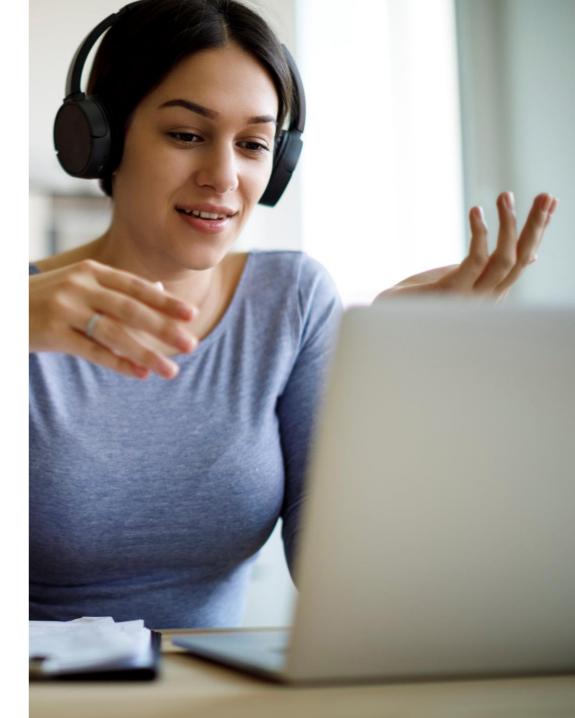
# ALPS Supplier Training v7.1

**Public** 







# Training Menu

Sourcing Scenarios Overview

Requirements for Suppliers

Supplier Registration on SAP Business Network

Search Events posted on Ariba Discovery

Participate Sourcing Event - Submitting Primary Offer

**Email Notification** 

Responding Using Excel

**Check Submission Status** 

Participating Event – Revise / Alternative offers

Clarifications of Event via Event Messages

Ariba Contract User Guide

**Contract Scenarios Overview** 

**Counter Proposal** 

**Contract Signature** 

What is SAP Business Network Standard Account?

Register for a Standard Account

Supplier Portal Workbench

Merge your Existing Standard Account

What is SAP Business Network Enterprise Account?

Standard Account and Enterprise Account side by side comparison

Upgrade your Standard Account into an Enterprise Account

Fee schedule for Enterprise Account

What is SAP Business Network Discovery?

What is Supplier Mobile app?

**ALPS SAP Business Network Project Scope** 

Register an account via the first Purchase Order

Configure email notification in your account

Use and customize your account

Create and administrate account users

Review why and how to upgrade your account

Review the Pros and Cons of converting to Standard account

**Utilize the Help Center** 

Contact and Support

Frequently Asked Questions



# Sourcing Scenarios Overview

#### Scenario 1: Closed Event (with <u>NO</u> existing Ariba Acc)

- la Receive email notification
- 16 Create new Ariba account
- Check for duplicate accounts
- Id Submit initial response and full response

#### Scenario 2: Closed Event (with existing Ariba Acc)

- 2a Receive email notification
- 2b Log-in to Ariba Network Account
- 2c Submit full response/Submit initial response if there is access gate and full response

#### Scenario 3: Open Event

- 3a Suppliers to log-in Ariba Network Account
- 3b Search for published events and respond
- 3c Submit initial response and full response





#### Requirements for Suppliers

- Participate in ALPS sourcing events on Ariba Network connected to ALPS eProcurement System
- Search for sourcing events on Ariba Discovery website
  - o Follow instructions on our postings to express your interest to participate. Expressing interest not according to instructions may result in not receiving access to event in time for submission.
  - If instruction needs you to click "Respond to Posting", you will gain access to event immediately after login
- Registration on Ariba Network
  - Use generic email address for registration. If instructions on our postings required you to email ALPS to express interest to participate, same email address should be provided. For first time participation, communication providing access to event will be send to this email address after expressing interest to participate.
  - Generic email address mailbox has to be accessed by whoever in your company who needs to submit proposals to ALPS

#### Requirements for Suppliers

- Login to Ariba Network to access sourcing event not through "Respond to Posting"
  - Expect minimum one working day (Singapore time) to receive access after expressing interest to participate. You will be directed to Ariba Sourcing website after login. Contact ALPS procurement staff if access has not provided.
- Proposal or quotation has to be submitted online
  - Submit by clicking "Submit Entire Response" from Event Contents on Ariba Sourcing. Submission through any other channels may result in disqualification.



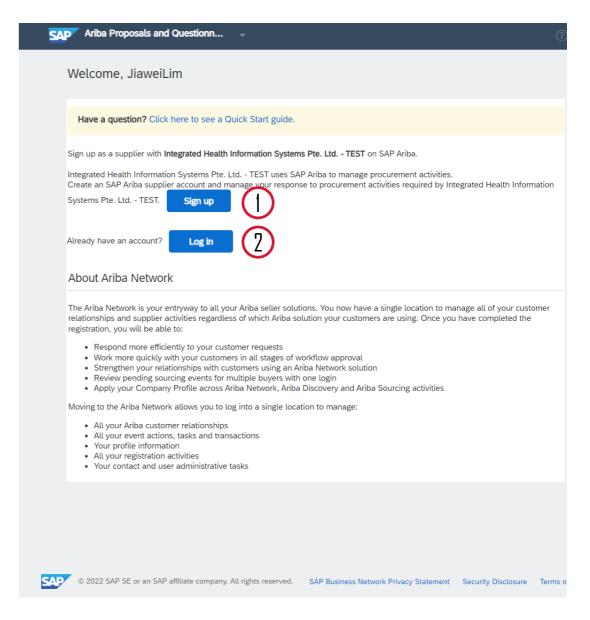


#### Registration on Ariba Network

To participate in ALPS Sourcing events, you will need to register as a supplier with ALPS on Ariba Network.

- If you do not have an existing Ariba Account, click on the "Sign up" button
  - 2. If you have an existing Ariba Account, click on the "Log in" button







# New Account Set-up

If you do not have an existing Ariba Account and have clicked on the "Sign up" button, you would be redirected to this page to fill in your details.





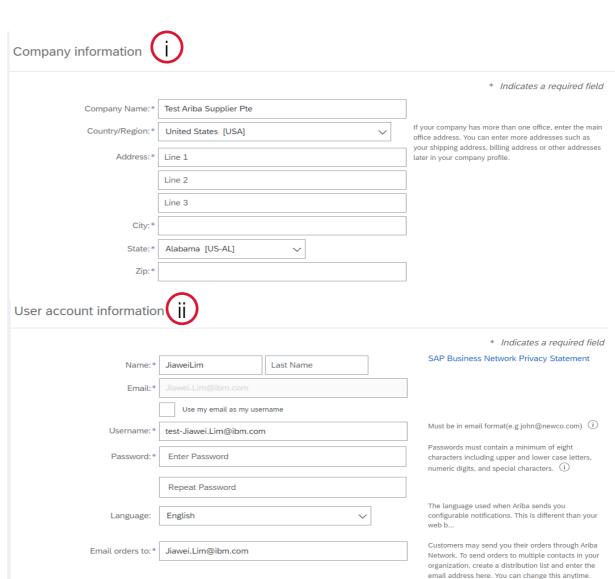
#### Account Registration - Profile Completion

- 4 On the registration page:
- i. **Company Information**: Fill in your company info. The "Company Name" field would be prefilled, please update the "Country/Region", "Address", "City", "State", and "Zip" fields.

\*Note: For the "Address" field, please ensure that the address lines are complete

ii. User Account Information: Fill in your user account information. "First Name", "Last Name", "Email", "Username", "Language", "Email Orders to" would be prefilled, please check to ensure they are correct. Choose a password and fill the "password" field.

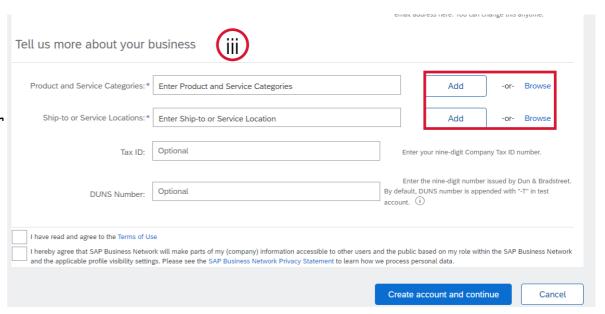
\*Note: Passwords must contain a minimum of 8 characters, including upper- and lower-case letters, numbers, digits, special characters, and must <u>NOT</u> be consecutive (e.g., Abc-O123)





# Account Registration - Profile Completion

- 4 On the registration page:
- iii. **Tell us more about your business:** Click on "Add" or "Browse" to provide the "Product and Service Categories" and the "Ship-to or Service Locations" of your company

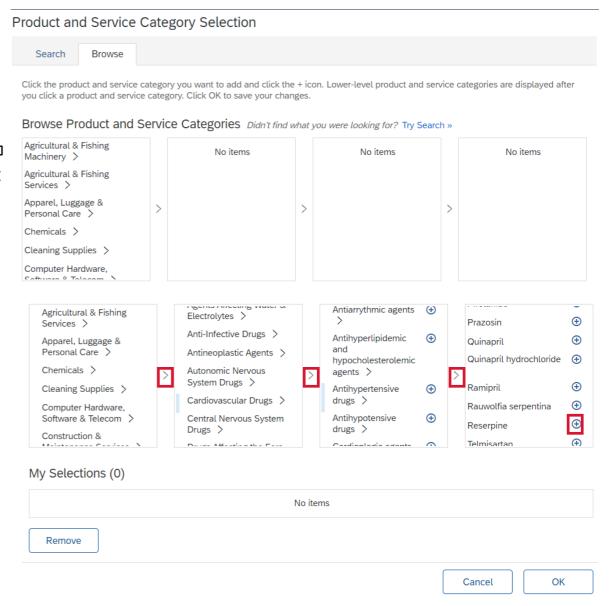


Continued on next slide



### Account Registration – Commodity Selection

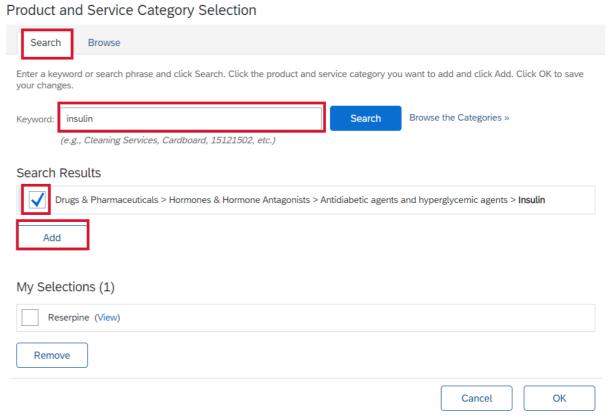
- 4 On the registration page:
- iii. **Tell us more about your business Product and Service Category selection**: After clicking on browse, you may narrow your search by category to find the product. Once you have found the product, click on the "+" icon to add it to your selection





# Account Registration – Commodity Selection

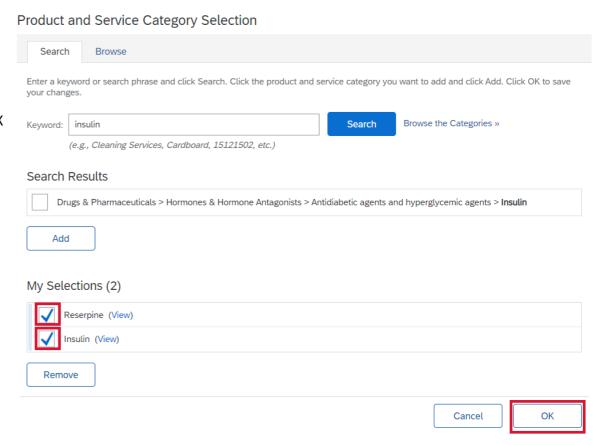
- 4 On the registration page:
- iii. Tell us more about your business Product and Service Category selection: Alternatively, you may click on the "search" tab and input your search in the keyword search bar. Once you have a result returned, mark the check box and click on "Add"





### Account Registration – Commodity Selection

- 4 On the registration page:
- iii. Tell us more about your business Product and Service Category selection: Once you have selected all the products and services, mark the check boxes in the "My Selections" section and click on the "OK" button to proceed





### Account Registration - Ship-to Location Selection

- 4 On the registration page:
- Tell us more about your business Ship-to or Service Locations: After clicking on browse, you may narrow your search by region to find the country. Once you have found the country, click on the "+" icon to add it to your selection. Once the country has been added, please click on the "OK" button to proceed

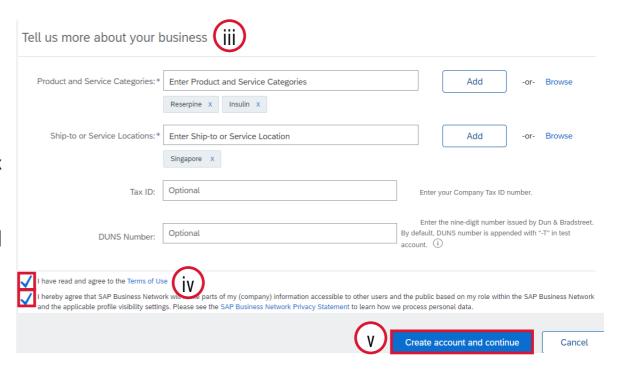
#### Ship-to or Service Location Selection Select the territories that your company serves. If your company offers global coverage, choose Global. ( ) Global Select Ship-to or Service Locations Click a country/region to add and click the + icon. States or provinces are displayed after you click a country/region. Click OK to save your changes INUITE ATTICITED / Lao People's Democratic **(+)** No items Republic > Central America Malaysia > South America Philippines > The Caribbean Singapore Northern Europe > Thailand > Western Europe > Viet Nam > Eastern Europe > $\oplus$ All of the above Central Europe > My Selections (1) Singapore Remove

Cancel



# Account Registration

- 4 On the registration page:
- iii. **Tell us more about your business:** After providing the "Product and Service Categories" and the "Ship-to or Service Locations" of your company
- iv. Read the <u>Terms of Use</u> and <u>SAP Business Network Privacy Statement</u> and mark the check boxes
- v. Once all required fields have been filled up, please click on "create account and continue"





### Review of Existing Accounts

- On the registration page:
- After clicking on "Create Account and Continue", you would receive a prompt to review existing accounts. Check for duplicates, if there are none, then proceed

Potential existing accounts (vi)



We have noticed that there may already be an Ariba Network account registered by your company. Please review before you create a new account.

**Review accounts** 

Skip review



#### **Verification Email**

After successful account creation, you would receive a welcome email from Ariba.

From: Ariba Commerce Cloud <ordersender-prod@ansmtp.ariba.com

Sent: Monday, 20 March 2023 4:23 pm

To: Jiawei Lim

Subject: [EXTERNAL] Welcome to the Ariba Commerce Cloud

Follow Up Flag: Follow up Flag Status: Flagged

#### This Message Is From an External Sender

This message came from outside your organization.



#### Welcome to the Ariba Commerce Cloud

Your registration process on the Ariba Commerce Cloud for Test Ariba Supplier Pte is now complete.

Your organization's account ID: AN11173470304-T

Your username: test-Jiawei.Lim@ibm.com

As the account administrator for this account, make sure to keep your username and password in a secure place. Do not share this information.

If you registered after receiving an invitation from an Ariba On Demand Sourcing buyer, you can now access and participate in the buyer's sourcing events. The Seller Collaboration Console provides a centralized location for you to manage all your Ariba On Demand Sourcing events and buyer relationships.

Ariba On Demand Sourcing buyers might request that you complete additional profile information as part of their Supplier Profile Questionnaire. When you access customer requested fields for a specific buyer, you will see a pop-up page with that buyer's name; that page contains the buyer's customer requested fields.

You can immediately perform administrative and configuration tasks such as creating users and completing your company profile. If account administration is not part of your job responsibility, you can transfer the administrator role at any time to another person in your organization whose responsibilities are more in line with account administration.

#### Good to Know:

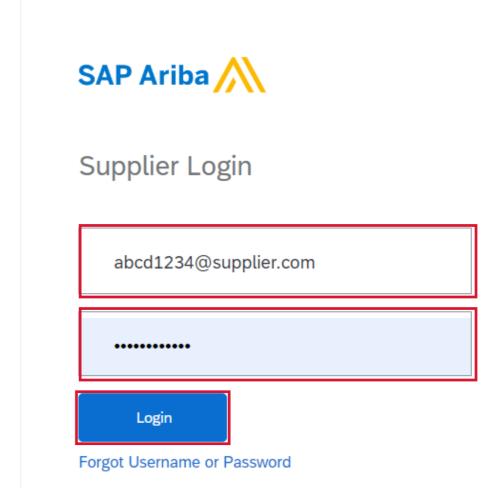
Your Ariba Commerce Cloud account provides a central access point to the seller-facing capabilities of the following Ariba solutions:

- Ariba Discovery<sup>™</sup> (Leads)
- Ariba Sourcing<sup>™</sup> (Proposals)
- Ariba Contract Management<sup>™</sup> (Contracts)
- Ariba® Network (Orders & Invoices)



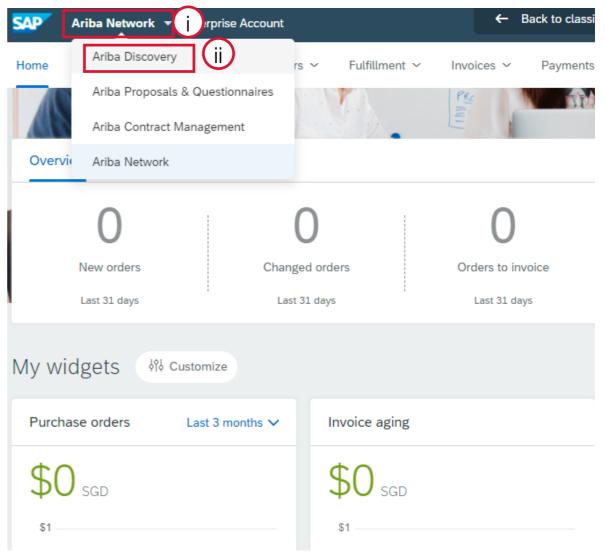


Fill in your login credentials and click on the "Login" button.



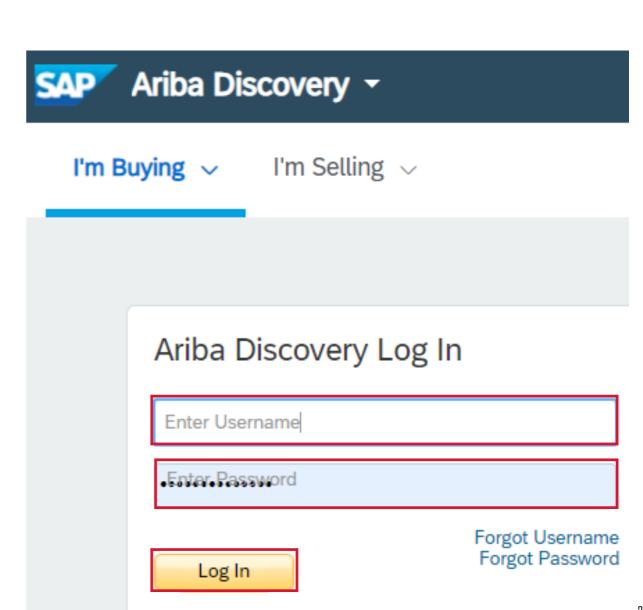


- 2 Once logged in:
- i. Click on the "Ariba Network" dropdown in the top left-hand corner of the screen
- ii. Then click on the "Ariba Discovery"



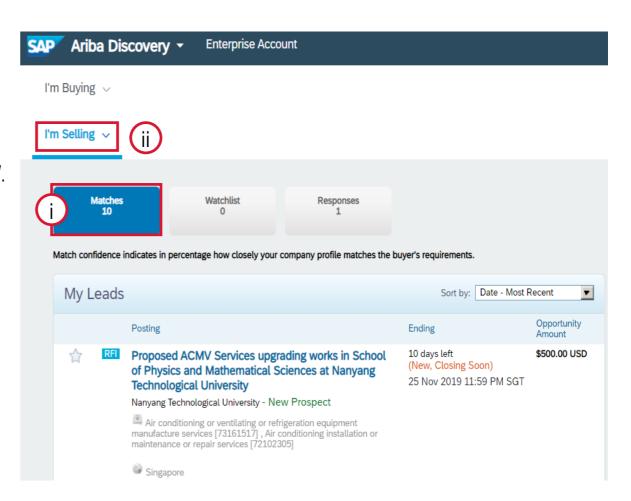


3 Fill in your login credentials and click on the "Login" button.



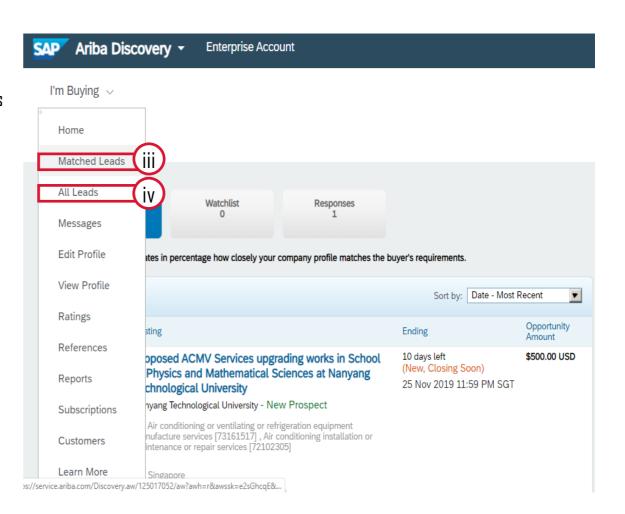


- 4 On the Ariba Discovery landing page:
- i. "Matches" shows event postings having Product & Service Category matches your company profile.
- i. To see all event postings including those without any match, click on "I'm Selling".



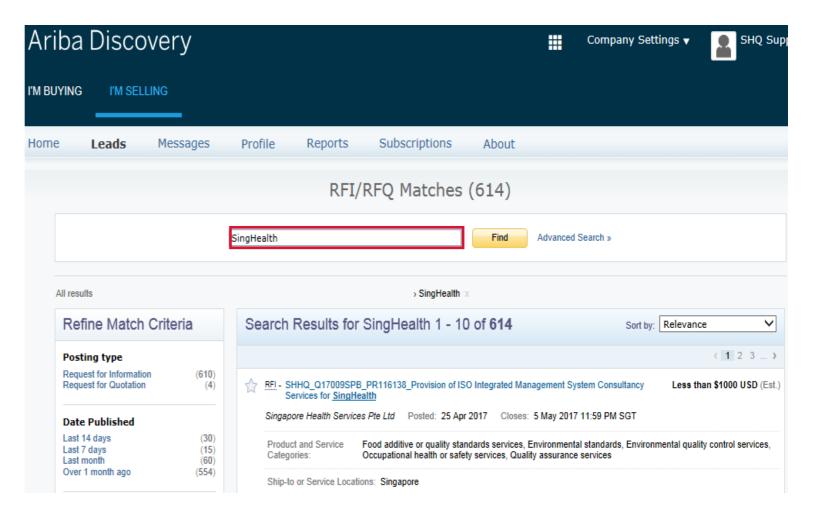


- 4 On the "I'm Selling" dropdown:
- "Matched Leads" are event postings having Product & Service Category matches your company profile.
- iv. "All Leads" are event postings including those without any match





(5) After selecting "All Leads", type "ALPS" in the search bar to see postings

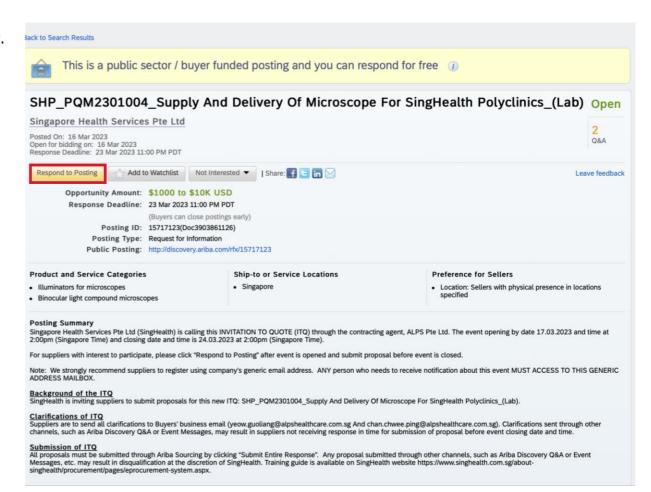




Follow instructions on posting summary to express your interest to participate. Click "Respond to Posting" only if instruction says so

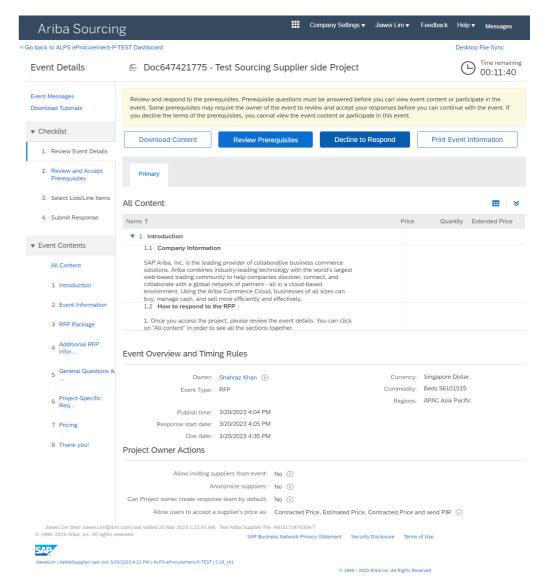
\*Note: Please direct all Business-Related Questions to ALPS Procurement Staff who publish sourcing events instead of ALPS Operations team

\*Note: Please do not to send proposals via Ariba Discovery Q&A





Clicking "Respond to Posting" automatically brings you to the Sourcing page.
Follow rest of instructions as per the "Sourcing" tutorials to complete
submission.







# Email Notification - Suppliers Participating in Sourcing Event for first time

- Once ALPS has initiated a sourcing event, you would receive an email from SAP Ariba.
- 2 Upon receiving the email notification, click on the hyperlink in the email. For Supplier participating for the first time you **MUST** click on the hyperlink

\*Note: You must register on the Ariba Commerce Cloud or log in using your existing Ariba Commerce Cloud account username and password before you can access this event.

If you do NOT wish to participate in the event, click on the second hyperlink in the email.

\*Note: You must register on the Ariba Commerce Cloud or log in using your existing Ariba Commerce Cloud account username and password before you can indicate that you do not want to respond to this event.

From: Shahraz Khan <s4system-prod3+alps-T.Doc647421775@ansmtp.ariba.com>
Sent: Shahraz Khan <s4system-prod3+alps-T.Doc647421775@ansmtp.ariba.com>

Jiawei Lim

To:

Subject: [EXTERNAL] ALPS eProcurement-P-TEST has invited you to participate in an event: Test

Sourcing Supplier side Project.

Follow Up Flag: Follow up Flag Status: Flagged

#### This Message Is From an External Sender

This message came from outside your organization.



Welcome, JiaweiLim,

ALPS eProcurement-P-TEST has registered you on their Ariba Spend Management site and invited you to participate in the following event: Test Sourcing Supplier side Project. The event starts on Monday, 20 March 2023 at 13:35, India Standard Time and ends on Monday, 20 March 2023 at 14:05. India Standard Time.

2 Click Here to access this event. You must register on the Ariba Commerce Cloud or log in using your existing Ariba Commerce Cloud account username and password before you can access this event.

NOTE: This link is only valid for 30 days. Make sure to register on the Ariba Commerce Cloud before the link expires. After you register on the Ariba Commerce Cloud, you can no longer use this link.

If you have questions about this event, contact Shahraz Khan via telephone at or via e-mail at Shahraz.Khan@ibm.com.

If you do not want to respond to this event, <u>Click Here</u>. You must register on the Ariba Commerce Cloud or log in using your existing Ariba Commerce Cloud account username and password before you can indicate that you do not want to respond to this event.

We look forward to working with you!

Thank You,

ALPS eProcurement-P-TEST

ALPS eProcurement-P-TEST sourcing site, Event Doc647421775: Test Sourcing Supplier side Project, Realm: alps-T Message ID: MSG72006900, Click Here

Ariba, Inc. 3420 Hillview Ave, Palo Alto, CA 94304, USA
Data Policy | Contact Us | Customer Support



# **Email Notification – For Returning Participants**

- Once ALPS has initiated a sourcing event, you would receive an email from SAP Ariba.
- 2 Upon receiving the email notification, click on the hyperlink in the email. For Supplier participating for the first time you **MUST** click on the hyperlink

\*Note: You must register on the Ariba Commerce Cloud or log in using your existing Ariba Commerce Cloud account username and password before you can access this event.

If you do NOT wish to participate in the event, click on the second hyperlink in the 3 email.

\*Note: You must register on the Ariba Commerce Cloud or log in using your existing Ariba Commerce Cloud account username and password before you can indicate that you do not want to respond to this event.

#### This Message Is From an External Sender

This message came from outside your organization.

Report Suspicious



ALPS eProcurement-P-TEST has invited you to participate in the following event: Copy of PR to SP Project – RFP Round 2. The event is set to begin on Tuesday, July 4, 2023 at 3:17 PM, India Standard Time.

Use the following username to log in to ALPS eProcurement-P-TEST events: <u>test-vijay.rajan@in.ibm.com</u>.

Click Here to access this event.

Take note: Returning participants to use this username to login

When you click this link, log in with your username and password. You will then have the option to register your buyer-specific user ID with a new or existing Ariba Commerce Cloud account and participate in your event.

If you do not want to respond to this event, <u>Click Here</u>. You must register on the Ariba Commerce Cloud or log in using your existing Ariba Commerce Cloud account username and password before you can indicate that you do not want to respond to this event.

If you have forgotten your username or password and are unable to log in, Click Here.

NOTE: The forgot password link is only valid for 24 hours. After this link expires, click Forgot Password on the Ariba Login page to reset your password.

If you have questions about this event, contact Vijay Rajan via telephone at or via e-mail at vijay.rajan@in.ibm.com.

We look forward to working with you!

Thank You,

ALPS eProcurement-P-TEST

ALPS eProcurement-P-TEST sourcing site, Event Doc741553666: Copy of PR to SP Project - RFP Round 2, Realm: alps-T, Message ID: MSG85806132, Click Here

Ariba, Inc. 3420 Hillview Ave, Palo Alto, CA 94304, USA

Data Policy | Contact Us | Customer Support

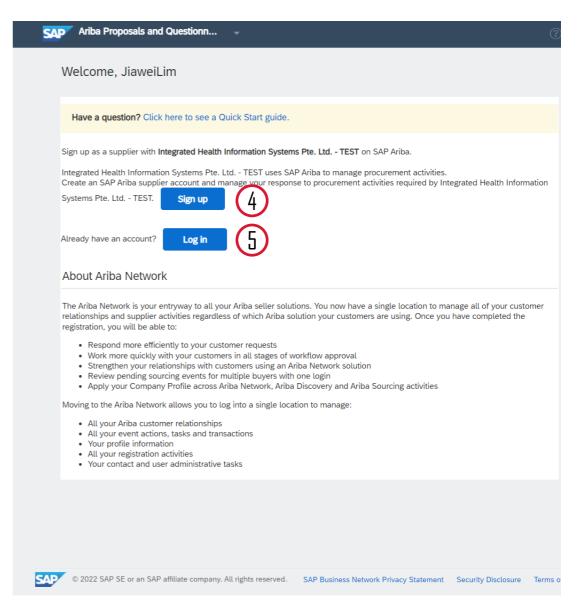


#### **Event Participation**

If you decide to participate in the event, the hyperlink will redirect you to this page where you can either register or log in.

- If you do not have an existing Ariba Account, please click on the "Sign up" button (\*Note: Refer to Account Registration Section)
- 2. If you have an existing Ariba Account, please click on the "Log in" button

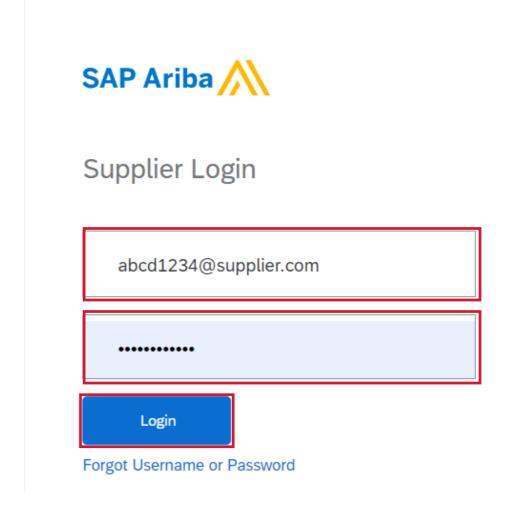






# Existing Account Log-in

6 Please fill in your login credentials and click on the "Login" button



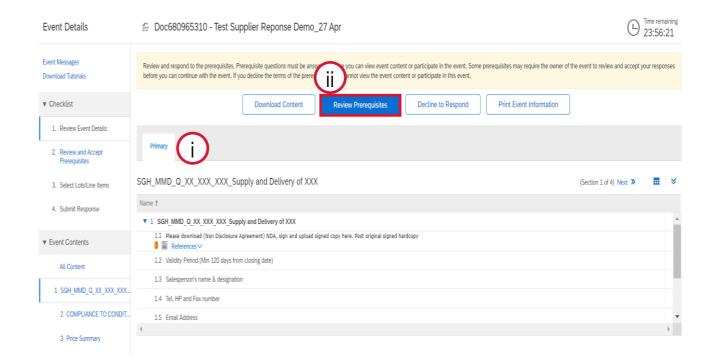


#### **Accessing Sourcing Events**

After successfully creating your account or logging in, you would be brought to the Ariba Sourcing landing page to review the sourcing event.

#### Review Event Details:

- i. Review the event details.
- ii. Click on "Review Prerequisites" to proceed





# Select Event to respond

#### 8 If you already have an account, after successful login:

Scroll down to the open events section and select event to respond

Guided sourcing project v12	Doc655631319	3/29/2023 2:06 PM	RFP	Yes
Test Sourcing Event_VR 6	Doc655442117	3/29/2023 11:53 AM	RFP	Yes
▼ Status: Open (9)				
V8_BiddingAlternate	Doc678455646	5/9/2023 5:17 AM	RFP	No
V7_Alternate Bidding	Doc677542905	5/8/2023 11:30 AM	RFP	No
V6_Alternate pricing	Doc677542900	5/8/2023 11:16 AM	RFP	No
V3_Large capacity	Doc673881552	5/4/2023 7:26 AM	RFP	No
v2_Alternate response	Doc673733054	5/3/2023 8:09 AM	RFP	No
RFP Templates	Doc671663747	5/1/2023 12:47 PM	RFP	No
Test Supplier Reponse Demo_27 Apr	Doc680965310	4/28/2023 7:50 PM	RFP	Yes
Guided sourcing project v11	Doc655500087	4/28/2023 12:57 PM	RFP	No
Initial RFI 4-3	Doc655200697	Not Available	RFI	Yes
▼ Status: Pending Selection (5)				
DED Tamplates	Doc678//5283	VI3E13U33 0·U3 VIV	DED	Vac



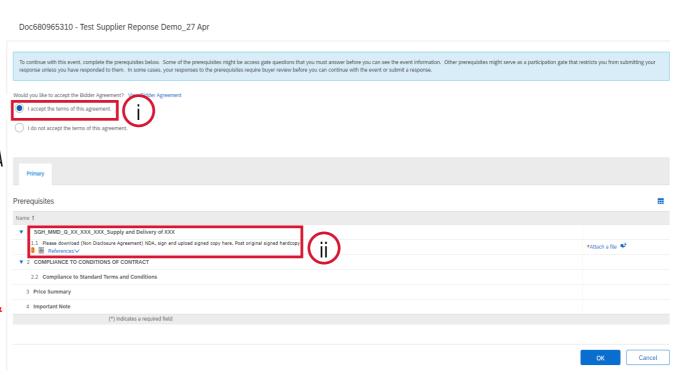
## Review and Accept Prerequisites

#### $oxed{9}$ On the Review and Accept Prerequisites page :

- i. Read the <u>Bidder Agreement</u> and toggle check mark to "I accept the terms of the agreement"
- ii. On section 1, Check Reference section to download document (e.g., NDA format)

\*Note: If this project requires prerequisites to be approved by Sourcing Project Owner:

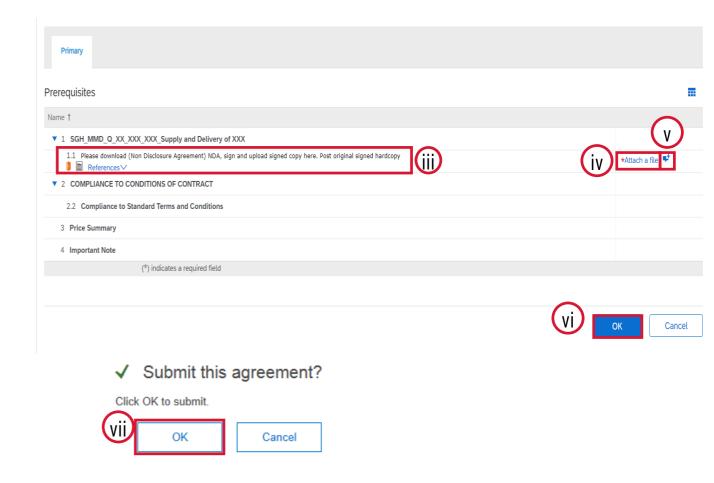
- Supplier need to submit NDA.
- If Sourcing Project Owner accepts it then Supplier can access the event content.
- If Sourcing Project Owner denies it then Supplier need to resubmit the response.
- NDA is just one example of a prerequisite





### Responding to Prerequisites

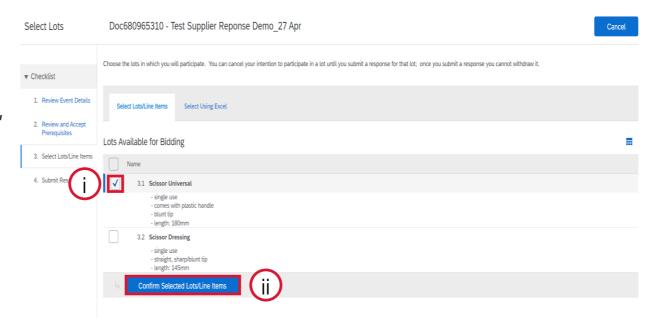
- 9 Within the Scroll Down:
- iii. Click on "References" to download document if required
- iv. Upload document by clicking "Attach a file" when response requires a document. \* Note: Multiple files can be zipped and uploaded as one document
- v. Click Comments icon to add remarks if any
- vi. Click on "OK" to proceed
- vii. After clicking on "OK", another pop-up would appear to confirm submission of agreement. Click on "OK" to proceed





#### (1) Select Lot/Line Items:

- i. Mark the check box beside the line item under the Lots Available for Bidding section you want to bid for.
- ii. Once your selection is complete, click on "Confirm Selected Lots/Line Items" to proceed.





- If lot selection is incomplete (i.e., 1 of 2 items selected), you will get a warning message:
- \*Take note of the number of lots or items you have selected
- iii. Click on "Use Selected Lots" to proceed

# Marning: You have not selected all lots

You have selected to participate in only 1 of the 2 available lots



Note: You can return and select additional lots at a later time.

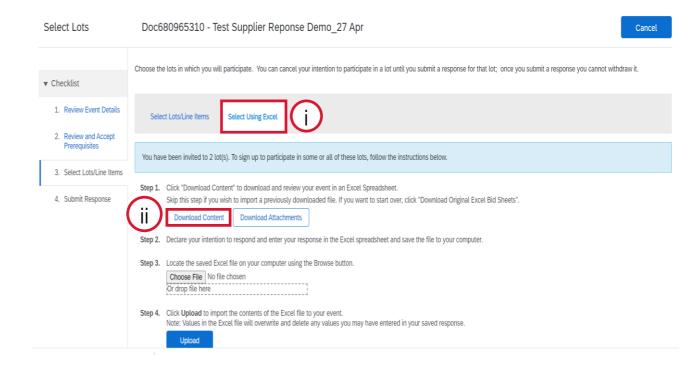


Cancel



#### Select Lot/Line Items Using Excel:

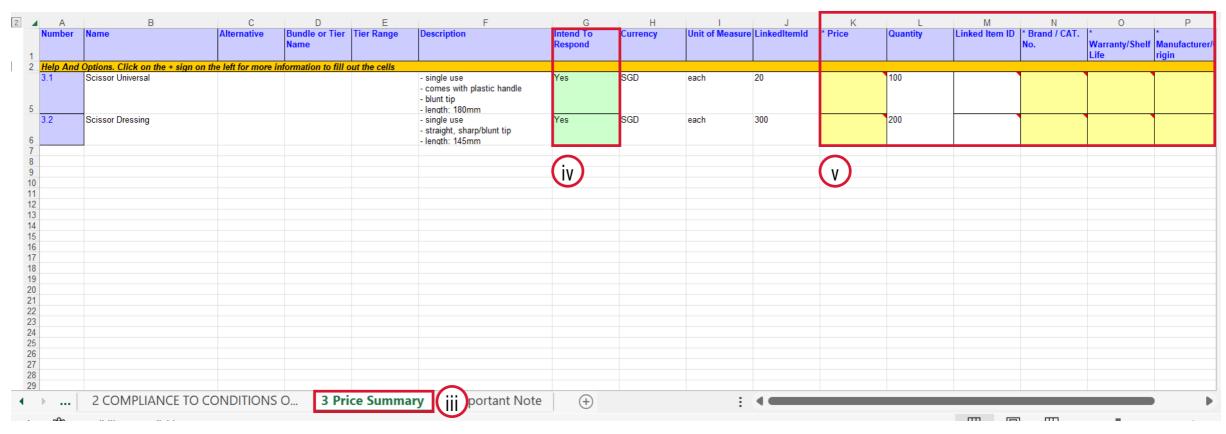
- i. Alternatively, you may select lots using Excel. Click on the "Select Using Excel" Tab.
- ii. Click on the "Download Content" button to download the Excel template.





#### (|| Within the Excel:

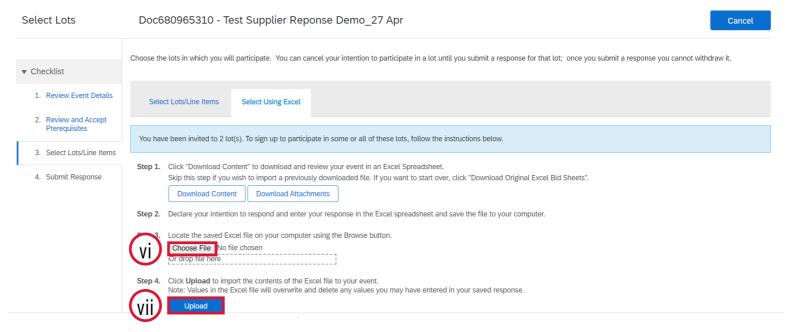
- iii. Go to Price Summary worksheet
- iv. Change "No" to "Yes" under Intend to Respond column for which you want to bid for
- v. Enter response in all yellow boxes in all worksheets and save file to own computer





#### | Uploading Excel:

- vi. Upload the updated Excel file by clicking on the "Choose File" button.
- vii. Click on the "Upload" button to proceed





#### (1) Confirmation of Upload and Import:

- viii. A pop-up would appear notifying that you have successfully completed your upload. Take note of the number of lots or items you have selected. Click on "Use Selected Lots" to Proceed.
- ix. Another pop-up will then appear notifying you of your successful import. Click "OK" to proceed.

#### ✓ Upload completed successfully

You are invited to participate in 2 lot(s), and have selected 1 of them.

Note: You can return and select additional lots at a later time.



#### ✓ Import Successful

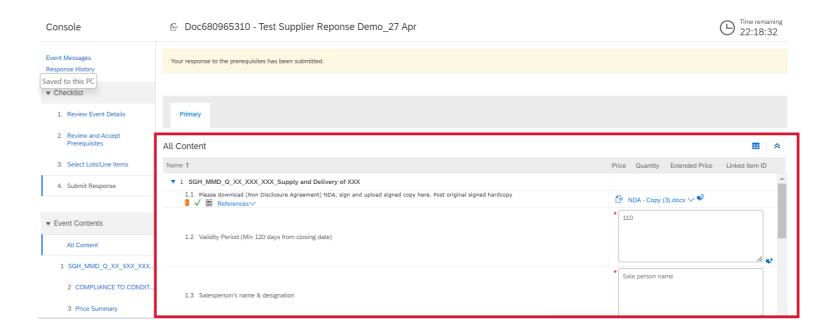
Your response has been imported successfully.
Click the **Submit Entire Response** button, as soon as it appears on the page.





#### (12) Submit Response:

i. Scroll down in the "All Content" section and fill in the required details



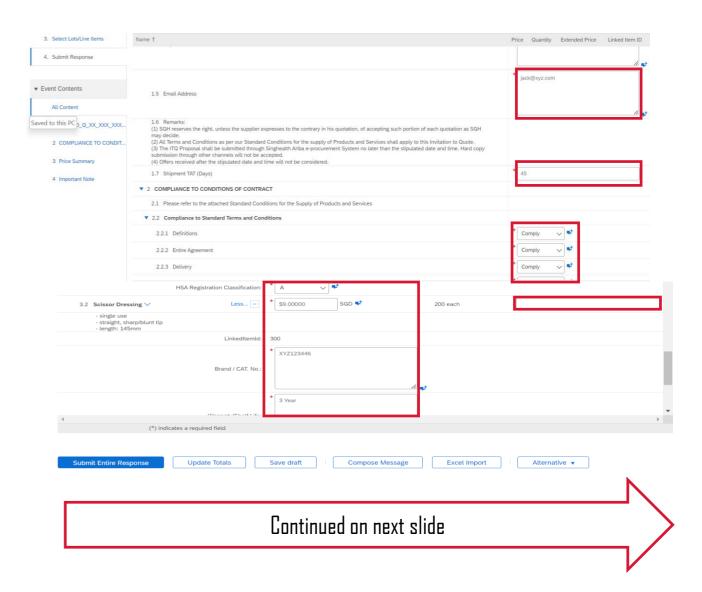
Continued on next slide



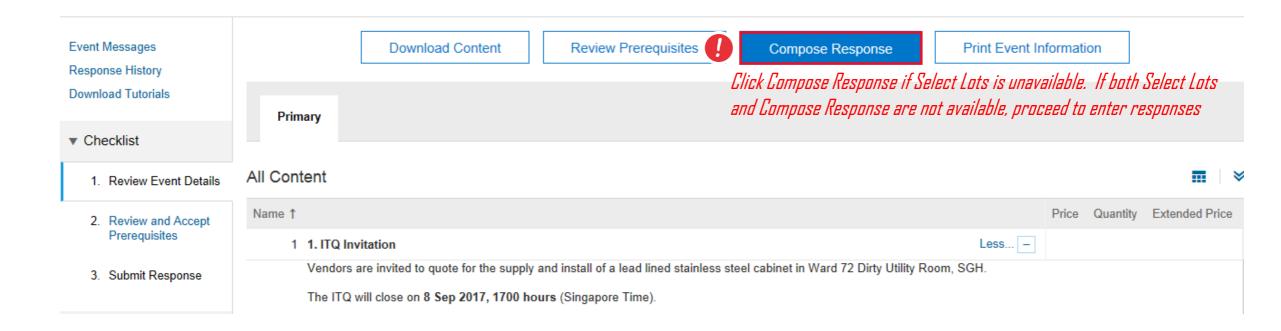
### Submitting Response

#### (13) Submit Response:

i. Scroll down in the "All Content" section and fill in the required details

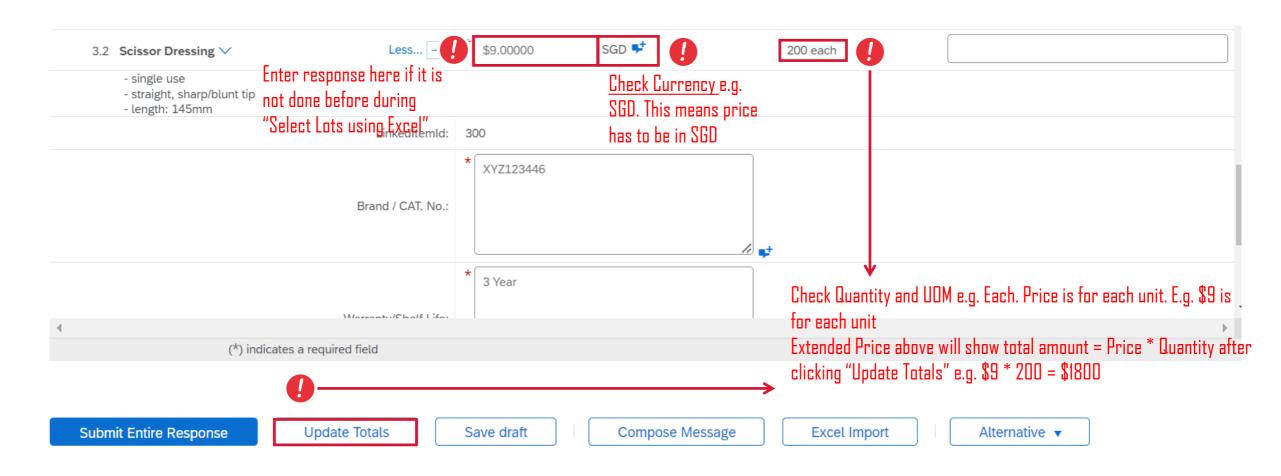


### Submitting Response – Selecting Lots not required



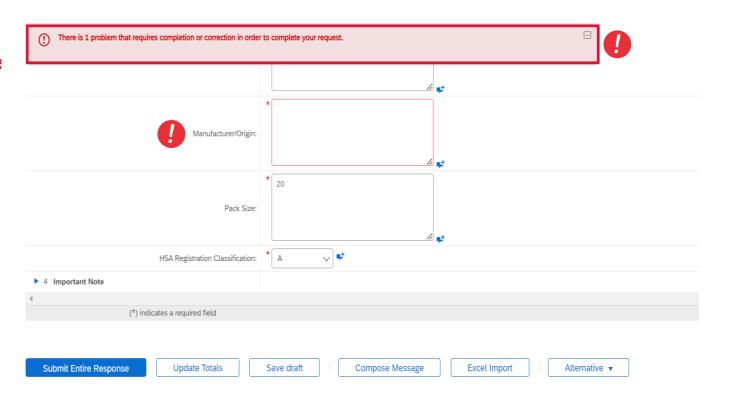


### Submitting Response – Important points to note for lot pricing





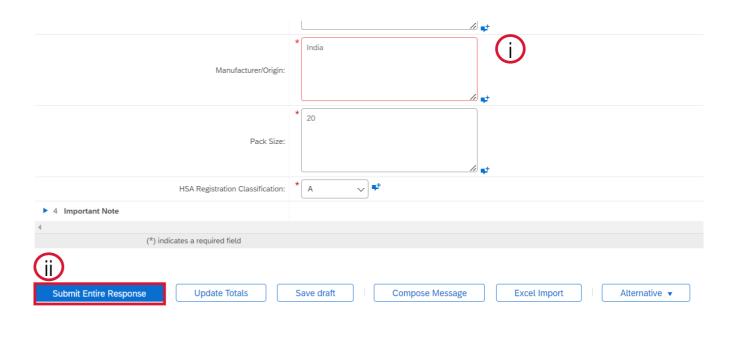
- (14) Warning Messages:
- System will stop submission if there are missing response. Complete all responses and click "Submit Entire Response" again





#### (15) In the Scroll Down:

- i. Fill the required details and responses
- ii. Once all details have been filled up, click on the "Submit Entire Response" button
- iii. A confirmation pop up would appear, click on "OK" to submit your response



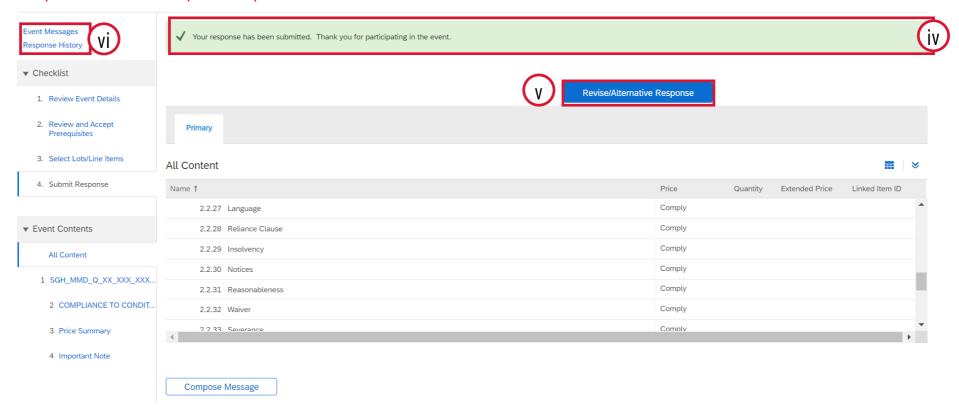
✓ Submit this response?

Click OK to submit.





- (15) Once Response has been submitted:
- iv. Comment indicates successful submission with "Revise/Alternative Response" button appearing below
- v. If there is any need to edit your response, click the "Revise/Alternative Response" button.
- vi. Both Event Messages and Response History will also reflect whether submission is successful.
- \* Note: Response History will reflect accuracy and completeness of submission



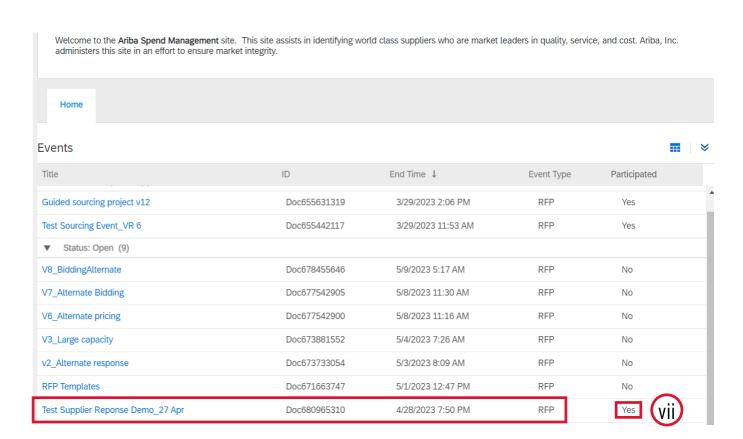


### **Completed Sourcing Event**

#### (15) Submit Response:

vii. After successful submission of your response to the sourcing event, your participation will be reflected as "Yes" in the Participated column in the Events Section.

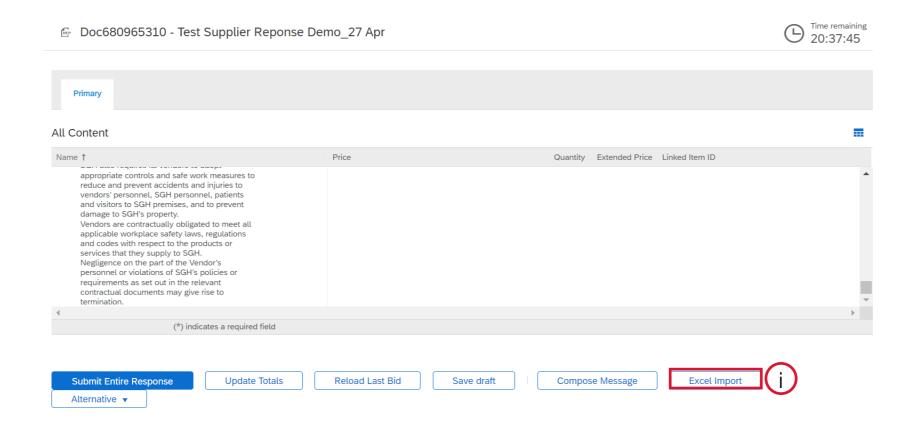
\*Note: As the event has not been closed and no awards have been issued yet, the status will reflect as "Open"





- You can manually enter response as shown in previous steps or alternatively, use Excel:
- . Click on "Excel Import"

\*Note: Use this method only after you have selected lots.





#### 16 To download the Excel template:

ii. Click on "Download Content"

Import Response from Excel

Done

This page allows you to export and import event content and submit bids. It is not intended to add attachments. To add attachments, return to the previous page and click the link to browse for an attachment.

Step 1. Click "Download Content" to download and review your event in an Excel Spreadsheet.

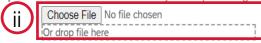
Skip this step if you wish to import a previously downloaded file. If you want to start over, click "Download Original Excel Bid Sheets".

Download Content

**Download Attachments** 

Step 2. Declare your intention to respond and enter your response in the Excel spreadsheet and save the file to your computer.

Step 3. Locate the saved Excel file on your computer using the Browse button.



Step 4. Click Upload to import the contents of the Excel file to your event.

Note: Values in the Excel file will overwrite and delete any values you may have entered in your saved response.

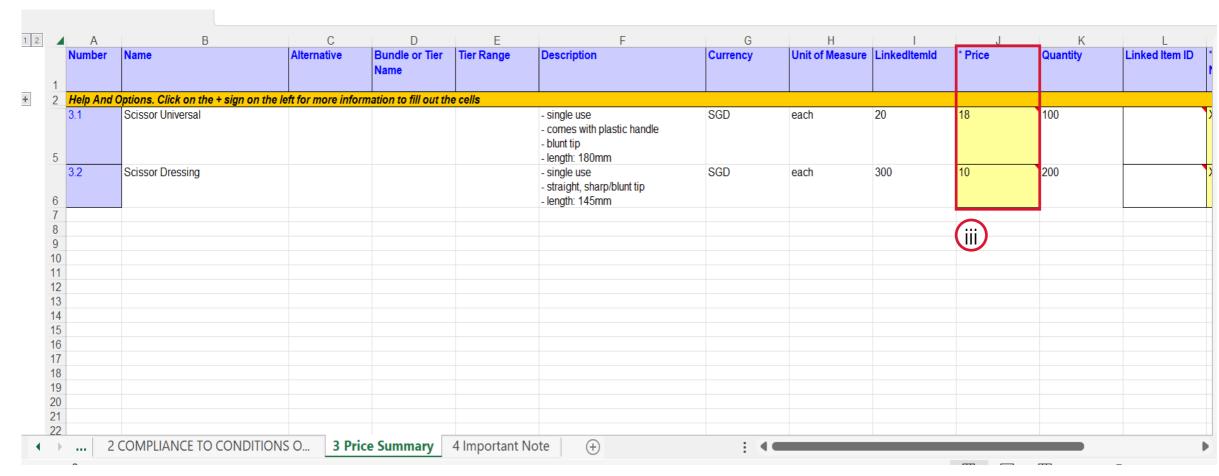
Upload

Done



#### (16) In the Excel template:

ii. Enter response in all yellow boxes in all worksheets and save template to own computer





#### 16 To upload the Excel template:

- iv. Click on "Choose File" to select completed Excel Template
- v. Click "Upload"

#### Import Response from Excel

This page allows you to export and import event content and submit bids. It is not intended to add attachments, To add attachments, return to the previous page and click the link to browse for an attachment.

Step 1. Click "Download Content" to download and review your event in an Excel Spreadsheet.

Skip this step if you wish to import a previously downloaded file. If you want to start over, click "Download Original Excel Bid Sheets".



- Step 2. Declare your intention to respond and enter your response in the Excel spreadsheet and save the file to your computer.
- Step 3. Locate the saved Excel file on your computer using the Browse button.



Step 4. Click Upload to import the contents of the Excel file to your event.

Note: Values in the Excel file will overwrite and delete any values you may have entered in your saved response.



Upload

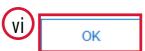


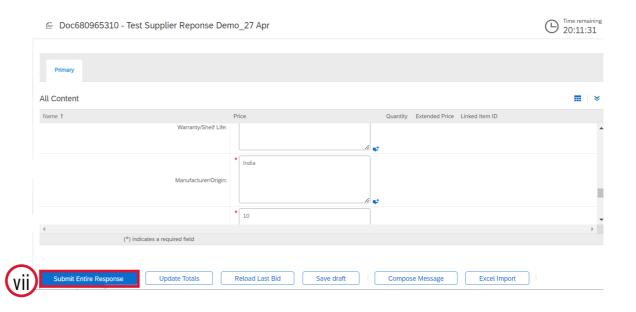
#### (16) After uploading your Excel:

- vi. A pop up will tell you that the Excel Import is successful. Click on "OK" to proceed
- vii. The event will be updated with response entered in Excel template. Click "Submit Entire Response" to complete submission.

#### √ Import Successful

Your response has been imported successfully. Click the **Submit Entire Response** button, as soon as it appears on the page.



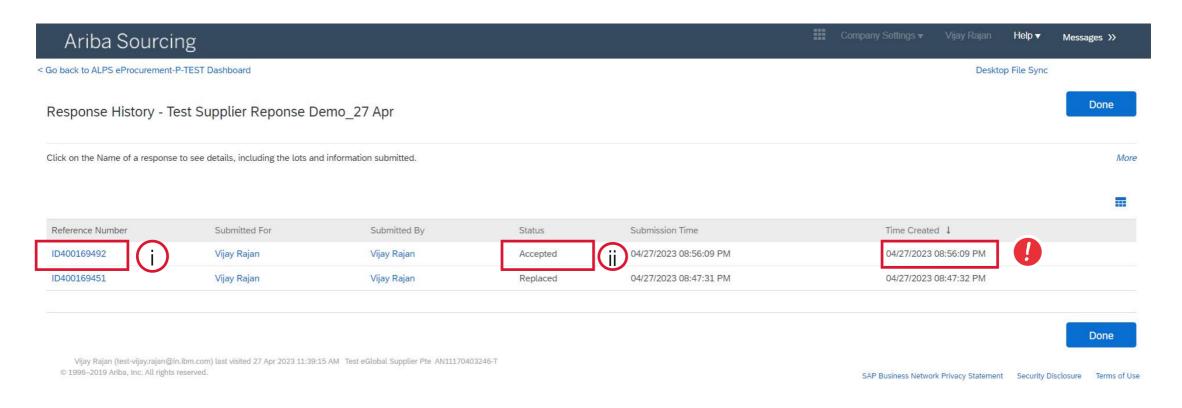




### Check submission status via Response History

- (17) Response History:
- i. Click on latest Reference Number to view submission detail in Response History
- ii. Status must show Accepted

\*Note: Submission time must show final bid submitted date and time

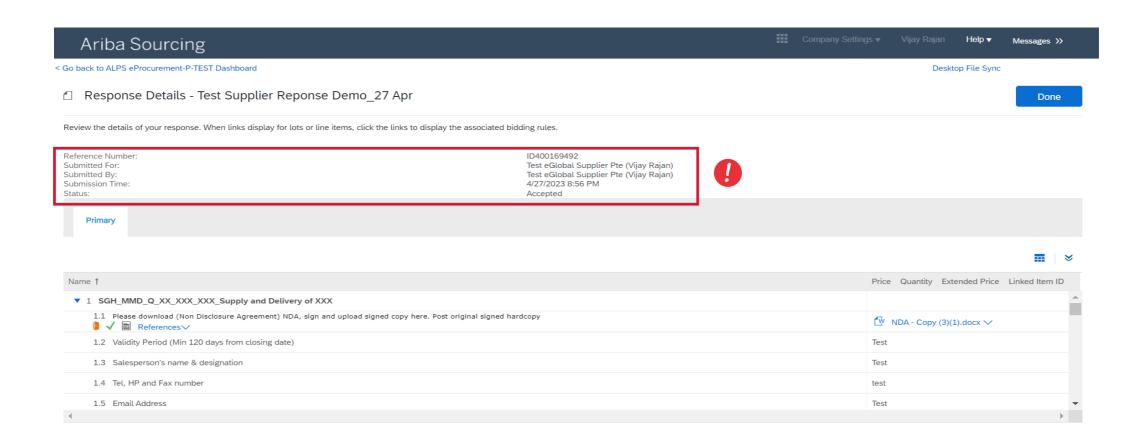




### Check submission status via Response History



\*Note: Check entries are accurate and complete. Submission is deemed unsuccessful if this is unavailable

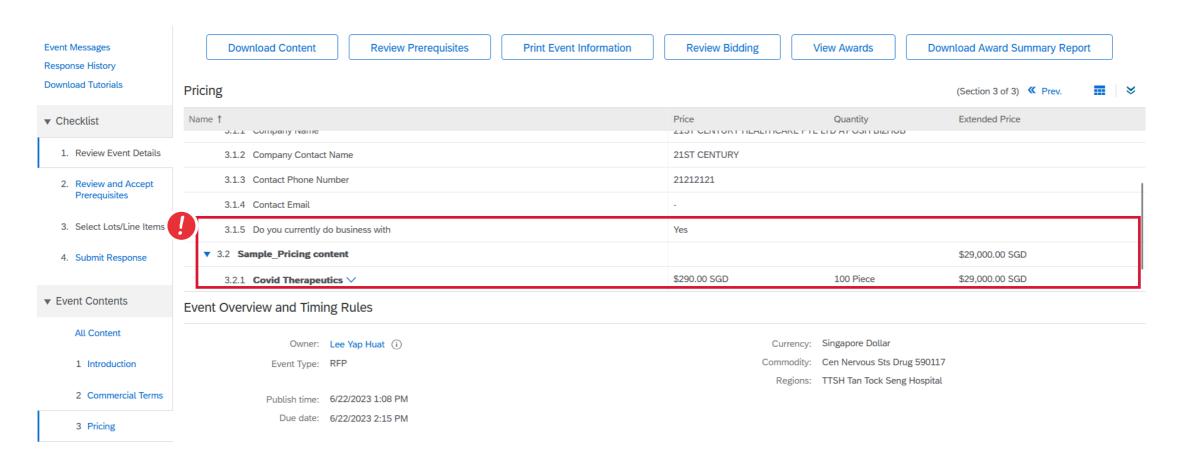




### Check submission status via Response History



\*Note: Check entries are accurate and complete. Submission is deemed unsuccessful if this is unavailable



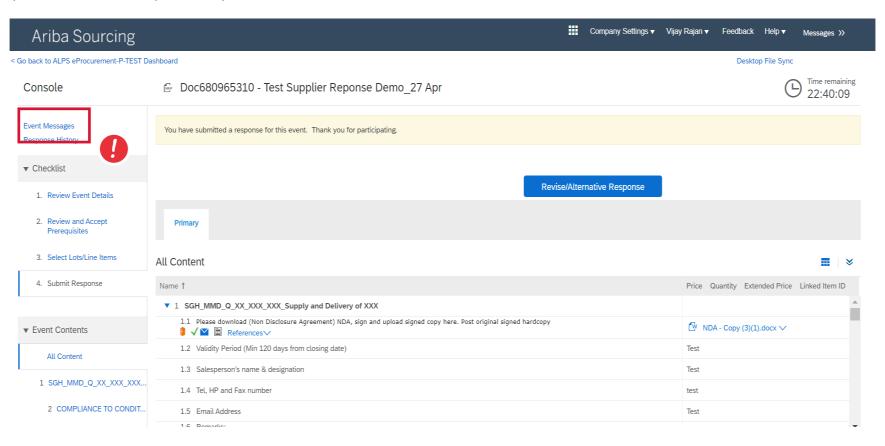


### Check submission status via Event Messages

Once Response has been submitted:

Both Event Messages and Response History will reflect whether submission is successful.

\*Note: Response History will reflect accuracy and completeness of submission

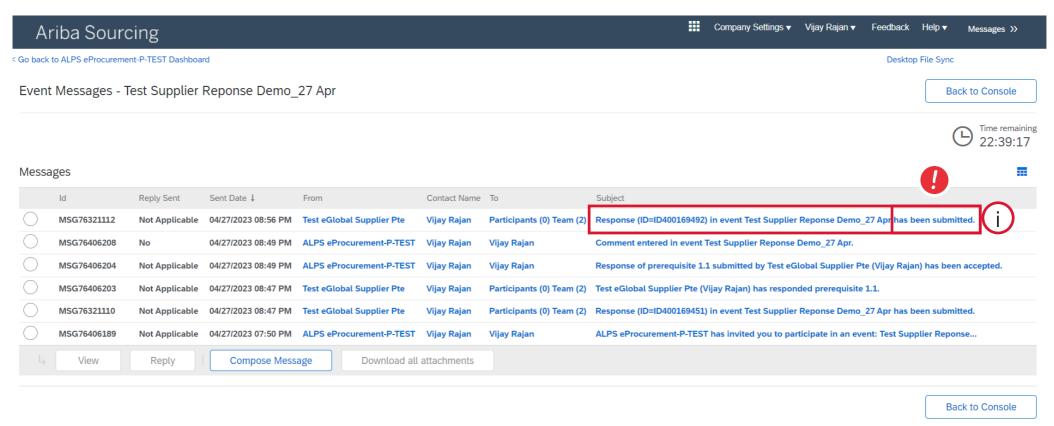




### Check submission status via Event Messages

### (19) Event Messages:

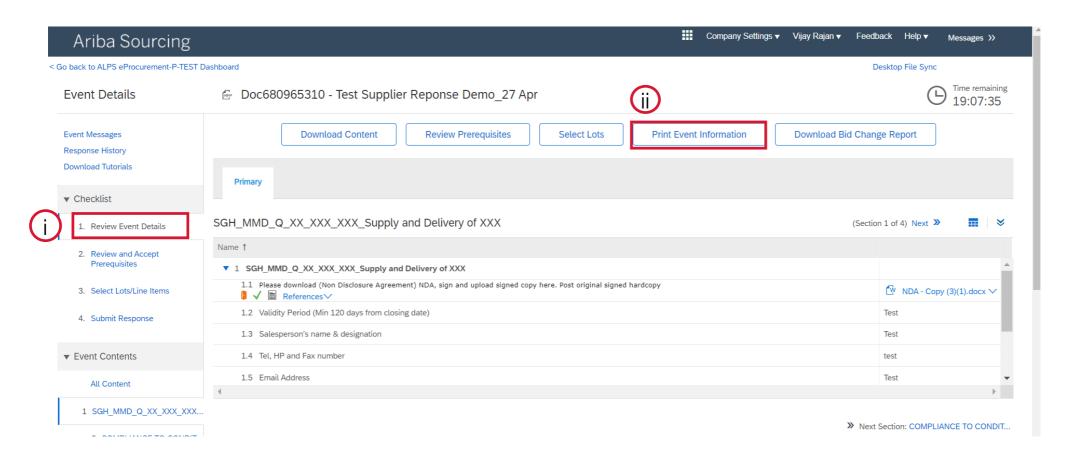
- i. To view message, click on subject of message
- \*Note: Message detail should show response has been submitted
- \*Note: Please do not to send proposals via Event Message





#### **Print Event Information**

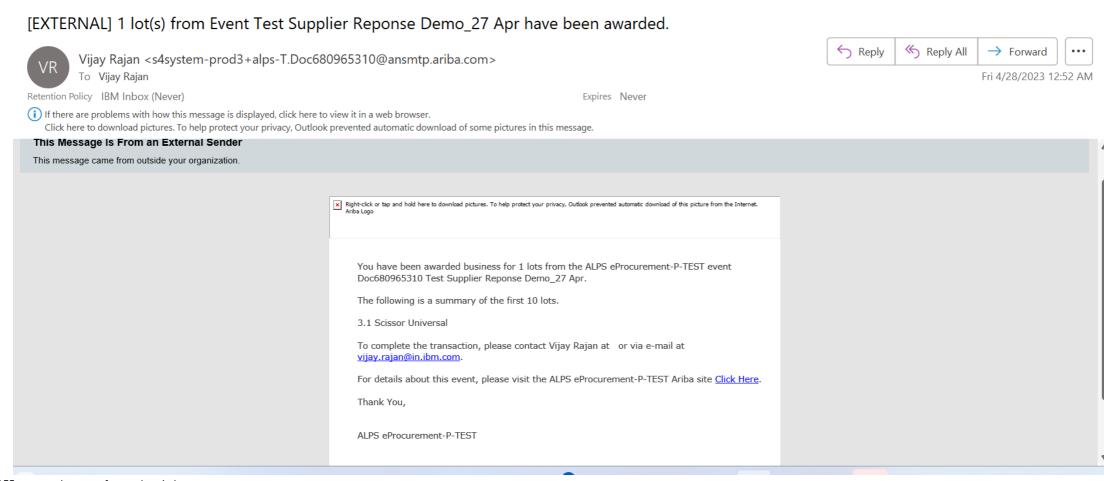
- (20) To print Event Information:
- i. Click on Review Event Details
- i. Click on Print Event Information to download entire response in Word doc





#### Successful Award

If your bid has been successfully chosen by ALPS and have won an award, you may\* receive an email from Ariba notifying you of your successful award.

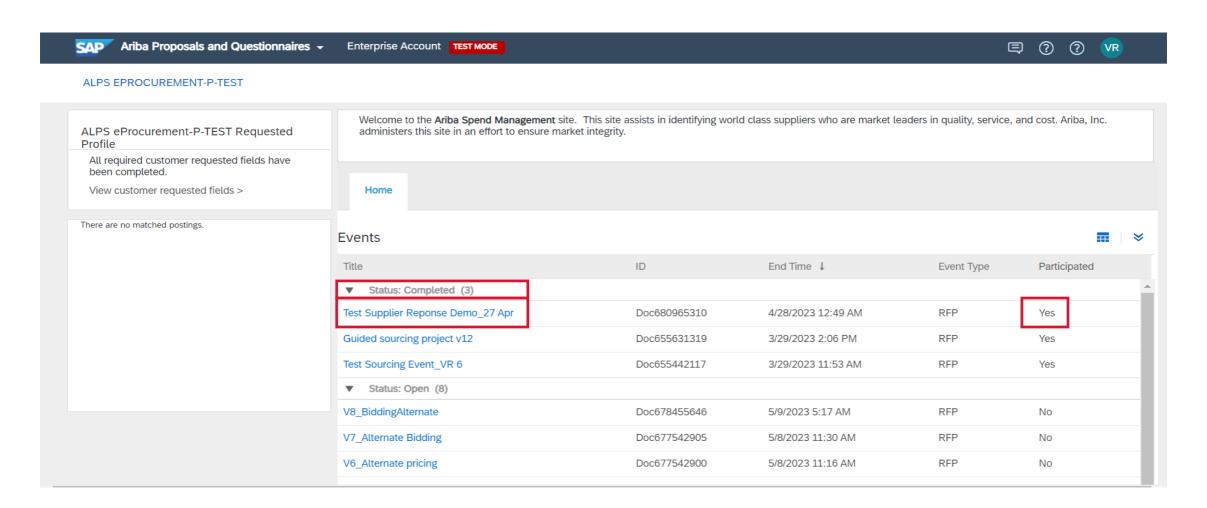


\*ALPS may not always notify award via Ariba



#### Successful Award

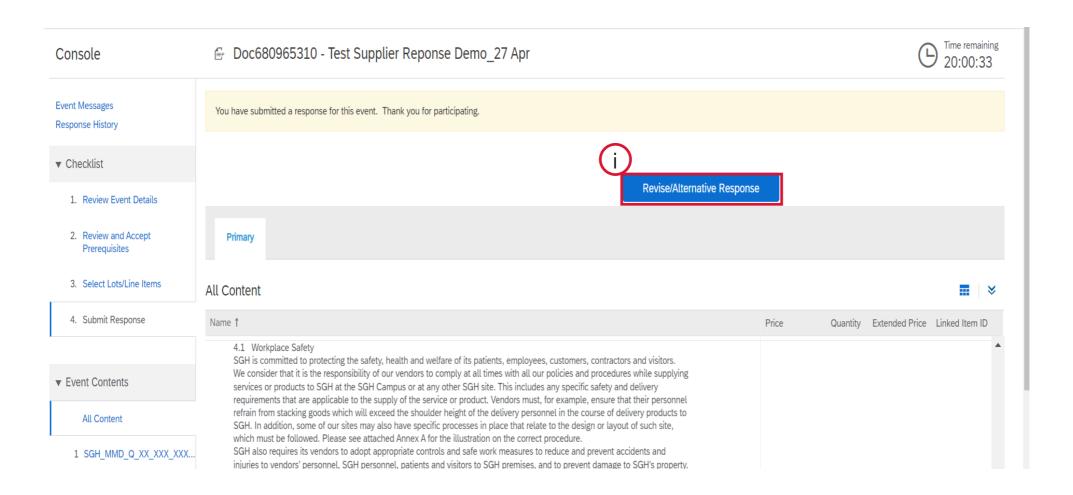
22) On your landing page of Ariba Proposals and Questionnaires, the status would be updated to "Completed" now that an award has been issued.





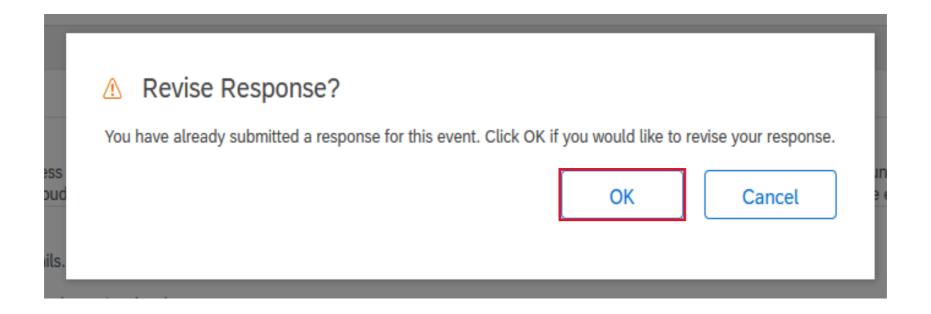


Once response has been submitted, you can click on Revise/Alternative Response button to revise your response or submit an alternative response.



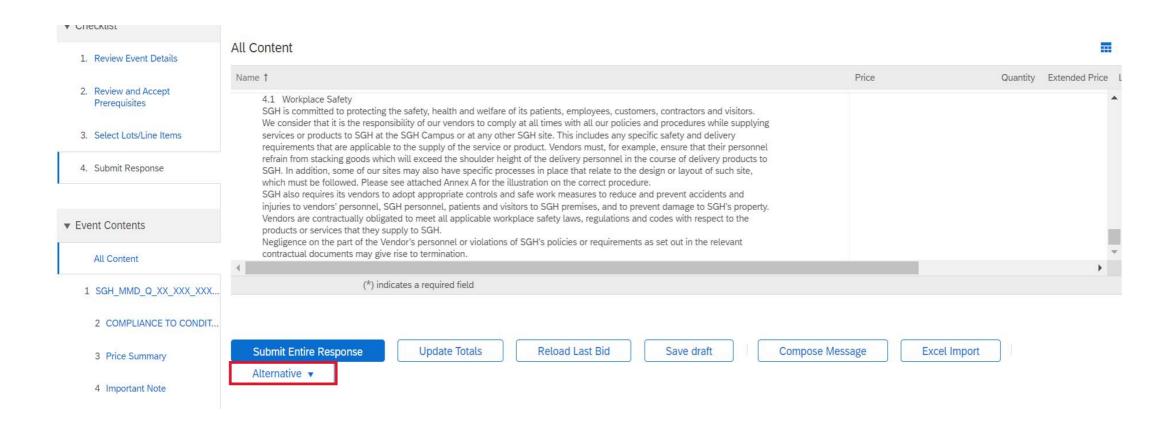


2 Click 'OK' for dialogue box to confirm your response



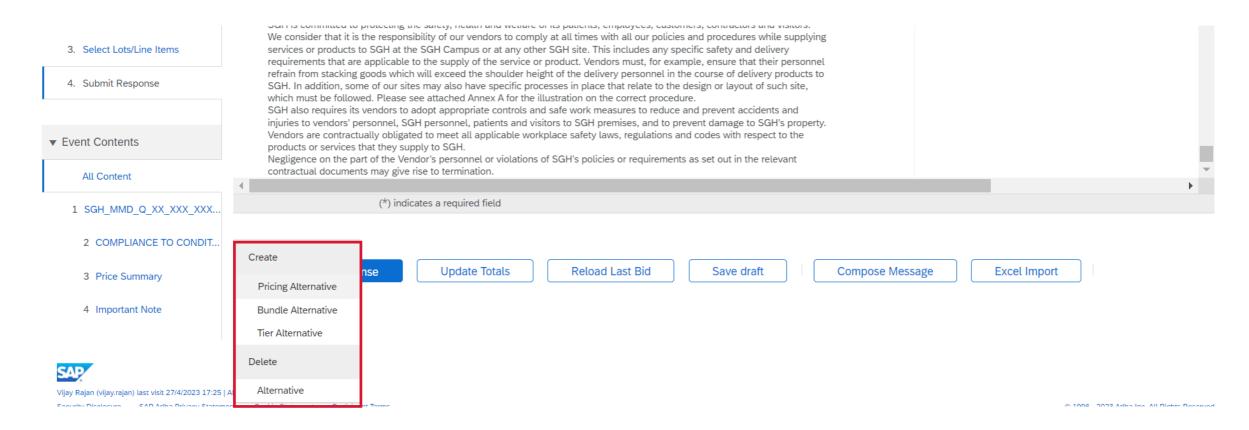


3 Click on 'Alternative' button to begin populating revised/alternative offer





4) Using the dropdown menu, select your required alternative type.



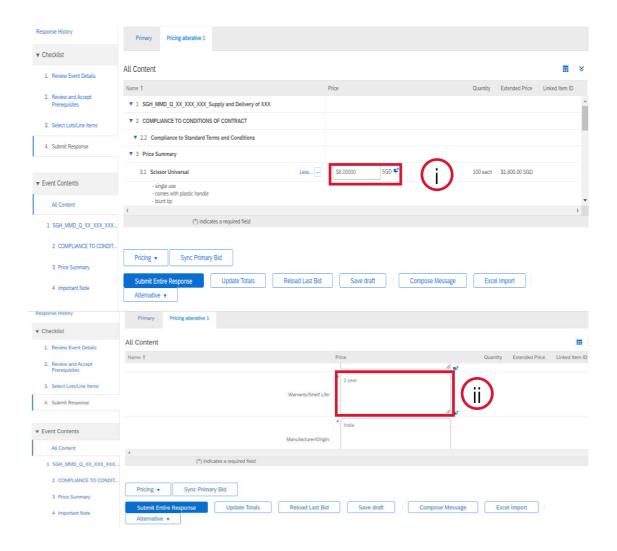


5 Input title and selected item for revised/alternative offer

#### Select Alternative Items Enter a name for the alternative response, select the items you want to include, and click OK to add the items to the alternative response. An Alternative Pricing quote allows for pricing based on differing term responses. Alternative Name : Pricing alterative 1 Items Name 1 SGH\_MMD\_Q\_XX\_XXX\_XXX\_Supply and Delivery of XXX 2 COMPLIANCE TO CONDITIONS OF CONTRACT 2.2 Compliance to Standard Terms and Conditions ▼ 3 Price Summary 3.1 Scissor Universal 3.2 Scissor Dressing 4 Important Note Cancel

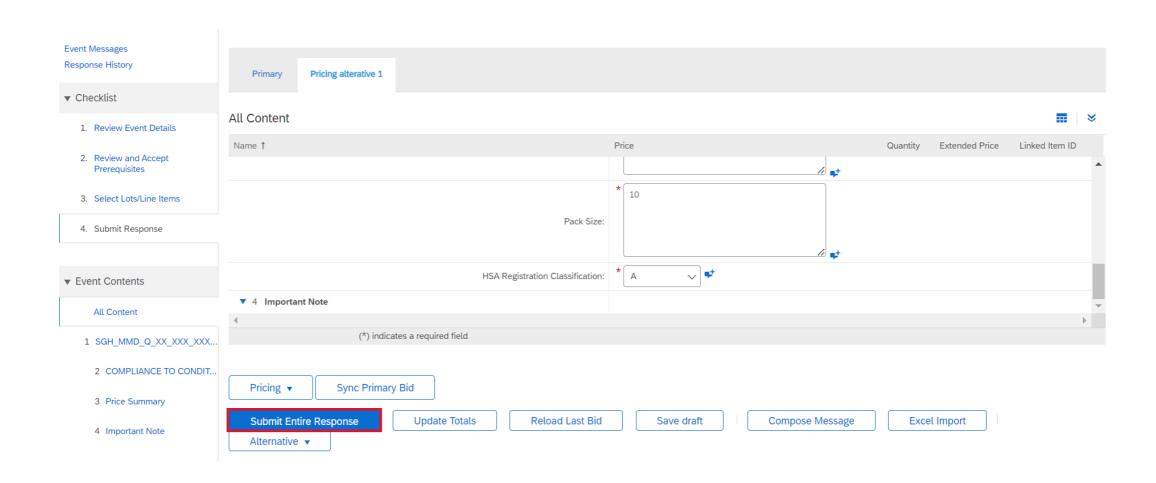


- 6 Input revised/alternative price based on your offer Update your offer pricing alternate
- ii. Your terms on which this price is being offered



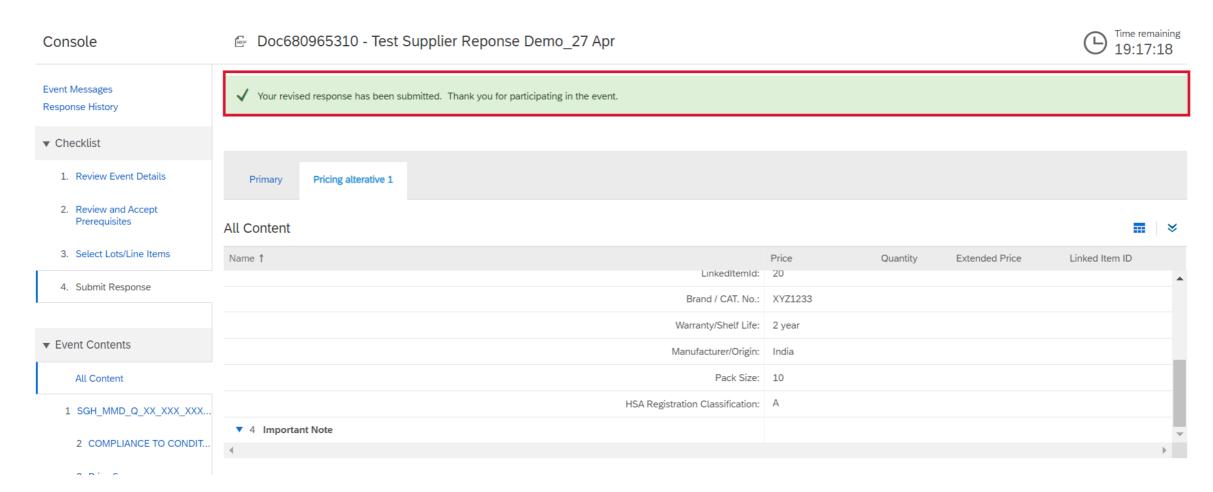


7 Click on 'Submit Entire Response' to submit revised/alternative offer



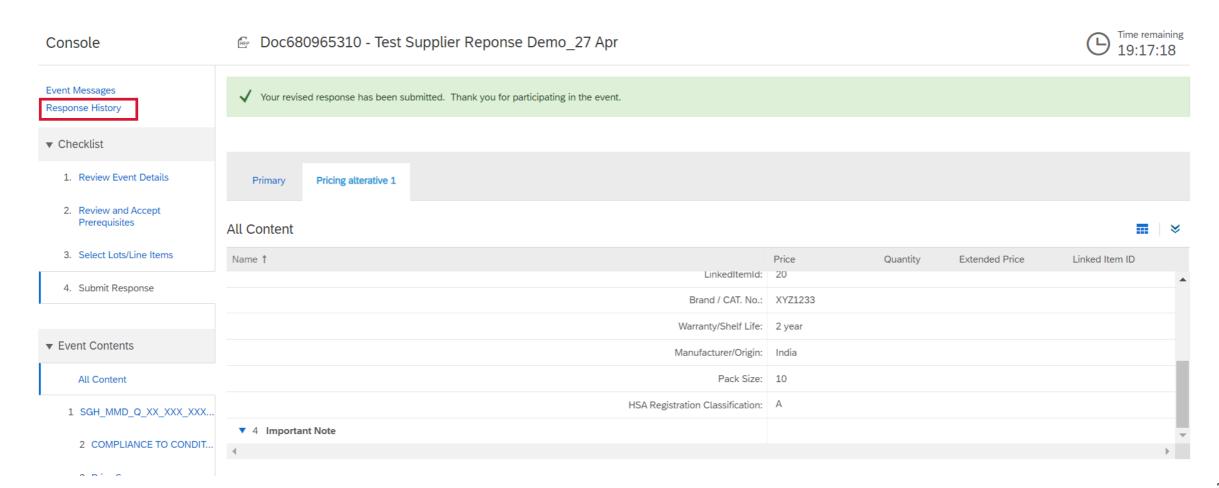


8 Ensure that you received notification that revised response has been submitted



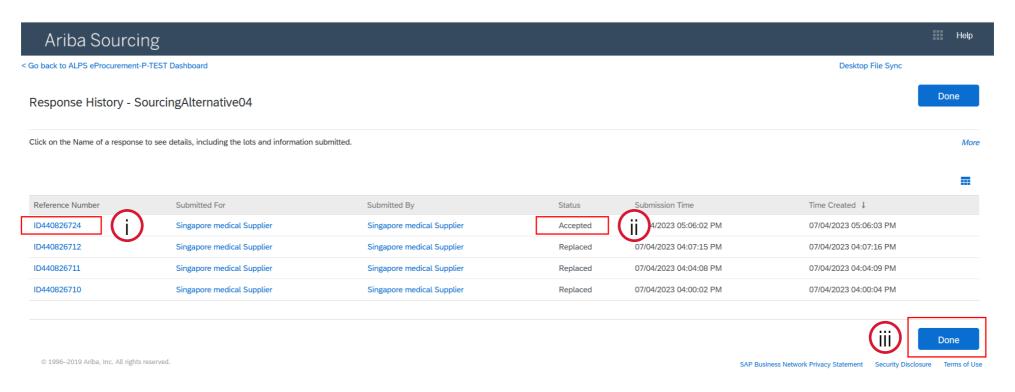


G Click on Response history



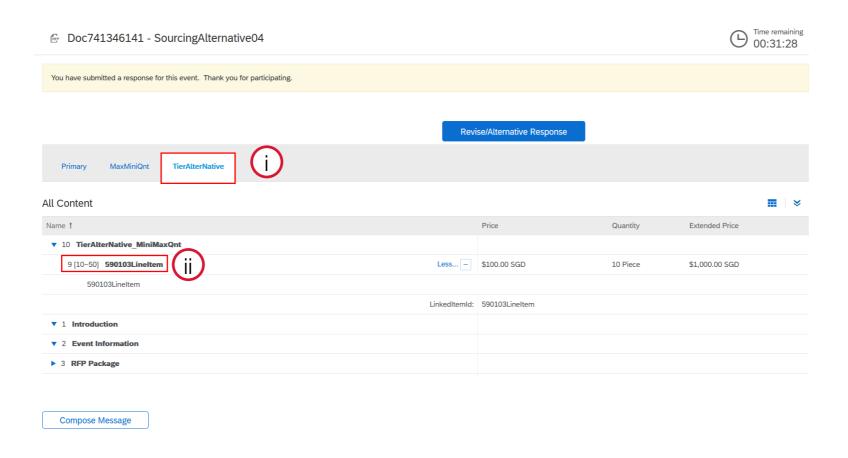


- . Click on latest references number to view submission details in response history.
- ii. Status must show "accepted"
- iii. Click "Done"





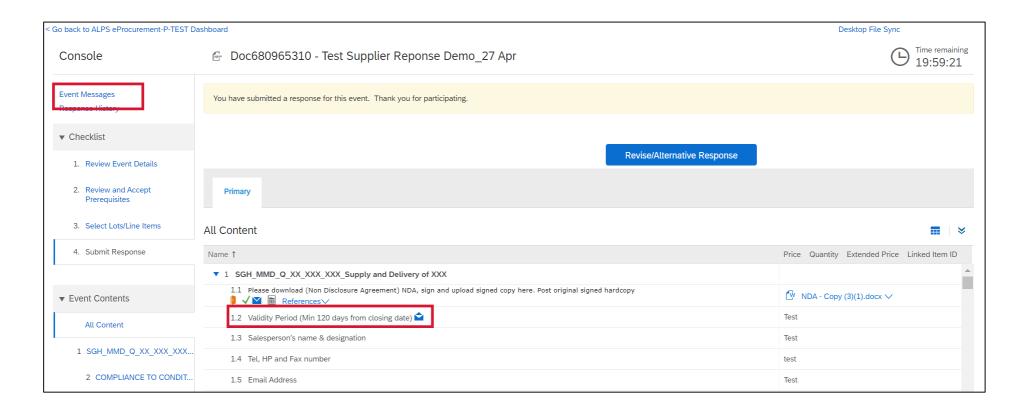
- - Click on alternative name tab to check alternative response, click primary tab to check primary response" details
- ii. Check response is accurate and complete





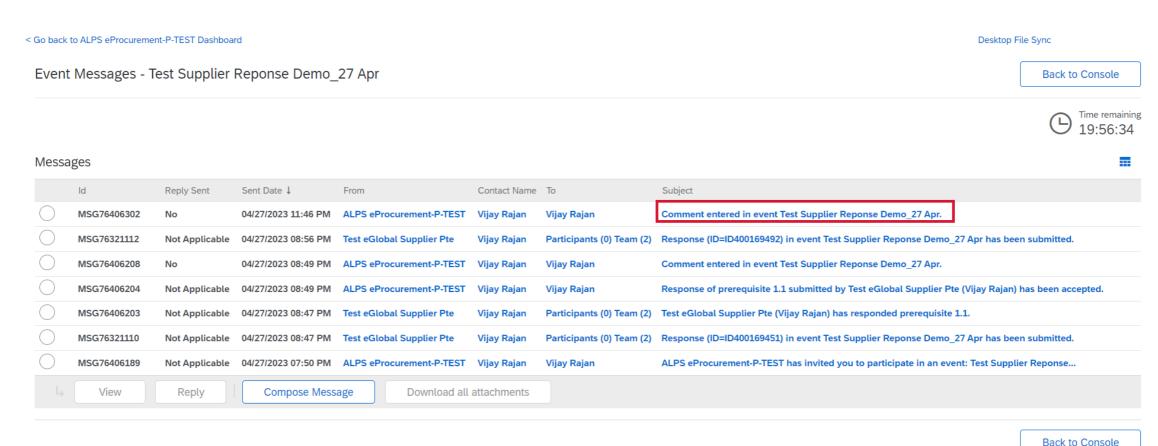


Buyers may communicate with you online. You can view their messages from Event Messages. (E.g. buyer asking to update validity period)
\*Note: Please do not to send proposals via Event Message





To view or reply messages, first click on message of interest Click on Subject line to reply or view the message



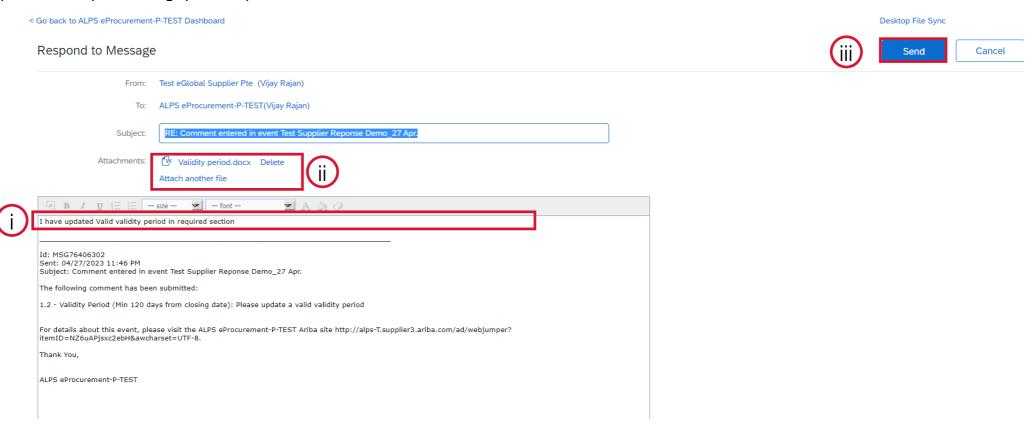


After clicking on the message of interest: Click on "reply"

< Go back to ALPS eProcurement-P-TEST Dashboard Desktop File Sync View Message Done ld: MSG76406302 ALPS eProcurement-P-TEST (Vijay Rajan) 04/27/2023 11:46 PM Sent: Test eGlobal Supplier Pte(Vijay Rajan) Subject: Comment entered in event Test Supplier Reponse Demo\_27 Apr. The following comment has been submitted: 1.2 - Validity Period (Min 120 days from closing date): Please update a valid validity period For details about this event, please visit the ALPS eProcurement-P-TEST Ariba site http://alps-T.supplier3.ariba.com/ad/webjumper?itemID=NZ6uAPjsxc2ebH&awcharset=UTF-8. Thank You, ALPS eProcurement-P-TEST Reply



- 4 In the "Respond to Message" page, you can
- i. Type responses
- ii. Add attachments
- iii. After you have completed filling up the response, click on "Send"





5 Once you have sent, reply to the buyer can be seen in main page

Event Messages - Test Supplier Reponse Demo\_27 Apr

Back to Console



19:44:38

#### Messages

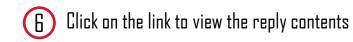


	ld	Reply Sent	Sent Date ↓	From	Contact Name	То	Subject
0 🗸	MSG76406302.1	No	04/28/2023 12:06 AM	Test eGlobal Supplier Pte	Vijay Rajan	Vijay Rajan	RE: Comment entered in event Test Supplier Reponse Demo_27 Apr.
$\bigcirc$	MSG76406302	Yes	04/27/2023 11:46 PM	ALPS eProcurement-P-TEST	Vijay Rajan	Vijay Rajan	Comment entered in event Test Supplier Reponse Demo_27 Apr.
	MSG76321112	Not Applicable	04/27/2023 08:56 PM	Test eGlobal Supplier Pte	Vijay Rajan	Participants (0) Team (2)	Response (ID=ID400169492) in event Test Supplier Reponse Demo_27 Apr has been submitted.
	MSG76406208	No	04/27/2023 08:49 PM	ALPS eProcurement-P-TEST	Vijay Rajan	Vijay Rajan	Comment entered in event Test Supplier Reponse Demo_27 Apr.
$\bigcirc$	MSG76406204	Not Applicable	04/27/2023 08:49 PM	ALPS eProcurement-P-TEST	Vijay Rajan	Vijay Rajan	Response of prerequisite 1.1 submitted by Test eGlobal Supplier Pte (Vijay Rajan) has been accepted.
	MSG76406203	Not Applicable	04/27/2023 08:47 PM	Test eGlobal Supplier Pte	Vijay Rajan	Participants (0) Team (2)	Test eGlobal Supplier Pte (Vijay Rajan) has responded prerequisite 1.1.
	MSG76321110	Not Applicable	04/27/2023 08:47 PM	Test eGlobal Supplier Pte	Vijay Rajan	Participants (0) Team (2)	Response (ID=ID400169451) in event Test Supplier Reponse Demo_27 Apr has been submitted.
	MSG76406189	Not Applicable	04/27/2023 07:50 PM	ALPS eProcurement-P-TEST	Vijay Rajan	Vijay Rajan	ALPS eProcurement-P-TEST has invited you to participate in an event: Test Supplier Reponse
	View	Reply	Compose Message	Download all attac	chments		



Thank You,

# **Event messages**



< Go back to ALPS eProcurement-P-TEST Dashboard Desktop File Sync View Message Reply Done ld: MSG76406302.1 Test eGlobal Supplier Pte (Vijay Rajan) 04/28/2023 12:06 AM ALPS eProcurement-P-TEST(Vijay Rajan) RE: Comment entered in event Test Supplier Reponse Demo\_27 Apr. W Validity period.docx Attachment: I have updated Valid validity period in required section Id: MSG76406302 Sent: 04/27/2023 11:46 PM Subject: Comment entered in event Test Supplier Reponse Demo\_27 Apr. The following comment has been submitted: 1.2 - Validity Period (Min 120 days from closing date): Please update a valid validity period For details about this event, please visit the ALPS eProcurement-P-TEST Ariba site http://alps-T.supplier3.ariba.com/ad/webjumper?itemID=NZ6uAPjsxc2ebH&awcharset=UTF-8.



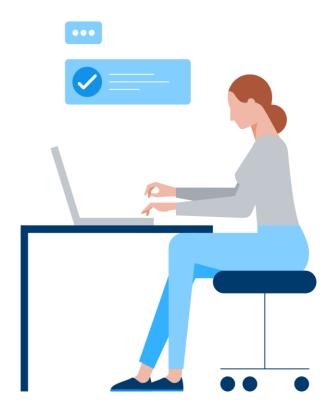
#### **Contract Scenarios Overview**

#### Scenario 4: New Contract or Existing Contract Amendments

- > Receive email notification
- 4a Log into Ariba with credentials
- 4b Access negotiation task
- 4c Review contract
- 4d Accept or provide counter proposal
- (4e)

#### Scenario 5: Signature Task

- Sa Receive email notification
- **5b** Log into Ariba with credentials
- **5c** Access signature review task
- (5d) <u>Provide signature</u>





#### **Contract Email Notification**

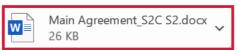
- Once ALPS has awarded your bid and sent out the contract, the negotiation process will be initiated, and you would receive an email from <a href="mailto:s4approval-prod3+alps-T@ansmtp.ariba.com">s4approval-prod3+alps-T@ansmtp.ariba.com</a> with the contract attached. Download/read the contract.
- 2. Click on the Hyperlink in the email to proceed

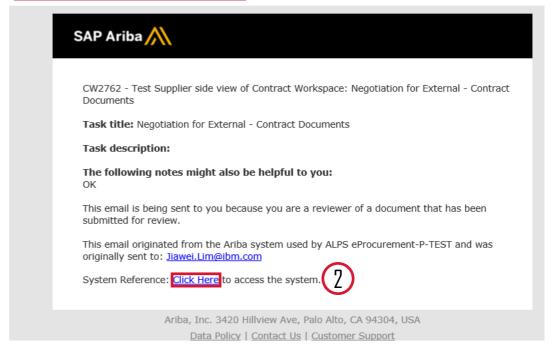


#### [EXTERNAL] CW2762 - Test Supplier side view of Contract Works



i Follow up. Start by Monday, 20 March 2023. Due by Monday, 20 March 2023. If there are problems with how this message is displayed, click here to view it in a web browser.

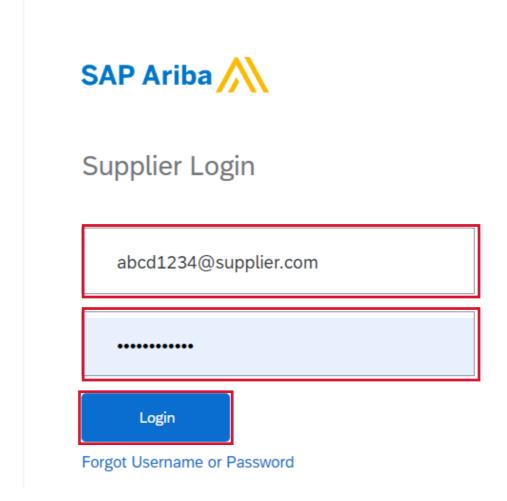






# Logging in to Ariba Contracts

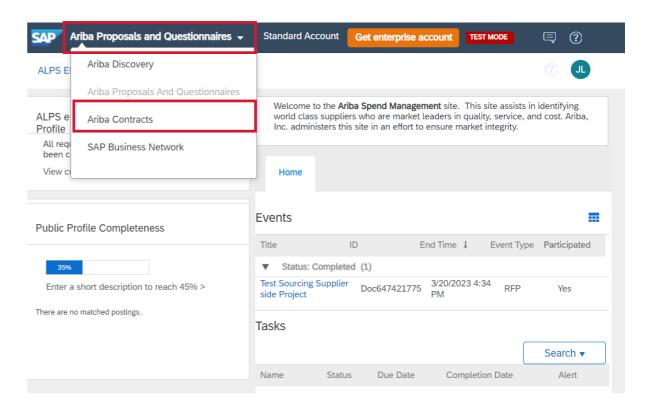
3 Fill in your login credentials and click on the "Login" button.





#### Transitioning to Ariba Contracts

Alternatively, if you are already logged into Ariba, click on the top left-hand corner of the screen and then click on the "Ariba Contracts" dropdown.

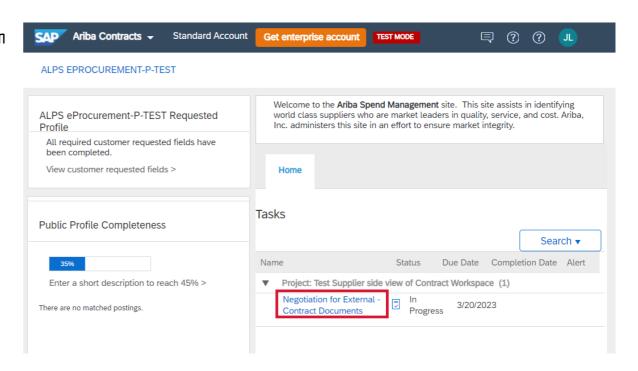




#### **Ariba Contracts**

After logging in/transitioning to Ariba contracts, you would see all your contracts in the Tasks Section.

6 Click on your awarded contract to access it





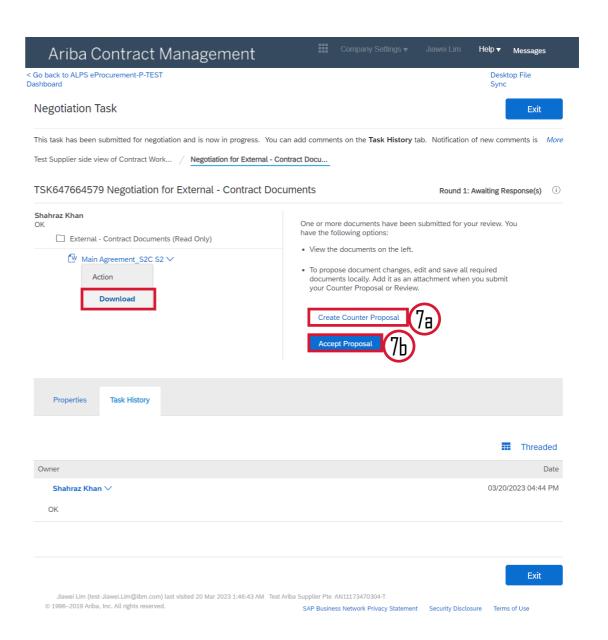
#### **Ariba Contracts**

After clicking on the task:

6 If you had not downloaded the contract from email, you may download it by clicking on the contract in the External – Contract Documents (Read Only) Section.

On this page, you would also see the option to:

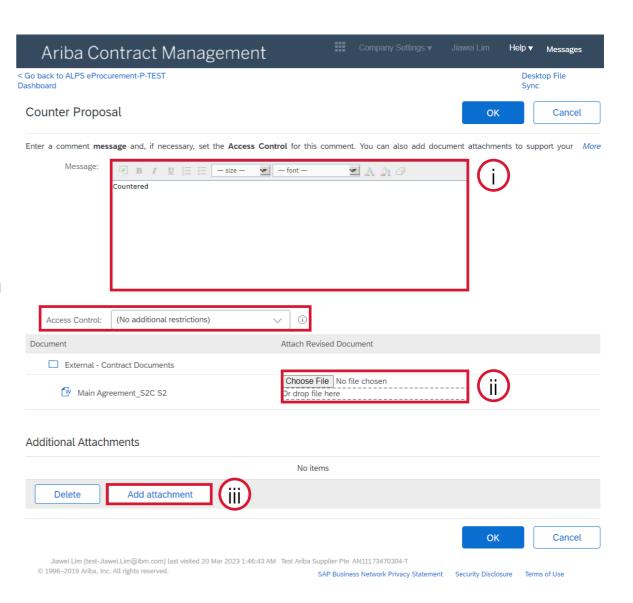
- (7a) Create Counter Proposal
- 7b Accept the proposal





# Counter Proposal

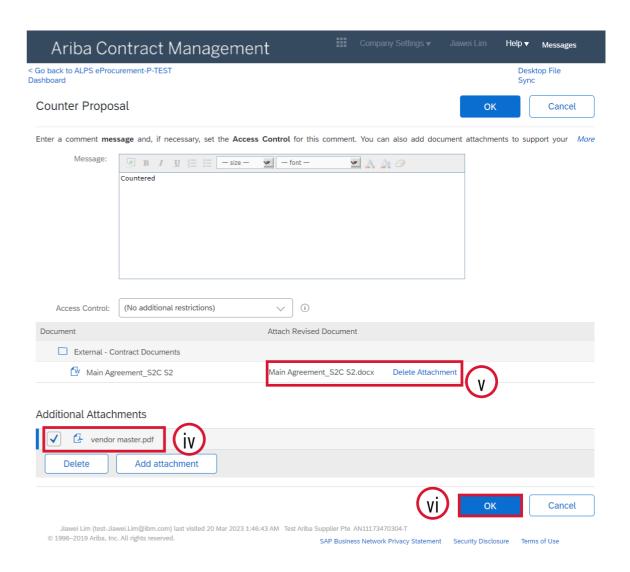
- (8) If you clicked on the "Create Counter Proposal" button:
- i. Enter a comment message, and if necessary, set the Access Control for the comment
- ii. Upload the revised contract document under the Attach Revised Document Section by clicking on "Choose File"
- iii. Add any additional supporting documents in the Additional Attachments Section by clicking on the "Add Attachment" button





# Counter Proposal

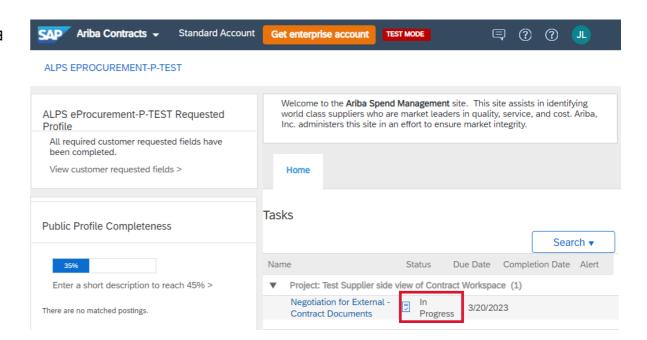
- (8) If you clicked on the "Create Counter Proposal" button:
- iv. After uploading all additional documents, mark the check box beside the file
- v. Ensure that the attached revised contract is correct, click on "Delete Attachment" and reupload a new file if you need to make further amendments
- vi. Click on the "OK" button to proceed





#### Counter Proposal

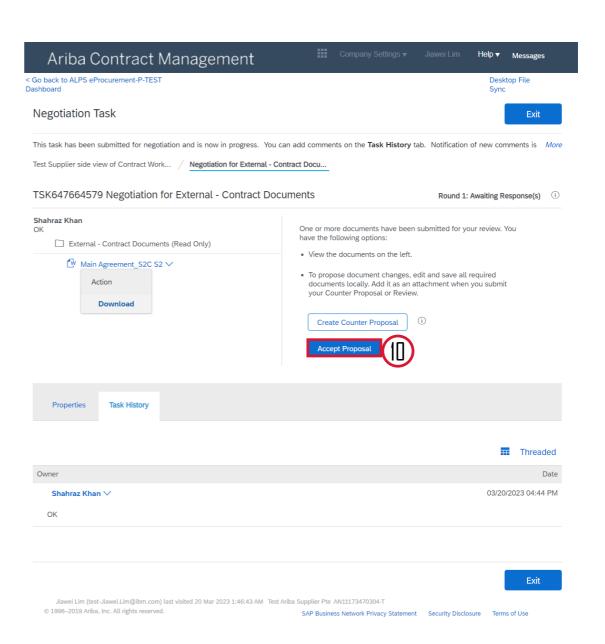
After successfully submitting your counter proposal, you will see on the Ariba Contracts landing page that the status of the contract is "in progress".





#### Proposal Acceptance

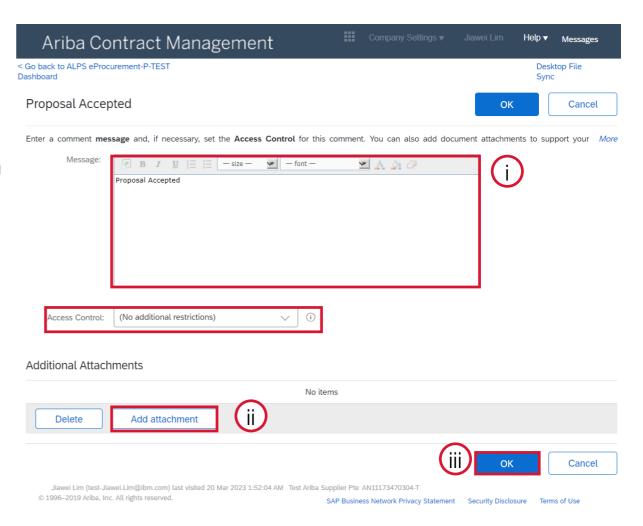
(11) If you decide to accept the proposal, click on the "Accept Proposal" button





#### Proposal Acceptance

- (1) If you clicked on the "Accept Proposal" button:
- i. Enter a comment message, and if necessary, set the Access Control for the comment
- ii. Add any additional supporting documents in the Additional Attachments Section by clicking on the "Add Attachment" button.
- iii. Click on the "OK" button to proceed

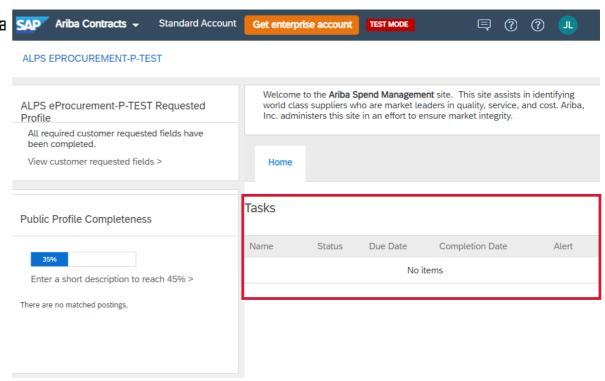




# Proposal Acceptance

After successfully submitting your proposal acceptance, you will see on the Ariba Ariba Contracts - Standard Account Contracts landing page that there will be no items remaining.

ALPS EPROCUREMENT-P-TEST

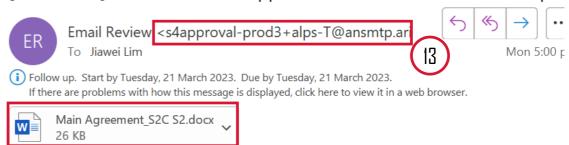


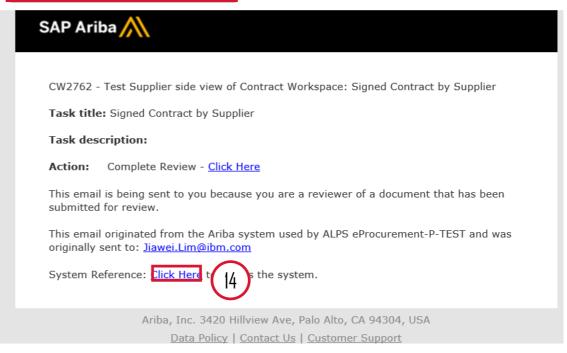


- Once ALPS has accepted the proposal acceptance, you would receive a contract review notification email from <a href="mailto:s4approval-prod3+alps-tansmtp.ariba.com">s4approval-prod3+alps-tansmtp.ariba.com</a>
- (14) Click on the Hyperlink in the email to proceed

\*Note: In addition to the complete review email, you may also receive a second email from ALPS' e-signature provider requesting your signature

#### [EXTERNAL] CW2762 - Test Supplier side view of Contract Workspa.

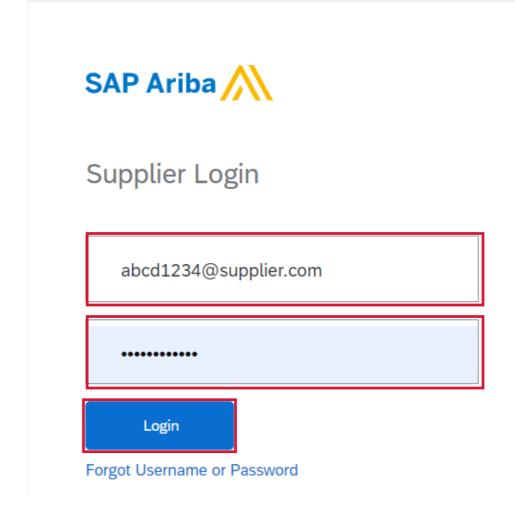






# Logging in to Complete Review

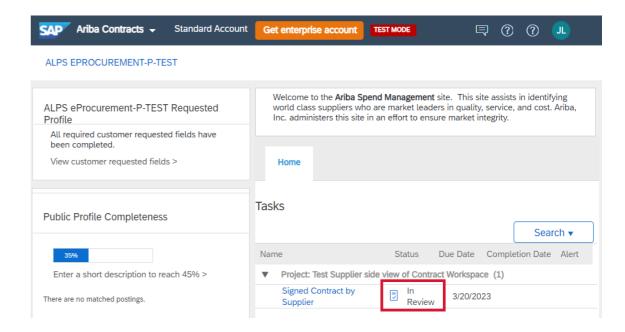
Fill in your login credentials and click on the "Login" button.





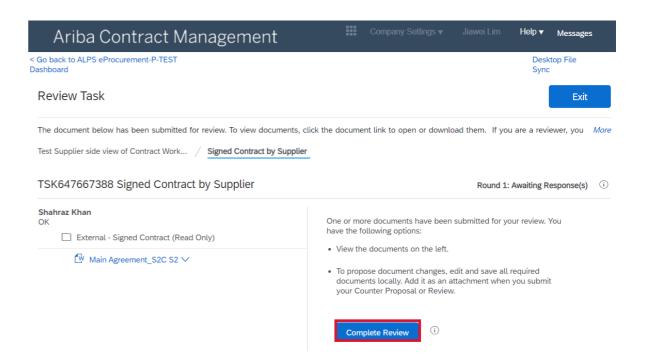
After successfully logging in to Ariba Contracts, you will see a new task with a status of "In Review" on the Ariba Contracts landing page in the Task Section.

Click on the task to complete the reviewing process.



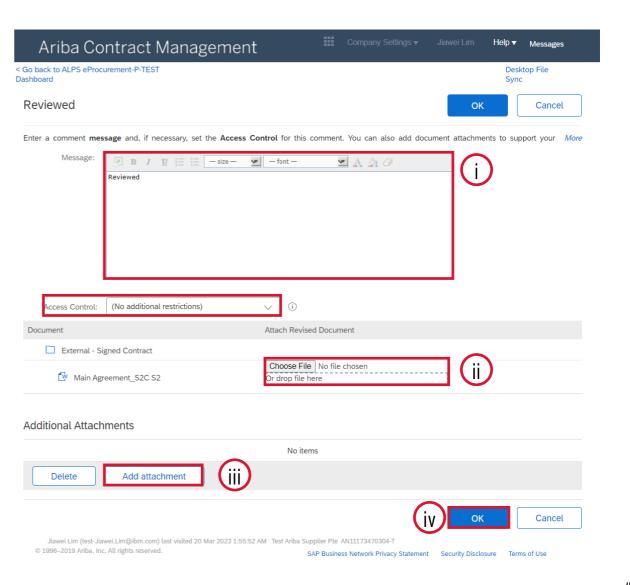


(17) After clicking into the task, click on the "Complete Review" button to proceed.



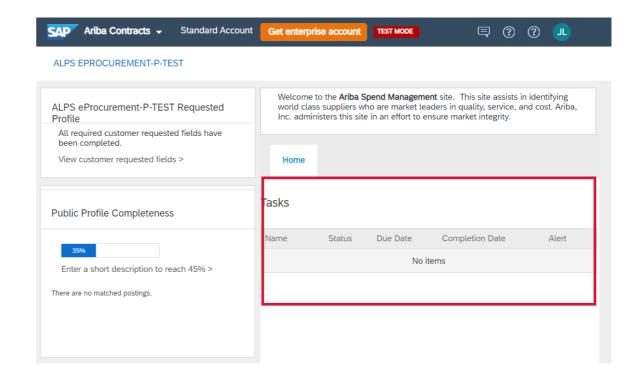


- (18) After clicking into the "Complete Review" button:
- i. Enter a comment message, and if necessary, set the Access Control for the comment
- ii. Upload the signed contract in the Attach Revised Document Section by clicking on "Choose File"
- iii. Attach any supporting documents under the Additional Attachments Section by clicking on "Add Attachment"
- iv. Click on "OK" to proceed





After clicking the "OK" button, your task would be cleared, and no items would be reflected on the Ariba Contracts landing page.



# What is an SAP Business Network, Standard Account?

- Basic Account that gives you access to SAP Business Network
- Receive interactive email purchase orders
- Send electronic documents through SAP Business Network
- No fees
- Intended for low volume suppliers





#### Standard Account

Designed to make transactions simple, suppliers can stay on top of buyer needs even with limited eCommerce experience.

Standard account is ideal for reviewing and sending documents, publishing electronic catalogs, and more.

#### FREE FOR ANY SUPPLIER

- No document related fees or transaction limits
- Receive & respond to POs with electronic documents (e.g. Order Confirmations, Ship Notices, Service Sheets or Invoices)
- Check document status updates
- Manage catalogs

#### **CENTRALIZED ACCESS**

- Online portal and supplier mobile app to access all relevant information & documents
- Receive real-time notifications from buyers via email and mobile app push notifications
- Access other SAP Business Network solutions like Discovery\* on one single account

# SAP Business Network Discovery

#### Receive qualified leads

A quick 5 minute registration will activate qualified leads sent right to your inbox

#### Save time

Get in front of buyers when they are actively looking for new suppliers

#### Sell effectively

Take advantage of the SAP Business Network community to get in front of buyers you're not already working with

#### Win new business

Tap into \$5 billion of new opportunities posted annually

#### Increase interactivity

Communicate with buyers and prospects in real time



# Orders $79.7M_{USD}$

Invoice aging

# Supplier mobile app

SAP Business Network Supplier mobile app helps suppliers take their business on the-go. Regardless of the account type, suppliers can stay connected with their customers on their iPhone or Android devices.

#### Key mobile app features

- Get real-time notifications
- Create documents on-the-go
- Find documents fast
- Improve invoice visibility

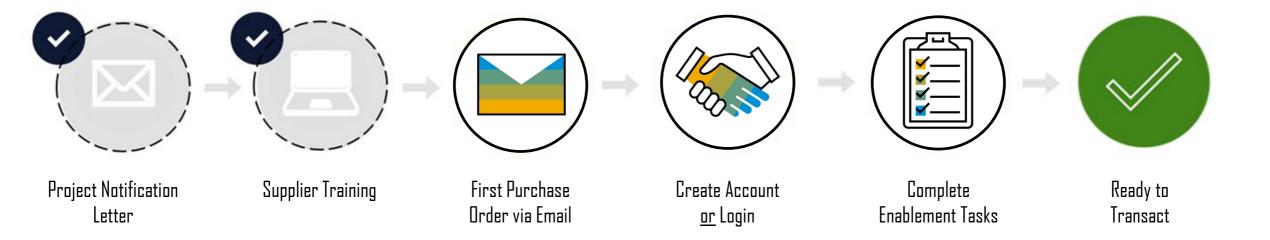
With quick and easy biometric login and availability in over 24 languages, the mobile app is the best way to be more responsive and better informed.



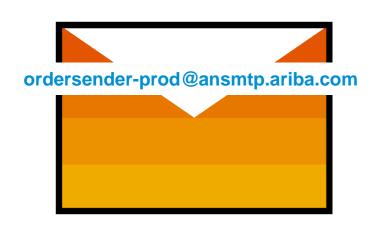


**LEARN MORE** 

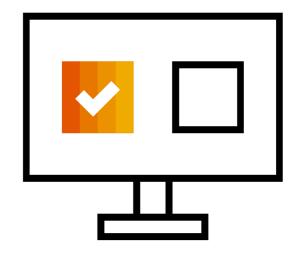
# Next Steps



# Register For A Standard Account







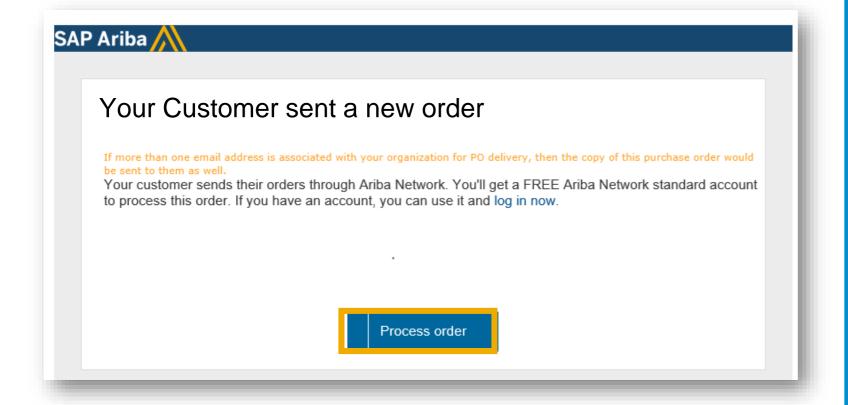
**Receive Interactive Email PO** 

**Click The Process Order Button** 

**Sign Up Or Login** 

# Register For A Standard Account

Receive Interactive Email Order From Customer



## **IMPORTANT:**

Before You Click The Process Order Button For The First Time:

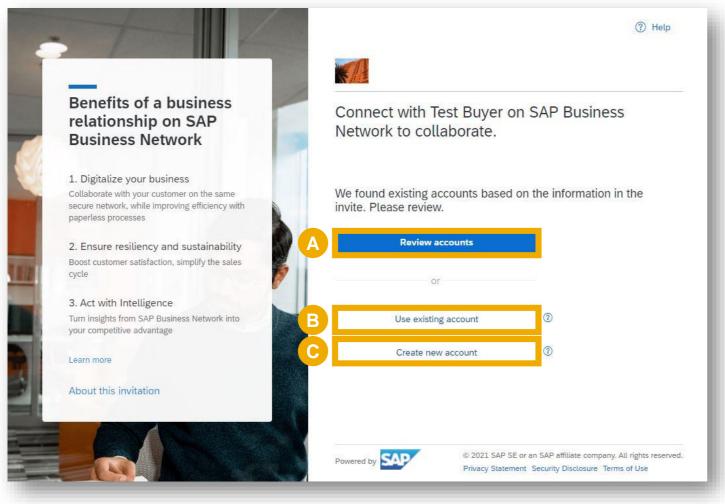
- 1. Align Internally
- 2. Designate / Know Administrator

To Get Started:

Click The Process Order Button In The PO Interactive Email

# Register For A Standard Account

Review Accounts, Connect or Sign Up

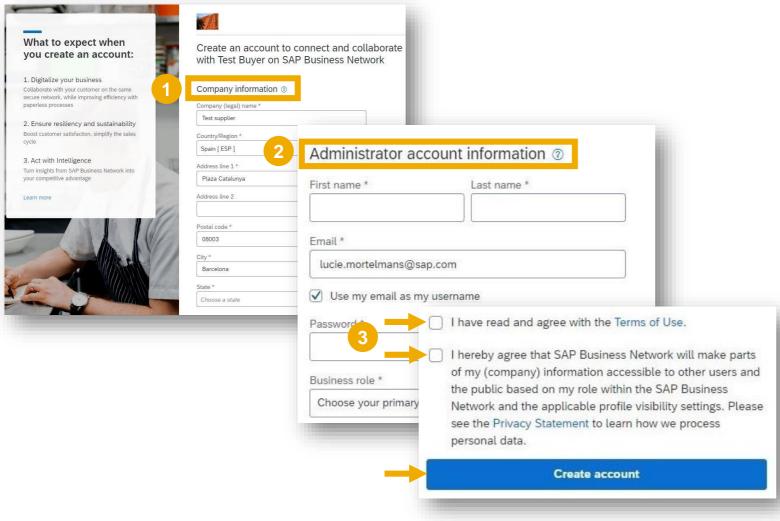


- A. Click Review accounts if you want to check for an existing account for your company
- B. Use your existing Standard or Enterprise account by clicking on Use existing account
- C. Select the Create new account option to create a new Standard account

Note: If you have an existing Enterprise account but do not want to pay Supplier Fees, we recommend you to create a new Standard account.

# Register For A Standard Account

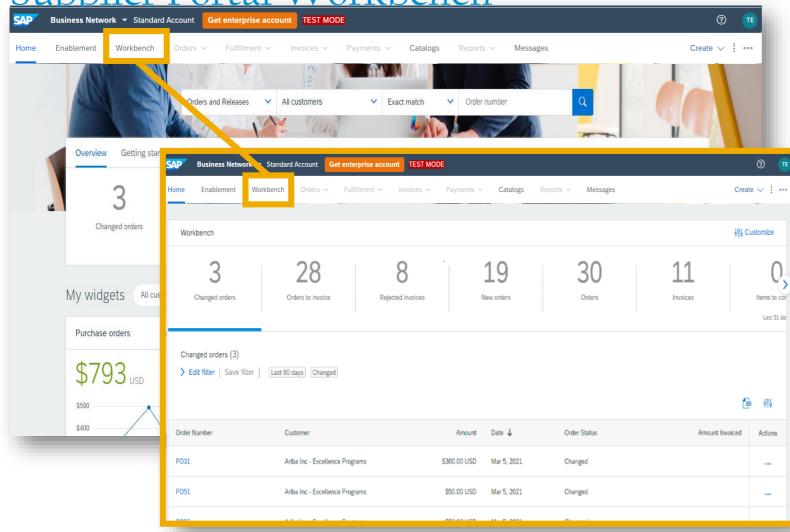
Configure Account, Accept Terms of Use, And Register



- 1. Review your Company Information
- 2. Enter your Administrator Account Information
- 3. Accept Terms of Use and Privacy Statement click on Create account

## Process The First PO

Supplier Portal Workbench



Access all your received and sent documents in your SAP Business Network Workbench.

# Already have an Enterprise Account?



A. Manage two separate Accounts

Create a new Standard Account for this relationship once you receive the first PD

The relationship with your customer will remain <u>free of charge</u>.

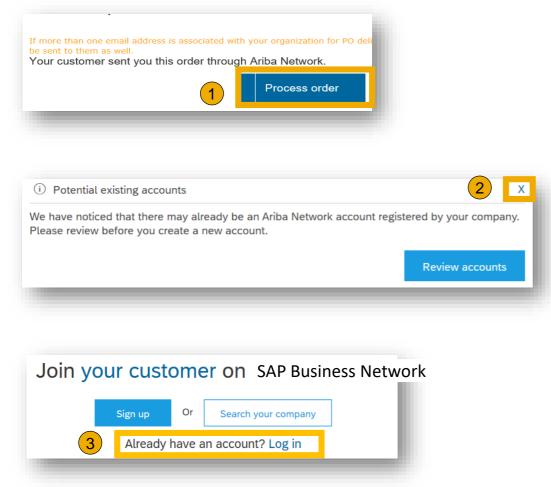


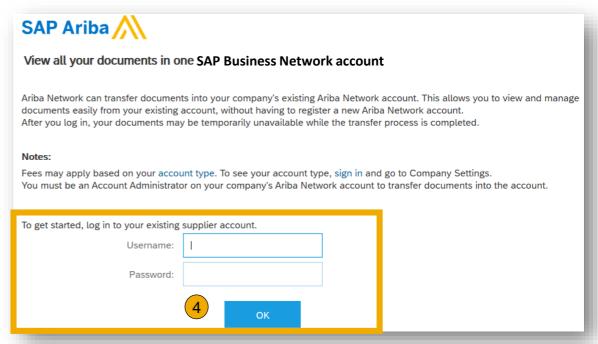
B. Add Customer to your Enterprise Account Log in to your Enterprise Account once you receive the first PO of your customer

Adding the customer to your existing Enterprise Account <u>may</u> incur fees.



# How To Merge Your Standard Account PO Into Your Existing SAP Business Network Account





#### Notes:

- PO email notifications will come from: ordersender-prod@ansmtp.ariba.com
- Please be aware that if the Standard Account is registered from the Standard Account PO invitation, then the PO can no longer be merged into an existing account.



# Enterprise Account

For suppliers with more advanced needs, an enterprise account may be a better fit.

Enterprise accounts are paid accounts based on usage.

## ADVANCED CAPABILITIES

- Automate specific processes with machine-tomachine integration
- Priority support, enablement, and educational training courses
- Archive invoices
- Sales and transaction reporting
- Lead generation capabilities

#### **IDEAL FOR**

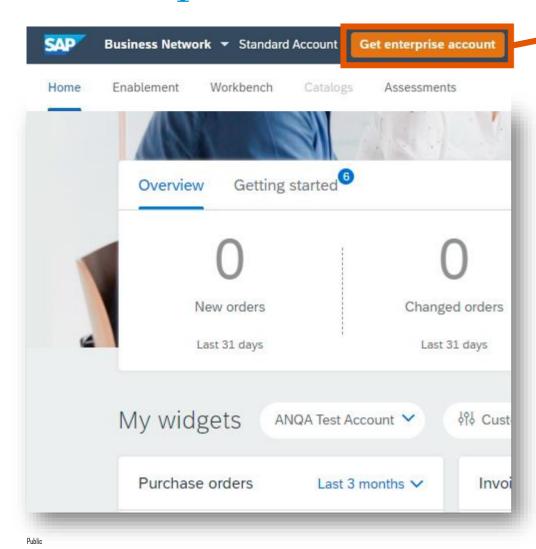
- Suppliers who are more experienced with eCommerce
- Are looking to grow or strengthen their business on SAP Business Network
- Have buyer specific needs that are not supported by standard account

Account Capabilities Comparison

Features	Standard Account	Enterprise Account	
Access	Email notifications/workbench	Online dashboard/workbench	
Company Profile	✓	✓	
Purchase Order, Order confirmation (full & partial), Ship Notice, Service Entry Sheet, (Non-PO) Invoice, Credit Memo	✓	✓	
Electronic Catalogs	✓ Self-service only	✓	
Document status	Email notifications/workbench	Workbench with easy access from any browser     Topical tabs	
Legal Archive	Email notification and online download	Long-term archiving for global compliance (Regional restrictions apply)     Capability to mass download invoices for local archiving	
Support	Online Help Center  • Documentation  • Training videos  • User recommendations or tips	<ul> <li>Support via phone, chat, or email</li> <li>Direct access to enablement experts for onboarding assistance</li> <li>Technical support for configuration and integration assistance</li> <li>Online educational training courses</li> </ul>	
Integration	×	✓	
Reporting	×	✓	
Multiple customer relationships	✓	✓	
Multi users	✓	✓	
Mobile App	✓	✓	
Discovery	<ul> <li>✓ Fees may apply to respond to leads.</li> <li>Click here for more information.</li> <li>*Note: Discovery: Public Sector Postings</li> <li>will be free to respond</li> </ul>	<ul> <li>✓ Fees may apply to respond to leads.</li> <li><u>Click here</u> for more information.</li> <li>*Note: Discovery: Public Sector Postings will be free to respond</li> </ul>	
Fees	FREE	Fees may apply, <u>See complete details</u> .	

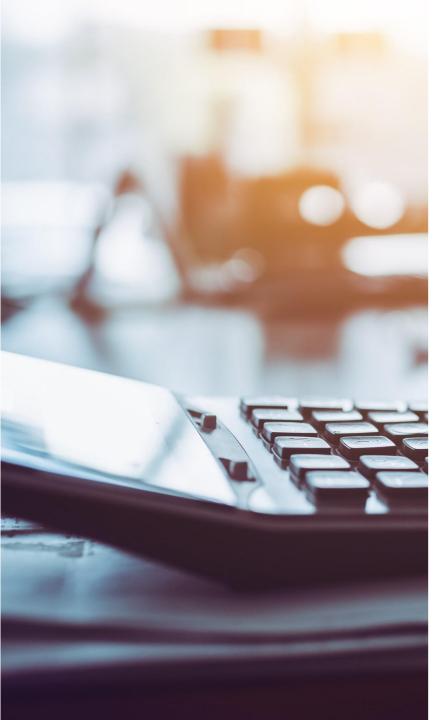
How to upgrade from Standard Account

to Enterprise Account



#### Upgrade to realize the full value of SAP Business Network! STANDARD ACCOUNT ENTERPRISE ACCOUNT Your current account Upgrade FULFILLMENT ✓ Respond to emailed orders using features that your customer ✓ Skip the emails. Get and manage. requests, like order confirmations, orders and invoices all on Business ship notices and invoices Orders and invoices ✓ Check invoice status and create ✓ Use CSV uploads to manage large non-PO invoices, if supported by documents. your customer ✓ Publish catalogs that detail your ✓ Publish catalogs that detail your ₩ Catalogs products and services \* products and services ✓ Integrate with your backend M Integration systems through CXML or EDI √ Access to long-term invoice archiving (regional restrictions Legal Archive apply) ✓ Get reports to track transactions and Reporting sales activities ✓ Help Center, phone, chat, and web Help Center Support Free Based on usage Fees \*Standard account users will self-enable catalogs. Help center content and documentation is available for By the way, you can use these with any account. SELLING √ Join our business matchmaking service to get high quality sales leads. Fees Ariba Discovery Sourcing, Contract ✓ Attract potential customers with your profile and get invited to auctions and Management other events. Learn more about all the features of SAP Business Network





# Fee Schedule for Enterprise Accounts

FREE for all suppliers to join and begin transacting

Two components of the fee schedule:

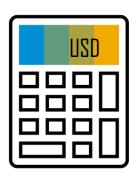
**Transaction Fees + Subscription Fees** 

**Chargeable documents:** Purchase Orders, Invoices, Service Entry Sheets, and Service Entry Sheet Responses

# Supplier Fee Schedule – USD

## **Transaction fees** (billed quarterly)

Less than 5 documents* OR less than USD 50,000	FREE usage	
More than 4 documents* AND more than USD 50,000	0.155% of transacted volume for relationships <u>without</u> Service Entry Sheets	
*only POs, invoices, service entry sheets, and service entry sheet responses in at least one customer relationship annually	0.35% of transacted volume for relationships with Service Entry Sheets	
,	Capped at USD 20,000 per customer relationship	



## Subscription fees (billed annually)



Annual Document Count across all customer relationships	Subscription level	Annual Fee
Up to 4 documents	Premium	USD O
5 to 24 documents or < USD 250,000	Bronze	USD 50
25 to 99 documents and > USD 250,000	Silver	USD 750
100 to 499 documents and > USD 250,000	Gold	USD 2,250
500 and more documents and > USD 250,000	Platinum	USD 5,500

# SAP Business Network Fee Schedule – Video Presentation

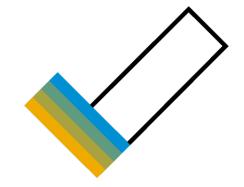


Fees in USD

# SAP Business Network Project Scope

In Scope for ALPS with the SAP Business Network:

Purchase Orders



Out of Scope for ALPS with the SAP Business Network:

Invoices

Note: Invoice submission for ALPS will remain the same



# Video Demonstration E- Procurement

### Video Demonstration E- Procurement

## Connect with your Customer

### Connect with your customer on SAP Business Network -

Register an account via the first Purchase Order

#### Account Overview and Administration

### **Email notifications for Purchase Orders-**

Configure email notification in your account

### **Account Overview -**

Use and customize your account

#### **User Creation –**

Create and administrate account users

### Get Enterprise Account -

Review why and how to upgrade your account

## Convert Enterprise Account to Standard Account-

Review the Pros and Cons of converting to Standard account

## Help Center -

Utilize the Help Center



# Contact & Support

#### **Business Related Questions**

Contact ALPS procurement staff who publish the sourcing events

#### SAP Business Network Related Questions

- Help Center access via account or <u>click here</u>
- Standard Account Specific Documentation
- SAP Business Network Supplier Training Page

# Questions?

Please submit your questions via the Q&A widget.

## Business Related Questions:

Contact ALPS procurement staff who publish the sourcing events





## Account Related FAQs

#### Issue:

What are the common issues when registering an account?

#### Answer:

The following list describes common registration issues and how to resolve them:

- <u>Duplicate username</u>: You can access your existing account or create a new user account with a unique username by deselecting the Use my email as my username box under the Email field. Your username does not need to match your email address.
- Duplicate D-U-N-S (Data Universal Numbering System) number: You can leave the DUNS Number field empty during registration or contact the administrator of the account that already uses the same number. You can also add your D-U-N-S number on the Marketing tab of your Company Profile after registration.
- Account already merged when registering with an existing account: This occurs when you try to link to a sourcing buyer with an account that is already used on the buyer's site. You can contact your buyer to find the linked account and deactivate any duplicate account(s). Alternatively, you can create a new account.
- <u>Different username and password expected when registering with an existing account</u>: This occurs when you try to link to a sourcing buyer with an account that is different from the accounts used by others in your company. You can try to find the existing account by contacting your colleagues and/or the buyer. Alternatively, you can create a new account.
- Duplicate Account Warning: "We have noticed that there may already be an Ariba Network account registered by your company. Please review before you create a new account.": An account very similar to other ones that were created in the past is being created. Ariba shows this warning message to try to prevent users from creating duplicate accounts.
- Error: "There has been an issue connecting to the Sourcing Server. Please try to connect to the service later.": If you experience this error repeatedly, there is a conflict between information in the registered account and in the sourcing buyer's site. Your buyer might have some of your account information stored in a different account. Contact Ariba Customer Support to review the possible conflicts.

## **Account Related FAQs**

#### Issue:

When trying to register for SAP Ariba Sourcing and access a sourcing event, the system displays the following error:

"The username and password entered has already merged to another Ariba Sourcing user account"

#### Resolution:

Depending on how you would like to proceed, there are two solutions to this issue:

- 1. Create an alternate username by clicking Sign Up in the event invitation. Your new username will need to be different than any existing registered username. If not, you will receive a user already exists error message. Keep in mind that if you choose this solution, you will have two separate accounts.
- 2. If you don't want to create a new account, contact your buyer and have them invite your existing account.

#### Issue:

I receive the error message below when trying to register a new user account.

"Error: User already exists. Please enter a different username"

#### Resolution:

Business Network requires that all usernames be formatted like an email address, but they do not have to be a valid email address. For example, if your username of example@ariba.com was not accepted, you can try using examplef@ariba.com.

#### Question:

Can my company have multiple accounts?

#### Answer:

Your company can have multiple Ariba accounts, depending on your business needs. For example, if your company has several locations around the world, you might want a separate account for each region. Most companies choose to have one account with multiple customer relationships, which provides a centralized location to maintain their company profile information and all of their customer relationships.

## Other FAQs

#### Question:

How do I access a sourcing event?

#### Answer:

You can access a sourcing event to which you have been invited in two different ways:

- By registering via the invitation email that the buyer sends
- By going to the Ariba Proposals & Questionnaires page (log into your account and click the app dropdown menu in the upper-left corner of the application and select Ariba Proposals & Questionnaires)
   If the event you are looking for is not listed on the Ariba Proposals & Questionnaires page, please see Why can't I find an event? for troubleshooting steps.
   Keep in mind that to participate in a sourcing event, you must be invited by a buyer. If you have not been invited, please reach out to the buyer to request an invitation.

#### Question:

Why can't I find an event?

#### Answer:

There are a number of reasons you may not be seeing a sourcing event your company was invited to. Below are various scenarios that may apply:

- Did you receive an event invitation in your email inbox?
- 2. Did you log in to the correct account?
- 3. Do you have permissions to see the page?
- 4. Is your user activated? Is your profile approved?
- 5. Are you on the SAP Ariba Sourcing solution?
- 6. Is the event in Open status?
- 7. Did you complete the Customer Requested Profile?
- 8. Are you locked out of the event?
- .9. Are you directed to a blank page when you click on an event within your account?

# Thank you.



