



Achilles Experiences

Sustainability and Supplier Prequalification

Case Study: San Martín Group Strengthens Its Competitiveness and ESG Strategy

In highly regulated sectors such as mining, logistics is no longer assessed solely on operational capability. Major buyers are looking for suppliers that can demonstrate, with verifiable evidence, strong environmental, social and governance (ESG), safety and risk management performance.

In this context, **San Martín Group**, an Argentine logistics operator with more than 45 years of experience, chose to anticipate market expectations and voluntarily align with the international standards used by leading mining companies.

This decision not only simplified its prequalification processes, but also became a catalyst for strengthening its sustainability strategy and accelerating continuous improvement.

Context

With operations across all 23 provinces of Argentina, a fleet of **130 vehicles** with an average age of **2.8 years**, five company-owned branches and more than **50 B2B customers** across industries including mining, automotive, electronics,

agribusiness and consumer goods, San Martín Group has built a reputation based on reliability and operational efficiency.

Its sustainability strategy is built around four pillars:

- Reducing emissions through the introduction of bi-train units, capable of lowering **CO₂ emissions per tonne transported by approximately 32%** on major trunk routes.
- Implementing **ISO 9001, ISO 14001 and ISO 39001** management systems.
- Strengthening road safety through specialised training and satellite monitoring across **100% of its fleet**.
- Developing environmental metrics, including carbon footprint measurement.



The Challenge

Previously, document management with customers represented one of the company's main administrative challenges.

Each buyer requested the same information through different processes, including insurance documents, regulatory permits, fleet documentation, financial information and corporate information, using different formats, platforms or email exchanges.

This meant duplicating administrative effort, updating the same documentation several times a year, adapting to different evaluation criteria for each customer and investing time in tasks that did not add operational value.

In addition, because the company already had robust processes and well-organised documentation, it needed a way to demonstrate this against an international standard recognised by the mining market.

As San Martín Group explains:

"The information already existed and was in order. What was missing was a single, standardised and independently verified place where we could present it once."

This need was precisely what led the company to join Achilles in June 2026.

The Solution: The Beginning of a Strategic Partnership

San Martín Group chose to register voluntarily with Achilles as part of strengthening its Mining & Logistics Division. The decision reflected a clear strategy: to align from the outset with the same evaluation process used by major mining operators and EPC contractors.

The Achilles sustainability assessment gave the company a comprehensive view of its performance across Environment, Social, Governance and Financial Strength. This was supported by an **independent document verification process**, providing objectivity and credibility with prospective customers.

Beyond receiving a rating, the assessment helped the company identify strengths and establish clear priorities for improvement.

Results

The partnership with Achilles delivered immediate benefits in both operational efficiency and strategic development.

An Assessment to Drive Continuous Improvement

The assessment confirmed several important strengths, including:

- 96/100 for financial strength
- 74/100 overall verified score
- 4 out of 5 stars in the sustainability assessment

The company developed a clear optimisation roadmap and identified its main improvement opportunity in measuring environmental performance, making systematic carbon footprint measurement a priority.

In the words of San Martín Group:

"We moved from intuition to measurement against an international standard."



Greater Efficiency in Document Management

The company moved from multiple independent processes to a single, up-to-date and verified document record. This made it possible to:

- reduce administrative duplication;
- reduce document exchanges with different buyers;
- maintain a single repository of information validated by an independent third party.

Greater Credibility in the Market

Being part of the Achilles community significantly strengthened the company's commercial processes. Its profile on the platform allows buyers and contractors to consult validated information directly during the prequalification stage.

According to the company:

"Our Achilles ID allows procurement teams to view the profile directly on the platform. It shortens and professionalises the prequalification conversation."

Greater Visibility and Competitive Differentiation

The rating also became a commercial asset. San Martín Group added its Achilles badge to its website, which is available in four languages, reinforcing its position as

a supplier ready to meet the international standards of the mining sector.

The company also gained access to a community of buyers where it previously had no direct channel for visibility.

Looking ahead

The work with Achilles continues to be a central part of San Martín Group's growth strategy. Its main objectives include:

- achieving the **fifth star** in the sustainability assessment;
- completing certification to **ISO 9001, ISO 14001 and ISO 39001**;
- implementing systematic carbon footprint measurement;
- establishing itself as a benchmark logistics operator for lithium and copper projects in Argentina.

For the company, Achilles will continue to play three key roles in its internal processes:

- **Gauge:** through periodic assessments that enable the company to measure its progress objectively.
- **Channel:** by facilitating prequalification with major international buyers.
- **Guide:** by helping the company anticipate new requirements in the global market.



CALL US
+441235 820813



EMAIL US
marketing@achilles.com



VISIT OUR WEBSITE
www.achilles.com