

Information for Suppliers



What is FPS?

FPS is the supply chain management community used by major buying organisations operating in the Oil & Gas Sector across the APAC region to:

- Support the pre-assessment of suppliers and manage risk in the supply chain effectively;
- Make data-led sourcing decisions using standardised supplier information;
- Drive important efficiencies and cost-savings in the procurement process;
- Protect and support their business by demonstrating sustainable business practices to stakeholders and customers.

What is a supply chain management community?

The word 'community' describes the virtual platform used by:

- Supplying organisations to provide and maintain essential compliance and pre-qualification information to customers, and to present their capability to supply to a wider market;
- Buying organisations to access supplier data to evaluate supplier performance; support procurement and supply chain management decisions; and meet reporting requirements.

The community is funded via the payment of annual subscription fees to Achilles by buyers and suppliers – fees remain the same irrespective of the number of organisations in the community, increasing the potential Return on Investment.

Data is collected via an online questionnaire, and checked and verified for accuracy and completeness by Achilles before being released to buying organisations in the community.

Why FPS is so important to its members

Efficiency gains are being sought by the entire Oil & Gas industry ensuring no further expenses are incurred as a result of non-compliances in the supply chain. This is a critical focus of Chief Procurement Officers. To safeguard corporate integrity, and ensure project sustainability, businesses need to undertake rigorous due diligence on the supply chain – in fact, in today's world, it is an essential requirement for successful business relationships.

FPS gives organisations the confidence that they are working with the right suppliers.

When is the right time to join the FPS Community?

The time is right if you want to:

- Market your organisation to a wider, more specific target audience;
- Clearly differentiate yourself from your competitors;
- Showcase the full potential of your business to your customers – current and prospective;
- Understand the standards your customers are looking for in key partners;
- Receive solid feedback on the performance of your business management systems;
- Promote continuous improvement business strategies;
- Give your customers confidence in your ability and capability to supply.

Other benefits of the Community

- Data is hosted in a secure, online environment – confidentiality guaranteed;
- One gateway for data entry to multiple customers, reducing the administrative burden to your organisation and saving you time and effort and therefore money;
- 24/7 access to the Achilles System to update your record;
- Impartial data checking / verification process;
- Agreed audit protocols developed and shared by the industry participants;
- Customer Support and reminders when certifications/ insurances are due to expire;
- Use of the Community Stamp and Certificate on your website or in tender documentation.

How it works

A 3-stage registration process has been developed to ensure suppliers only provide the information necessary depending on their company's capabilities and risk profile:

- **Stage 1** – Registration questionnaire and risk profile determination

Note – Low-risk suppliers need only maintain this free level of registration
- **Stage 2** – Medium-risk or above suppliers are asked to provide information via an agreed online questionnaire (FPS Community registration) following payment of an annual subscription fee.
- **Stage 3** – High-risk suppliers are asked to undergo a pre-qualification management system audit that has been developed by the FPS steering committee members.

Data is verified by Achilles for accuracy and completeness and uploaded into the Community where buyers can view it.

Fees

Fees are based on the number of products and / or services you are capable of delivering.

Stage 1 = Free	
Stage 2 = Annual Subscription Fee	
Number of Product Codes	AUD\$ / US\$
1 to 5	750
6 to 15	1000
16 to 25	1500
26+	2250
Stage 3 = Biennial Audit Fee (every 2 years)	
Audit Type	AUD\$ / US\$
Desktop Audit	750
1 Day Audit	2250
2 Day Audit	4500
Sales Tax will be charged where applicable.	
Some at cost expenses may be incurred depending on audit location	



For more information and to find out which buying organisations use FPS, visit www.achilles.com/fps