


A background image of a wind farm with several white wind turbines against a clear blue sky. The turbines are arranged in a line, receding into the distance.

Facilitating Partnerships Building Trust

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

**Power&Tech - the direct route to business in
the power, technology and automation industry.**

www.achilles.com



Power&Tech providing supply chain solutions for the power, technology and automation industry

Power, technology and automation companies view you, their suppliers, as an integral extension of their organisations. They strive for a transparent and efficient collaboration with best-in-class suppliers, from which all stakeholders benefit – the organisations themselves, their customers, investors, and suppliers. At the same time, they want to improve their efficiency and position their business for sustainable growth.

By partnering with Achilles, organisations benefit from a supplier pre-qualification system which enables them not only to standardise and streamline the way they engage with suppliers, but also to pre-qualify their suppliers by a neutral third party and to share that information amongst their buying teams.

What is Power&Tech?

Achilles Power&Tech is the new centralised online supplier registration and pre-qualification system for the power, technology and automation industry, worldwide. Joining as a supplier enables your organisation to become pre-qualified and to demonstrate that you comply with the minimum criteria determined by the buyers in this industry. With up-to-date accurate and validated information; multiple purchasers can use Achilles Power&Tech to search a database of relevant suppliers who provide the products and services they want to buy, and understand the capabilities of companies supplying them.

How can Power&Tech help your company?

One of the main drivers for Power&Tech is to make the process of doing business with buying organisations in the Power, Technology and Automation industry easier. Subscribing to the Power&Tech community enables your company to:

- Qualify for future work with potential customers in the industry and ensure that your company profile becomes visible to each business unit and globally within each organisation, increasing the potential for business development.
- Save time, cost, and avoid duplication of effort whilst increasing overall efficiency with one single qualification questionnaire shared globally.
- Have consistent, transparent and open access to essential criteria in the selection process.

Power&Tech buyers

The Power&Tech Community launched in 2013 with ABB Group as its first buyer. The ABB Group operates in around 100 countries, and their procurement specialists are purchasing from tens of thousands of suppliers worldwide. Optimisation of their global supply base is a key element of their global Supply Chain Management strategy.

ABB will be inviting their suppliers globally to register in the Achilles Power&Tech community, including suppliers who have existing contracts with ABB.

Other large global buying organisations in the Power, Technology and Automation industry are set to join the Power&Tech community in 2013.

“Partnering with Achilles is a key element of ABB’s Global strategy, in simplifying and improving our supplier qualification process.”

Nils Tengberg
Head of Quality and Supply Base Management
ABB



How to Join Power&Tech

To become a registered supplier you need to do the following:




Stage 1 – Buyer Specific Supplier Registration:

To complete the initial online supplier registration you will need to visit the company’s website of the buyer you wish to supply to (you will be provided a link (URL) in your invitation). Stage 1 registration is free of charge and it will take approximately 20 minutes to complete. If your company is identified as important to the Buyer you will be asked to continue with Stage 2 Pre-Qualification.

Stage 2 – Power&Tech Supplier Pre-Qualification:




Stage 2 involves the submission of information and certificates related to finance, health, safety and environment, quality management, insurance, products and services, corporate social responsibility (CSR) and legal information. Completing this stage requires the payment of a nominal annual subscription fee to Achilles. Details of which can be found on the next page.

Stage 1 - Supplier Registration

PROCESS	SUPPLIERS	ACHILLES	BUYERS
Registration	 Apply to join via the Buyer website. Fill out application & submit to Achilles. If required, continue to Stage 2.	 Data validation of questionnaire	 Stage 1 supplier information published.



Stage 2 - Supplier Pre-Qualification

PROCESS	SUPPLIERS	ACHILLES	BUYERS
Pre-Qualification	 Annual subscription payment & complete online questionnaire	 Data validation of questionnaire	 Stage 2 supplier information published



Subscription Fees

Annual subscription fees listed below apply to suppliers registering at Stage 2.

Subscription	Number of Product Codes*	Euro	USD	GBP
Basic**	1 to 5 Product Codes	€350	\$400	£250
Level 1	1 to 5 Product Codes	€650	\$800	£590
Level 2	6 to 15 Product Codes	€750	\$950	£680
Level 3	16 to 25 Product Codes	€850	\$1100	£770
Level 4	26 or above Product Codes	€975	\$1300	£890

* Product Codes describe a category of product or service; provided by a supplier and allow buyers to search for suppliers capable of matching their sourcing requirements. For more information please contact Achilles who can provide you with a product code guide.

** Please note, the Basic subscription level is only available to small companies who fit specific criteria. For more information, contact Achilles.

Contact Details

If you have any questions regarding your company's registration in the Power&Tech Community, please contact Achilles at:

PowerandTech@achilles.com

Alternatively you can get more information about Power&Tech by visiting:

www.achilles.com/powerandtech

Please note, if you have been invited to the registration process for a specific buyer, you can start the registration process by going to the buyer's website. Details of this will be communicated via an invitation letter from the relevant buyer. If you are unsure, please contact Achilles.

About Achilles

Achilles is one of the world's leading experts in managing supplier information. Our range of web-based services identify, qualify, evaluate and monitor suppliers so that buyers are better informed and can make better procurement decisions. Achilles has offices around the world and actively supports over 790 of the world's largest buying organisations to manage supplier data.

With a global view of the supplier base, procurement specialists have access to accurate and up-to-date information on their suppliers. Procurement specialists can streamline their supplier engagement, standardise their policies and reduce the risk of non-compliance (in areas such as health and safety, quality and environment), and confidently assess the total impact of their procurement decisions.

Key Benefits

- Increase your company's visibility to your customers
- Increase business development opportunities
- Save on time, resource and overall cost of doing business
- Consistent, transparent and open access to essential criteria in the selection process.
- Access to a secure environment, available 24/7 to register and update your company information.
- Share your company information in a structured format, making it easy for buyers to find the information they require.
- Utilise the independent verification of data - Achilles will support you throughout your subscription period.