



Food & Drink

Powered by Achilles



Information
for suppliers

Services for professional procurement.
Be better informed, make better decisions.

**Achilles Food and Drink – Europe:
helping businesses to accomplish critical
supply chain visibility in a cost-effective
and efficient way to support safe and
responsible sourcing.**



For companies working in the Food and Drink sector worldwide, it is becoming increasingly important to be able to assure both customers and consumers that each product and every ingredient that contributes to that end-product, conform to local and international Food Safety standards, as well as being sourced and manufactured in a responsible manner.

Being able to demonstrate critical assurance and provide evidence of relevant certification is fundamental to conducting business in this sector, and an essential component of any sustainable procurement strategy.

Achilles enables buying organisations to deliver against that requirement via a range of supply chain management solutions that have been tailored to meet the specific needs of the sector and will help businesses to protect people, planet and profit.

What is the Achilles Community model and how does it work?

Achilles Community model is a proven supply chain management system that standardises and streamlines the way buyers and suppliers conduct business with each other. This in turn drives important efficiencies for all parties involved in the procurement process.

Relevant and consistent data is gathered via an online, secure system and carefully scrutinised via an impartial and rigorous evaluation and validation process. The data is then made available to all buying organisations within a particular Achilles Community.

As a result, the buyer-supplier engagement process is a much leaner one – suppliers only have to complete one pre-qualification questionnaire that can be accessed via all member buying organisations; buying organisations have one central point of entry to access all the information they need to support the decision-making process.

Data is maintained at a minimum via the annual renewals process. Suppliers, however, can update their company information at any point in time. This ensures that buyers have access to real-time information at all times.

The net result - the time, cost and risk associated with procurement activities is significantly reduced.

What is Achilles Food and Drink – Europe Community?

The Achilles Food and Drink – Europe Community has been tailored to meet the specific needs of the Food and Drink Sector, with a key focus on both Food Safety compliance to appropriate quality standards as well as Responsible Sourcing.

It has been developed in partnership with Glanbia - the first organisation to join this Community - as well as other third party sector experts.

The Community is managed by Achilles on behalf of all participating buying organisations. More organisations are expected to join in the near future.



How do buying organisations use the Community?

Buying organisations use the Achilles Food and Drink – Europe Community to:

- Check critical supplier compliance, including key certification
- Ensure ingredients are being responsibly sourced
- Guarantee that the end-product supplied to customers and consumers meets the required food standards and quality requirements
- Source new suppliers and award new contracts to existing suppliers

In using this approach, buying organisations are able to assure their own customers and consumers that their brands conform to relevant safety and ethical standards.

Joining the Community as a Supplier

There are two ways to join the Achilles Food and Drink – Europe Community:

1 By direct invitation from your customer.

This applies to suppliers who currently hold a contract with member buying organisations of the Community. In this case, an invitation to register will be sent directly to you by your customer. This will be followed by an email from Achilles with full instructions on how to complete the registration process.

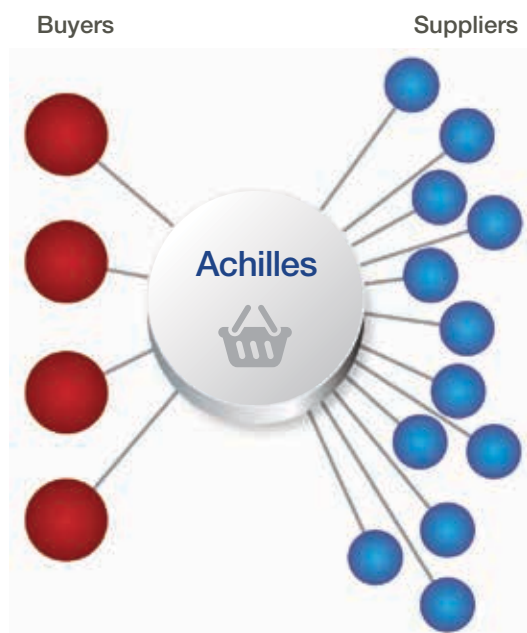
2 As a potential supplier.

If you are looking to pursue business opportunities with any of the member buying organisations in the Community, you can register, you can register as a potential supplier and use the Community to market your full business capability to supply in a cost-effective and unique way. In this case, you can join the Community directly via www.achilles.com

The registration process is designed to capture supplier registration both at parent organisation and site level.

Registration commences with the Parent Organisation. The Parent Organisation will be required to enter the details of all relevant sites involved in the supply of goods to the inviting customer.

Once the Parent Organisation has completed the registration process, this will automatically trigger invitations to all of their supplying sites, inviting them to register.





The Registration Process (By direct invitation)*

Parent Organisation Registration Process

Process	Buying Organisation	Achilles	Supplier (Parent Organisation)
Invitation	Buying Organisation sends an invitation to register to the supplier	Achilles contacts the supplier with instructions on how to commence registration	
Account Creation			Supplier creates an account with Achilles (only for suppliers who are yet registered with Achilles) - registered suppliers use existing login credentials
Application			Supplier completes an initial application – this determines the level of subscription fee payable, which is determined by the number of sites that need to be registered
Subscription Payment			Supplier pays the annual subscription fee in order to gain access to the Community questionnaire
Community Questionnaire Completion and Submission		Achilles sends a link to the Community questionnaire to the supplier as soon as payment has been received	Supplier completes the questionnaire and submits to Achilles for data validation
Data Validation		Achilles checks and validates the questionnaire and raises any issues with the supplier that need to be resolved	
Data Publication	The supplier data is made available to all buying organisations in the Community		

*If you wish to register as a potential supplier, you will need to commence the registration process via the Achilles Website. In this case, the Registration Process will commence with 'Account Creation' - see process flow.

Site Registration Process

Process	Buying Organisation	Achilles	Supplier (Parent Organisation)
Invitation		Achilles contacts the Supplier Site with instructions on how to register	
Account Creation			Supplier Site creates an account with Achilles.
Application			Supplier Site completes an initial application.
Subscription Payment		Achilles sends a link to the Site questionnaire.	<i>No subscription fee is payable by the Supplier Site as this has already been paid for by the Parent Organisation.</i>
Site Questionnaire Completion and Submission			Supplier completes the questionnaire and submits to Achilles for data validation
Data Validation		Achilles checks and validates the questionnaire and raises any issues with the supplier that need to be resolved	
Data Publication	The supplier data is made available to all buying organisations in the Community	Achilles checks and validates the questionnaire and raises any issues with the supplier that need to be resolved	

Annual Subscription Fees

Registration in the Achilles Food and Drink - Europe Community is subject to an annual subscription fee that is payable directly to Achilles.

As the Community is based on a shared cost model, the costs are jointly funded by member buying organisations and suppliers through the annual payment of subscription fees. This covers the costs of data validation as well as system maintenance and support, including future upgrades for both the Parent Organisation and all their registered sites.

The subscription fee is payable by the Parent Organisation and the cost will be determined according to the number of sites that they are required to register based on the requirements of the inviting customer.

Please note: access to the Community Questionnaire will only be granted once payment has been received by Achilles.

Number of Registered Sites	Euro (€)	GBP (£)	USD (\$)
1	425 (discounted fee)	360	560
2	890	740	1,170
3	1,290	1,080	1,700
4+	1,690	1,410	2,230

- Charges apply to each legal identity registered with Achilles.
- Charges apply to the Parent Organisation only
- Site registration is included in the Annual Subscription Fee Payable by the Parent Organisation
- Prices exclude VAT; VAT will be added where applicable
- Prices quoted in GDP and USD are only indicative. These will be determined at point of payment based on the current exchange rates at the time. The price in Euro is fixed.
- A discount has been applied to the fee for one site only. This is valid for a limited period only; following expiry of the discount period, this will increase to €495 (£410; \$650)
- Achilles reserves the right to adjust the pricing structure

Benefits to suppliers: why your business should register

Joining the Achilles Food and Drink Supplier - Europe Community will enable your business to:

- Demonstrate critical compliance, in particular against Food Safety and Responsible Sourcing
- Strengthen your business relationship with your customers
- Benefit from new business opportunities with Glanbia and with other buying organisations that are set to join the Food and Drink - Europe Community in the future - demonstrate your full capability to supply
- Benefit from important efficiencies; save time and effort via:

- An efficient online process to submit information to your customers via a single point of entry for all data relevant to the supplier pre-qualification process
- One pre-qualification questionnaire that meets the basic sourcing requirements of all member organisations of the Food and Drink – Europe Community
- Automatic alerts to remind you when important certification is due to expire
- Validation of your company information by an independent third party, which will drive important business improvements
- Capability to update company information quickly and easily in a secure online environment whenever it suits you
- Benefit from a unique opportunity to market the full potential of your business to all member organisations of the Community

Features

- One single point of data entry
- Secure, online environment
- Data confidentiality
- 24/7 access to the Achilles System
- Impartial data validation process
- Customer Support
- Automatic alerts
- Shop window for your business

Audits

Depending on the information you provide as part of the registration process, some suppliers (site) may also be required to undergo a Food Safety and / or Responsible Sourcing Audit. If this is the case, a separate communication will be sent covering these requirements. Audits are delivered on-site at your premises. Audits are subject to additional costs and are not included in the subscription fee. The cost of an Audit is dependent on the type of audit required; the location of your business; and the size of your organisation.

About Achilles

Achilles is one of the world's largest service providers of global supply chain risk management solutions with more than 1,000 people working in 22 countries. Achilles works on behalf of over 860 buying organisations, from 11 industry sectors, to collect, validate and maintain essential data about more than 133,000 suppliers. This enables buying organisations to gain visibility of their suppliers' capabilities and compliance before making important sourcing decisions. With an understanding of their supply chains, buying organisations can proactively identify and mitigate potential risks to protect people, planet and profit. For more information on Achilles visit www.achilles.com

For all enquiries, please contact foodanddrink.eu@achilles.com