



Achilles - Green Energy Solutions

February 2022

Halvard Homme,
Head of Green Energy Solutions

Agenda

- About us
- Solutions for Offshore Wind and Green Energy
- How it works and how to join
- Q&A

INTRODUCING ACHILLES

Established in Norway 1990 after an initiative in the offshore Oil&Gas sector.

Purpose:

- Reducing supply chain risks through a collaborative approach in the industry.
- Reduce administrative costs for buyer and suppliers
- Create a transparent and competitive supplier market
- Promote and develop local supplier industry
- Legal and regulatory requirements



INTRODUCING ACHILLES



30

Years' experience

Achilles is one of the world's leading global supply chain risk management companies. We collect, validate and maintain essential supplier data through an online questionnaire and physical audits.

550

Buyers

Using our services to search, source and monitor compliance with their suppliers.



~600 Employees

A global team, headquartered in the UK servicing customers in over 20 languages.



17 Locations

Offices in the Americas, Europe, Asia and the Middle East.



**COMPANY
INFORMATION**



SUSTAINABILITY



ENVIRONMENT



**HEALTH,
SAFETY**



CYBER & IT



Find new suppliers

- Search, filter, understand product and service categories
- Find quality-assured suppliers in new countries
- Find experienced suppliers from related industries, e.g Oil&Gas



Assess the fitness of suppliers

- Select relevant criteria
- Assess and compare potential suppliers
- Focus on suppliers rather than data maintenance



Ensure compliance with purchasing processes

- Communicate RFIs widely and fairly
- Assess company compliance with key purchasing criteria



Have a robust Prequalification system

- Mix of standard and your own PQQ questions
- Only you see the answers to your own questions

WOULDN'T IT BE NICE IF OFFSHORE WIND BUYERS
COULD ...



Get exposure across the whole offshore wind industry

- Get a “Step Stone” from existing industry into offshore wind
- Avoid duplication - register and enter capabilities once



See upcoming tenders across the industry

- Choose the buyers, markets and services you are interested in
- No need to register on multiple systems



Compare your own scores versus competitors

- Understand current OSW competitor landscape
- Understand competitors in potential new product and service areas

WOULDN'T IT BE NICE IF SUPPLIERS COULD ...



CREATING A WIND ENERGY NETWORK

Launching a global “Green Energy Network” tailored for the Offshore and Onshore wind industry across the globe.

Content overlap with existing Achilles Networks in Power & Utilities and O&G is high, meaning incremental work for suppliers is low.



CONTENT CRAFTED FOR WIND ENERGY

In collaboration with partners, the network is developed with relevant content and product & service codes to support the Offshore and Onshore Wind Industry.



CONNECTING BUYERS AND SUPPLIERS

Supporting diversification – New buyers and suppliers outside our current regions can join the Green Energy network, as well as existing ones seeking new opportunities.



TRULY GLOBAL, ULTIMATELY EFFICIENT APPROACH

Individual markets and enablers keep seeking efficiency by making their own solutions, but the market is global – the only way to give suppliers and buyers what is best is via a global platform, rather than thinking small

SUPPORTING THE ENERGY TRANSITION

Diversification example:
Suppliers with experience from oil & gas and offshore operations are attractive, and have successfully partnered with wind buyers.

System Demo

Supplier Experience

- Demo - Supplier experience

Access and Questionnaire Completion










The screenshots illustrate the user journey on the Achilles platform:

- Account Creation:** The top-left screenshot shows the 'Create your account' and 'Sign in' options at the top of the Achilles website.
- User Profile:** The middle-left screenshot shows the user profile page for 'Paul Jones'. It includes a 'Questionnaire' dropdown menu with options for 'Profile' and 'Request Information'. The 'Questionnaire' section shows a status of 'Published' with a 'View' button.
- Questionnaire Status:** The middle-right screenshot shows the 'Questionnaire' section view for 'EXAMPLE NOTICE SUPPLIER'. It displays the status as 'Published', the last published date as '02 Sep 2021', and the review due date as '02 Aug 2022'. A 'Profile Page' button and a 'Download' button are also visible.
- Questionnaire Sections:** The bottom-right screenshot shows a detailed view of the questionnaire sections. The sections are listed in a table with their status:

SECTION	STATUS
Key Company Information	Completed
Product and Service Selection – UVDB	Completed
Health & Safety	Completed
Quality Assurance	Completed
Environmental	Completed
Ethical Business Practices	Completed
Supply Chain Management	Completed
Financial Stability, Ownership and Insurance	Completed
Carbon Management	Completed
Data Governance	Completed

System Demo

Supplier Experience



View Questionnaire

Close

Products and Services Selection - Green Energy

- 10.5.1 - Building inspection services
- 10.15.7 - Photogrammetry surveying services
- 10.15.99 - Other surveying / positioning services
- 20.4.12 - Overhead line services - surveying

Is your organisation a manufacturer of any of the commodity codes you have selected?

No

Is your organisation an agent of any of the commodity codes you have selected?

No

Is your organisation a stockist of any of the commodity codes you have selected?

No

Select the areas where you can supply your products or services. You can create different groups of regions and then associate your commodity codes with them.

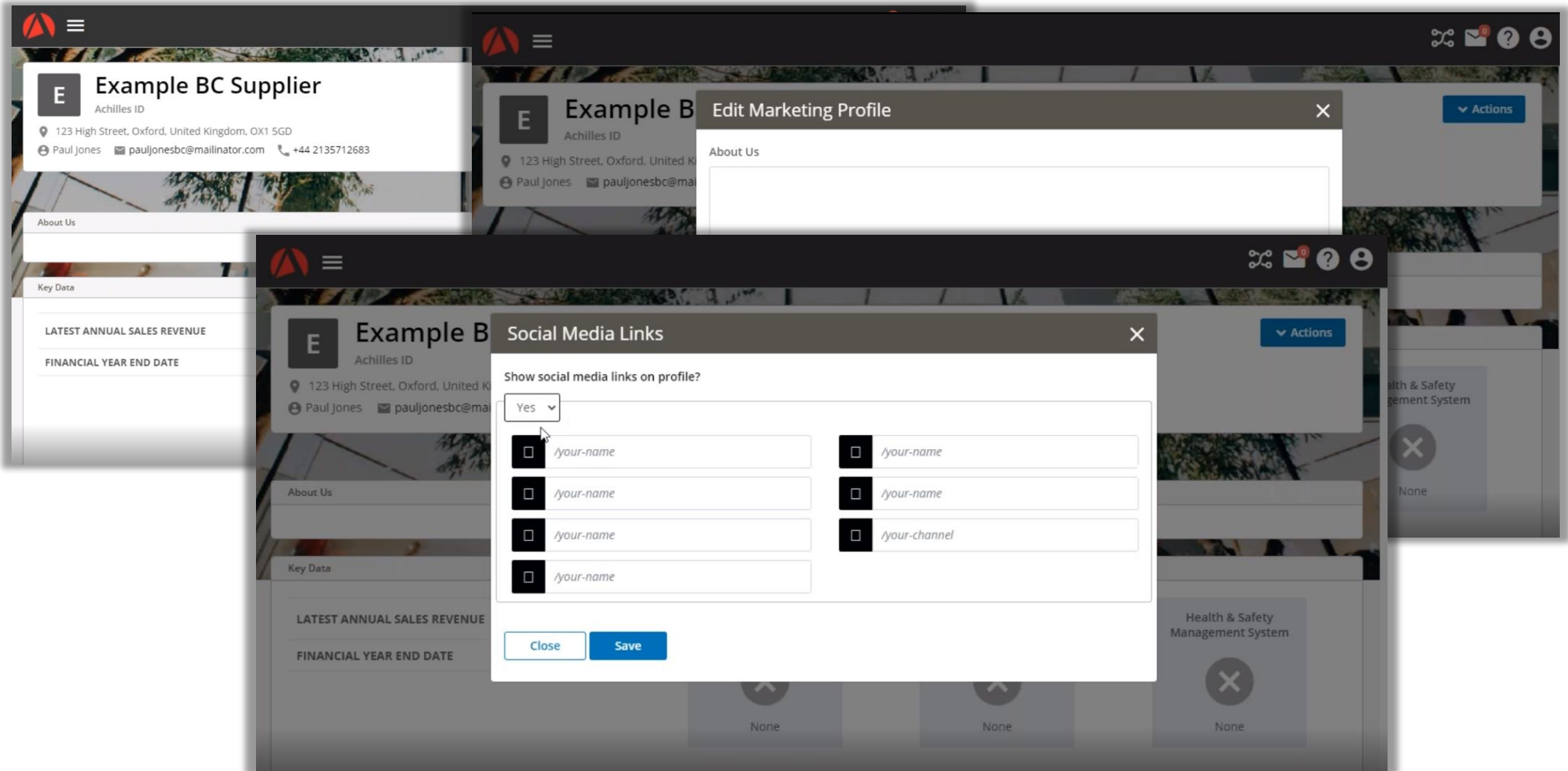
Region of Supply

Supply Region 1

Region of Supply

Supply Region 1

Adding Marketing Information, Company Logo and Social Media



The screenshot displays the Achilles system interface for editing a supplier's profile. The background shows the 'Example BC Supplier' profile with details like address, contact information, and key data. Overlaid on this are three modal windows:

- Edit Marketing Profile:** Contains an 'About Us' text area.
- Social Media Links:** A form to configure social media links. It includes a dropdown to 'Show social media links on profile?' set to 'Yes', and two columns of checkboxes and text input fields for various social media platforms (e.g., /your-name, /your-channel). 'Close' and 'Save' buttons are at the bottom.
- Health & Safety Management System:** A partially visible modal on the right with a 'None' option.

System Demo

Buyer Experience

- Demo - Buyer experience

[illegible]

BUYER

Search

All

hitachi

Download

Actions

Filters

Expand All

Clear All

COMMODITY CODES

REGION OF SUPPLY

COUNTRY OF TRADING

FINANCIAL

NUMBER OF EMPLOYEES

MANAGEMENT SYSTEMS

MY RELATIONSHIPS

SUPPLIER LEVEL/STATE

AUDIT

ESPD COMPLIANCE

NUCLEAR UTILITY REQUIREMENTS

QUALIFICATION STATUS

0014 SUPPLIERS

PANEL

TABLE

SELECT ALL

G

GE-Hitachi Nuclear Energy International LLC, USA, Nordic Fil

Achilles ID 00060767

Vendevägen 89, SE-182 11, DANDERYD, Sweden

https://nuclear.gepower.com/

Utilities Nordics and Central Europe Silver+

Compliance

QUESTIONNAIRE

AUDIT

MEMBERSHIP

Annual Sales Revenue: 39,214,000 SEK

Management Systems

QUALITY

ENVIRONMENTAL

HEALTH & SAFETY

O

Hitachi Capital Vehicle Solutions (a division of Hitachi Capital (UK) PLC)

Achilles ID 00025067

Hakuba House, White Horse Business Park, Wiltshire, BA14 0FL, Trowbridge, United Kingdom

https://www.hitachicapitalvehiclesolutions.co.uk/

Hitachi Capital Vehicle Solutions are a Total Asset Solution provider. We are the only major leasing company in the UK with the capability to fund and maintain all assets from cars, LCV, Specialist, HGV and Plant.

UVDB Silver+

Compliance

QUESTIONNAIRE

AUDIT

MEMBERSHIP

Annual Sales Revenue: 744,400,000 GBP

Management Systems

QUALITY

ENVIRONMENTAL

HEALTH & SAFETY

O

Hitachi Energy Denmark A/S

Achilles ID 00062151

Meterbuen 33, 2740, Skovlunde, Denmark

www.hitachienergy.com

Utilities Nordics and Central Europe Silver+

Compliance

QUESTIONNAIRE

AUDIT

MEMBERSHIP

Annual Sales Revenue: 744,123,000 DKK

Management Systems

QUALITY

ENVIRONMENTAL

HEALTH & SAFETY

O

Hitachi Energy Ireland Limited

Achilles ID 00000000

UVDB Silver+

Buyer Search

Our Achilles - Home x Our Achilles - Home x Achilles Insights x Fremtidens Havvind | Arbejdspak x Achilles x

my.achilles.com/user-admin/search-supplier

BUYER

Search

All ▾ Enter keyword or run b

Filters < 0 1 4 0 SUPPLIERS

Expand All Clear All

Automotive > Select codes
ANY ALL

Supply Type > 1

BuildingConfidence > Select codes
ANY ALL

Supply Type > 1

Chemicals > Select codes
ANY ALL

Supply Type > 1

Green Energy > Select codes
ANY ALL

Supply Type > 1

Link-Up > Select codes
ANY ALL

Supply Type > 1

Oil & Gas Africa > Select codes
ANY ALL

Supply Type > 1

Oil & Gas Europe > Select codes
ANY ALL

Supply Type > 1

Services and Industries > Select codes
ANY ALL

SELECT ALL

HERØYA INDUSTRIEPARK, Hydro
www.is-norway.bilfinger.com

Birlasoft (UK) Limited
Achilles ID 00065202
4th Floor, 53-54 Grosvenor Street
www.birlasoft.com
Birlasoft is an IT Services Company. Birlasoft is a conglomerate, Birlasoft can offer a wide range of services. Birlasoft arises from a diverse portfolio of health and technology. Birlasoft's business solving and technical expertise.

BLUESTREAM OFFSHORE B.V.
Achilles ID 00036304
Verkeerstorenweg 1, Noord-Holland, 1786 PN, Den Helder, Netherlands
http://www.bluestreamoffshore.com
Bluestream is a leading offshore contractor, providing specialist technical services above and below the waterline. We are highly skilled in surface supplied diving, Remotely Operated Vehicles (ROVs), working at height, rope access and Unmanned Aerial Vehicles (UAV). Where sustainability meets profitability We provide our clients with tailored solutions to ensure sustainability and profitability during the installation, maintenance and decommissioning of their offshore assets. To do this, we combine profound knowledge and decades of experience with the ambition to innovate in a world where the energy...

BOLT & NUT MANUFACTURING LIMITED
Achilles ID 00024518
UNIT 19, CANNON IND EST, GOUGH ROAD, WV14 8XR, COSELEY, United Kingdom
www.bnml.co.uk

Green Energy Silver

Compliance
QUESTIONNAIRE

Annual Sales Revenue: 0 EUR

Management Systems
QUALITY

Green Energy Silver

Compliance
QUESTIONNAIRE

AUDIT

MEMBERSHIP

ENVIRONMENTAL

HEALTH & SAFETY

Commodity Code Filter

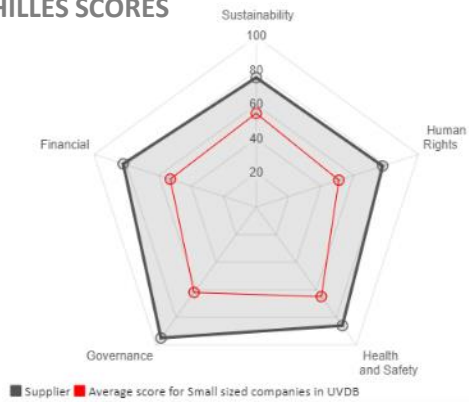
offshore wind Clear Filter

- 11.7.6.6 Offshore wind farm cabling design package management services
- 11.10 Installation services
 - 11.10.42.3 Offshore wind turbine commissioning services
 - 11.10.42.4 Port services - offshore wind construction
 - 11.10.42.8 Offshore wind power services - marine co-ordination
 - 11.10.42.9 Offshore wind turbine maintenance and service
 - ☒ 11.10.42.11 Offshore wind turbine blade inspection, maintenance and repair
 - 11.10.42.15 Vessel services - offshore wind foundations inspection maintenance and repair
 - 11.10.42.18 Offshore wind foundation inspection, maintenance and repair services
 - 11.10.46 Offshore wind substation installation services

Cancel Apply

Version 2.34.3.3 © Achilles Information

ACHILLES SCORES



GEOGRAPHY



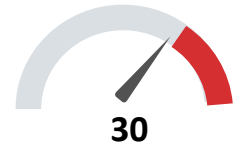
SUPPLIER SCARCITY



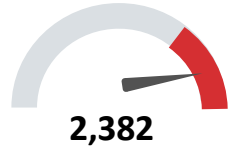
LOST TIME INJURY RATE



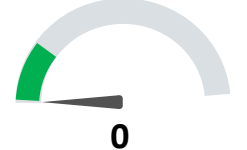
FATALITIES



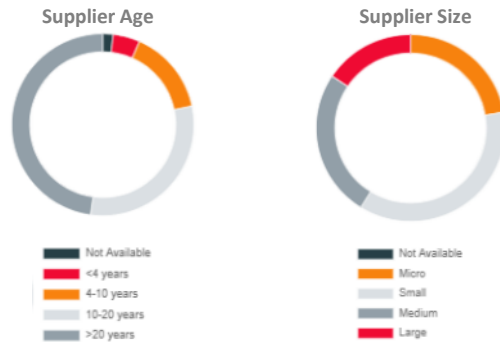
MAJOR INCIDENTS



MINOR INCIDENTS



SUPPLIER LIST PROFILE



CSR



POWERFUL INSIGHTS

Scoring, performance feedback, custom qualification criteria all provide buyers with the data to make informed decisions more quickly.



Current Energy Networks: more than 20,000 buyers and suppliers.



The Green Energy network connects buyers and suppliers from current Achilles networks, and open for new to join.



Green Energy Network is available today with suppliers and buying organisations actively joining the new Network.

CONNECTING BUYERS AND SUPPLIERS

Leading buyers and suppliers in our current networks are invited – and new are joining.

How to contact us



- Please contact us at phone **+47 37063500**, or email me on hh@achilles.com
- More information on www.achilles.com



Thank you!



Appendix



Existing tools to link suppliers to buyers

- E-commerce portals for: developers, EPCs, individual large projects
- National (e.g. Scottish Enterprise) / state (e.g. MassCEC) / trade organisations (e.g. RUK)
- Industry PQQ solutions (e.g. Achilles)
- Government and private tender sites (e.g. OJEU)
- Sites for different industries (e.g. O&G vs OSW)



Project leaders still find it hard to find new suppliers



Standards vary by project/sector, and suppliers duplicate efforts to qualify

- NORSOK, BuildUK CAS, CSR Europe, Wind Europe



Enabling organisations cannot see the whole picture

FRAGMENTATION OF SUPPLY CHAIN INFORMATION



From Europe into new regions

- Many new (and existing) countries have local content requirements
- The largest buyers are always looking for innovation and capability, to keep their supply chains fresh



From experienced SupplyChains towards new entrants

- Need for “on-ramps” for market entry to the “new” wind sector



From EPCI towards multi-contracting

- EPCI is traditional and lower risk, but can cost more



From “project mindset” towards manufacturing

- OSW is repetitive, often lower margin, but can be very high-value with repeat customers
- Focus, innovation, excellence is important - you can't "have a go"

TRENDS OF THE WIND SUPPLY CHAIN



Understand local supply chains

- Coverage and gaps, e.g. products, services, size, location
- Helps promote key suppliers / respond to enquiries from interested parties
- Track progress over time



Deliver value to your members, easily for you

- Have your supply chain database hosted, but with your own branded front-end
- Enable your members to be seen by a global buyer community
- Help them to take first steps towards understanding global opportunities and completing PQQs efficiently
- Use internationally recognised categorization and information provision
- Include your own tailored content about your members, visible only to you / your members



Enable communications with non-members

- Facilitate industry “best practise” and raise standards
- Avoid duplication of administrative burden for both buyers and suppliers

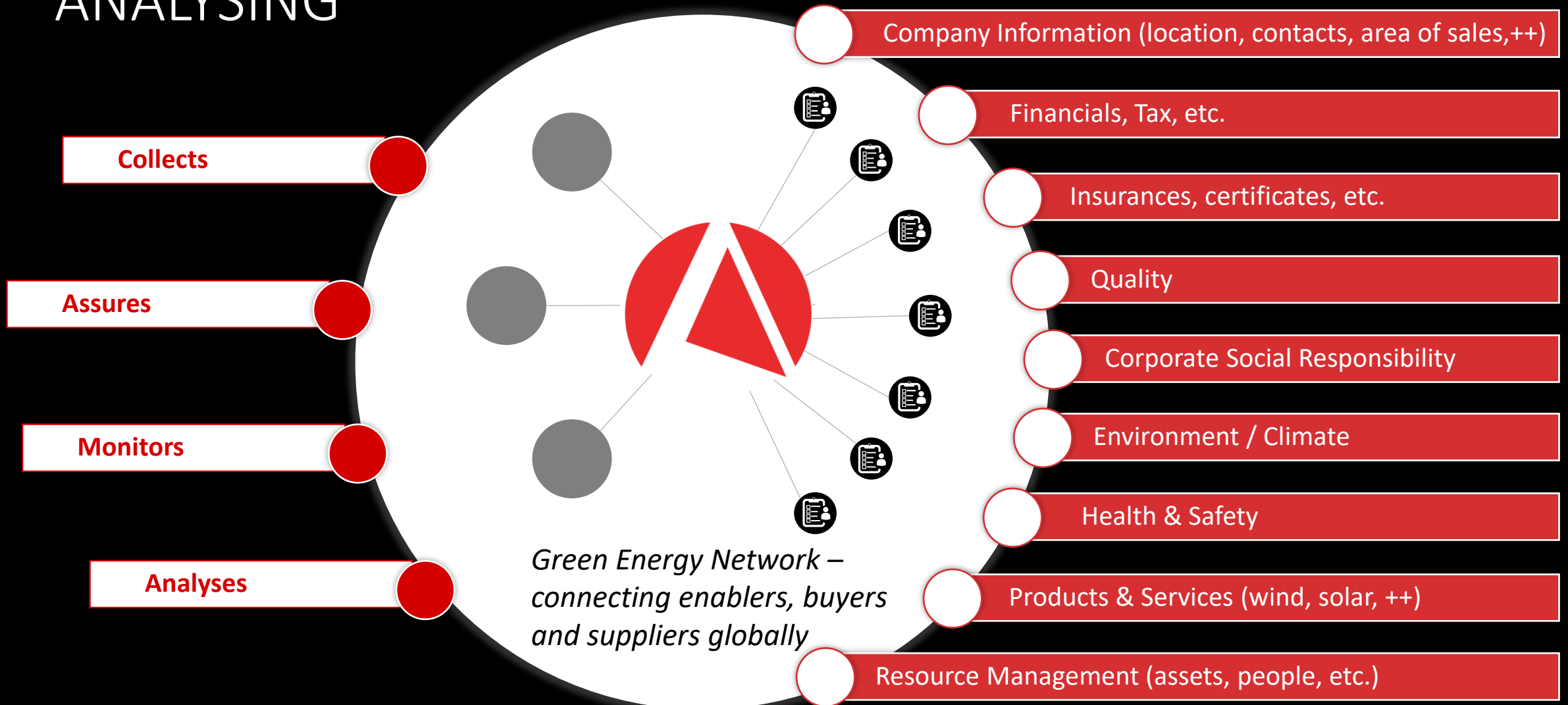


Understand situation regarding key industry matters

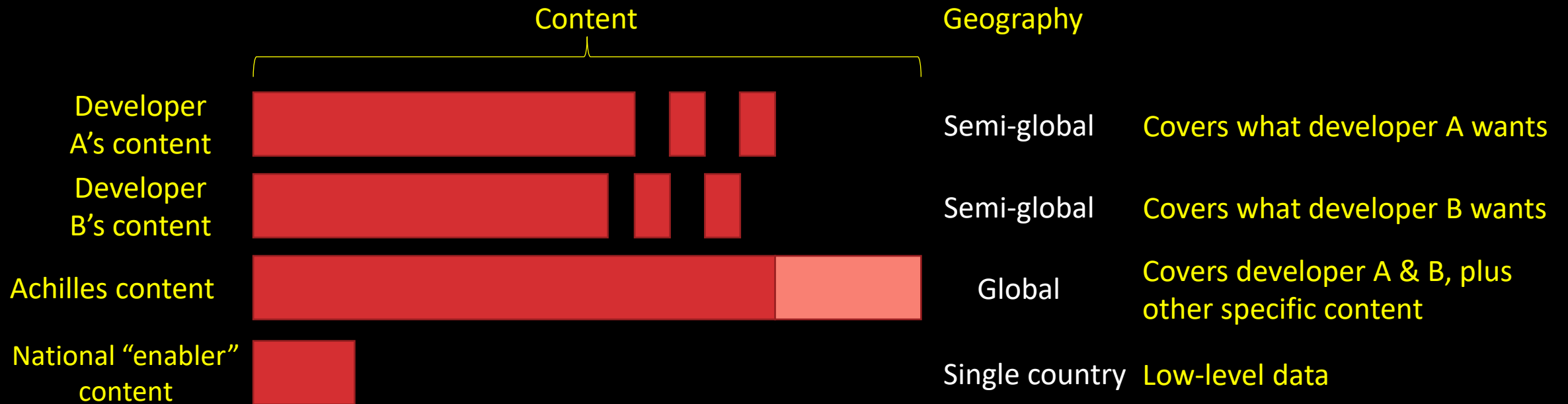
- For example, EDI, apprenticeships, jobs

WOULDN'T IT BE NICE IF ENABLING ORGANISATIONS
COULD ...

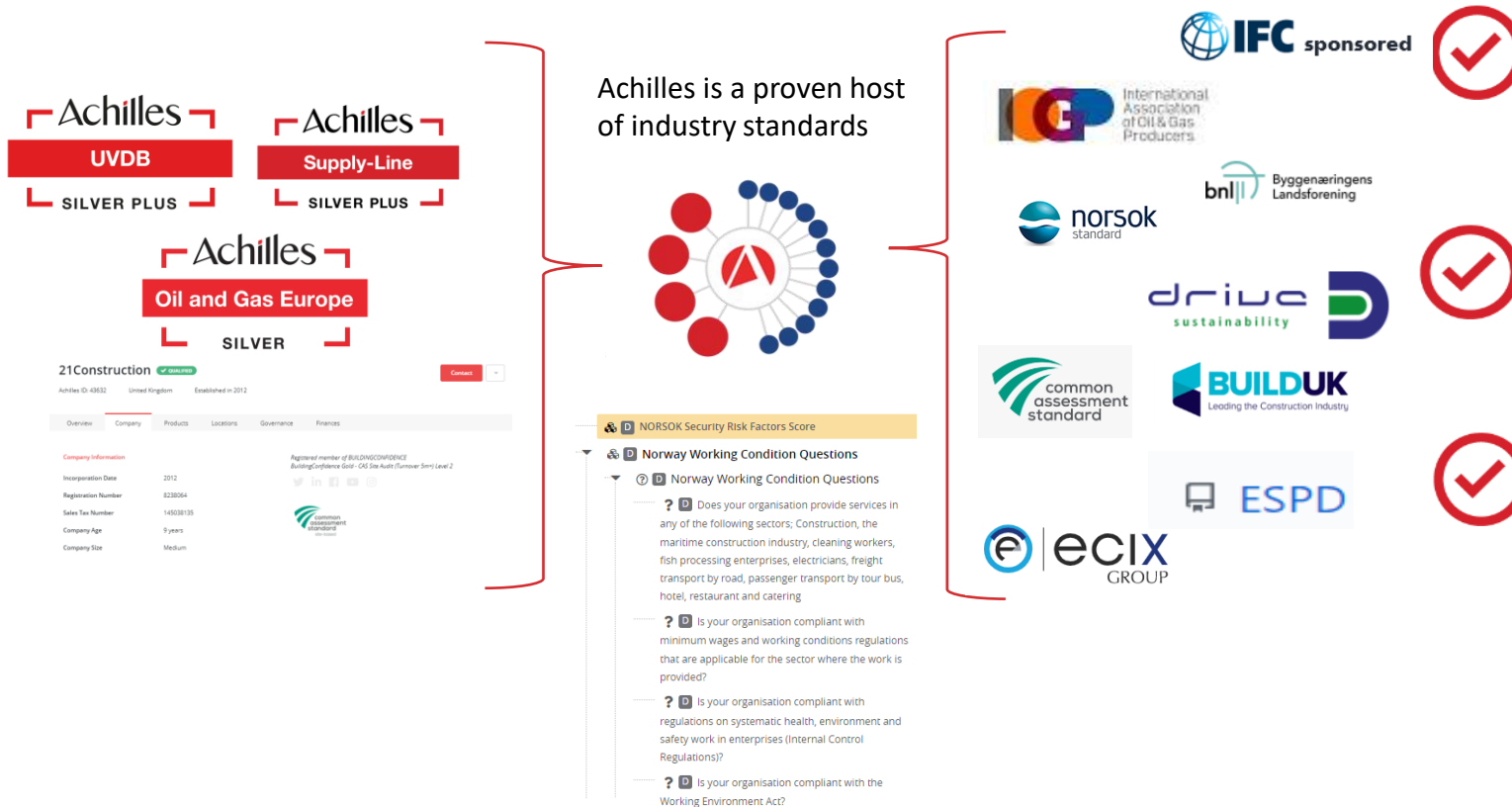
COLLECTING, VALIDATING, MONITORING, ANALYSING



PARTNERING WITH “ENABLING ORGANISATIONS” AND “DEVELOPERS” TO OPTIMIZE CONTENT



- Benefit to suppliers: only fill in data once; can provide more data as they progress from newcomer to prequalified; gain visibility to purchasers globally
- Benefit to buyers: only need to access one database; only see the supplier information they want; find new suppliers in new markets easily; data provided to them can be hidden from other users



REACHING SCALE

Content providers trust Achilles to collect content from a wide range of suppliers, who are already active in Achilles' Networks

CONTENT HOSTED AS-IS

Achilles will reflect your questionnaire as you have specified, enabling seamless data collection.

LANGUAGE DIVERSITY

We already support 10 languages in the platform, and can have your content translated, or load already translated content as it is.

PROVEN FRAMEWORK

Achilles supports multiple international organisations by hosting content and reducing the supplier burden.