



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



Overview

A functional addition to Achilles SMS services; allowing buyers to ask further qualification questions to registered suppliers. The built in wizard offers a simple and effective method of asking for and collating supplier information not collected in the SMS service questionnaire.

Generally used for contract or tender specific data where a buyer wants standard responses to additional questions. All data is sent and stored electronically, eliminating the need for hard-copy storage of additional tender documents.

Key Benefits

- Communication online with registered suppliers
- Secure second stage qualification process
- Qualify or fail suppliers based on their responses
- Re-use stored questions from previous equals
- Access all supplier data in a single secure area

Background

Buyers need to reduce costs in short-listing appropriate suppliers quickly. In product areas where high quality suppliers are in abundance additional qualification questions can be asked to achieve an appropriately sized short list from the Achilles supplier management service.

Key features

- Export of short-listed suppliers from SMS service
- Questions compiled and stored by the user
- Questions emailed to suppliers who log in to complete
- Monitor, chase and review responses
- Set a supplier qualification status and export data

e-Qual – Positioning



e-Qual is not an e-tendering system but an e-RFI.

e-Qual provides buyers with an opportunity to speak directly to suppliers to ask additional pre-qualification questions electronically. These questions are likely to be contract specific, with the aim of ensuring that all suppliers included in a tender list have the appropriate capabilities to carry out the work. All the e-Qual information is sent and stored electronically, replacing the need to issue hard copy invitations to tender or additional pre-qualification documents.

This product supports the Achilles market and brand position in enabling Buying organizations to evaluate suppliers for sustainable procurement

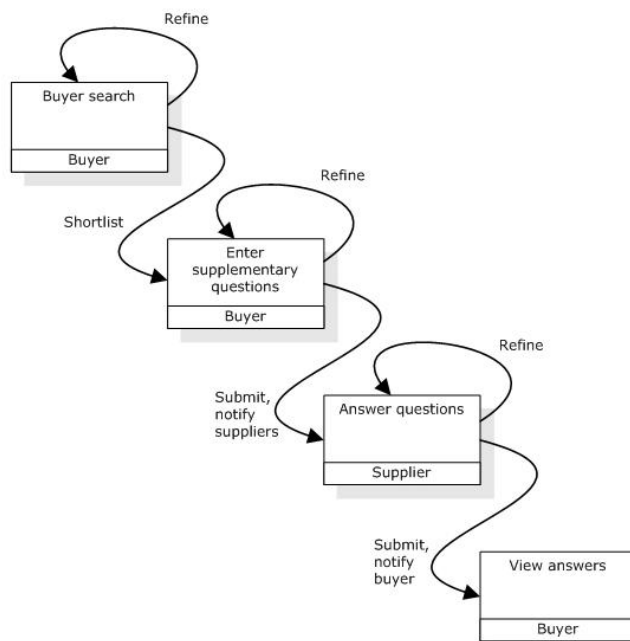


Who is e-Qual for ?

- Any staff member in a buying organisation who needs to ask suppliers supplementary questions e.g.
 - Procurement teams
 - Buyers
 - Policy Managers

How does e-Qual work?

e-Qual is integrated into the Supplier Management System and enables the buyer to communicate consistently with a range of suppliers and assess their responses.



The e-Qual process



Achilles Group Limited

30 Park Gate Milton Park Abingdon Oxon OX14 4SH UK

T: +44 (0)1235 820813 F: +44 (0)1235 821093 E: marketing@achilles.com W: www.achilles.com

001 – 04/2008

