

Repro helps Agbar boost quality and reduce risk

AGBAR, a leading company in total water management solutions in Spain, uses Achilles Repro to guarantee the quality of its suppliers.

AGBAR operates in Spain and Latin America, helping local authorities and companies to manage their resources more efficiently and sustainably through innovative circular economy processes. The company has an extensive network of suppliers to help achieve this. Using Achilles Repro supplier pre-qualification enables them to better manage risk, save time and operate with maximum confidence.

Challenge

Since it was first founded in Barcelona over 150 years ago, AGBAR has specialised in water management. The company currently offers its services to over 1,000 municipalities, and supplies water to 12 million people in Spain, where it employs around 11,000 people, supported by around 14,000 suppliers of varying sizes.

Through innovative solutions and its dedication to the principles of a circular economy, the company is contributing to the sustainable development of the infrastructure and communities it supports. This work demands the highest levels of quality and reliability from its suppliers, making the tasks of continuous supplier pre-qualification, audits, product approval and document management extremely laborious.

AGBAR needed a solution to reduce time-consuming manual processes and on-site audits for the company's growing list of suppliers, without impacting quality.

Solution

Achilles Repro offers a community for the energy and utilities sector and a pre-qualification system for Southern Europe and Latin America. It helps buyers like AGBAR create stronger relationships with thousands of suppliers by taking care of the pre-qualification

process. By using third-party data sources, both buyers and suppliers can save time by having important data in supplier profiles and tender documents filled in automatically. Because it was created specifically for the utilities sector, Repro uses industry-specific audit protocols to help members measure and improve performance more effectively.

AGBAR uses Repro for two main purposes: managing supplier risk and tenders. "It makes it much easier for us to ensure that all suppliers registered with Repro meet the requirements we believe a supplier needs to tender", says Francesc Pujol, Process & Tools, Purchasing Department at Agbar.

Repro also helps AGBAR meet its sustainable development goals by simplifying the process for checking that potential suppliers meet the company's sustainability criteria. This makes Repro an essential tool for AGBAR's daily reporting and monitoring of its Ethics, Sustainability and Corporate Governance (ESG) performance.

"The values of sustainable development are very important to us", says Sandra Reche, Supplier Risk & DS, Agbar. "Having a specific ESG module and a sustainability questionnaire is very useful and really helps in managing sustainable purchasing and identifying potential suppliers."



Agbar

Results

AGBAR has been working with Achilles since 1998. Before that, the company conducted its own audits of strategic suppliers. As the company grew, this became impossible, and Achilles was able to fill the gap and provide several improvements.

Benefits include:

More effective risk control

Suppliers are key to AGBAR, but they can also pose a risk. With Achilles, the team can control that risk more effectively. This helps the company maintain profitability and provide excellent customer service, while at the same time continuing to move towards its ESG goals. “We are dedicated to supplying water to millions of customers in their homes”, says Francesc. “To do that, we need our suppliers to understand and align with our mission, values and standards. With Achilles we can be sure that everyone involved in the process is trained and that the service is optimal.”

Quality assurance

As a buyer in the Repro community, AGBAR has quick access to a pool of more than 4,000 pre qualified suppliers from Southern Europe who have provided information related to finance, quality, insurance, goods/services, health and safety and ESG. This speeds up the supplier search and onboarding processes, optimising ongoing relationships by allowing the AGBAR team to review performance and documentation and ask questions directly. As the company continues to grow, having this information on suppliers in other territories represents a key source of knowledge for the company.

Better data. Better results

Repro feeds supplier information directly into AGBAR’s internal system, helping to streamline due diligence processes and giving teams the information they need to make better-informed decisions. “The role of technology is absolutely crucial”, says Francesc, “in being able to collect, analyse and process large volumes of data every day. Not only do the Achilles tools we use help us to streamline large workflows, they also increase our connectivity from a technology standpoint.”

“Having a specific ESG module and a sustainability questionnaire in Achilles is very useful and really helps in managing sustainable purchasing and identifying potential suppliers.”

Sandra Reche,
Supplier Risk & DS,
Agbar

Key stats

1998

AGBAR joined the Repro community

11,000

Number of AGBAR employees

323

Average number of monthly searches that AGBAR carried out on Repro in 2020

5,000

Number of AGBAR suppliers



CALL US
+34 914264935



EMAIL US
marketing@achilles.com



VISIT US
www.achilles.com