



How to get closer to the rail industry

Find more business and save on costs

Link-up Supplier Patron* provides knowledge and insight into the rail industry allowing you to start to manage your business risks from suppliers and customers - get the edge, be smarter

Link-up Supplier Patron not only helps your company to generate more business through having access to over 3000 companies but also aids cost efficiency through finding qualified suppliers. Adding this entry level access option to your Link-up subscription provides you with a simple search functionality to identify who can offer a product or service with a check on qualification status.

- ✓ **Get a better understanding of the industry** - Supplier Patron helps to identify which companies can offer a product or service with a check on their qualification status, location of coverage and whether the product or service is provided directly or via a subcontract route.
- ✓ **Save time and resource finding qualified suppliers** - find competent suppliers by having access to view which are qualified in any product code and if they are an NCCA Sponsor or Network Rail Licence Holder.
- ✓ **Find MORE quality suppliers for your business** - save on duplication and help cut down on your own auditing. View basic audit information about these companies.
- ✓ **Get MORE information on your competitors** - use Supplier Patron as a powerful business development tool. It also provides enhanced security for any enquiry and access to contact and basic company information.

services for professional procurement
be better informed, **make better decisions**



How does Link-up Supplier Patron work?

From the home page there are various links that provide information to help:

Find new customers

1. Search for companies through the 'find a supplier by product or service' link.
2. Use their details to make contact.

Find new suppliers

1. Search for potential suppliers using the 'find a supplier by product or service' link.
2. When you've found a company you think would be able to supply, check their status to see if they qualify.
3. Use the audit summary link as a starting point to see if they meet your standards.
4. Draw up a potential tender selection list.

What you can view

1. When you search for company information by product or service, 19 product categories are shown.
2. Searches can then be narrowed down further through product code breakdown.
3. On selecting a supplier you can:
 - see more company details
 - see more company contacts
 - check what codes the supplier has selected
 - view the supplier's questionnaire.

By using Link-up Supplier Patron you will not only have the opportunity to find new customers, but also to see who else supplies from your industry and which suppliers are qualified.

Visibility and insight into the rail industry supply chain – increase business, mitigate and manage supply chain risk.

Call today to find out how Link-up Supplier Patron can help to increase your business and productivity.

T: +44 (0)1235 861118
E: link-up@achilles.com
www.achilles.com/link-uppatron



Achilles Information Limited

30 Park Gate, Milton Park, Abingdon, Oxon, OX14 4SH, UK

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

