Power & Tech Community Information for Volunteer Suppliers

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

Power & Tech – the direct route to new business within the global power, technology and automation industry sector.

www.achilles.com

Global supply chains have become increasingly sophisticated and complex operations; managing these successfully and effectively has become an even greater challenge for buying organisations in every sector worldwide, including the global power, technology and automation sector.

One crucial way to improve supply chain risk management is to gather standardised and up-to-date information across the supply base. This information can then be used to support important buying decisions - it enables buyers to assess a supplier's capability to supply objectively; it allows them to confirm critical compliance; and enables them to protect their business by ensuring they only work with credible and reliable suppliers that meet their basic sourcing requirements.

The Achilles Power & Tech Community facilitates this.

What is Achilles Power & Tech?

Achilles Power & Tech is a supply chain management community for the global power, technology and automation sector. Currently, ABB is the only buying organisation within the Community; however, more buying organisations are expected to join in 2014.

Achilles Power & Tech Community brings buying organisations and suppliers from the global power, technology and automation industry together in a controlled and professionally managed environment. Using an agreed industry benchmark, it standardises and streamlines the way buyers and suppliers engage with each other. It supports better relationships and underpins a more cost-effective and low-risk procurement process.

Achilles Power & Tech enables buying organisations and suppliers to reduce the risks to their supply chain through an impartial and rigorous evaluation and validation of supplier data across a range of business criteria that is critical to the sourcing process.

The Community Model Explained

Achilles Power & Tech is based on a successful and proven supply chain community model that benefits both buyers and suppliers.

The Community is jointly funded by buying organisations and suppliers. This requires all parties to pay an annual subscription fee to Achilles. The fee covers the cost of your data validation as well as system maintenance, support and upgrades.

Annual Subscription Fees for Suppliers

The amount you have to pay is determined by the number of product codes you enter in your initial application to join the Community. If you wish to exploit the full marketing potential of the Power & Tech Community and profile the full breadth of your products and services portfolio to all buyers in the Power & Tech Community, it is important that you include all the product codes that you can supply.

A product code describes a category of products or services provided by a supplier and enables buyers to search for suppliers to meet their specific sourcing requirements effectively. A detailed Product Code Guide for the Achilles Power & Tech Community is available at www.achilles.com/powerandtech

Please note that the annual subscription fee must be paid before we can send you the link to the Power & Tech questionnaire.

Supplier Fees

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

* The basic subscription fee applies to those businesses with less than 50 employees and with an annual turnover of less than $500,000.
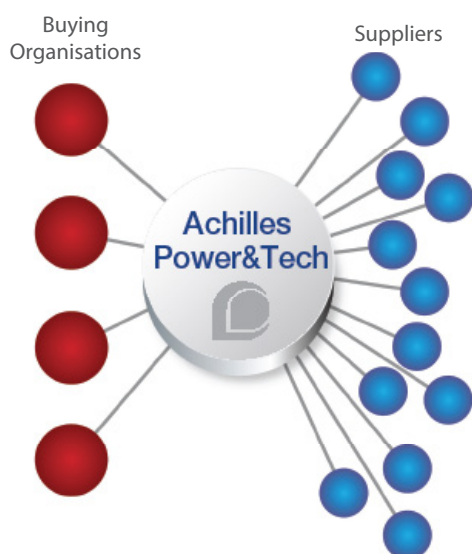
How will joining the Power & Tech Community benefit you?

Being part of the Community provides you with a unique 'shop window' for your services and is a strong marketing tool for your Company. It doesn't guarantee you any business; but it does put you in a very strong position for future contract awards.

Registering in the Community means that you pass an important threshold. It signifies to all buyers in the Community, current and future, that you are eligible for work and demonstrates how well you meet their basic sourcing requirements.

Increase your visibility and generate new business opportunities

Achilles Power & Tech Community offers you a unique and strong marketing tool for your business. By putting you in front of key decision makers in the world of procurement within the global power, technology and automation sector, it opens up the gateway for new business. Having the opportunity to demonstrate the full capability of your business at a click of a button is worth its advertising weight in gold.

Identify gaps in your service levels and improve your business performance

A rigorous evaluation and assessment of your Company's credentials undertaken by an independent third party is a valuable asset with a high consultative value. Providing you with some unique insights into your business, it enables you to identify gaps in your service levels and drive important business improvements.

Benefit from efficiencies and save time, effort and money

Benefit from important efficiencies in the supplier identification and qualification process - save time, effort and money with one simple, web-based supplier evaluation questionnaire that is shared and accessed by multiple buyers within the same organisation and across the whole of the Power & Tech buying Community.

Demonstrate compliance and increase the likelihood of contract award

More and more organisations are coming to realise that they are increasingly accountable for the behaviour of their suppliers and legislative and regulatory compliance is featuring high on their strategic agenda. They need to protect their reputation and avoid loss of business confidence through the association with suppliers who may damage their corporate reputation. Being able to demonstrate and evidence critical compliance gives you a strong competitive advantage and increases your chances of being awarded a contract.

Ensure buyers have access to your latest Company information

As the data is owned by you, this means that you can ensure that it is up-to-date and accurate at all times. This gurantees that buyers have your latest Company information to hand when undertaking sourcing activities and increases your chances of appearing in their search results.
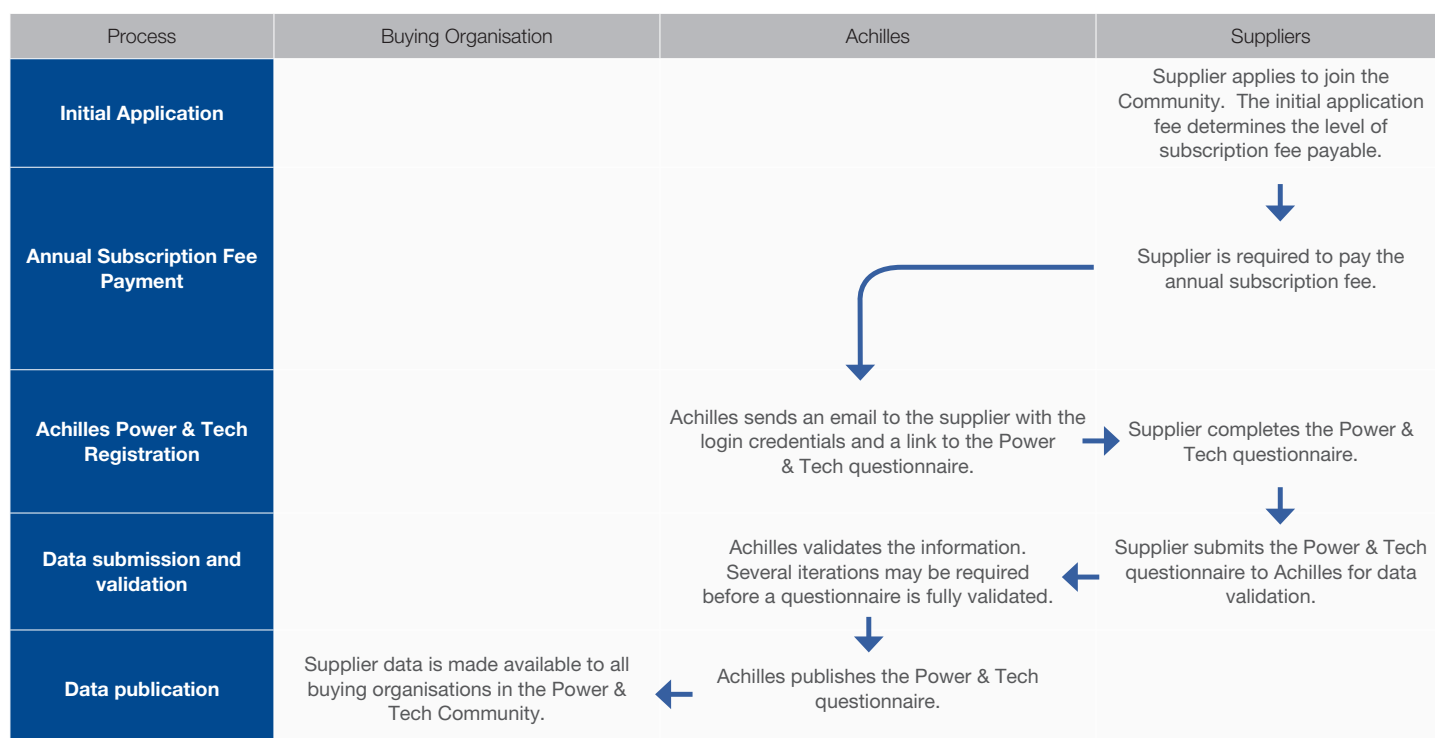
How to join the Power & Tech Community

The first step is to complete an initial application. This determines the level of subscription fee you are required to pay. Once payment has been received, you will be sent a link to the Power & Tech Community questionnaire. Here you will be required to provide information related to finance, Health, Safety and Environment (HSE), quality, environment, insurance, products and services, corporate social responsibility and legal information. This will include the provision of the necessary certification and supporting information.

Once you have completed the questionnaire in full, the next step is to submit this for data validation. Please note that this may take several iterations to complete; Achilles Customer Support Team is, however, there to help you throughout the registration process from start to finish.

Once you have successfully passed the Achilles data validation process, your profile will be made visible to all buying organisations within the Achilles Power & Tech Community, including ABB. They will be able to search your Company record when undertaking new sourcing activities.

Power & Tech Registration Process

Process	Buying Organisation	Achilles	Suppliers
Initial Application			Supplier applies to join the Community. The initial application fee determines the level of subscription fee payable.
Annual Subscription Fee Payment			Supplier is required to pay the annual subscription fee.
Achilles Power & Tech Registration		Achilles sends an email to the supplier with the login credentials and a link to the Power & Tech questionnaire.	Supplier completes the Power & Tech questionnaire.
Data submission and validation		Achilles validates the information. Several iterations may be required before a questionnaire is fully validated.	Supplier submits the Power & Tech questionnaire to Achilles for data validation.
Data publication	Supplier data is made available to all buying organisations in the Power & Tech Community.	Achilles publishes the Power & Tech questionnaire.	

For more information on how to register in the Power & Tech Community, contact powerandtech@achilles.com

About Achilles

Achilles is one of the world's largest service providers of global supply chain risk management solutions with more than 950 people working in 22 countries.

We work on behalf of over 790 buying organisations, from 11 industry sectors, to collect, validate and maintain essential data about more than 90,000 suppliers. This allows 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.

We operate unique supply chain communities where leading buyers from each industry, work collaboratively to agree the common standards suppliers need to meet in order to be eligible to do business with them.

Our solutions enable businesses to make informed, strategic decisions to minimise cost and turn common industry challenges into sources of competitive advantage

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