

Information for Buyers

Procurement and Supply Chain Teams use Achilles FPS Community to:

- Monitor supplier compliance against current legislation;
- Evaluate supplier performance against key business aspects and support the improvement process via an Achilles Audit;
- Identify potential risks in the direct supply chain to support a proactive approach to risk mitigation;
- Protect corporate integrity and their bottom-line;
- Support all purchasing decisions, including sourcing new suppliers;
- Reduce the costs of procurement to all parties by streamlining the pre-qualification process;
- Meet internal and external reporting requirements such as Health & Safety, Environment, Quality, CSR, Local Content and Diversity;
- Demonstrate sustainable business practices to key stakeholders and customers.

Achilles FPS Explained

- Achilles FPS is the community supplier management system used by the major Oil & Gas buying organisations in the Asia Pacific region;
- The goal of its members - to improve supply chain efficiency through the standardisation of detailed supplier information;
- Its purpose - to foster local content and deliver ethical and transparent procurement processes, and to protect the sustainability of their business and those of their suppliers;

Benefits of the Community model

- Provides a reliable, centralised and standardised data repository for supplier information related to key business aspects;
- Streamlines the buyer-supplier engagement process – suppliers only have to submit one questionnaire that can be viewed by all buyers rather than submitting the same information to multiple buyers;
- If the suppliers risk profile necessitates an audit requirement; a single audit is undertaken and made available to all participating FPS buyer companies
- Data is hosted and maintained by Achilles, reducing the administrative burden on buying organisations and the associated costs;
- Increased sourcing opportunities for buyers as they are able to view the supplier capability of all registered suppliers;
- Increased opportunities for suppliers as they are exposed to all buyers and buying organisations registered in the community;
- Based on a tried, tested and trusted business model where the costs are shared across all participants, resulting in important economies of scale.



How it works

The Community is managed by Achilles and a Steering Committee, comprising representatives from each of the member organisations, sets the strategic direction for the Community.

To streamline the pre-qualification process, a 3-stage registration has been developed to ensure suppliers only need to 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** – If a supplier's risk profile is medium-risk or above, they are asked to provide information via an agreed online questionnaire (FPS Community registration) following payment of an annual subscription fee to Achilles.
- **Stage 3** – If a supplier's risk profile is high-risk, they are asked to undergo a pre-qualification management system audit that has been developed by the FPS Steering Committee members.

The data is verified by Achilles for accuracy and completeness and uploaded into the Community where buyers can view it. An annual renewals process ensures the data is maintained, although suppliers can update their records at any point in time. Reminders are also sent when important certifications and insurances are due to expire.

Fees

Buyer fees are based on the scope of the solution provided.

Supplier fees are based on the number of products and / or services they select for their business.

Subscription Fees for Suppliers

Stage 1 = Free	
Stage 2 = Annual Subscription Fee	
Number of Product Codes	AUD\$
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\$
Desktop Audit	750
1 Day Audit	2250
2 Day Audit	4500
All prices are exclusive of GST.	
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