



# Welcome to Services and Industries

Facilitating relationships. Building trust.

## The supplier management community for services and industries sector.

Services and industry companies view their suppliers as an integral extension of their organisations, and strive for a transparent and efficient collaboration with best in class suppliers. The Achilles Services and Industries 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.

### What is Achilles Services and Industries?

Services and Industries is the utility industry pre-qualification system used by the utilities sector in France, Spain, Mexico, Brazil, Peru, Chile, Argentina and Colombia to manage risk within the supply chain and comply with EU and LATAM regulations.

Joining Services and Industries as a supplier provides your organisation with an opportunity to showcase your capabilities and access multiple contract opportunities by completing a single pre-qualification questionnaire (PQQ). Services and Industries is used by many utility buyer organisations worldwide, to source potential suppliers.

Buyers use Services and Industries to search for suitable companies by the product or service relevant to their requirement(s). They may then apply further criteria to refine the tender list and/or use our Additional Questions feature to ask contract-specific questions.

### How can Achilles Services and Industries help your company?

Subscribing to the Services and Industries community enables your company to:

- Access new buyers and business opportunities
- Save time and money by completing a single pre-qualification questionnaire for key players in the industry

- Demonstrate credibility by meeting industry and regulatory standards
- Measure and improve performance through an audit

### How to join Achilles Services and Industries

There are two ways to join the Services and Industries Community: Buyer invitation via email or as a Volunteer Supplier via the Achilles website.

If you are a volunteer supplier, visit [www.achilles.com](http://www.achilles.com), click on “Join a Community” and complete the subscription form. We will be in touch shortly after with payment and registration instructions.

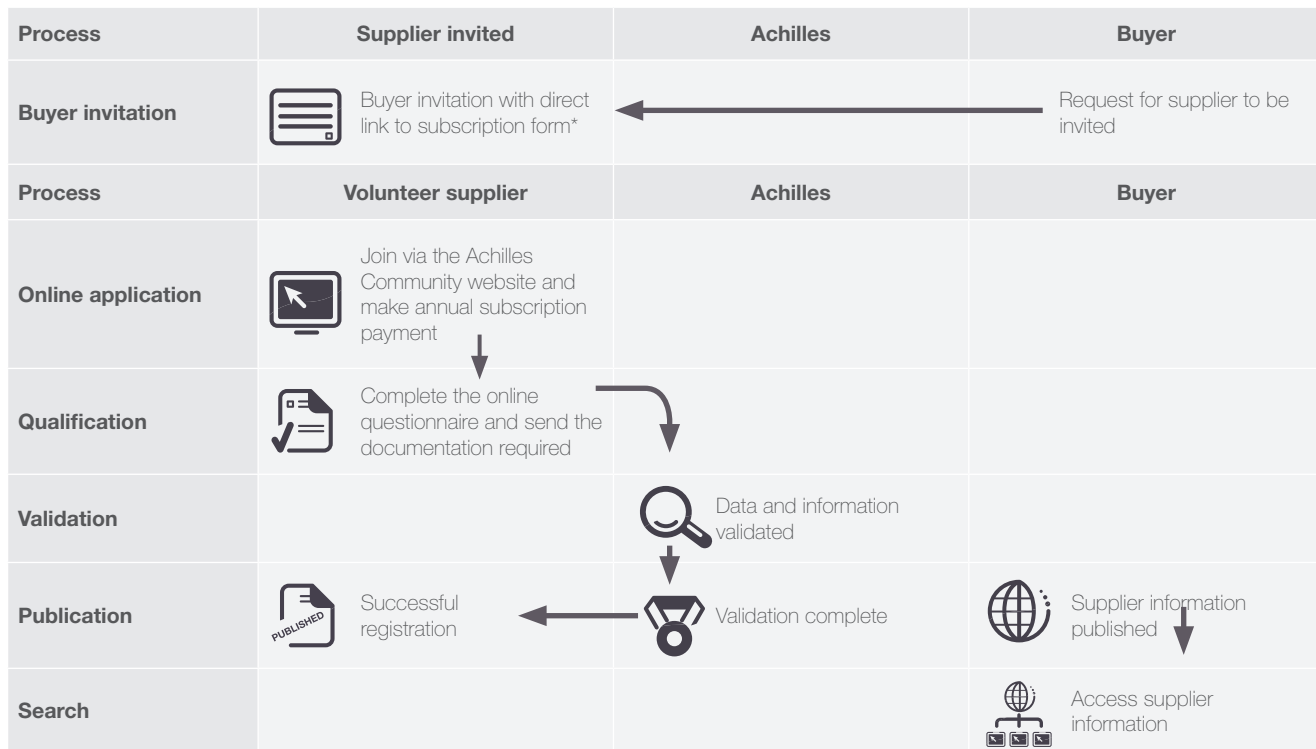
Once payment is confirmed by Achilles you will be notified by email, and a qualification questionnaire will be available for you to complete.

This step requires providing information and the uploading of documents related to finance, quality, insurance, products/services, security and hygiene. In addition, other specific documentation may be required by specific buyers.

Finally, an expert team will validate the information provided. Once validated, information will be displayed in the system for buyer organisations to access through the search.



## Subscription process for Services and Industries



\* Suppliers invited by a buyer organisation will be, or not, liable to make the annual subscription payment.

- Note: Some strategic profile suppliers may need to undertake an Audit.

### Additional service options: Audits

Achilles audits and assessments are aligned with our pre-qualification questionnaires to enhance validation in key supply chain risk areas. Achilles audits and assessments review your management systems in several areas, including:

- Quality
- Environment
- Health
- Sustainability & CSR
- Safety
- Carbon Management

We review your organisation's policies and processes, and check that you adhere to them in your operations. We also offer a continuous improvement thanks to our unique system integrated into our tool.

The scope of the audit varies according to your company profile and the requirements of buying organisations using Services and Industries community.

For further information about Achilles Audit Service, visit: [www.achilles.com/en/for-suppliers/audits-and-assessments-for-suppliers](http://www.achilles.com/en/for-suppliers/audits-and-assessments-for-suppliers).



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