





**Hellios develops communities of buying organisations  
to provide third party risk management processes by collecting,  
validating and monitoring supplier's information.**



**The ethos of Hellios is to provide the highest quality supplier information based on long term sustainable relationships with both our buyer and supplier customers.**

**We take great pride in the quality of what we do, and in the integrity, honesty, and commitment of our staff to delivering the best possible service to customers.**



**A qualification and compliance system for the financial sector including Banks and Insurance Companies. FSQS-NL collects, validates and maintains supplier information, used by buyers to help with procurement compliance. It is a trusted source of information.**

## Letter from Vanessa Van Der Does, Chair of FSQS-NL Governance Group

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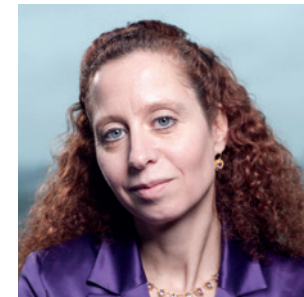
With the introduction of FSQS-NL, we make it easier for our partners and suppliers to do business with us. It streamlines our assurance process, minimizes administration and enables our suppliers to gain access to buying organizations.

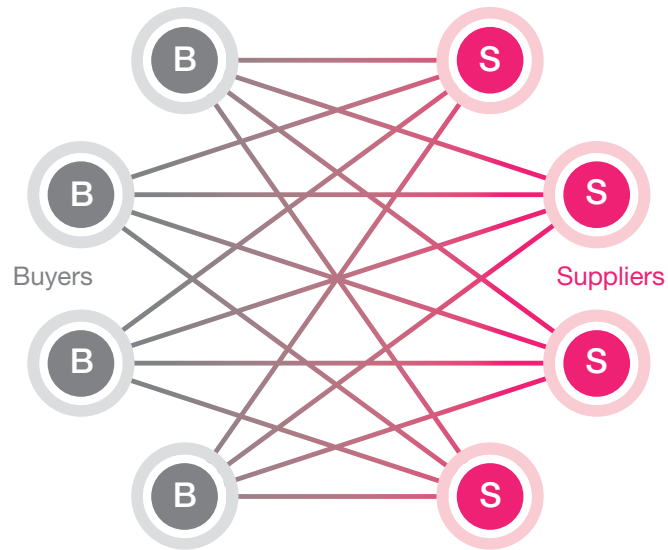
NN introduced FSQS-NL in response to suppliers' concerns about the increasing administrative burden of demonstrating compliance with customer requirements. By reducing duplication and having one source of validated and up to date information available to all buyers, FSQS-NL reduces the compliance workload for both buyers and suppliers. The extensive amount of data also gives NN insights into our entire supply base and provides opportunities to report on specific topics. FSQS-NL helps to determine whether suppliers are "fit for business" and it encourages suppliers to take an inwards look at their processes and determine opportunities for improvement. Overall, the FSQS-NL will contain a pool of accredited suppliers, which simplifies the process of sourcing new suppliers.

A great benefit of FSQS-NL is that the buying organisations are in the driver's seat. Governance meetings allow the buying organizations to develop the FSQS-NL system as the regulatory and risk landscape evolves. This includes adding or removing questions from the questionnaire as buyers see fit. The governance meetings are also a forum for discussing best practices in supplier risk management.

NN is enthusiastic about this cross-sector collaboration initiative and is looking forward to extend buyer cooperation to mutual benefit in the future. Working together with other financial organizations to access supplier compliance information is a positive step towards minimizing duplicated administration, and improving the ease of doing business with us for new and existing customers.

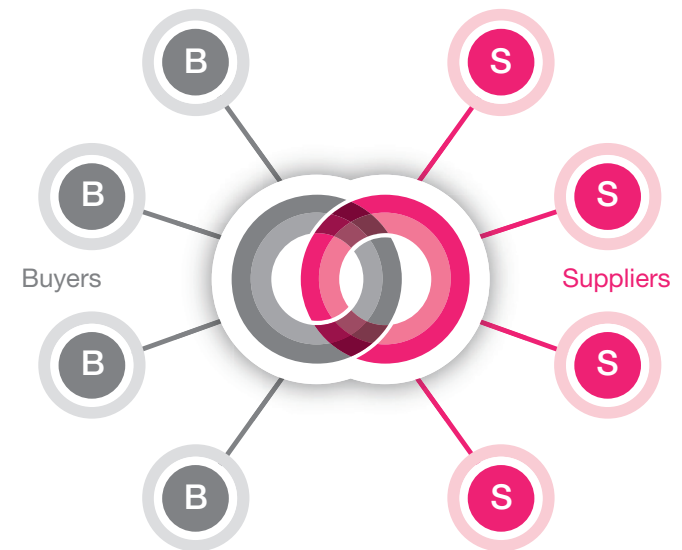
Overall, we see FSQS-NL as a great benefit to our business and we hope the community will extend to more buyers organizations, allowing the supplier benefits to increase substantially.





### Non Community Approach

Duplicated time and effort collecting supplier information.



### Hellios Community Model

Suppliers and third parties complete a single profile that is shared with all participating buying organisations.



## Current Buyers



**ABN·AMRO**



**NN**

## Benefits for Buyers



**EASIER REGULATORY REQUIREMENT** – Comprehensive, accurate and regularly updated insight into third party risks



**REDUCED PROCUREMENT TIMESCALES** – Instant access to third party information, reducing the time needed to qualify new suppliers or renew contracts



**HIGH QUALITY VALIDATED INFORMATION** – We check all third party information in accordance with a consistent, objective and continually updated process



**COST AND RESOURCE EFFICIENT** – Costs are shared amongst community members, significantly reducing the cost of an in-house solution



**PEER NETWORK** – Access to the combined experience and resources of other members in the community with shared goals and challenges



# Benefits for Suppliers



**EASIER CUSTOMER COMPLIANCE** – Simpler route to demonstrating compliance to multiple customers at the same time



**RESOURCE AND TIME EFFICIENT** – Single profile for multiple customers, information requested is tailored to goods and services being supplied



**SIMPLER APPROACH** – Information is collected using selectable answer options rather than free text responses, making completion quicker compared to traditional questionnaires



**CONTROL YOUR INFORMATION** – Your company's information can be amended or updated at any time through a secure online portal



**BUSINESS IMPROVEMENT** – Identify the common requirements of multiple customers and how your business might improve its compliance



**FASTER QUALIFICATION** – Completed profiles are visible to all buyer members using FSQS-NL when sourcing and qualifying third parties for new business

# Risk Profile

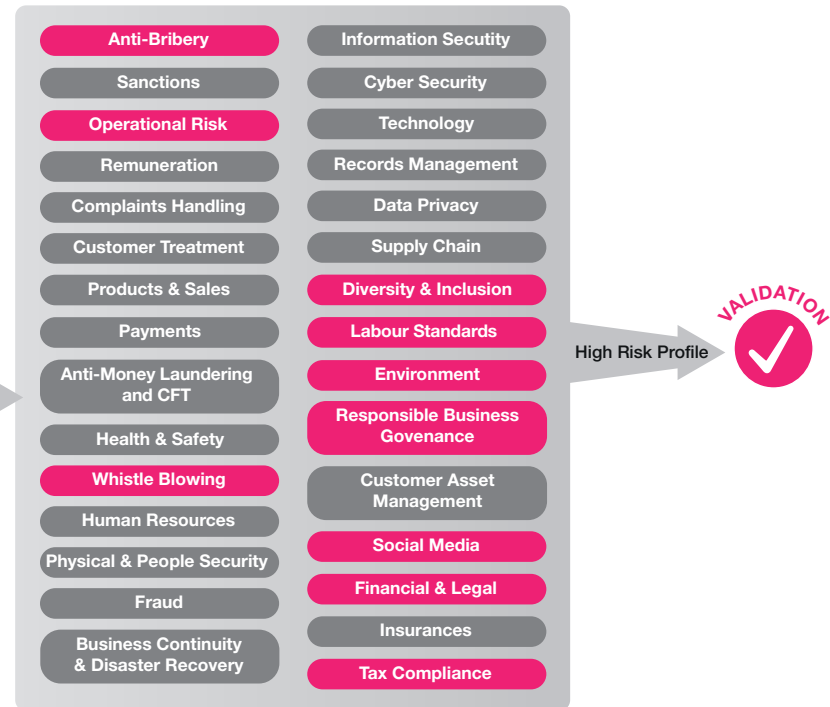
## Stage 1

Profiling Questionnaire



## Stage 2

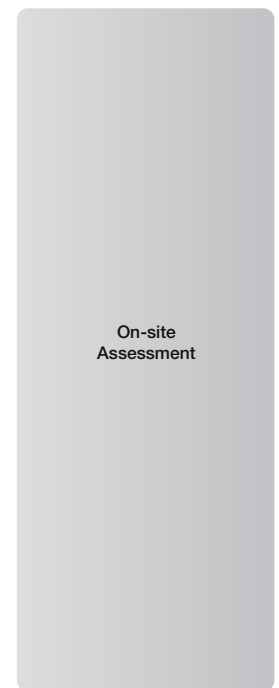
Compliance Questionnaire



Sections in grey are conditionally triggered depending on Stage 1 answers

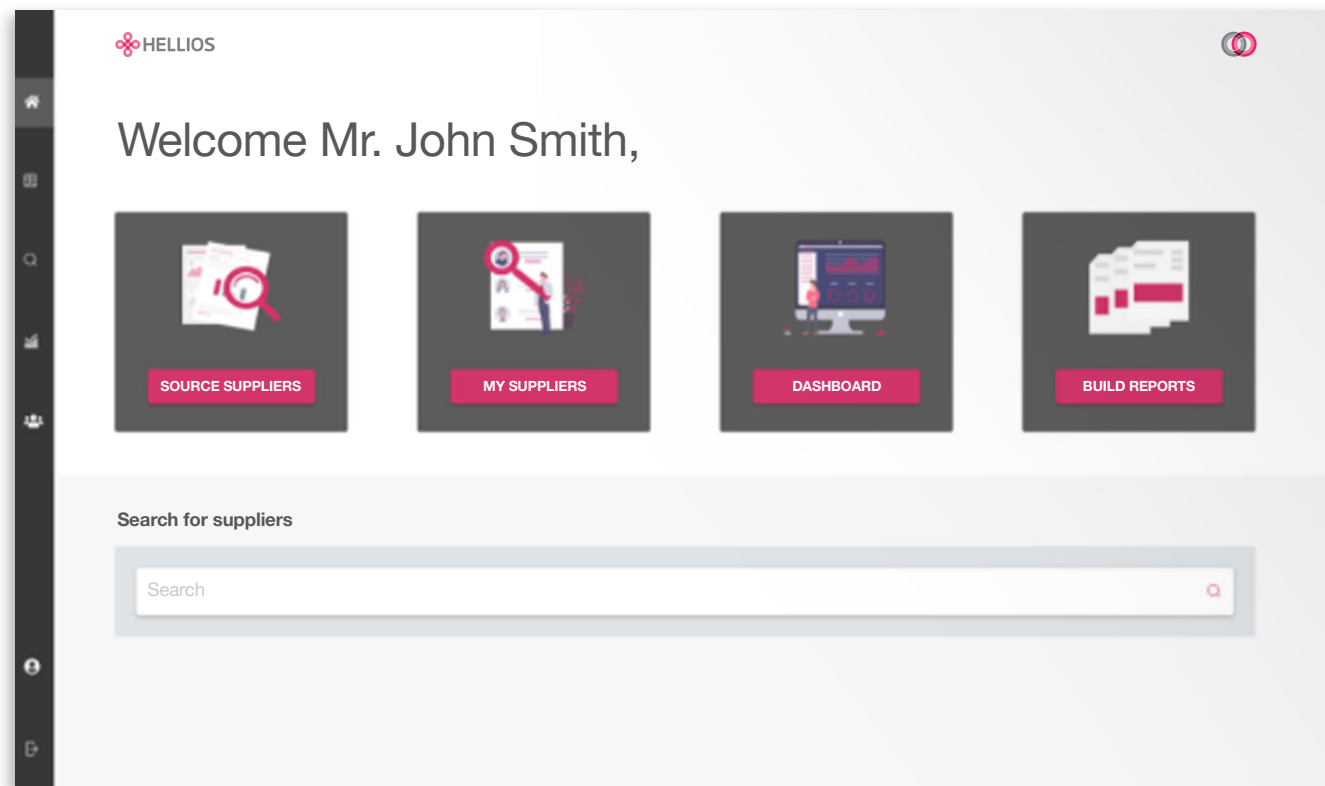
## Stage 3

On Site Assessment

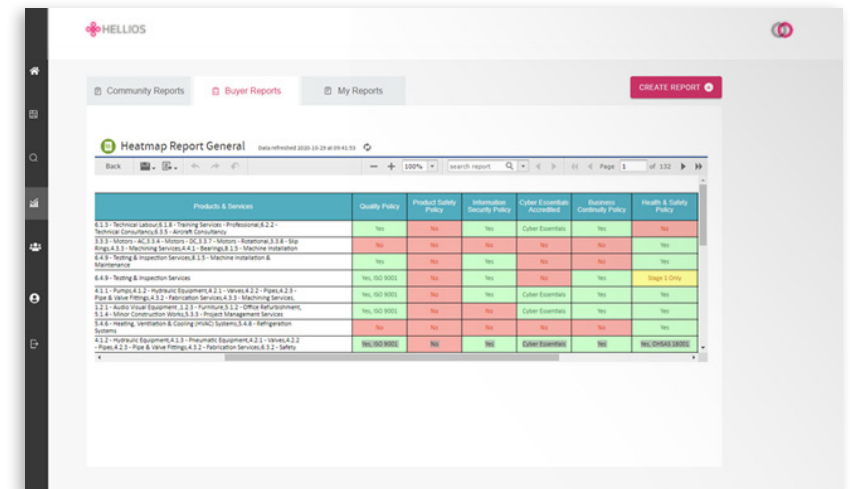
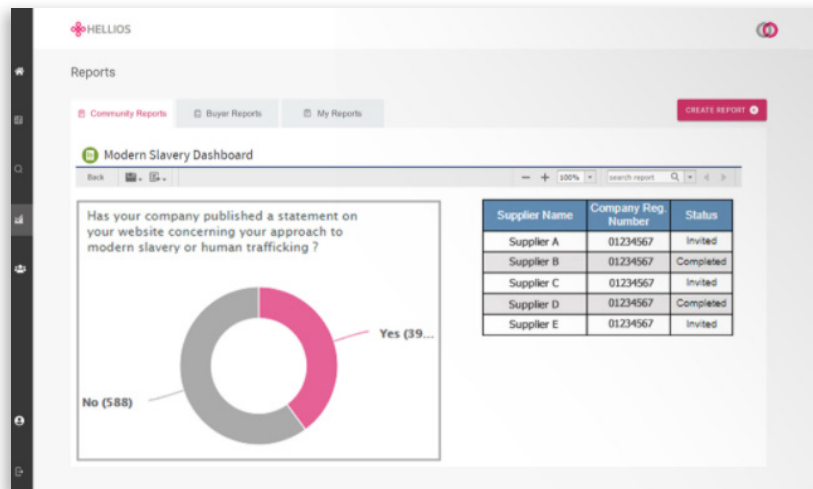
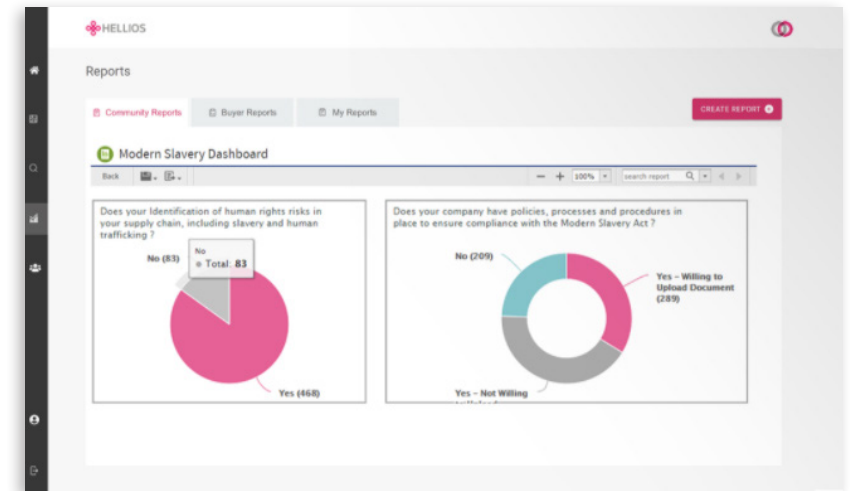
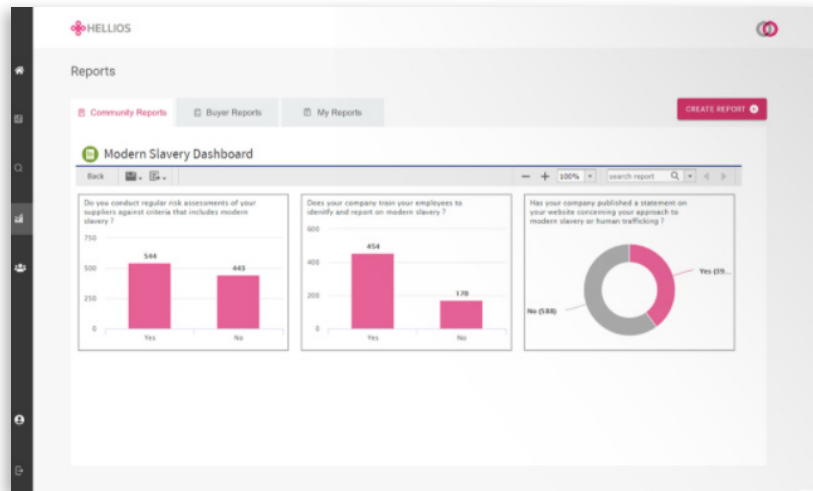


# The System – Home Page

From here, you can access the key features of the system,  
either via the four boxes above the supplier search bar  
or via the left-hand navigation icons.



# Dashboards





## Testimonials from other communities run by Hellios

*'We joined the FSQS community to help simplify and improve the way we and our suppliers manage compliance and risk to our customer's.'*

**Luis Zambrano**

Senior Manager,  
Procurement Practice Management,  
TSB Bank



*'By standardising third-party suppliers' due diligence, each supplier has the chance to unlock access to the whole banking sector through one streamlined process.'*

**George Booth**

Chief Procurement Officer,  
Lloyds Banking Group



*'Over time, LV= has benefitted considerably from the amount of time we saved searching for supplier policy compliance information and knowing it to be validated and up to date. We also continually benefit from the connections that FSQS has provided through its Governance Groups and forum discussions and this has enabled us as a business to maintain best practices which can be validated by other leading industry professionals.'*

**Oliver Gillett**

Third Party Risk and Compliance  
Manager, Liverpool Victoria





## Statistics based on other Hellios schemes

**30%**

On average 30% of  
suppliers from a new buying  
organisation are already  
registered with FSQS

**86%**

On average 86% of  
registered suppliers have  
renewed on FSQS





**FSQS-NL development and Hellios' performance  
are governed by members of the community.  
Each new member has access to the Governance Group.  
Questions and system content are reviewed annually  
or when regulation and legislation changes.**

If you are interested in finding out more information on the Financial Services Qualification System – Netherlands, please contact:

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