



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

## APUG Supplier Management System

**The direct route to business in the Utilities Sector**

APUG SMS is the central supplier management system used by buyers from the Asia Pacific Utilities Group to source and select suppliers and contractors for upcoming tenders and projects.

Suppliers register their company information on the online system. This information is then accessible to each buyer from all of the APUG members. APUG SMS makes suppliers more visible and avoids duplication of information by centralising the collection, validation and availability of supplier information. Ultimately, it reduces the costs and time for both buyers and suppliers.



## For suppliers

APUG SMS provides a low cost and highly effective way to present their information to the buyers from all of the APUG members.

Following completion of a single online registration process, the supplier's company details and information on their products and services are available to all of the buyers as well as reaching a global audience via a free registration to the Global Utilities Business Directory.

## For buyers

APUG SMS improves the quality and availability of supplier information, providing readily accessible information on suppliers relevant to their sourcing requirements. When a buyer identifies a need for a product or service, information on relevant suppliers is immediately available.

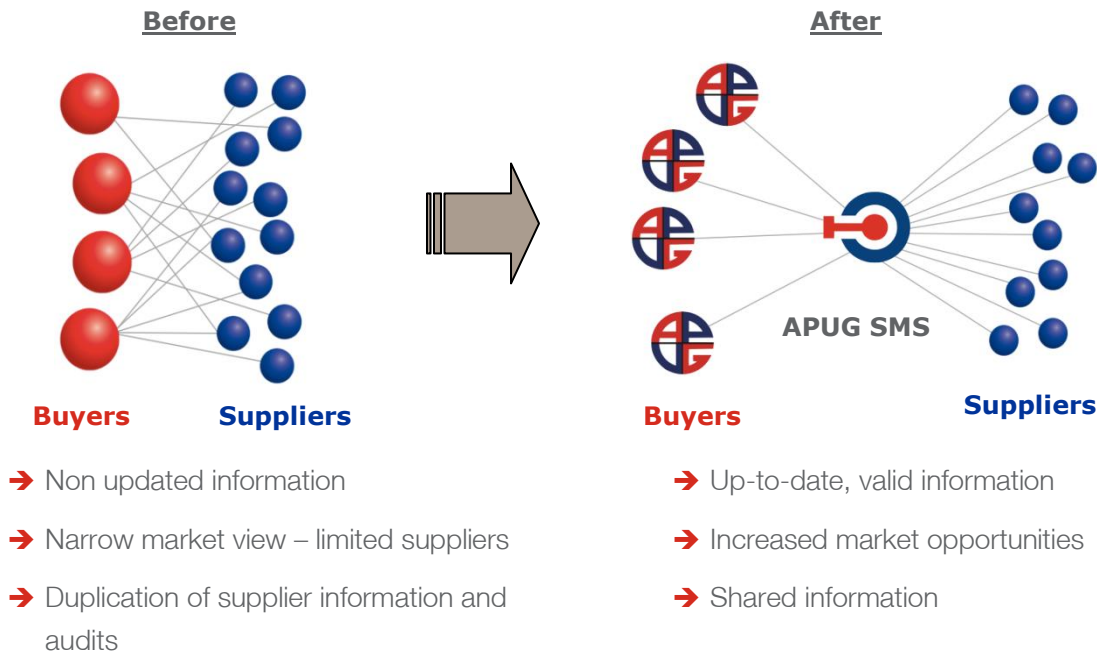
Because suppliers are required to update their information at least annually, there is no need for buyers to collect this information for each tender.

## Achilles Information

APUG SMS is operated on behalf of all the APUG members by **Achilles Information**. Suppliers register their company information with Achilles, which is then quality checked and validated before being made available to the buyers.

Today, with more than 180 utilities globally, Achilles continues to grow - bringing buyer and supplier communities together.

## How it works



APUG SMS removes duplication, offering complete, validated, up-to-date supplier information & documentation, speeding procurement cycles.

**A tried, tested & trusted business model.**

## Why should your company register?

- ✓ APUG SMS reduces the effort and costs of multiple registrations
- ✓ Independent validation of your company details by Achilles and an accredited Certificate of Registration
- ✓ Ensures your information is available when a buyer is looking for your products and services
- ✓ Access to the Buyer Directory which lists the contact details of the buyers from each of the APUG member companies
- ✓ E-mail notification of buyer enquiries through the e-Qual system
- ✓ Provides a simple, low cost and highly effective channel for potential opportunities in the Asia Pacific utilities sector
- ✓ A free registration to the Global Utilities Business Directory available to buyers from over 180 utility companies worldwide

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## How to register

- Step 1:** Apply online to pay by credit card at [www.apug.com](http://www.apug.com) or complete and return the attached application form with payment (see overleaf). You will then receive access details and instructions for registering on APUG SMS.
- Step 2:** Complete your company details in the online questionnaire, and submit this to Achilles.
- Step 3:** Provide the supporting documents for quality checking and validation by Achilles.

Once your registration has been successfully completed, an accredited **Certificate of Registration** will be issued and your company details published to the Buyer's Search System. Your information is available to be updated at any time during the year at no additional cost.

If your company has an annual turnover (Sales Revenue) of less than US\$1,000,000 you are eligible for 'Small Supplier' registration and you can register at a reduced rate by contacting the APUG SMS Service Desk.

To know more about APUG SMS and the benefits of registration, please contact one of our Customer Service representatives or visit [www.apug.com](http://www.apug.com).

**Turn overleaf for Application form** ➔



**APUG SMS Service Desk**  
**Achilles Information Hong Kong Limited**

Unit 1108, 11/F, Austin Tower, 22-26 Austin Avenue, Tsim Sha Tsui, Kowloon, Hong Kong  
**T:** +(852) 2815 7100 **F:** +(852) 2815 7120 **E:** apugsms@achilles.com **www.apug.com**



# APUG SMS Application



If you wish to pay by credit card, please apply online at [www.apug.com](http://www.apug.com)

## 1. Company Registration Details (use block letters)

### Company Representative

Please tick:  Mr  Ms  Mrs  Miss  Other \_\_\_\_\_

First Name: \_\_\_\_\_ Surname: \_\_\_\_\_

Job Title: \_\_\_\_\_

Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State/Province: \_\_\_\_\_

Postal/Zip Code: \_\_\_\_\_ Country: \_\_\_\_\_

Tel: (        ) \_\_\_\_\_ Fax: (        ) \_\_\_\_\_

Email: \_\_\_\_\_ Website: \_\_\_\_\_

## 2. Contact Person (if different from above)

First Name: \_\_\_\_\_ Surname: \_\_\_\_\_

Job Title: \_\_\_\_\_

Dir Tel: (        ) \_\_\_\_\_ Email: \_\_\_\_\_

## 3. Payment Options (please select currency and payment method)

**APUG SMS Annual Registration fee:**  US \$560  HK \$4380

- The APUG SMS annual registration fee is a non-refundable fee and includes your registration on APUG SMS after the quality checking and validation of your questionnaire by Achilles.
- The fee is payable in advance and an invoice receipt will be sent to you upon receipt of payment.
- For companies with an annual turnover of less than US\$1,000,000 please contact the APUG SMS Service Desk for details of Small Supplier registration.
- To download the terms and conditions of service, please visit [www.apug.com](http://www.apug.com).

### I wish to pay by:

Cheque made payable to Achilles Information Hong Kong Ltd.

Bank transfer (all bank charges must be paid by the payer)

For Credit card payments, please apply online at [www.apug.com](http://www.apug.com)

### Bank Details for SWIFT/TT or CHATS transfers -

Bank name: HSBC Hong Kong Address: 1 Queen's Road Central, Hong Kong

Bank Code: 004 (for local payment) Account Number: 817-271570-838

Swift Code: HSBCHKHCHKH

Account name: Achilles Information Hong Kong Ltd.

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

For office use only:

Supplier ID:	Ref. No:	Inv. No:	Received:
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### Return Address:

**Achilles Information Hong Kong Limited**

Unit 1108, 11/F, Austin Tower, 22-26 Austin Avenue, Tsim Sha Tsui, Kowloon, Hong Kong

T: +(852) 2815 7100 F: +(852) 2815 7120 E: [apugsms@achilles.com](mailto:apugsms@achilles.com) [www.apug.com](http://www.apug.com)

