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Vendor Rating moving towards Sustainable Procurement

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AGENDA



Public Procurement & Supplier register

Goals and results

AQP core values

Focus: Vendor Rating and Code of Conduct



Public Procurement Code Legislative decree no. 36/2023

Public Procurement Code is the national legal framework setting rules for government purchasing of goods, services, and works, emphasizing transparency, fairness, competition, and value for money focusing heavily on digitalization, simplified procedures, and efficiency to meet EU goals and boost economic participation



E_Procurement digital platform

AQP qualification system in procurement is a structured process in which potential suppliers submit their application form to take part in a tender via AQP certified e-procurement digital platform



Context Analysis

Revamping of Supplier register in order to reduce bureaucracy, speed up the enrollment application, and encourage smaller businesses and simplify all the qualification process

GOALS AND RESULTS

Water 12m³/h Water 24h 12m³

Goals

- To develop a Vendor List of qualified and reliable Suppliers;
- To measure the value and performance of Economic Operators wishing to collaborate with AQP in a transparent and objective manner, and to monitor them over time;
- To implement in AQP a system that rewards excellence and sustainability.
- Promoting supplier strengths and best practices to reward them with increased participation in tenders

Results

- Setting up a Rotation Mechanism for invitations to tender managed through the e-Procurement platform;
- Promoting quality and sustainability criteria, according to AQP's core values;
- Optimizing supplier performance in tenders and execution via AQP feedback loops.

AQP SUPPLIER REGISTRATION PROCESS IN 3 SIMPLE STEPS

STEP 1



REGISTRATION

STEP 2



AUTHORIZATION

STEP 3



QUALIFICATION

THE ECONOMIC OPERATOR

Complete the forms with personal details on the onboarding registration form.

Submit private policy, accept the Code of Ethics, General Agreements and acknowledge 231 Model and the Code of Conduct, etc...

After selecting the product categories, complete the application form (qualification questionnaire).
If successfully complete the questionnaire, you will be listed in the Supplier Register with a personal score of Vendor rating(IVR).

Vendor Rating system is based on the same values that AQP pursues on a daily basis



SOLIDITY

Economic and financial indicators related to equity and cash flow



RELIABILITY

Performance indicators of suppliers invited during the tendering phase



SUSTAINABILITY

Environmental, social, and corporate governance indicators



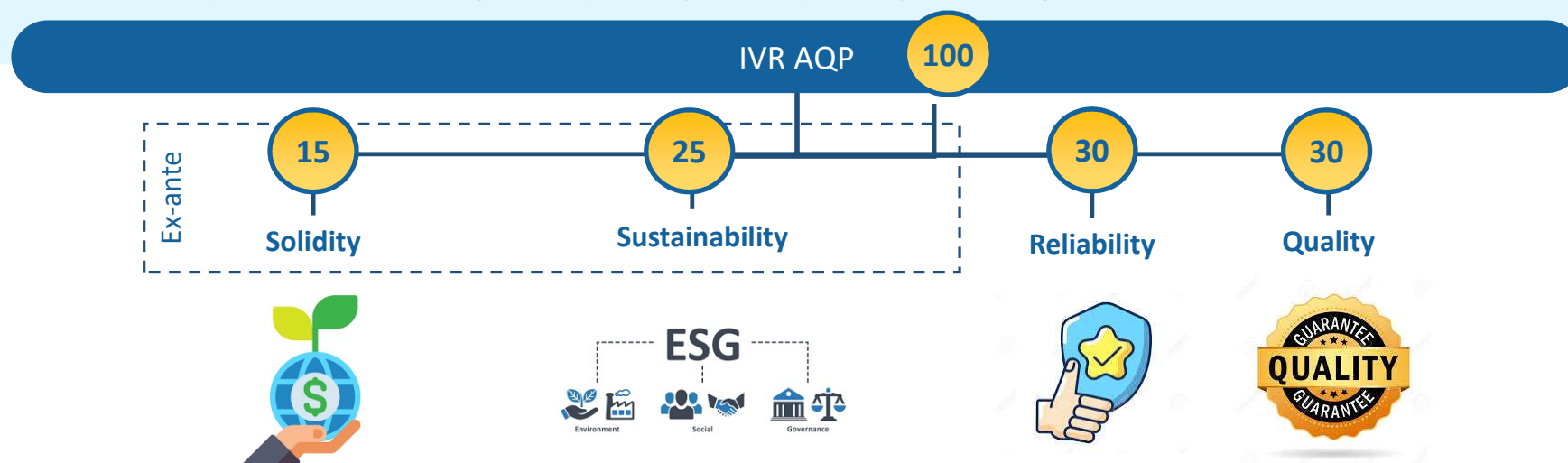
QUALITY

Supplier performance indicators during contract execution

Vendor Rating Calculation Rules

Water 12m³/h Water 24h 12m³

AQP supports economic operators in their path toward improvement and development, incentivizing quality and sustainable performance through transparency and objectivity in scoring.

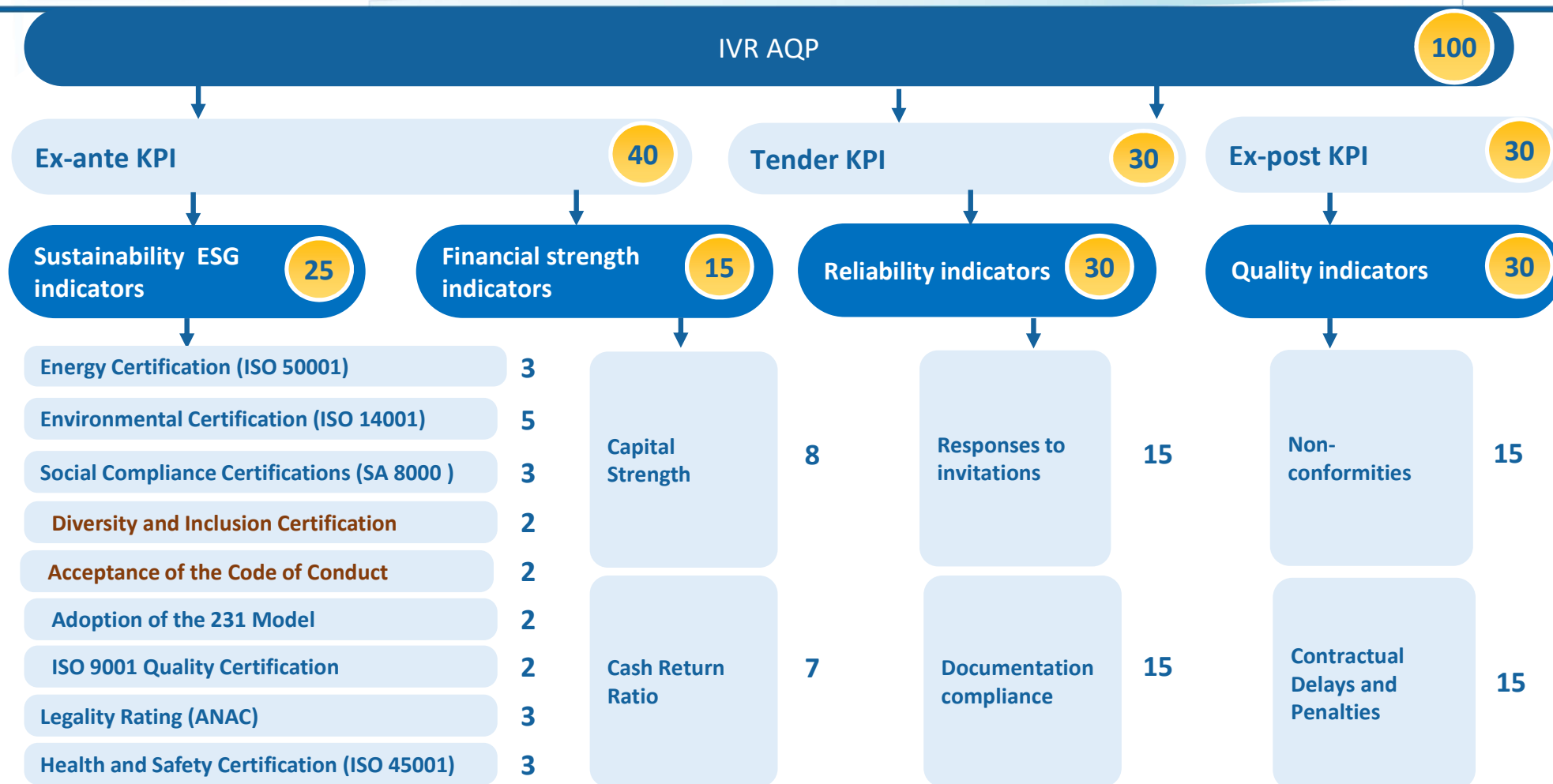


Access to the **Supplier Register** is facilitated for SMEs and startups through **incentivizing** rather than **exclusionary** requirements

Evaluation is **not retroactive** with respect to the launch date of the Vendor Rating System

Transparency in communicating the scores (IVR) of the scorecards is guarantee, as they are **visible at all times** to both the Economic Operator and AQP

Vendor Rating Structure



EX ANTE: ESG SUSTAINABILITY

Water 12m²/h Water 24h 12m²

Indicators description

Sustainability indicators measure a company's ability to adopt certified and/or demonstrable policies regarding environmental protection, inclusivity, transparency, process governance, and local community impact.

Data source

The indicators are calculated on the basis of the self-declarations provided by the Economic Operators during the qualification phase

Indicators Weight

Environmental Certification

5 of 25

Social Compliance Certifications

3 of 25

Occupational Health and Safety Certification

3 of 25

Diversity and Inclusion Certification

2 of 25

Energy Certification

3 of 25

Acceptance of the Code of Conduct

2 of 25

Adoption of the 231 Model

2 of 25

ISO 9001 Quality Certification

2 of 25

Legality Rating

3 of 25

AQP has recently published its Supplier Code of Conduct

The Supplier Code of Conduct embodies AQP's vision and values

The Code of Conduct is of **strategic importance** as it extends the company's sustainability commitment to the entire value chain, ensuring that all stakeholders adopt responsible and consistent practices.

AQP is committed to ensuring that the entire value chain conducts its activities in a manner consistent with the principles of:

- **Legality;**
- **Ethics;**
- **Responsibility;**
- **Transparency.**

Principles and obligations that Suppliers are required to comply with when awarding contracts and assignments and in performing the related services for the entire duration of the relationship with AQP.

We have just modified the KPI indicators in the "Sustainability" section

“authorization” phase (**Step 2**): The Economic operator reviews the Code of Conduct .

“qualification” phase (**Step 3**): The Economic operator can freely decide to accept the Code of Conduct and subscribe to it (they will be able to obtain a rewarding score in the Vendor Rating).

“Sustainability” Section (25 point) :

- Environmental Certifications: 5/25
- Social Certifications: 3/25
- Occupational Safety Certification: 3/25
- Diversity and Inclusion Certification: 2/25
- Energy Certification: 3/25
- Acceptance of the Code of Conduct: 2/25
- Adoption of Model 231: 2/25
- ISO 9001 Quality Certification: 2/25
- Legality Rating: 3/25

Supplier Code of Conduct: Principles

In addition to actively promoting the application of these obligations and principles within its own organization, the Supplier **must require compliance** with them, where applicable, by its employees and/or contractors in any capacity.

Principles of the Code:

- **Voluntary participation during registration;**
- **Direct communication channels;**
- **Third-party audits.**

Upon acceptance, the Code of Conduct becomes an integral part of the contractual relationship and, consequently, its violation constitutes a breach of contract.

Engagement and Information

AQP promotes a structured program of engagement and information for Economic Operators, encouraging proactive collaboration.

This program includes:

- Information and Awareness Program;
- Clarification Channel;
- Update Channel.

A dedicated channel has been created to allow Economic Operators and/or Suppliers to request clarifications and explanations on the application of the Code of Conduct, promoting an open and constructive dialogue on compliance.

THANK YOU FOR YOUR ATTENTION

For questions and clarifications please write to:

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