



DIVERSIFICATION, DEVELOPMENT & DISCOVERY

How raising standards and creating transparency across the supply chain reduces risk, improves compliance and develops suppliers

JAY KATZEN

Chief Executive

ACHILLES INFORMATION

Complex Landscape



Today's SCM landscape is fragmented, complex and opaque – all of which increase the risk of disruption, brand damage and incremental cost



COMMERCIAL PRESSURES

Performance-led procurement and the pressure to deliver genuine added value through effective category management and strategic sourcing.

Reducing costs remains the number 1 challenge for Chief Procurement Officers worldwide.

£30m

Achilles reduces supplier qualification cost in the UK Utilities industry by £30m per year



DIGITIZATION

Push towards automation and digitization of processes and systems to improve efficiency. Yet data is unstructured, inaccurate and incomplete so investments in technology not returning expected value

Less than 20% of companies update supplier information more than once per year.

500k

Achilles validates and assures over 500,000 supplier assessment questionnaires plus over 11000 onsite audits every year



GLOBALIZATION

Supply chains are increasingly diverse, international, multi tier and complex. 66% of procurement leaders have limited / no visibility beyond tier 1 suppliers.

Less than 6% procurement leaders have full visibility of their supply chain and risks of potential disruption

100+

Achilles supports customer supply chains in over 100 countries on 6 continents, with 20+ languages in our regional hubs



RISK

Increasing compliance requirements to meet regulatory and legislative requirements, whilst complex supply chains bring risk of disruption through multiple domains- HSE, Welfare, Ethics, Finance etc

53% of organisations think it likely that a supplier will expose them to business risk due to failing to comply with new legislation.

40%

of audited companies are less likely to have an accident vs RIDDOR average.

YOUR CHALLENGES & GOALS



Need to demonstrate cost and time efficiencies, compliance and quality



Limited pool of qualified suppliers



Limited resources means a focus on driving better strategic decisions and a need to leverage the community



Collaboration with competitors to drive overall improvements including:

- Reducing accidents and raising health and safety standards
- Making a positive impact on society; improving labor welfare, environment and sustainability
- Leveraging best practice across the supply chain



Source and select the best suppliers



Ensure suppliers are fit to do business with



Ensure welfare and safety in the supply chain



Create better outcomes and shared value for all

We understand



600+
Leading
companies

135k+
Pre-Qualified
Suppliers in
our network

680
Employees

11
Hubs

REGIONAL UNDERSTANDING

Operational in GCC for 6+ years with deep understanding of regional challenges, regulatory compliance needs and transformation objectives inc. KSA2030 Vision

30 YEARS' EXPERTISE

Embedded with customer systems and teams. Helping to raise business performance and raise standards in sustainability for the benefit of society as a whole

SECTOR KNOWLEDGE

We are the global leader for supply chain risk and performance management, rooted in safety critical, complex industries

Achilles is industry's partner of choice for supply chain insights

Brazil – Colombia – Denmark – Germany - Hong Kong – India – Ireland – Mexico – Norway – Peru – Spain – Slovakia – Sweden - UAE - USA - UK

SOLVING YOUR CHALLENGES WITH DATA

Quality information to enable effective decision making in **sourcing, assurance** and supply chain **performance**.



COMPANY INFORMATION

- Company Profile
- Registration
- Innovation & Development
- Financial, Ownership, Stability
- Core Financial
- Insurance
- Operating License
- Trade Controls



HEALTH & SAFETY

- HSSE Policy
- HSE Performance Management
- Management of Workplace H&S
- Medical Provision
- Occupational Health



BUSINESS CONTINUITY (BCP)

- Defect Management
- Workforce Management
- ERP & Finance
- Supply Chain Resilience
- Disaster Recovery



ETHICAL BUSINESS & QUALITY

- Anti-Bribery & Corruption
- EBP Policy, Standards, Performance & Practice
- Responsible Political Involvement
- Equality, Diversity, & Inclusion
- Diversity Sourcing
- Local Content
- Workforce Diversity
- Quality Assurance
- Quality Reporting
- Quality Management



CYBER & IT

- IT Systems Integrity
- Data Systems
- Data Governance
- Cyber Exposure



ENVIRONMENT

- Environmental Management Systems
- Carbon and Embedded
- Water
- Waste & Recycling
- Plastics
- Hazardous Substances
- Energy

PREQUALIFICATION OPTIONS

YOUR OWN QUALIFICATION & SOURCING SYSTEM

- ✓ More control, customized
 - ✓ Deep integration
 - ✗ Less expensive
 - ✗ Deep validation and Qualification
 - ✗ Multi region & Multi sector benchmarking for best practice
 - ✗ Reduces Risk
-

EXTENDING AN ERP – SAP / COUPA / JAGGAER BRAVO

- ✓ More control, customized
 - ✓ Deep integration
 - ✗ Less expensive
 - ✗ Deep validation and Qualification
 - ✗ Multi region & Multi sector benchmarking for best practice
 - ✗ Reduces Risk
-

BEST PRACTICE

- ✓ Integration with your APIs
 - ✓ Less expensive
 - ✓ Real time analytics
 - ✓ Integration of best third parties – eg Thomson Reuters Worldcheck
 - ✓ Unbiased scoring
 - ✓ Multi region & Multi sector benchmarking for best practice
 - ✓ Reduces Risk
-

OUR
INDEPENDENCE
IS YOUR
ASSURANCE

- ✔ ASSURES & ENCOURAGES
BEST PRACTICE ACROSS THE
SUPPLY CHAIN
- ✔ ROBUST, PROVEN TECHNOLOGY
- ✔ BETTER RISK MITIGATION
- ✔ BENEFITS OF COLLABORATION

THE DETAIL

Example statistics
from the Achilles
Chemical
Community

Do you have the data to truly understand your supply chain,
make better strategic decisions, and drive overall
improvement?



Supporting strategic aims to diversify the KSA economy through SMEs



Ensuring local content and Saudi assurance

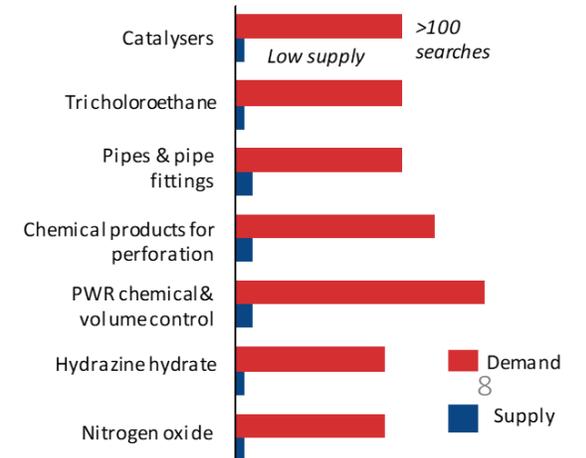


Facilitating continuity of production in the event of an emergency, knowing your suppliers are prepared

Are you impacted by International Politics?

5 Products potentially impacted by Brexit disruption

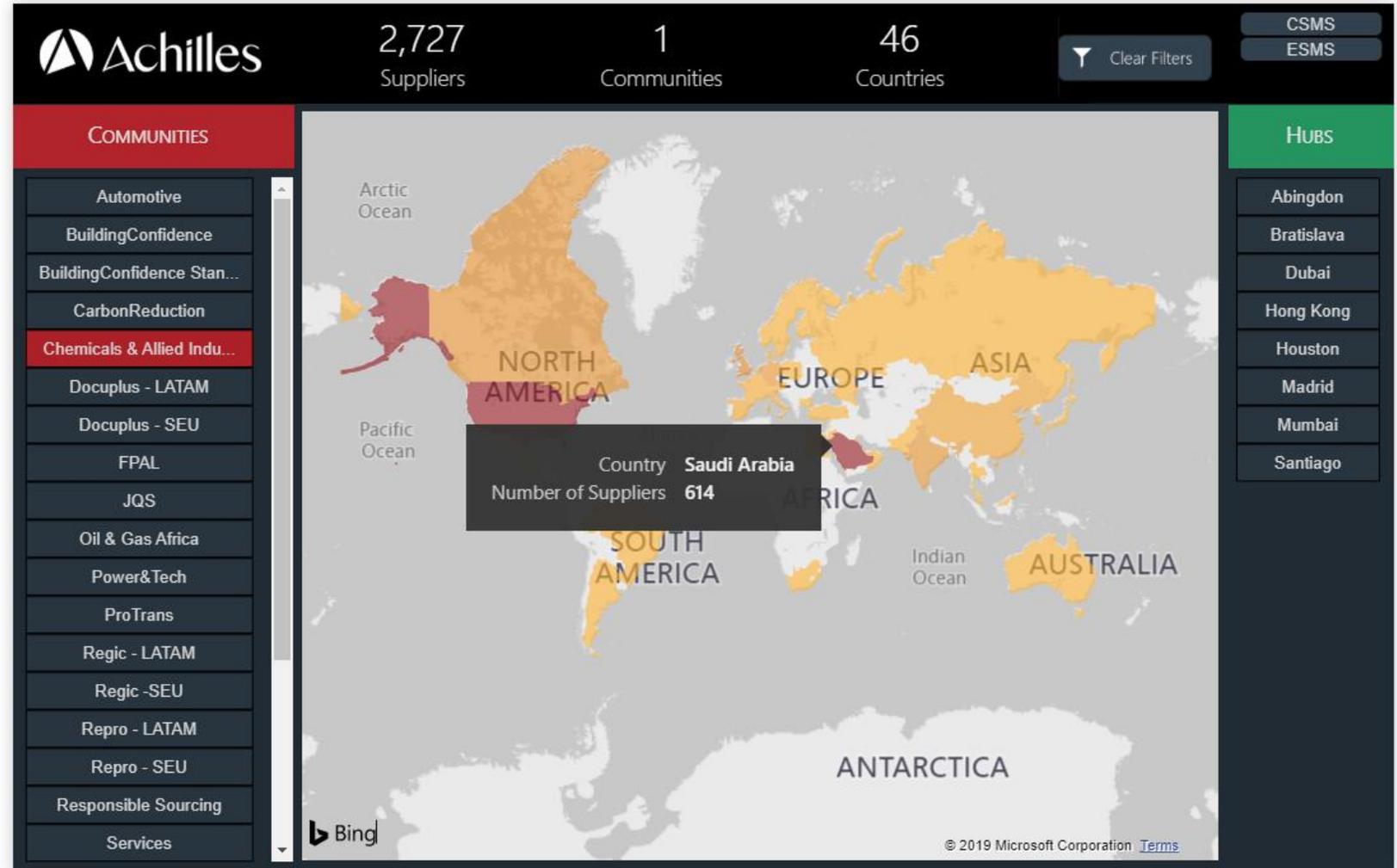
40 Products provided by single suppliers



Source, Select, and Mitigate Risk with a Global Supply Chain

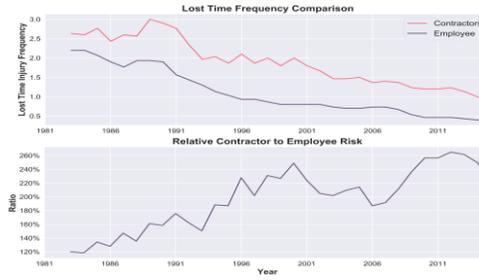


IMMEDIATE
GLOBAL VIEW

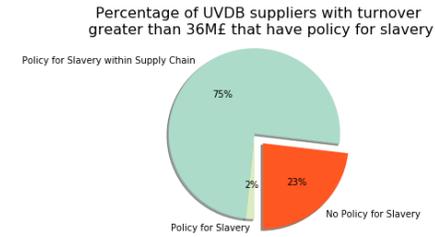


METRICS & BENCHMARKING

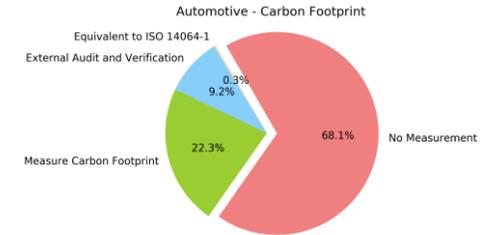
Am I delivering on my commitment to improve health & safety?



My reputation will be damaged if modern slavery is found in my supply chain



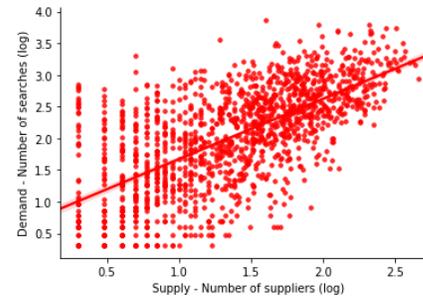
Are my suppliers compliant?



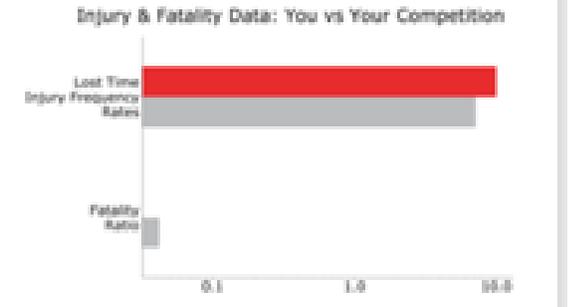
Do I have a full view of my supply chain?



Is my supply chain competitive?



Where does Supplier X sit in relation to the competition



TASNEE

Leveraging industry standards to meet best in class supplier prequalification

Tasnee Supplier Management Model



Qualification and Classification

Qualify all suppliers based on a common set of criteria that are aligned with Tasnee's strategy and standards including commercial, QSHE, CSR, and sustainability issues. The pre-qualification process and ongoing data management is managed for us by Achilles. The actual qualification status is determined by Tasnee and the classifying of the suppliers is based on the provided material or service.

- Reduce supply chain risk and meet requirements from customers (e.g., brand, legal, reputational, environmental and supply risks) by ensuring we only work with high caliber suppliers.
 - To ensure that we are consistent and transparent with our qualifying standards across the company's supplier base.
 - To ensure we manage risks associate with supply at the appropriate level.
 - To make it easy for the supplier to update their information so that we have access to accurate information at all times.
- 1500+ suppliers already in system
 - Supplier funded
 - Aims of the programme:
 - To assure customers Tasnee maintain the highest standards
 - Improve supplier standards
 - Support engagement with Nitaqat system
 - Provide access to prequalified vendors by other buying organisations in the region
 - Reap benefits of supplier auditing expertise and resources

VALUE & BENEFITS

Supporting KSA to become a “centre of excellence” in supply chain risk management



Cost reduction

By creating a simple process, we make doing business easier for everyone.



Reduce Risk

Educate SMEs on Industry requirements for Health& Safety, Security Anti-Corruption, Cyber, Environment and Business Continuity



Create Opportunities

Opening up a new world of business opportunities and connections . Making is easier for buyers to source and select capable SMEs



Raise Standards

Educate SMEs to improve sustainability and compliance reducing anti social behaviours. Eg. Tax registration, SAKAT, GOSI



Capacity Building

Help industries develop local content for future sourcing needs, identifying early areas for supply chain investment



Market awareness

Increased SME visibility and exposure to relevant market opportunities through forward work plans



International trade

Our globally recognised stamp of approval provides transparency and familiarity that encourages new trade.



Trend analysis

Understand trends and drivers in the supply base so that you can react proactively.



Foreign Investment

Encourage foreign investment in form on JVs and partnerships by promoting recognised standards



Fair Competition

Enable SMEs to differentiate based on capability on a level playing field. Allow industry to stop rewarding mediocrity of existing suppliers

BECAUSE INSIGHT BEATS HINDSIGHT

Efficient, accurate inputs drive better decisions

We do this by providing **actionable insights** from our unrivalled bank of supply chain information.