



leaders in sustainable procurement
global resource. **local** skills.



Overview

Approve is a service that can merge information about your suppliers from different sources (e.g audit reports, performance feedback, scoring and additional information) and make this available to your buyers in a single dashboard. This information can be automatically marked and weighted to provide an overall score for the supplier that represents a complete view of their suitability as a supplier according to your internal business requirements. The supplier score can be used to decide if you wish a company to be an "Approved" supplier for your buying team.

The SMS search experience is enhanced with the Approve criteria to provide an effective method of developing a short list for your contract opportunities.

Key benefits

- Improved short listing for buying organisations as they can search within Approved Suppliers for their own organisation
- Combine automatic and manual methods of assessment – saving time and ensuring your procurement business processes are embedded within a single tool
- Enable buying organisations to store supplementary information that can be included as search criteria

Background

The standard Achilles solution provides huge economies of scale benefits to the industry group, however there are some activities each Buyer wishes to keep private in order to manage their competitive advantage but wish to link with the Achilles solution or just because their internal rules are different.

Key features

- Data recorded against suppliers by a buying organisation remains private to that organization
- Choose the information to be used for the Approve assessment
- A lead buyer can control the range of suppliers available to their buying teams
- Access levels to the Approve record can be controlled
- Upload Documents
- Enter Status Information
- Approve or Disqualify a supplier with an optional validity period
- Enter free text information
- In advanced versions
 - Search using bespoke categories
 - Add product codes for approval
 - History of changes

Approve – Positioning



This product diversifies existing Achilles Schemes and supports the Achilles market and brand position in enabling Buying organisations to evaluate suppliers for sustainable procurement. The Approve product enables buying organisations to benefit from the shared community Supplier Management System and to then add to this a private tool tailored to their business process.



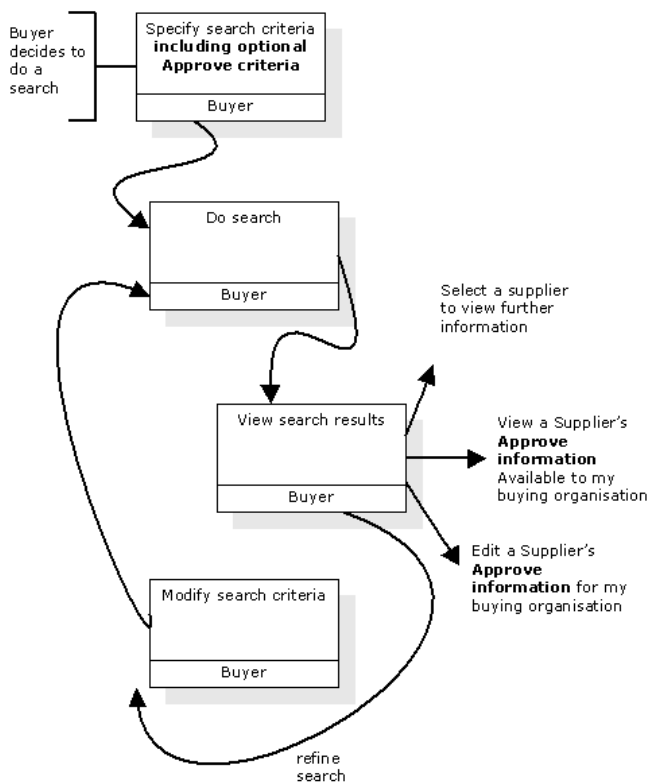
Who is Approve for?

Procurement Decision Makers who control approved supplier lists and make Buying Decisions, Buyer and Compliance teams

This product is sold to individual Buying organisations who already use an Achilles SMS and does not require steering group involvement.

How does Approve work?

The Approve module enables a buying organisation to merge information about their suppliers from different sources (e.g audit reports, performance feedback, scoring and additional information). The specific configuration for each customer can be different and is designed through a consultation process. Once implemented the combined information is made available to your buyers in a single dashboard. Buyers will operate the search as normal and now benefit from the additional Approve status being available to them as an additional filtering criterion. The process flow below highlights the enhanced search experience.



Approve content examples

Simple

1. Manual expert assessment
2. Upload Documents e.g. Audit, Security, Contracts
3. Record comments
4. Audit Trail

Advanced

1. Chosen elements from the Pre-Qualification Questionnaire are Scored
2. Performance Feedback is Scored
3. Dependency ratio calculated – Value of sales with a buyer organisation divided by total turnover
4. Individual scores are combined together in a weighted formula to provide an overall supplier score compared that can be compared with a pass mark