



The Achilles Group



www.achilles.com

Our Company

The Achilles Group is the leading provider of supplier and contract information, delivering a wide range of procurement and business solutions to major companies throughout Europe and South America.

Achilles focus is on internet-based procurement solutions of Supplier Management services and Contract Management systems. Here at Achilles we combine our skilled database management and procurement expertise with market sector knowledge to provide leading software delivering critical supplier information to purchasers. Achilles has a strong presence in training, consultancy, procurement conferences events and exhibitions.

Achilles Group play a key role in e-commerce, in our chosen sectors particularly; we have secured a niche as a focal point of supplier/buyer relations. We have achieved considerable prestige within our key market sectors; which include the utilities, construction, oil and gas, transport (especially rail) and the public sector.



Our Background

Achilles was founded in Norway in 1990, with the UK operation being established in 1993. New group companies were also started in Ireland, Spain Sweden, Venezuela and Argentina. Achilles Group now employs in excess of 150 people. Achilles successfully acquired Commercial Seminars in 1999, a training, conferences and events organisation who are specialists in the purchasing arena, they now operate under the banner 'CSL at Achilles'.

Achilles Group operate successful supplier information and qualification systems from all our member countries and these have been the focal point of our achievements across a range of industry sectors. Major purchasing organisations throughout the world use our supplier information systems, and collectively more than 17,000 buyers and suppliers subscribe to our various schemes.

Achilles Group has received major investment and backing from many large Utility and Blue Chip companies to support and enhance the development of our procurement services.



Our Vision

To be the world's leading provider of specialist Supplier Management and Contract Management services to key sectors of the economy

Our Portfolio

Achilles roots are firmly established in procurement and our mission has continually been to deliver leading edge procurement solutions to both buyers and suppliers. The advent of e-commerce has allowed a diversification of our services into many new and exciting areas of the business community. Our formula for success encompasses two key areas; **Supplier Management Services** and **Contract Management**.

Supplier Management

Achilles provides a full range of services to assist purchasers in the pre-qualification and sourcing process, to monitor performance and to attain the necessary criteria required to be successfully short listed for a contract. Achilles offer a comprehensive range of Supplier Management services. Many of our services are inter-linked delivering second to none supplier information, inventory management, supplier qualification, accreditation, audit trails benchmarking and performance measurement data. Listed below is a selection of Achilles Supplier Management services:

- Registration of Suppliers and Contractors
- Pre-Qualification
- Performance Reporting
- Benchmarking
- Audit/ Verification
- OJEC Notices for EC Compliance
- Business Directory, web links and hosted events

Contract Management

Contract Management services are tailored to organisations' needs for complete procurement services. Our total contract management system incorporates tools to assist the process from invitation to tender through all the tendering stages to contract award, including full document management capability. Auctions are a major new managed service Achilles offer in conjunction with Oracle sourcing, arranging both forward and reverse auctions with average savings of between 15 and 20%.

Achilles is the foremost UK provider of a full range of complimentary EC legislation services covering all aspects of public and utility procurement. In addition to training, advice, consultancy, hosting of conferences and seminars, and also we provide two internet-based services: THEMIS EC procurement system and NOTICE for submission of contract notices to OJEC (incorporating full OJEC search capability). Our Contract Management services:

- Advanced Contract Management Systems
- Specialist EC procurement legislation advice and guidance system
- Operation of serviced reverse and forward Auctions
- Assisted procurement and sourcing
- Consultancy, Seminars, Events and Training

Our Group

'Achilles Group' currently spans Argentina, Ireland, Norway, Spain, Sweden, UK and Venezuela, and we are looking to expand into new countries in the future. The individual Achilles companies maintain a close working relationship with each other as part of the group, and this allows us to refine our existing product ranges and develop new group-wide services. Each group member is contained in this brochure detailing their services, general information and contact details.

Argentina

Aquiles Sistemas de Información SRL is the subsidiary of Achilles Group Limited in Argentina, which began operating in 2000. Aquiles offer a portfolio of integrated systems and services to the Argentinian procurement and purchasing professionals, both purchasers and suppliers benefit from vendor information systems to e-procurement solutions.

Supplier Management Services

- **Siclar** - Supplier database for Argentinian Oil and Gas Industry. Siclar was launched in 2001, it has grown quickly, with over 600 registered suppliers subscribed. Siclar users are 6 of the most significant Argentinian oil companies: Pan American Energy, Pecom Energia, Refinor, Repsol-YPF, Shell C.A.P.S.A. and Tecpetrol, representing more than 75% of the active market.
- **Auditar** - Supplier Audits module, used by Siclar subscribers.
- **Controlar** - Contractors control system.
- **Evaluar** - Supplier / Product / Service Performance Feedback.
- **Inspeccionar** - External Manufacturing Inspection, Control & Processes Management. Chevron San Jorge – Texaco and Pan American Energy (BP) are currently using this service.

Website: www.aquiles-si.com.ar

Ireland

Achilles Procurement Services Limited specialises in the provision of consultancy, training and database services to the public sectors and utility markets in Ireland. In addition, APS is formally accredited to award Attestation certificates to Utilities in Ireland and Norway.

Supplier Management Services

- **Supply-Line** - APS runs the Supply-Line Vendor Registration System on behalf of Aer Rianta, An Post, Bord Gais, Dublin Port Company, ESB Network Services, ESB Power Generation, Irish Rail Infrastructure and Irish Rail Mechanical Engineering & Operations.

Contract Management Services

- **Consultancy** - We offer a comprehensive consultancy service to public sector and utility clients on all aspects of the contract award procedure from advertising to candidate selection to tender evaluation.
- **Training** - APS offers a wide range of procurement related training including EC rules, negotiation skills, supplier appraisals, contract law etc. Training can be provided either internally or externally.

Website: www.achilles.ie



Norway

Achilles was originally founded in Stavanger, Norway in 1990 under the name Achilles Systems A.S. and it is due to the successful establishment of the Achilles company in Norway, that sister companies have followed in other countries. Achilles Systems has been successful in providing procurement services, these include an EC legislation advice package, workflow management and management information software for companies in both the public and private sectors.

A separate enterprise, Achilles Information Centre (Oljeindustriens Leverandoregister) operates from Arendal and provides a joint supplier qualification scheme for virtually all major operators and management contractors on the Norwegian and Danish continental shelves.

Supplier Management

- **Achilles Joint Qualification System** - Oil industry supplier database
- **Approve** - Vendor evaluation module
- **OISD** - Oil industry stocks database
- **Sellihca Qualification system** - Utility sector supplier database
- **THEMIS** - Decision support for regulated procurement

Contract Management Services

- **Achilles Contract System**
- **THEMIS** - Decision support for regulated procurement

Website: www.achilles.no

Spain

Aquiles Servicios de Contratación SL is the Spanish subsidiary of Achilles Group Limited. A portfolio of services offered to the Spanish procurement and purchasing professionals range from vendor information systems to e-procurement solutions and consultancy.

Supplier Management Services

- **RePro** - Supplier database for energy and water utilities. RePro was launched in 1998. Currently it's used by the following groups: Agbar (water), Cepsa (oil), Gas Natural (gas), Hidrocarburo (electricity), and Repsol (oil), Canal de Isabel II (water), Endesa (electricity) and Izar (shipbuilding)

- **proTRANS** - Supplier database for the rail industry. Seven Spanish railway operators use proTRANS online, and nearly 750 suppliers are registered in this database, which has been operating since 1999.

- **Supplier Performance module**
- **Supplier Evaluation module**

Contract Management Services

- **Contract Management System**
- **E-procurement Services**
- **Procurement Training and Consultancy**

Website: www.aquiles-sc.es

Sweden

Achillevs Information AB of Sweden offer highly specialised procurement services. By combining expert knowledge of practical procurement with our experience of IT and business systems it is our goal to be the number one choice for procurement services in Sweden. Achillevs Information AB can offer a large range of services and IT-support systems including: joint vendor databases and qualification systems, systems for establishment and administration of contracts, and decision support systems for public procurement and the utilities.

Supplier Management Services

- **Sellihca** - Joint Qualification System for Suppliers to Nordic Utilities. Sellihca is used to source information on new and potential suppliers of products, service and works. The Utilities have appointed Achilles System AS to run the day-to-day operation of Sellihca.
- **TransQ** - Joint Qualification System for Suppliers to Scandinavian Transport Utilities. TransQ is used by the participating utilities to source information on new and potential suppliers and to select suppliers of products, services and works.

Contract Management Services

- **ACS (Achilles Contract System)** - Achilles flagship product and is, we believe, the largest and most powerful integrated system in the field of contract management currently on the market. ACS is a system that electronically processes the demand, contract award and management of contracts.
- **Ciceron / Themis** - A specialist software package designed by Achilles for purchasers to easily understand and comply with EC regulations.

Website: www.achillevs.se



UK

Achilles Information Limited is the UK branch of a network of companies throughout Europe established in 1993. Achilles offers a diverse range of internet services to support and enhance purchasing activities across a broad range of industry sectors. Our online services are all available on The Achilles Portal including the new online managed Auctions service. We have a strong customer base made up of suppliers and purchasers from across UK and European business sectors, including transport, utilities, oil and gas, education, construction and the public sector.

Supplier Management Services

- **Achilles Online Services** – The Portal
- **Catalist Plus Vendor Database** – The public sector database
- **Clients Charter** – construction service
- **Link-up** - The rail industry's supplier database
- **Proof** - Rail audit scheme
- **NOTICE Contract Opportunities System**
- **UVDB™** - The Utilities Vendor Database
- **Verify** - Utility Supplier Verification Scheme

Contract Management Services

- **Achilles Management Consultancy**
- **Auctions Services** - Online managed auctions service
- **EC Procurement Legislation Services**
- **NOTICE Creation and Submission**
- **THEMIS** - The system for regulated procurement
- **Training and Advice Services** - Procurement and EC Legislation
- **UCMS** - Contract Management System

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Venezuela

Venezuela means oil and gas and the Registro Petrolero de Proveedores run by Aquiles Sistemas de Informacion CA, provides a vital link between suppliers and the International Oil operators and major engineering contractors working in Venezuela.

Supplier Management Services

- **RPP** - The Registro Petrolero de Proveedores and its new support system MiRPP have together become the main source of supplier information used by international oil operators, oil services companies and by major Venezuelan engineering contractors. From January 2003 all suppliers and contractors will be required to be registered on the RPP as subscribers will use the RPP exclusively for all of their sourcing needs.

In addition to a supplier qualification module, the system has evolved to include SHARPP an HSE (Health, Safety and Environmental) evaluation system, comprising a preliminary HSE Supplier Evaluation Document, a common system for HSE statistics, plus a common report for HSE on-site evaluations of suppliers. Suppliers also benefit from a "Market Information Module" which provides hard-to-find data on the investment plans, contact information and locations of major oil industry companies using the system.

Website: www.aquiles.com.ve

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