



sellihca
empowered by **Achilles**

Make your company qualified & visible
to buyers in the utilities industry



Sellihca is a supplier registration and qualification system for those who want to supply to the utilities industry. Sellihca is administered by Achilles, one of the world's leading managers of supplier information. Achilles stores each supplier's information in searchable, easily used systems, which create unique networks between suppliers and buyers. This offers new business opportunities to both buyers and suppliers.

About Sellihca

Joining Sellihca makes you visible, qualified and searchable by buyers – throughout the entire Nordic Region! Sellihca

- is a unique, detailed database of suppliers to the utilities industry.
- is used by buyers to find potential suppliers for specific tenders
- functions as a procurement qualification, which means that purchasers can request tenders solely from suppliers in Sellihca and still comply with EU utility procurement directive.

Sellihca is operated as a collaborative venture between buyers in the utilities industry in the Nordic Region.

“The first year in Sellihca, our turnover increased considerably and after that, we have continually received assignments from companies in the utilities industry.”

Otto Frog
Excaped System AS

Benefits

Sellihca offers you several benefits:

- You become visible and qualified for your relevant customer group in the industry.
- Your information is handled in an objective, neutral manner.
- You can check that your information in Sellihca is always up-to-date. Information should be updated once a year, but you have the freedom to update it more frequently.
- You avoid having to repeatedly provide information about yourself. Buyers can view your details through Sellihca at any stage of a tender process.
- You can retrieve your information from Sellihca in the form of complete company presentations in procurement processes where the buyers do not have access to Sellihca.
- Once you are qualified in Sellihca, you receive a certificate which you have the right to use as a marketing tool.

About Achilles

Achilles is one of the world's leading managers of supplier information. Our range of web-based services: identify, qualify, evaluate and monitor 77.000 suppliers on behalf of 750 buyers' organizations worldwide.

Achilles builds unique communities spanning a wide range of industry sectors, so that organisations can manage their supply chains effectively, and improve data quality and consistency.

In the Nordic countries Achilles operates sector specific communities and supplier registers within the sectors utilities, transport, construction and oil & gas.



services for professional procurement
be better informed, make better decisions

How does Sellihca work?

Sellihca works roughly like a supplier database, but differs from other databases in many ways.

All suppliers registered in Sellihca provide the same information to the system by completing a questionnaire containing mainly multiple-choice questions. The questions are chosen by buyers in the industry. This makes it easier for you to register information and, at the same time, makes it easier for buyers to get a clear overview of the market. The information provided by suppliers is comparable and easily available to buyers, who can make faster and better business decisions.

Sellihca is administered by a neutral third party, Achilles, who ensures that the database is operated in accordance with the buyers' requests.

The information held in Sellihca is also sufficient to commence the tender process: buyers can restrict their selection to Sellihca, which thereby functions as a qualification system. This means that you, as a supplier, are offered unique opportunities to participate in tenders which are not advertised outside Sellihca.

This makes Sellihca an effective sales channel. New buyers can easily find you in the database, and you can quickly and easily provide offers and tenders.

How can I be registered in Sellihca?

It is easy to become registered in Sellihca. Decide the number of product and service codes, fill in an application form on the Achilles web site and pay the annual fee based on the number of codes you wish to register. You will then be given login information for Sellihca's questionnaire, where you register your company's information and all the other information needed for you to be qualified. The information is checked by Achilles before it is made available to buyers.

For your company to be qualified in Sellihca, it must:

- sell the goods and services covered by Sellihca under its own name
- pay taxes and social security contributions on time
- not be involved in any debt reorganisation
- have filed annual reports and accounts with the relevant authorities
- be registered with the local companies registration office
- pay the annual administration fee from 3,900 NOK. Achilles reserve the right to change prices.

Complete rules for qualification are available at www.achilles.com/sellihca/criteria.

Qualification system

Procurement in the utilities industry is controlled by the EU utilities procurement directive. The directive require buyers to publish a notice of their tenders, so that any interested supplier can apply for qualification. However, buyers can ask their suppliers to be qualified in advance via qualification systems. Suppliers register the information that buyers normally request in procurement, which means that buyers can invite suppliers directly from the system to each tender without publishing a separate tender notice. Sellihca is such a qualification system.

All qualification systems have to be advertised. Sellihca is advertised annually in Ted – Tenders Electronic Daily.

Read more and order www.achilles.com/sellihca

Sellihca's customers



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05/2011

