

A numerous amount of companies, members of our association, asked us to contact you concerning your announcement to consolidate the supply chain of Worley under one centralized the internet-based Bid Management, Supply chain and Commerce platform (Requis). The consolidation is presented as a transparent, innovative and simpler way to connect buyers and sellers.

In principle, the desire of Worley for consolidation and efficiency in the supply chain is shared by the companies represented by our association.

However, our members cannot accept that participation within the Requis platform is only open for businesses who are willing to make a substantial financial contribution to the platform and in addition thereto, as we understand it, a transaction fee. If you wish to consolidate the RFQ process, it is the believe of our members that this should be considered as a part of the added value of your specific business process. With that we mean that those who benefit from the consolidated process, i.e. the customers, plant owners, etc., should be charged with the costs of the platform.. We consider it incorrect that the savings that are undoubtedly realized by the outsourcing of (a large part) of the procurement process to a digital platform, are basically paid for by the suppliers represented by us.

FHI, as a non-profit organization representing over 800 private companies in the Benelux market, is fully prepared to cooperate with you in these matters. However, for the time being, we advise our members to be reluctant to subscribe to the Requis system. We will warn them not to make any commitment for the payment of any fee to your organization at this point in time.

Important argument against the system you propose is that the platform, only accessible for subscription owners, creates a burden for the customer to find the best price/performance in automation systems, because not all relevant players in the relevant market are present on the platform (for example, because suppliers cannot afford to participate). It is understood that due to the Covid-19 pandemic the payment of fees is deferred, and that is admirable, however this will only be a temporarily measure. In addition, we see competition law issues from the jurisdiction of our members. Foreclosure of the market with an intermediate (platform) that only allows registration through a paid membership, is regarded as a legal problem within Europe. Moreover, there are concerns about data protection, especially looking at the decision of the European Court of Justice dated 16 July 2020 (ECLI:EU:C:2020:559).

The members of FHI would like to see a long-term relation with Worley, build on trust, cooperation, transparency and equal opportunities. It is our believe that such platforms will not contribute to such principles.

Our urgent request to your organization is to reach out to us to talk about a proper solution, protection both the interest of Worley as well as the interest of our members. We would like to receive the confirmation that our members will not be excluded from quotations and purchase orders from Worley only on the basis that our members are not in the position to pay for the subscription fees of the platform.

We kindly invite you to confirm that you agree on our suggestions in this letter and give us the opportunity to clear things out for the benefit of the complete supply chain, including the end-users.

