



Asia Pacific Utilities Group
towards procurement excellence

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

Asia Pacific Utilities Group

The Asia Pacific Utilities Group (APUG) is an international network of utilities from across the Asia Pacific region, who collaborate on supply chain management activities.

There are two types of APUG memberships:

1. APUG Utility Community
2. APUG Industry Buyers



APUG Utility Community

The **APUG Utility Community** is an association of Senior Utility Managers from across the Asia Pacific region who work together on supply chain management activities for the mutual benefit of their companies and their suppliers. The APUG Utility Community has an inclusive approach to membership and intends to have a balanced mix of companies engaged in the generation, transmission and distribution of electricity, the provision and transportation of drinking water, the removal and treatment of waste water, and the transmission and distribution of natural gas.

The **APUG Steering Committee** is comprised of members of the APUG Utility Community and is APUG's decision-making body. The SC meets three times per year with the meetings being hosted by members on a rotational basis. These meetings are supplemented by Working Group meetings and teleconferences as required.

APUG Industry Buyers

The **APUG Industry Buyers** comprise the main contractors of the companies within the APUG Utility Community. Similar to Utility companies, contractors also need to have full visibility of their suppliers to improve their supply chain management. Buyers in the APUG Utility Community also need assurance that their risks are lowered when contractors also apply the same standards to their sub-contractors. APUG Industry membership reduces procurement time for the buyers through the use of a common supplier management system (APUG SMS). Industry Buyers will participate in APUG activities by invitation.



APUG Working Groups

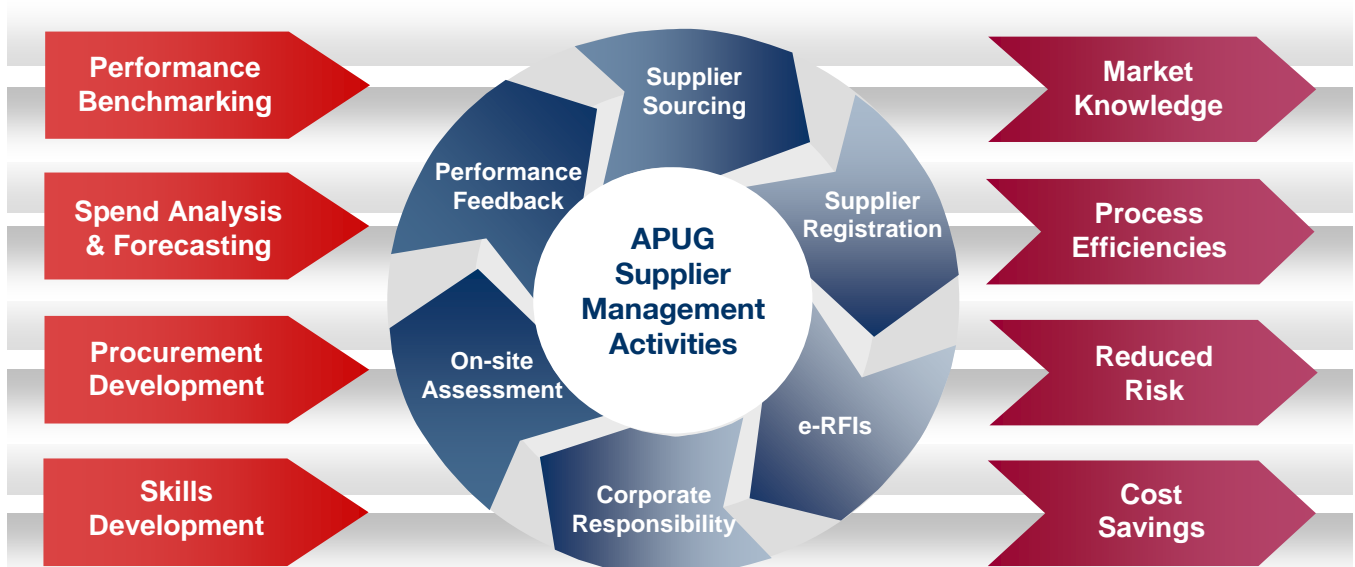
APUG Working Groups are formed by members of the APUG Utilities Community to address specific supply chain management subjects of common interest to the members. Drawing on the collective resources of the members and Achilles, the Working Groups enable the utilities to assess their current procurement practices, exchange knowledge and share in the development of solutions to resolve common issues facing the industry. Working together on these initiatives through APUG helps companies to share the costs, identify and introduce performance improvements and drive greater efficiencies in their procurement processes.

Examples of current APUG Working Groups include:

- ➔ Performance Benchmarking & Procurement Strategy Development
- ➔ Spend Analysis and Materials & Services Forecasting
- ➔ Supplier Sourcing & Prequalification & Performance Feedback
- ➔ Joint Factory Assessments
- ➔ Training and Skills Development
- ➔ Corporate Responsibility in the Supply Chain
- ➔ Anti-Corruption Practices

APUG Benchmarking and Information Sharing

Benefits to the APUG Utility Community



APUG Supplier Management System (APUG SMS)



APUG SMS enables all buyers to source and assess suppliers for future business opportunities. The system provides detailed pre-qualification information on suppliers of products and services to identify suitable sources of supply for the buyer's business requirements.

Benefits of APUG SMS:

By centralizing the collection and validation of supplier information, the benefits for the members and their suppliers include;

Global Utilities Business Directory

APUG members also participate in the Global Utilities Network, to coordinate initiatives with over 180 utilities using Achilles' Supplier Management Services worldwide. By linking these communities together members have access to a Global Utilities Business Database of over 16,000 suppliers.

- ➔ Improved quality, availability and validity of information
- ➔ Reduced duplication and administrative costs
- ➔ Streamlined tendering processes
- ➔ Increased alternative sources of supply and business opportunities
- ➔ Enhanced market knowledge for managing supply chain risks



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

Membership Entitlements & Benefits	APUG Utility Community	APUG Industry Buyers
→ Greater market visibility by accessing the APUG Supplier Management System and the Global Utilities Business Directory of over 16,000 suppliers to the industry worldwide	✓	✓
→ Secures cost savings for buyers and suppliers by eliminating duplication and reducing the administrative workload	✓	✓
→ Provides buyers with a standard approach to assessing Corporate Social Responsibility standards in the supply chain, supporting social and ethical procurement	✓	✓
→ Draw on collective requirements to increase economies of scale and combine procurement expertise through the exchange of good practice information, performance feedback and benchmarking techniques	✓	
→ Choose which APUG project specific Working Groups they wish to participate in	✓	
→ Draw on the additional resources from the members and Achilles to explore new areas of mutual interest	✓	
→ Participate in APUG activities by invitation from the APUG Utility Community		✓
→ Complete company profile on APUG SMS to have their information also accessed by the APUG Utility buyers		✓
→ Raises awareness of international standards and promotes improved supplier performance (e.g. Quality, Health & Safety and Environmental)	✓	✓
→ Provides companies with the information to better manage the risks in their supply chain; including contractors and sub-contractors.	✓	✓

Collectively, the APUG utility members have an annual spend in excess of US\$10 billion. Representing 25 Utilities from 8 countries, and over 350 individual buyers, APUG offers a support network of likeminded professionals involved in utility procurement. It is a non-profit making, low cost entity, with APUG's operations fully funded from membership fees.

APUG's operations are part of a Global Network of 180 utilities and over 16,000 suppliers to the industry worldwide. Bringing together seven regional utility groups supported by **Achilles Information**, buyers and suppliers are able to access the worldwide utility market.



APUG Utility Community Members:

