



**transQ**  
empowered by **Achilles**

Make your company visible & qualified  
to buyers in the transport industry



TransQ is a supplier registration and qualification system for organisations who wish to supply to the transport industry. TransQ is administered by Achilles, one of the world's leading managers of supplier information. Achilles stores each supplier's information in searchable, easy to use systems, which creates unique networks between suppliers and purchasers. This offers new business opportunities for both purchasers and suppliers.

### About TransQ

Joining TransQ makes you visible, qualified and searchable by purchasers in the transport industry. TransQ

- is a unique, detailed database of suppliers to the transport industry.
- can be searched by purchasers who participate in the TransQ community, who can send requests for tender to all suppliers registered in TransQ.
- functions as a prequalification in negotiations, which means that purchasers only have to ask suppliers in TransQ to offer tenders, while still complying with EU utility procurement directives.

TransQ is operated as a collaborative venture between purchasers in the transport industry in the Nordic Region.

### Benefits

As a supplier, TransQ offers you several benefits:

- Visibility and qualification for your relevant customer group in the industry.
- Your information handled in an objective, neutral manner.
- Capability to check that your information in TransQ is up-to-date. Information should be updated annually or whenever there are relevant changes to your business.
- Avoid having to provide information about yourself repeatedly; Purchasers have access to TransQ and can view your details at any stage of a tender process.
- At times when purchasers do not have access to TransQ, you can retrieve your information, in the form of a complete company presentation.
- Once registered in TransQ, you receive a qualification certificate which you have the right to use as a marketing tool.

### About Achilles

Achilles is one of the world's leading managers of supplier information. Our range of web-based services: identify, qualify, evaluate and monitor 77,000 suppliers on behalf of 750 buyers' organizations worldwide.

Achilles builds unique communities spanning a wide range of industry sectors, so that organisations can manage their supply chains effectively, and improve data quality and consistency.

In the Nordic countries Achilles operates sector specific communities and supplier registers within the sectors utilities, transport, construction and oil & gas.



## How does TransQ work?

TransQ operates as a supplier register, but differs from other databases in many ways.

All suppliers registered in TransQ provide the same information to the system, by filling in a questionnaire containing mainly multiple-choice questions. The questions have been designed by purchasers in the industry. This makes it easier for you to register information and at the same time, easier for purchasers to get a clear overview of the market. The information offered by suppliers is comparable and easily available to purchasers, who can make faster and better business decisions.

TransQ is administered by a neutral third party, Achilles, who ensures that the database functions in accordance with the purchasers requests.

The information held in TransQ is sufficient to commence the tender process: Purchasers can restrict their selection to TransQ, which functions as a qualification system. This means that you, as a supplier, are offered unique opportunities to participate in tenders which are not advertised outside TransQ.

TransQ also offers access to further business opportunities. New purchasers can easily find you in the database, with can bring opportunities for new business.

## How can I become registered in TransQ?

It is easy to become registered in TransQ. Decide the number of product and service codes, fill in an application form on the Achilles web site and pay the annual fee based on the number of codes you wish to register. You will then be given the login for TransQ's questionnaire, where you register your company's information and all other information needed for you to become qualified. The information is checked by Achilles before it is made available to purchasers.

Requirements for your company to become qualified in TransQ include:

- selling the products and services covered by TransQ code structure under your own name
- paying taxes and fees on time
- not being involved in any debt cases
- providing annual reports and accounts to the relevant authorities
- be registered at by your local Registration Office
- pay the TransQ annual administration fee from 4,200 NOK. Achilles reserve the right to change prices.

Complete rules for consultation can be downloaded from [www.achilles.com/transq/criteria](http://www.achilles.com/transq/criteria)

## About Qualification systems

Contracts in the transport industry, are controlled by the EU transport procurement directives. The directive requires that purchasers should publish notice of their potential tenders, so that any supplier who is interested can apply. However, purchasers who want to save time can ask their suppliers to become qualified via qualification systems. Suppliers register the information required for tenders, which means that purchasers can invite suppliers in the system to each tender, without advertising. TransQ is such a qualification system.

All qualification systems have to be advertised. TransQ is advertised annually in TED – Tenders Electronic Daily.

**Read more and order at [www.achilles.com/en/transq](http://www.achilles.com/en/transq)**

## Customers in TransQ

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 TRAFIKVERKET



### Achilles

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