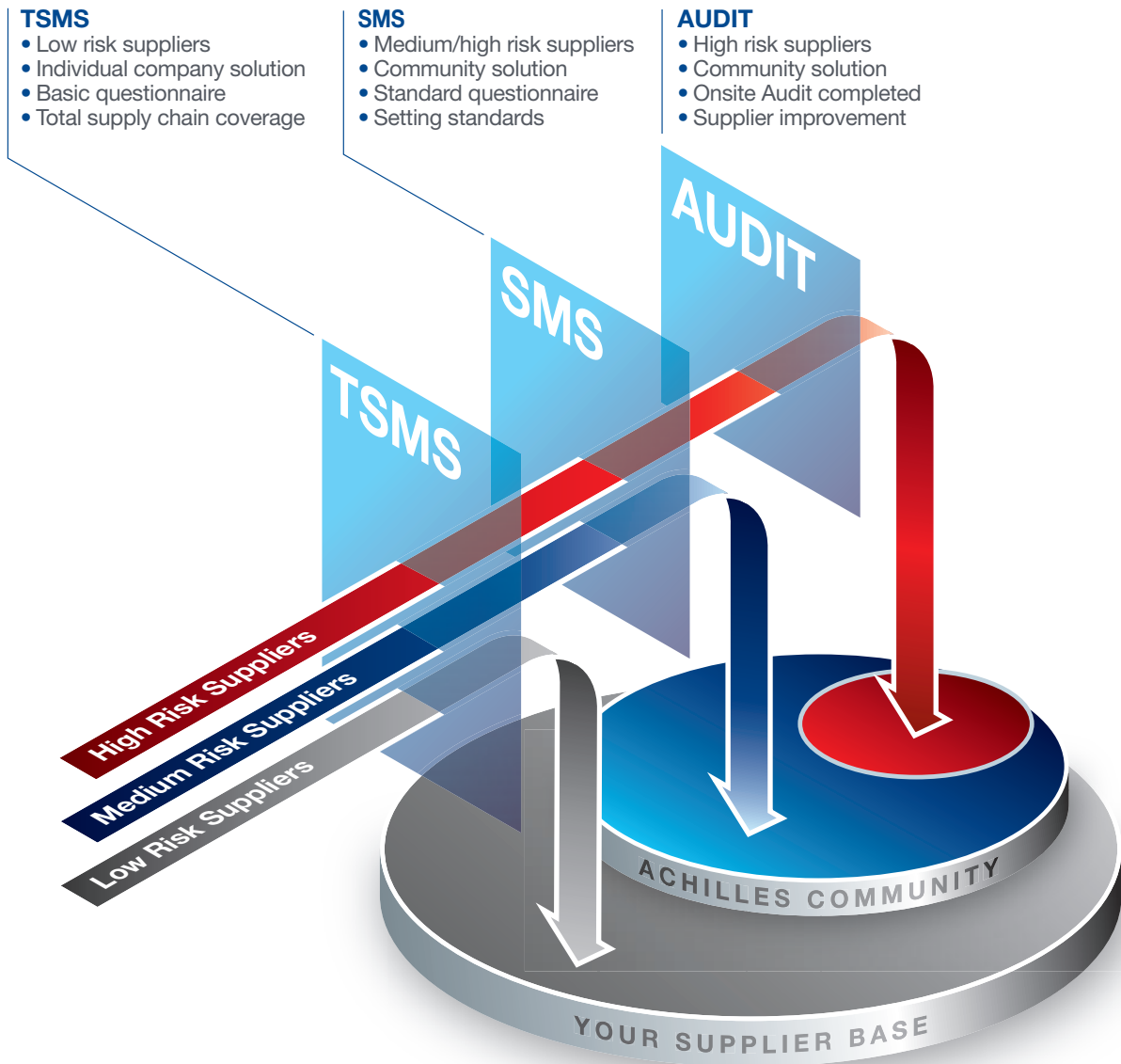
SMS acts as a portal for the collection and sharing of supplier information within an industry-specific community.

Buyers use SMS to source and select pre-qualified suppliers with the required standards and services of the industry they are seeking to work within.

Information on each supplier is collated, verified and maintained by Achilles, and is available online to all buyers who are members of the community.

Audit and Assessment Services

Audit and assessment services are a natural extension to the assurance process provided by Achilles' SMS, for products and services in high risk categories. An audit provides physical validation of evidence regarding a supplier's capability, competence and compliance within agreed parameters, and can include industry standards, recognised best practice or country-specific laws.



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