



## Supporting the European Oil and Gas Industry



Achilles FPAL

Services for professional procurement.  
Because insight beats hindsight.

# Our Story

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Operators and Contractors view their supply chain as an integral extension of their organisations, and strive for a transparent and efficient collaboration with best in class suppliers. The Achilles FPAL community helps to create business opportunities for suppliers in a collaborative, neutral environment whilst ensuring compliance to industry standards and reducing risks across the supply chain for buying organisations.

Achilles FPAL identifies, evaluates and provides pre-qualification information about suppliers on behalf of major buyers in oil & gas.

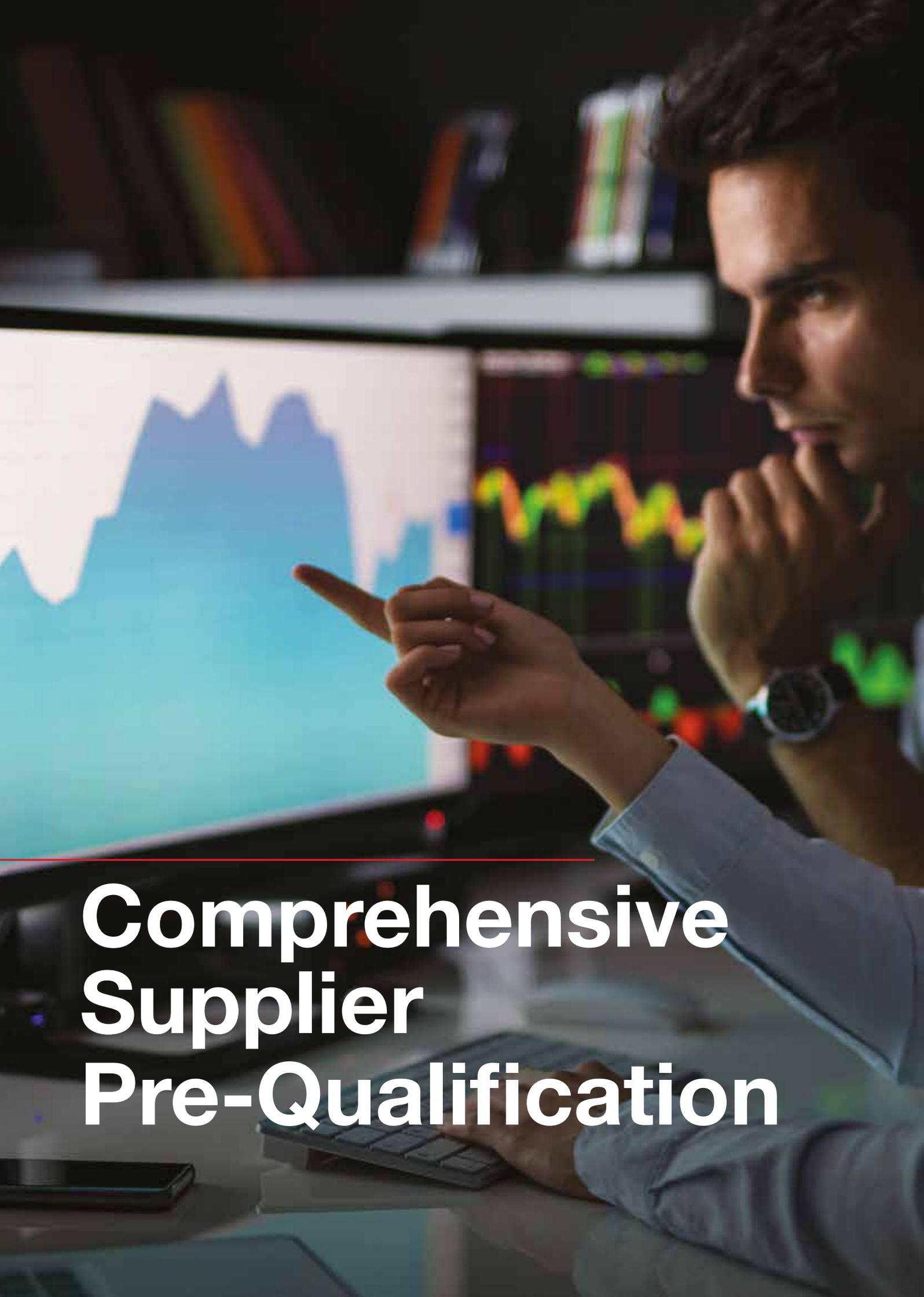
Lower oil & gas prices have put a renewed focus on the need to control cost and increase industry collaboration. Achilles FPAL makes a key contribution on both these important issues.

Established in 1996 by the UK oil & gas industry, FPAL was formed following an industry initiative known as CRINE (Cost Reduction in the New Era) which recommended the need for improved supply chain efficiencies and development of a centralised system which provides standardised information and helps to reduce procurement costs by 30%.

The Achilles FPAL community now serves the procurement needs of the wider European oil & gas market, whilst maintaining firm roots within North Sea operations with an industry based Steering Committee of Operators, Contractors and suppliers working in collaboration to promote a fair and transparent supply chain.

As Achilles FPAL expands throughout Europe, Operators in the Netherlands have formed the Dutch Purchaser User Group (DPUG) and developed an effective and collaborative approach towards the use of Achilles FPAL within their own supply chains and this is shared by a Common Policy Statement.





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# Comprehensive Supplier Pre-Qualification

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Achilles FPAL publishes and monitors the accuracy of information provided in a supplier's record in areas such as products and services, financial performance and QHSE policy.

The Achilles FPAL Quality Checking process evaluates supplier profiles and ensures that they include current and valid information for buyers which saves time, resource and cost for all parties involved.

Achilles FPAL offers buyers industry-specific supplier information which is subject to assessment and site audit. This improves industry performance and reduces risk within the supply chain.

**Benefits:**

- Contract opportunities for suppliers (please contact Achilles FPAL for details of current and future contract opportunities with Achilles FPAL buyers)
- Sharing of information, audit and assessment costs
- An open and transparent supply chain
- Reduced administration of repetitive and duplicate pre-qualification exercises
- Time, resource, and cost saving during the procurement cycle
- An ethical way to do business

General Data	Products and Services	Innovation	Financials
Environment	Quality	Health and Safety	Corporate Social Responsibility

**Basic Registration**

Basic registration invites suppliers working in the oil & gas industry to create an Achilles FPAL profile which is accessible to the industry's buyers through completion of an Online Registration Questionnaire.

**Advanced Registration**

Advanced Registration is an in-depth assessment of a suppliers' capabilities, achieved by completion of an online and "desktop" assessment that is tailored to a standard pre-qualification submission and accepted by Achilles FPAL buyers.

Once completed, Advanced Registration negates the need for repetitive and generic pre-qualification activity within the oil & gas industry.

The assessment is carried out across a maximum of 11 business elements with the results recorded as an Advanced Registration capability profile.

There is no pass, fail or overall single score as a result of the assessment. The results of the scoring evaluation, together with the supplier's detailed answers and documented supporting evidence are made available to all buyers to accelerate the decision making process.

**Audits**

FPAL Verify is an optional service for buyers. It is a supplier assessment that involves a one or a two day visit to a nominated suppliers' premises to audit Quality, Health & Safety, Environment, Competence & Training practices.

The Health, Safety and Environmental sections of the Verify audit are aligned with recognised industry standards, namely; IOGP & NORSOK.

FPAL Verify is specific to the needs of the oil & gas industry and contributes towards raising industry standards whilst reducing supply chain risk.

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# Tools available for the search and selection of suppliers

Our secure and online platform (in the cloud) allows you to search for products and services and information on risk assessment of associated suppliers. A variety of standard and optional services are available to help you work with our information related to supplier management and search activities.

## Search and Filter

You can search for suppliers by name, supplier ID or by the type of product and service you require.

A variety of filter criteria can be used to focus your search or to refine the results of those suppliers that meet your specific needs:

Products and Services	Supply Region	Quality	Health and Safety
Environment	Audit performance	Corporate Social Responsibility	Past contract performance

You can download the search results for offline evaluation. Saving your criteria allows you to perform new searches and use the results to perform comparisons for RFI activities.

A comparison tool allows you to evaluate the selected suppliers according to their past performance feedback and Audit results allowing you to prioritise, pre-select and export the data that matters to you.

## Audit Reports

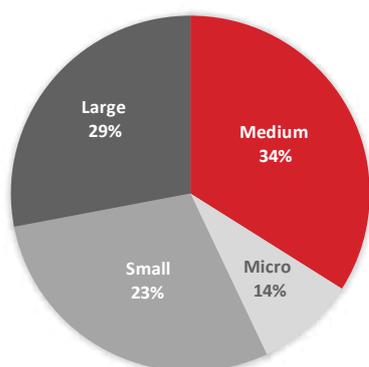
Achilles FPAL Verify enables buyers to draw conclusions between audit results and identify suppliers who exceed expectations rather than merely meet a minimum and certified standard. Using this data, buyers can filter search results based on our audit results, which have been carefully aligned to meet oil & gas industry standards.

## Insight Reports

Achilles FPAL has over 20 years of data about buyers and suppliers operating in the UKCS. We have recently established a Data Analytics team to offer buyers a bespoke comparative view of their suppliers, relative to the FPAL community. This can help your organisation be more informed and aware of key trends across the supply base as a whole.

Products and Services	Supply and Demand	Policies and Systems	Health and Safety
Contractors VS Employees	Audit performance	Corporate Social Responsibility	Modern Slavery

**FPAL Supplier base according to size of organisation**



## Contractor Assurance

Clients work on a day-to-day basis with their key contractors but find it difficult to step back from this ongoing arrangement to conduct and report a formal audit. As an independent specialist service provider of contractor assurance, Achilles FPAL can provide a fully managed audit service working with the client.

Achilles FPAL will provide an Audit Lead, co-ordinate the pre-audit work, planning and organising, lead the audit during the visit, provide an audit de-brief, and report findings including improvement suggestions.

This service, aimed at a Client's key contractors, can replace or complement any Client's existing internal contract assurance processes.

Our 'bespoke' Contractor Assurance Programme can be fully aligned and integrated with existing processes in order to deliver an effective and streamlined assurance audit programme.



# The power of procurement teams

Our secure online platform gives buyers, at any time, anywhere, access to source products and services, as well as the ability to see validated data from suppliers and verify compliance with them through a wide variety of powerful easy-to-use tools. We have designed them based on buyers' key tasks to help improve performance and save time on procurement and daily supply chain management activities.

The screenshot shows the Achilles Buyer Dashboard for Shell U.K. Limited. The dashboard is organized into several sections:

- Find Suppliers:** Includes "Supplier Search" and "Joint FPAL and JQS Search", each with a "Go" button.
- Performance Feedback:** Includes "View your Performance Feedback" (with a "View" button) and "Create or Complete Performance Feedback" (with an "Open" button).
- Your Data:** Includes "Update your Buyer Profile" (with an "Update" button) and "View your Buyer Profile" (with a "View" button).
- External Data Providers:** Includes "Dun and Bradstreet Members Site" and "Dun and Bradstreet Business Centre", each with a "Go" button.
- Your Community:** Includes "View all Buyer Profiles", "View the Verify Supplier Participation Report", "View the Verify Buyer Participation Report", "View the FPAL Joiners", and "View the FPAL Leavers", each with a "View" button.

The dashboard also features a navigation bar at the top with "Dashboard" and "My Organization" links, and a user profile for "Monika Elliot". The Shell logo is visible in the top right corner.

Our easy to navigate buyer dashboard allows buyers to search Achilles FPAL suppliers, or perform a Joint Search for Achilles JQS suppliers in the Nordics.

Buyers can also view and edit their own data with ease, and complete performance feedback reports online, quickly and efficiently.

# Review and improve supplier performance

In addition to our set of tools to help in the pre-qualification of suppliers and risk management in the search stage, we also provide solutions to manage existing contracts and relationships with sellers.

Our Performance Feedback module offers an online environment and processes that help buyers review, qualify and develop the performance of existing suppliers:

- Promotion of continuous improvement for suppliers
- Highlight issues during or following the contract process
- Future planning and consideration of contracts

We provide a set of established criteria to evaluate and qualify the performance of a supplier and buyer, allowing a 2-way system that is fair and transparent.

The module produces a detailed graph that is specific to the supplier and also a high-level report of the supplier's performance that can be shared through our platform for buyers to view.

Performance Feedback allows suppliers to monitor customer satisfaction as requested by ISO:9001.

For buyers it provides an objective track record of supplier performance in the search and selection process.

Reduce risk. Reduce cost. Improve performance.  
We reduce costs and effort, allowing procurement teams to focus on other high-value activities and strategic decisions.

## Relative FPAL supplier performance 2017

Standardised fatalities per 100,000 workers







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