



services for sustainable procurement
global resources. **local** skills



Entry Level Supplier Initiative



Introduction

Andy Harrison

Director – Rail and Transport

Achilles Information Limited

Background and Information

- Link-up is the UK Rail Industry Supplier Qualification System of choice.
- It has breadth of coverage across all areas and sectors within the industry and has been developed to meet the industry's needs.
- Due to the wide and varied risks associated with the railway environment buyers seek substantial information, and potential validation of that information, in relation to suppliers

From Link-up's point of view:

- It has been recognised that this can act as a disincentive to new suppliers seeking to enter this market for the first time.
- This reluctance could restrict choice and opportunities for Buyers.



What are the Issues?

Stakeholder Issues

- Suppliers would like an "easier" route to market for lower risk areas but Buyers like the "gated", consistent level of information and want to manage their risk.
- Achilles experience with small supplier schemes is that they struggle if the buyers are not able to see the information they want and if they have to separate them out from the normal course of supplier qualification.
- Need to maintain the "level playing field" for regulated Buyers.

What is important in any development seeking to address this concern is that both suppliers and buyers see a benefit and that there is no sense of these suppliers becoming "second class" to the suppliers already visible to buyers via the Link-up system.

Who is this for?

- It would be a mistake to assume that all of these organisations seeking to enter the rail market are small.
- Many of these are companies with significant markets outside rail who have recognised that the product or service they provide to other markets may also have a home in the UK rail industry.
- They want to enter and exploit this perceived opportunity which may start off as a low proportion of their overall business.
- Other suppliers have developed new products and services which they seek to offer specifically to the UK rail market.

What about the Rail Alliance?

- The Rail Alliance has many contacts and engaged organisations in the above categories.
- It acts as a source of information on how to enter the rail market and as a source of timely advice, tailored assistance.
- It aims, most importantly, to identify and pass on business development opportunities at home and abroad to those in the rail sector.

Achilles has engaged with the Rail Alliance to develop a method where potential suppliers can realise a simpler route to join the Link-up system and to therefore enable them to be visible to rail industry buyers.



ELSI

Entry Level Supplier Initiative

ELSI is a means for Potential Rail suppliers to gather information and guidance. It is not a separate membership status on Link-up.

By engaging with ELSI through the Rail Alliance:

- Potential suppliers can gain information on who is already in this space
- Whether any of their competitors are already active and also who might be potential customers.
- This together with well informed advice and guidance as to how best to enter the Link-up system dependent on the supplier's offering or requirements.



What are the Benefits?

The benefit of this route for suppliers:

- Allows them to get more information to decide whether to proceed into the rail market
- It enables them to be visible via the same system that buyers already use for sourcing many of their key rail specific products.
- It provides the supplier with the reassurance that the playing field is level across the information that the buyer is using.

For Buyers:

- It broadens their choice of suppliers within their existing sourcing processes,
- Enables better selection strategies and aids the goal of increased efficiencies and economic advantage.
- Ensures that good quality, validated information is available, at the right level of detail for all potential Suppliers

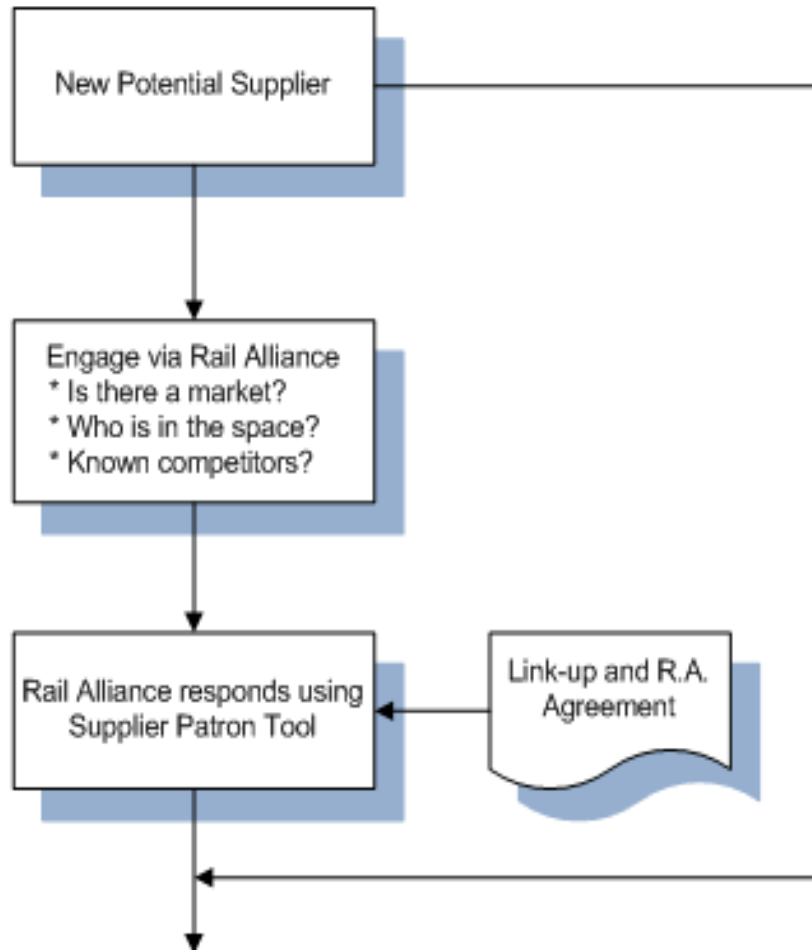


The Small Print

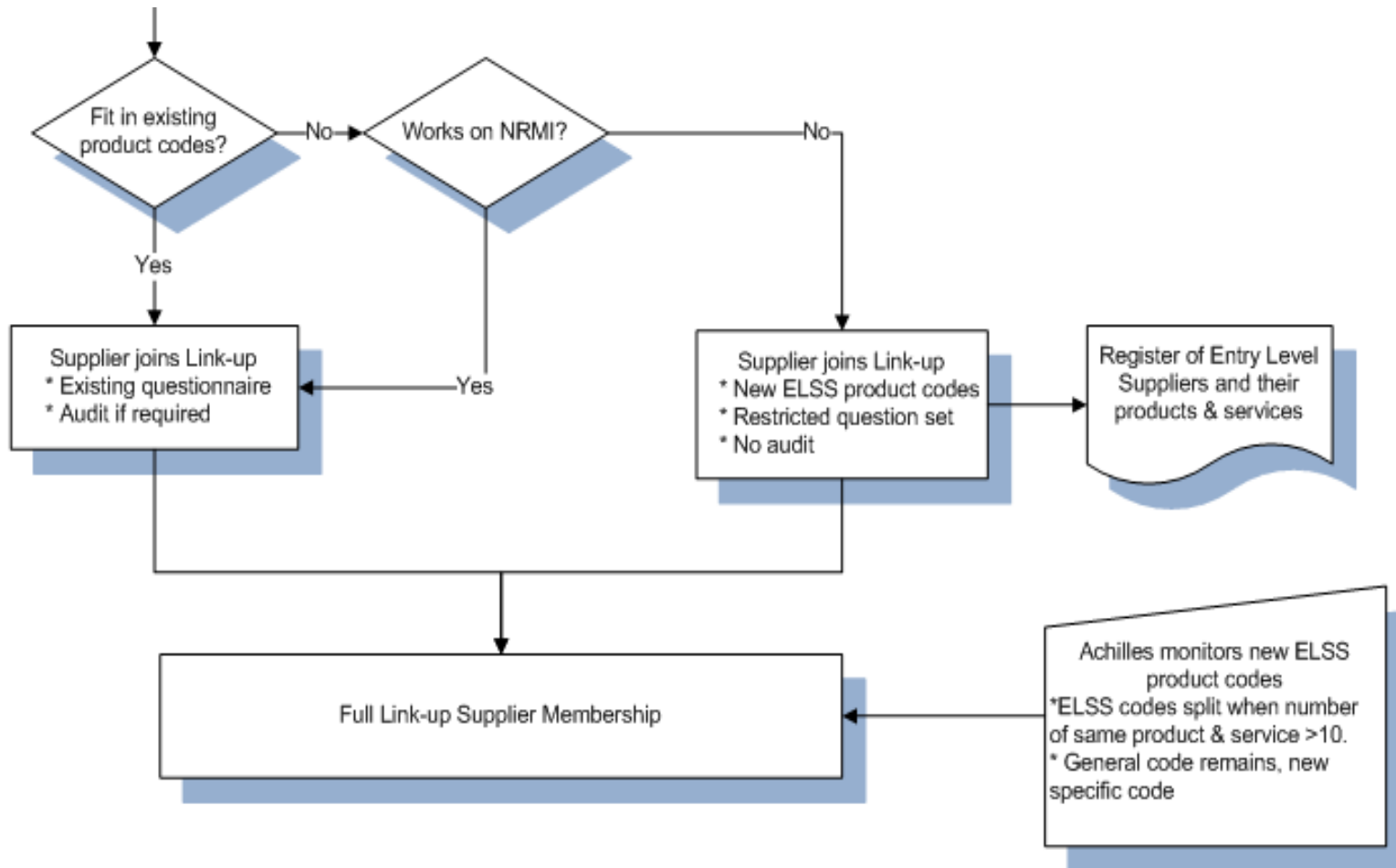
What joining Link-up does not do for potential suppliers is:

- Guarantee tender opportunities or contracts but it enables them to know that if a buyer is looking for a particular area of supply where they have registered then they will at least be visible.
- It does not replace their existing marketing effort but it does give them a presence where buyers are looking to source.

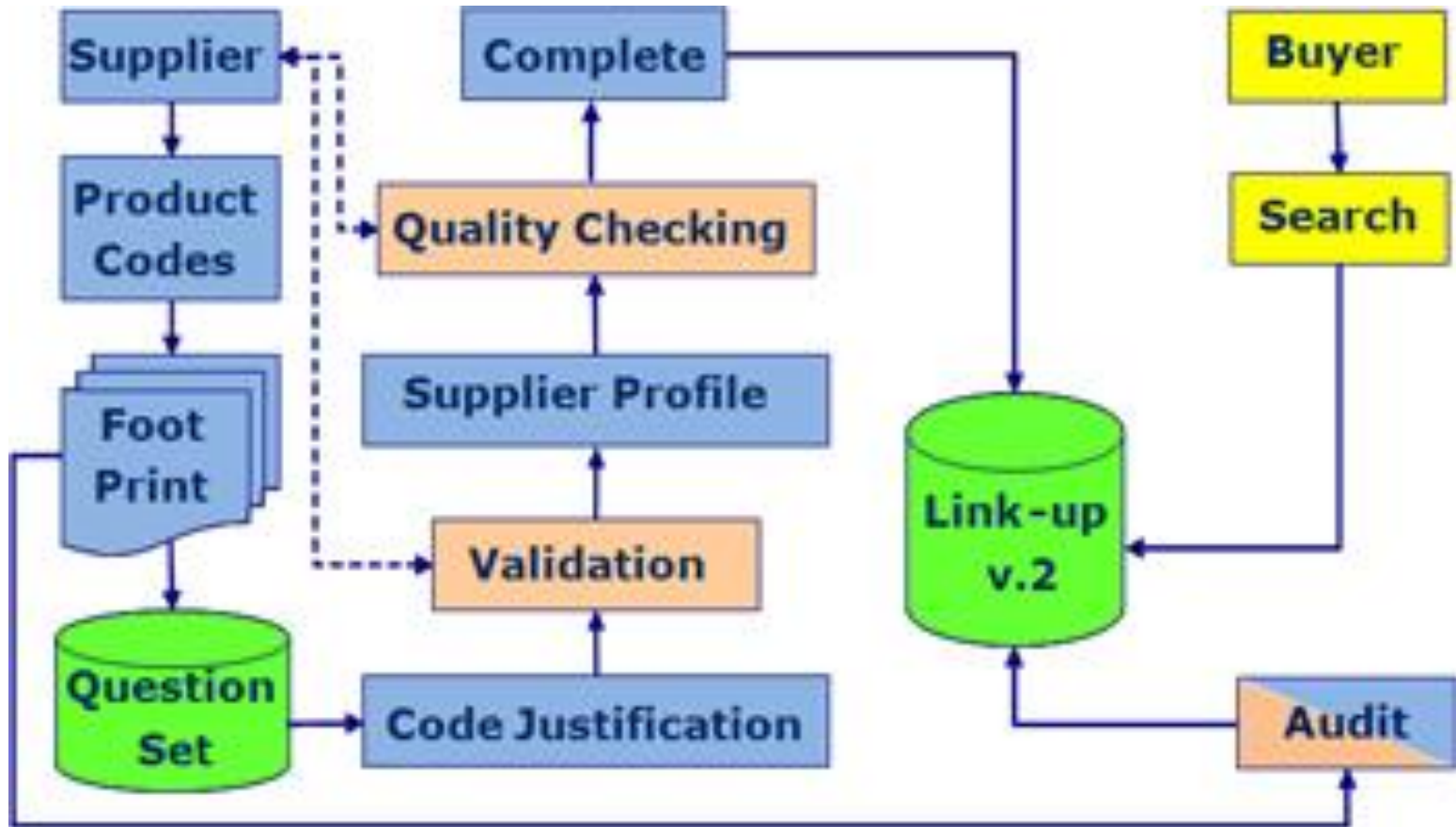
How Does ELSI Work (1)?



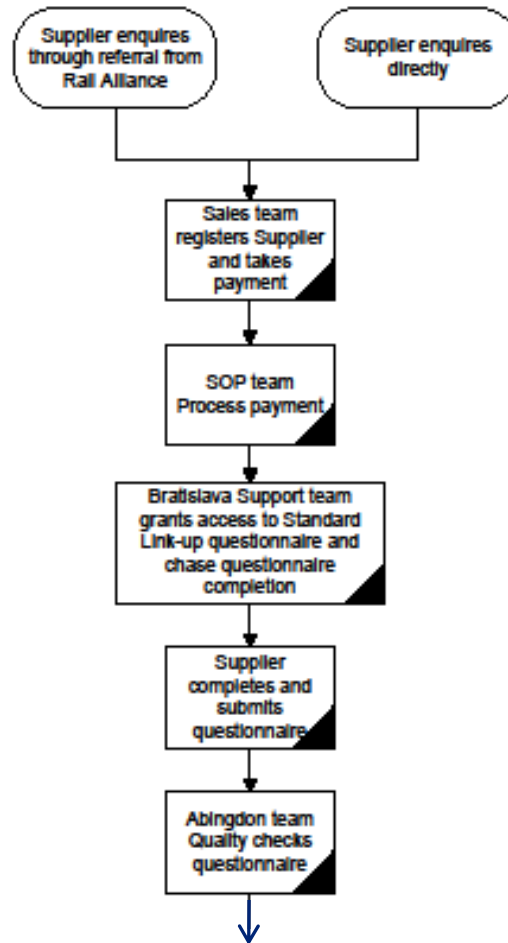
How Does ELSI Work (2)?



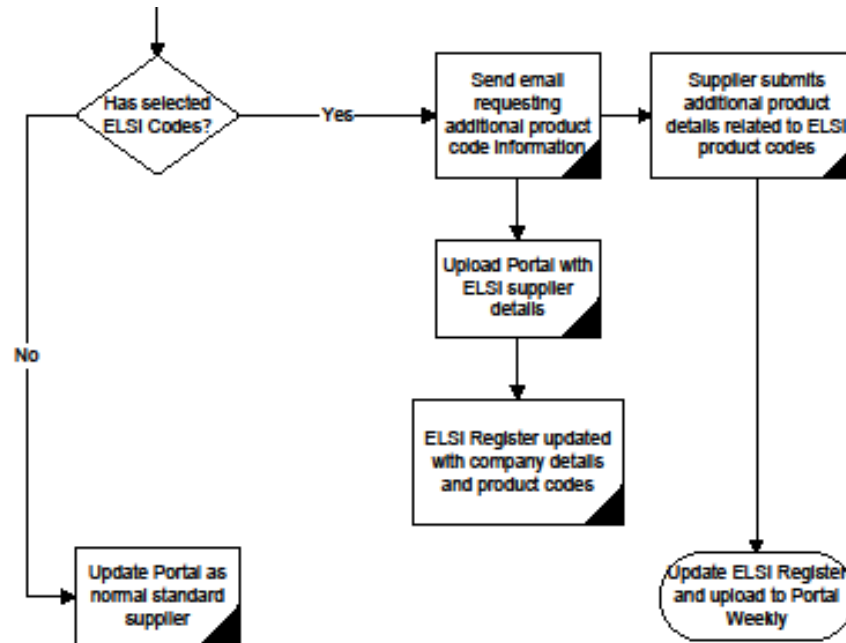
How Link-up Works



What happens when you join Link-up (1)?

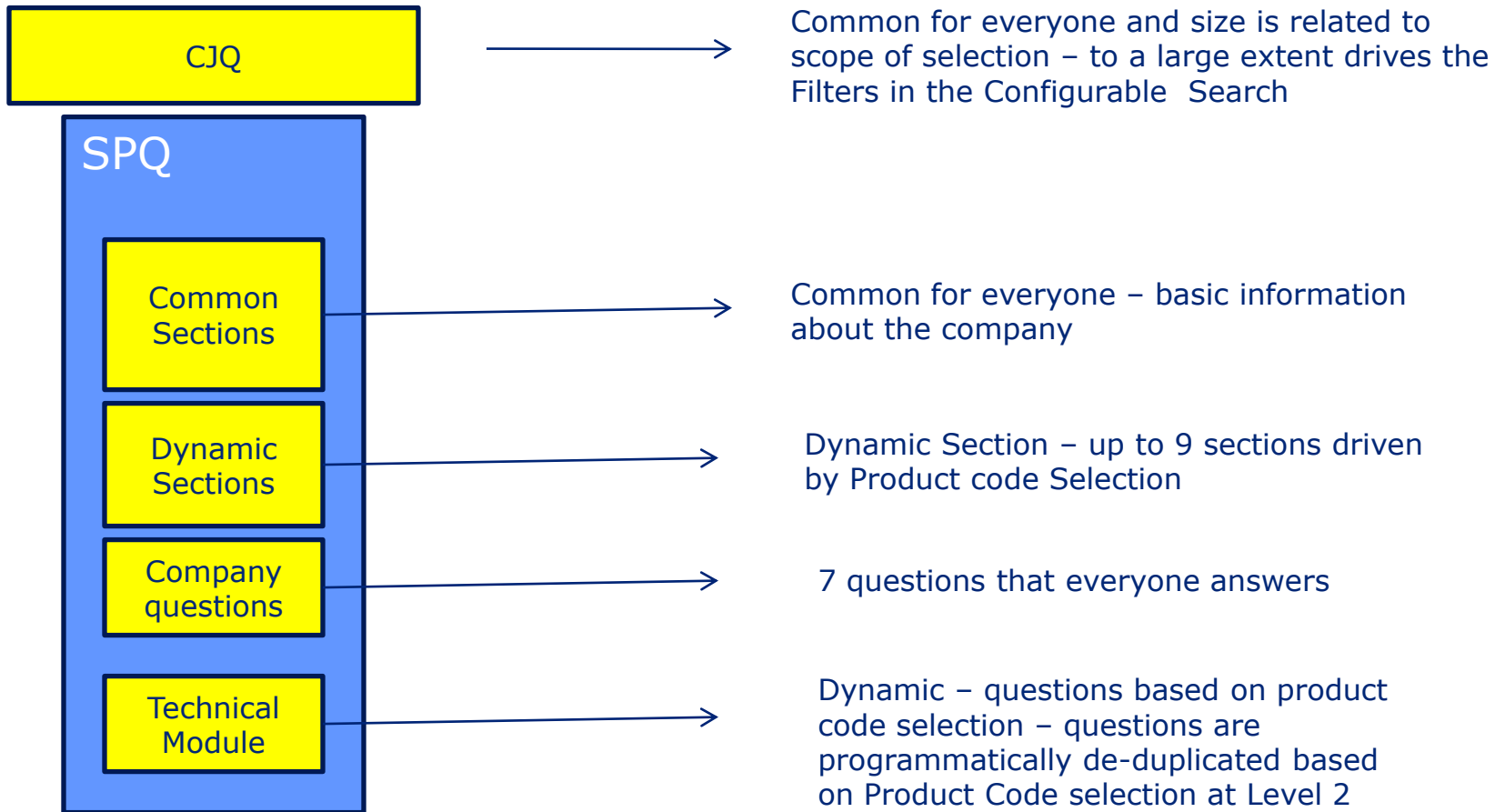


What happens when you join Link-up (2)?

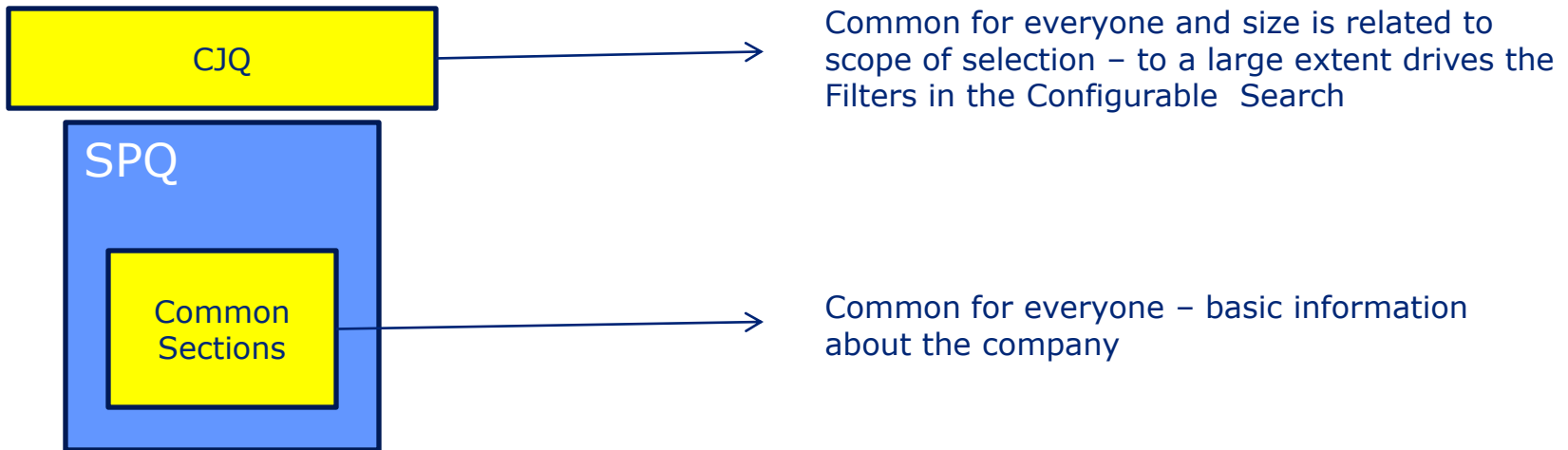


What is the Simplification?

Current Position for all supplier questionnaires:



For companies selecting ONLY ELSI Codes:



Q & A