

Aramco e-Marketplace Supplier Reference Guide

Aramco Overseas Company

hereby referred to as

Aramco Europe

Update February 2021

Table of Contents

Wha	at is the Aramco e-Marketplace?	3
Wha	at is SAP Ariba Network?	3
Who	o should register on the Aramco e-Marketplace?	3
New	v Supplier Registration	3
Supp	plier Contacts Management	6
	How do I add a new user to my company's Ariba account?	6
	How do I access the former administrator's account?	8
	How do I link user accounts?	9
Arar	mco Europe Supplier Registration Questionnaire	10
	Navigating the Supplier Questionnaire	10
	Supplier Registration Questionnaire Sections	10
	Welcome to Aramco e-Marketplace	11
	Privacy Notice and Guidelines Section	11
	Company Details	12
	Commercial Requirement	12
	Financial Details	13
	Bank Details	13
	Addresses and Contacts	13
	Trade Compliance	14
	Compliance & Ethics	14
	Privacy Notice	15
	Submiting the	15
	Closed Supplier Questionnaire	16
	Returned Questionnaire for Additional Information	16
	Registration Notification	16
Migr	rated Aramco Europe Supplier Profiles	17
Exis	ting Aramco Europe Suppliers (Update Supplier Profile)	19
SAP	Ariba Support	23
	SAP Ariba Training and Tutorials	23
	SAP Ariba Help Desk	24
	Support Scenarios	26
	Introduction to the SAP Ariba Dashboard	26
	Supplier Basics	26
	Forgot Password	26
	Adding Secondary Users	26

What is the Aramco e-Marketplace?

The Aramco e-Marketplace is an SAP Ariba based tool for Supplier collaboration with Aramco Overseas Company. Suppliers may register, submit supplier questionnaires, update supplier profile (address, contacts, etc.), qualify materials to be supplied to Aramco and receive RFQs and submit proposals.

What is SAP Ariba Network?

SAP Ariba is a leading business to business e-commerce network and it is the gateway to access the Aramco e-Marketplace. Please refer to the SAP Ariba network website for more information.

Who should register on the Aramco e-Marketplace?

All companies interested in supplying materials to Aramco Overseas Company (hereby referred to as Aramco Europe) are required to be registered on the Aramco e-Marketplace. There are different registration and qualification processes depending upon your company's location and the type of supplier (manufacturer, distributor, etc.).

Registration is by invite only. Please see following sections for instructions on registering on the Aramco e-Marketplace.

Please note that application for, or acceptance of supplier registration does not guarantee any business with Aramco Europe.

New Supplier Registration

Navigation screens below will guide you through the new supplier registration process.

Note that the steps below are for suppliers that do not have an existing Aramco Europe Vendor ID.

1. Receive e-mail Invitation

Supplier registration for new suppliers on the Aramco e-Marketplace is by invitation only. Once a Supplier meets the current sourcing requirements, an e-mail invitation is sent to start the registration process on the Aramco e-Marketplace. Below is an example of this invitation e-mail.

Register as a supplier with Aramco e-Marketplace

Antolova, Lenka has invited you to register to become a supplier with Aramco e-Marketplace. Start by creating an account with Ariba Network. It's free

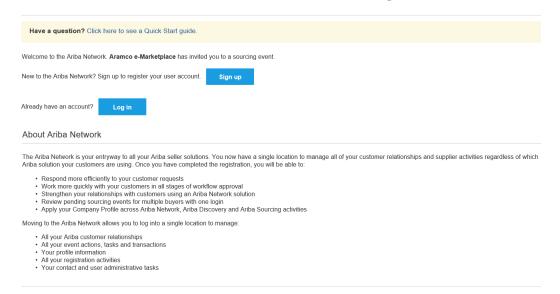
Aramco e-Marketplace uses Ariba Network to manage its sourcing and procurement activities and to collaborate with suppliers. If AOC TEST already has an account with Ariba Network, sign in with your username and password.

Click Here to create account now

Note:
Approved Aramco suppliers with existing vendor ID shall perform the following steps to activate their account on Aramco e-Marketplace

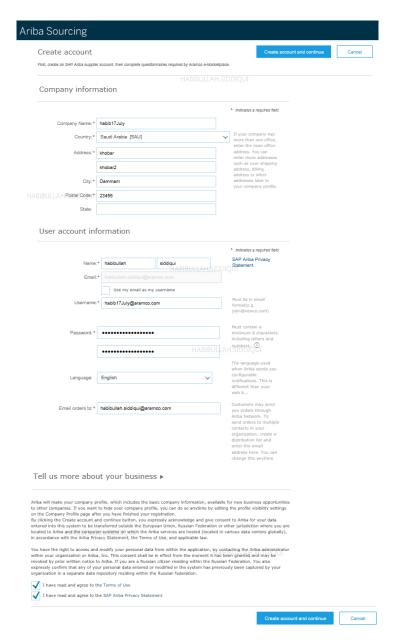
- Click the above link
 Check the Privacy Statement
 If you have an existing Ariba Network Account, please select Log in
 If you are new to the Ariba Network, please select Sign up
 Fill in the requested information and then select Create account and continue
- Fill in the requested information and men select Oracle account and continue
 Verify basic information such as vendor ID, Company Name, etc.
 Select Submit entire response, to activate your company account on Aramco e-Marketplace
 You will receive notification via email that the account is Registered
 The activation step will allow suppliers to receive RFQ/RFI via Aramco e-Marketplace in the future
 To update you company profile after activation, click on Revise Response

- 2. Click on the link received in the e-mail to see the following screen:



3. If an SAP Ariba network account already exists, use the existing user ID and password

If not, click 'Sign up' to start the registration process. Complete the form as shown below and click 'Create account and continue'.



4. Once the information in the previous step is submitted, the next page will display the Aramco Europe Supplier Registration Questionnaire. An e-mail is also received confirming the SAP Ariba registration as shown below. This e-mails shows your organization's SAP Ariba account ID and username.

Welcome to the Ariba Commerce Cloud

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

Your organization's account ID: AN01437391133

Your username: afroditi.grammenou@aramcooverseas.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.

5. Note that the **invitation link expires after the first login**. The following link may be used to access the SAP Ariba network for subsequent logins: https://service.ariba.com/Supplier.aw

Please refer to section 'Existing Aramco Europe Suppliers' for details on accessing the Supplier Registration Questionnaire.

6. The next section discusses filling out and submitting the Supplier Registration Questionnaire.

Supplier Contacts Management

How do I add a new user to my company's Ariba account?

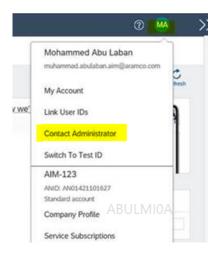
Question

How do I add users to my company's Ariba account? How can I create a sub-user?

Answer

Only your company's account administrator can add users to your account.

If you are NOT the account administrator, you can click on "Contact Administrator" menu item to find out who has the Administrator role.



If you are the account administrator, you can add users with the following steps:

To add users to the account, you must first create at least one role. You can assign multiple users to the same role or create a separate role for each user.

To create a role:

- 1. In the upper-right corner of the application, click *your initials* > Settings and select Users.
- 2. Under the Manage Roles tab, click +.
- 3. Enter a Name for the role.
- 4. Select the appropriate permissions using the check boxes.
- 5. Click Save.

To create a user:

- 1. In the upper-right corner of the application, click *your initials* > Settings and select Users.
- 2. Click the Manage Users tab.
- 3. Click the +icon.
- 4. Enter the user's information (Username, Email Address, First Name, Last Name and Phone).
- 5. Select a role in the Role Assignment section.
- 6. Assign a customer (All customers or Select Customers).
- 7. Click Save.

After you create the user, the user receives an email with the username and a temporary password. The user must access the account and change the password when logging in for the first time.

If any sub users were created through a Sourcing invitation they received from a buyer, you will need to approve them by following the directions below:

- 1. In the upper-right corner of the application, click *your initials* > Settings and select Users.
- 2. Click Manage Unapproved Users.
- 3. Select the users to approve.
- 4. Click Approve.
- 5. Click Save.

For additional information you can also check our Portal (<u>Ariba Network Portal for Suppliers</u>) where you would find information about Ariba, Billing and helpful articles explaining how to manage your Ariba Account.

Question

How do I access the former administrator's account?

Answer

If the account administrator is still with your company, they can <u>reassign</u> the administrator account to another user or <u>change</u> their user information to a different person.

If the account administrator is no longer with your company, but you have access to the registered email:

- 1. Use the **Password** link on the **Supplier Login** page to request a password reset.
- 2. After accessing the account, you can transfer the account administration role or reassign the administrator account to yourself.

If the account administrator is no longer with your company and there is no access to the email address on file, contact SAP Ariba Customer Support via the <u>Support Center</u> to change the administrator. You will be required to provide the ANID number of the account, the listed administrator name, and email address.

Additional Information

Account Reassignment requests go to a specific team within SAP Ariba Customer Support who will verify information and work with other users on the account if necessary. You will then be contacted with further instructions.

All further Supplier Contact Management supporting information can be found by accessing following link: https://support.ariba.com/help/?locale=en

Select an SAP Ariba Help Center

For Suppliers

Ariba Network - Orders and Invoices

Log In to Help Center

Access Pre-Login Help Center

Ariba Discovery - Leads

Log In to Help Center

Access Pre-Login Help Center

Ariba Sourcing - Proposals

Log In to Help Center

Access Pre-Login Help Center

Ariba Contract Management - Contracts

Log In to Help Center

Access Pre-Login Help Center

For Duniors

Question

How do I link user accounts?

Answer

If you have multiple user accounts, you can link your multiple seller IDs together.

Linking your multiple user accounts together enables you to quickly transfer between accounts with a single-click. Linking your multiple accounts also helps to eliminate the need to remember multiple usernames and passwords.

You must have access to the username and password of the user account with which you want to link your account.

Procedure

1. In the right corner of the header bar, choose ▶Account Settings ▶ Link User IDs. ■.

The Link Accounts page appears.

2. Enter the username and password of the user account you want to link with and click OK.

SAP Ariba displays a confirmation message, indicating that your user accounts are now linked.

3. Click Done.

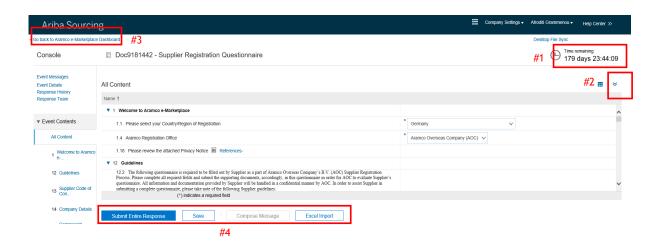
Results

The user profile menu displays multiple User Account IDs in the Switch To section.

Aramco Europe Supplier Registration Questionnaire

Navigating the Supplier Questionnaire

The screenshot below shows the landing page for Aramco Europe's Supplier Registration Questionnaire. Instructions below explain how to navigate the questionnaire.



1. Questionnaire Timeframe: Suppliers have 180 days to complete their initial registration. If the application is not submitted before the end of the period, the questionnaire will be "Closed".

Note: In case the questionnaire is in status Closed", please contact Aramco Europe SRM team at aramco-emarketplace@aramcooverseas.com to request re-opening of the questionnaire.

- 2. Click to maximize/minimize the questionnaire.
- 3. Click to go back to the main network page.
- 4. Supplier Action Tabs: Following four actions are available.
 - a. Save Save the questionnaire and resume later. Questionnaire should be saved periodically to avoid losing the completed information. Note, there is no auto-save feature.
 - b. Compose Message feature NOT AVAILABLE.
 - c. Excel Import Export the questionnaire as an Excel file.
 - d. Submit Entire Response Submit the questionnaire for evaluation to Aramco Europe SRM (Supplier Relationship Management group).

Supplier Registration Questionnaire Sections

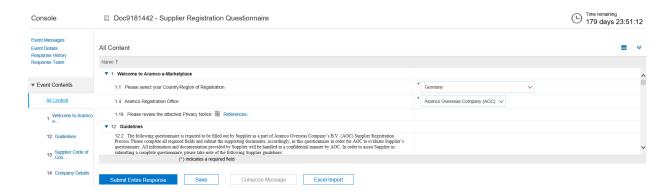
The Supplier Questionnaire contains the following sections:

- 1. Welcome to Aramco e-Marketplace
- 2. Guidelines
- 3. Supplier Code of Conduct

- 4. Company Details
- 5. Commercial Requirement
- 6. Financial Details
- 7. Bank Details
- 8. Addresses & Contacts
- 9. Trade Compliance
- 10. Compliance & Ethics
- 11. Privacy Notice

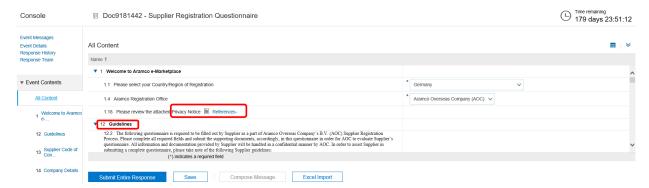
Welcome to Aramco e-Marketplace

Once the supplier selects the appropriate country of registration, one of Aramco's affiliated offices will be assigned to handle the registration. Aramco offices are only allowed to assist with registration of suppliers located within their respective area of responsibility.



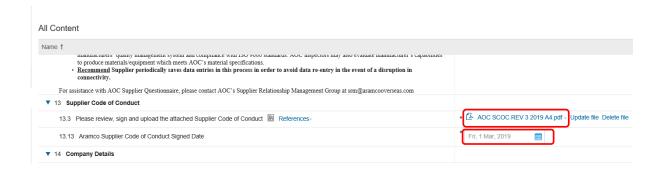
Privacy Notice and Guidelines Section

Please read through the Privacy Notice and the General Guidelines carefully before filling out the questionnaire. The General Guidelines provide important information that will help in completing the Supplier Registration Questionnaire. Once read, the Guidelines section can be hidden by clicking the blue triangle on the left as shown below.



Aramco Europe Supplier Code of Conduct Section

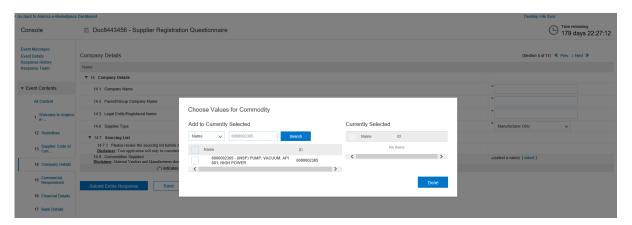
All registered suppliers are required to have an acknowledged Aramco Europe Supplier Code of Conduct on file with Aramco Europe prior to issuance of any Purchase Order or Contract. Please agree to the guidelines and policies as outlined in Aramco Europe's Supplier Code of Conduct.



Company Details

Fill in the company details including:

- 1. Supplier Type: Select the appropriate supplier type.
 - a. Manufacturer Only An organization that manufactures or assembles products at a facility owned and operated by the organization.
 - b. Materials Vendor Only: An organization that sells products manufactured by another entity (Example: Distributor, Stockist or Jobber).
 - c. Service Provider Only: An organization whose primary business is to perform standalone services, or perform services on existing products or property.
- 2. Sourcing List Materials: Select the product supplied from the product catalog. If the 9COM or 9CAT number is known, select 'ID' from the dropdown, enter the 9COM or 9CAT number and click search.
- 3. Sourcing List Services: Service providers should select products that start with 7 or 8 or 9



Commercial Requirement

Fill in required information. Attach audited financial statements for the past two years.



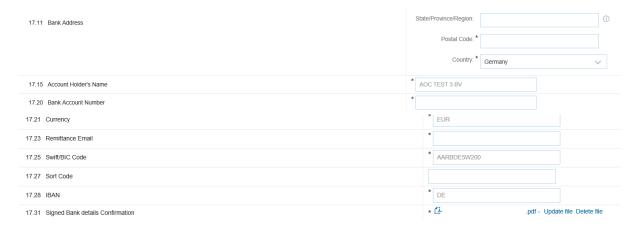
Financial Details

Provide VAT ID, if not applicable (exempted), please contact srm@aramcooverseas.com.



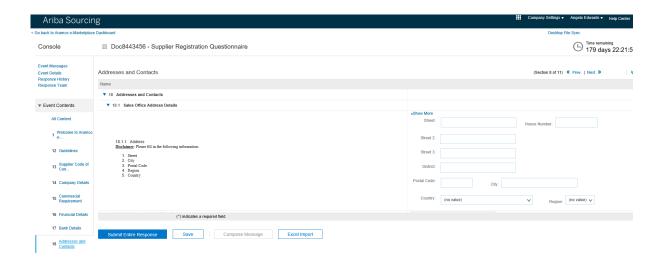
Bank Details

Provide Bank Address details, Bank Account details and attached signed copy of Bank details Confirmation.



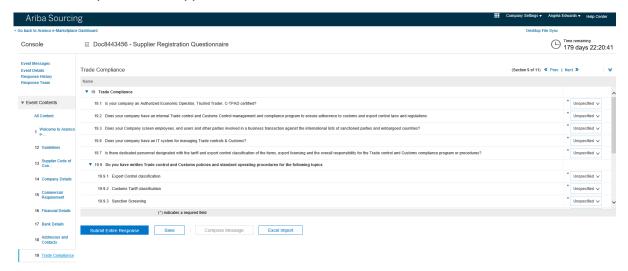
Addresses and Contacts

Provide Sales Office address and Sales Personnel along with any other facility address or contact person.



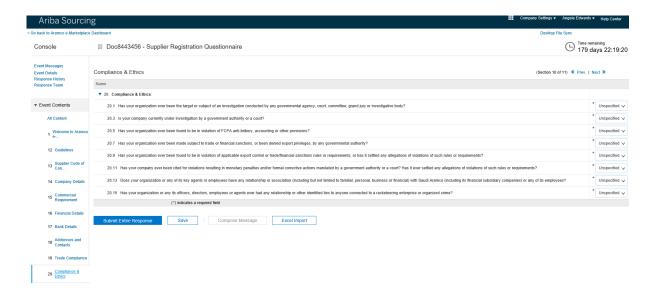
Trade Compliance

Answer the questions as applicable.



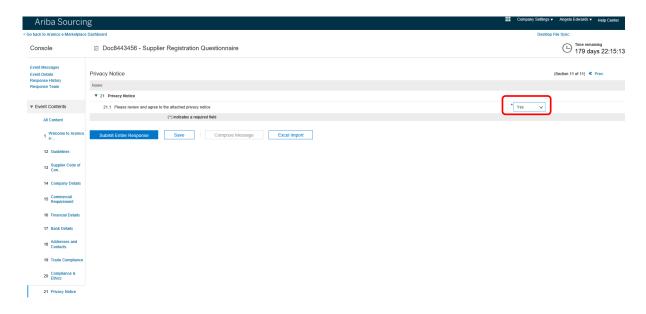
Compliance & Ethics

Answer the questions as applicable.



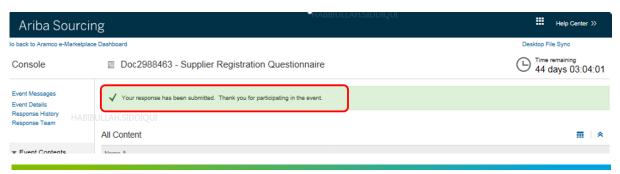
Privacy Notice

Review the privacy notice and select 'Yes' to proceed.



Submiting the Aramco Europe Supplier Questionnaire

Once the questionnaire is completed, click on "Submit Entire Response" to submit the questionnaire for Aramco Europe evaluation. The Supplier Questionnaire will be closed and the response will be submitted, as seen below.



The following confirmation e-mail is received after submitting the questionnaire.

AOC Test submitted registration info.

For your information, AOC Test submitted registration info to become a supplier with Aramco e-Marketplace. The information will be reviewed for approval of the registration. You will be notified when next steps require your attention.

Closed Supplier Questionnaire

The Supplier Registration Questionnaire may be closed due to the following reasons:

- 1. Supplier submitted their questionnaire and it is pending Aramco Europe Evaluation & Approval
- 2. Supplier did not complete and submit the questionnaire in the allowed timeframe period.

Suppliers who did not submit the questionnaire on time can re-access their questionnaire by emailing Aramco Europe Supplier Relationship Management team at srm@aramcooverseas.com and requesting a time extension. Note, supplier will be granted a time extension only if they have gathered all missing requirements and are ready to upload and submit the questionnaire.

Returned Questionnaire for Additional Information

Incomplete questionnaires will be returned back to the Supplier either automatically or by an Aramco Europe representative. The Supplier will receive the below email notification detailing the required additional information to be submitted.

Aramco e-Marketplace

Additional registration information needed.

HABIBULLAH.SIDDIQUI

Aramco e-Marketplace reviewed your registration information and needs the additional information described in the comments below.

Comments: //PO Box is missing in section 6.1

To provide the additional information that Aramco e-Marketplace needs, Click Here to go to the registration questionnaire.

HABIBULLAH.SIDDIOUI

You are receiving this email because your customer, Aramco e-Marketplace, has identified you as the appropriate contact for this correspondence. If you are not the correct contact please contact Aramco e-Marketplace.

Registration Notification

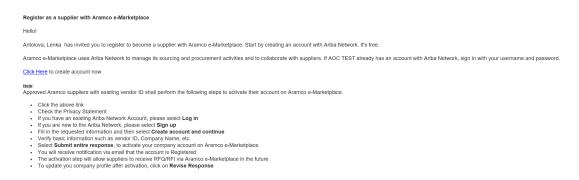
Suppliers will receive an e-mail informing the supplier about the registration decision once Aramco Europe Evaluates the submitted questionnaire. Please note that application for, or acceptance of supplier registration does not guarantee any business.

Your request from Sun, 03 Mar, 2019 to add AOC TEST 2 as a supplier to Aramco e-Marketplace was approved. You will be notified when next steps require your attention.

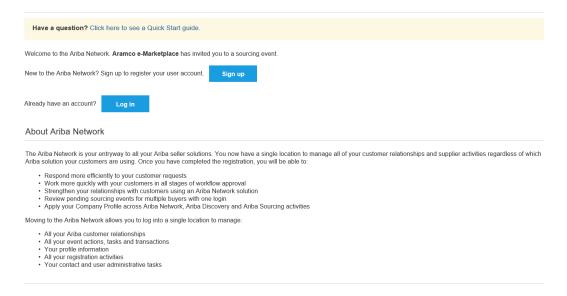
<u>Click Here</u> to review the new supplier information, including any comments from approvers.

Migrated Aramco Europe Supplier Profiles

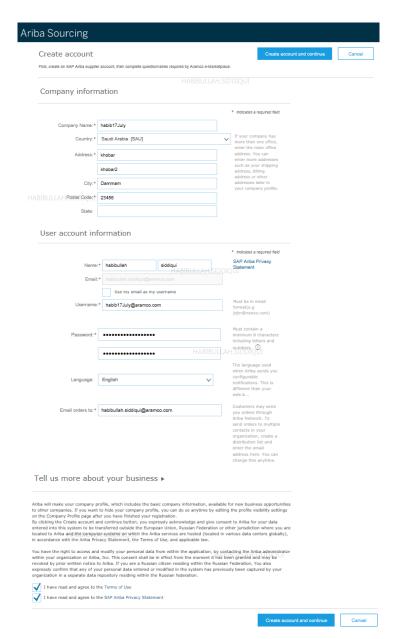
1. Previously approved Aramco Europe suppliers have been migrated to the SAP Ariba network. Existing suppliers will receive the below invitation from SAP Ariba to access SAP Ariba and link their migrated Aramco Europe profile to their newly created SAP Ariba Network ID.



2. Click on the link received in the e-mail to see the following screen:



3. If an SAP Ariba network account already exists, use the existing user ID and password to log in. If not, click 'Sign up' to start the registration process. Complete the form as shown below and click 'Create account and continue'.



7. Once the information in the previous step is submitted, the migrated Aramco Supplier Registration Questionnaire is displayed. An e-mail is also received confirming the SAP Ariba registration as shown below. This e-mails shows your organization's SAP Ariba account ID and username.

Welcome to the Ariba Commerce Cloud

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

Your organization's account ID: AN01437391133

Your username: afroditi.grammenou@aramcooverseas.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.

- 8. Note, the invitation link expires after the first login. The following link may be used to access the SAP Ariba network for subsequent logins: https://service.ariba.com/Supplier.aw
 - Please refer to section 'Existing Aramco Europe Suppliers' for details on accessing the Supplier Registration Questionnaire.
- 9. Suppliers are required to review basic information (supplier name & vendor ID) and submit the questionnaire by clicking 'Submit Entire Response' to activate their account. Once the questionnaire is submitted, the migrated company profile is activated and the status of the request changes to "Registered".
- 10. A confirmation e-mail is received confirming registration on the Aramco e-Marketplace. Please note that application for, or acceptance of supplier registration does not guarantee any business.

Your request to add ASC SSPU TEST SUPPLER as a supplier was approved.

Your request from Sun, 16 Dec, 2018 to add ASC SSPU TEST SUPPLER as a supplier to Aramco e-Marketplace was approved. You will be notified when next steps require your attention.

Click Here to review the new supplier information, including any comments from approvers.

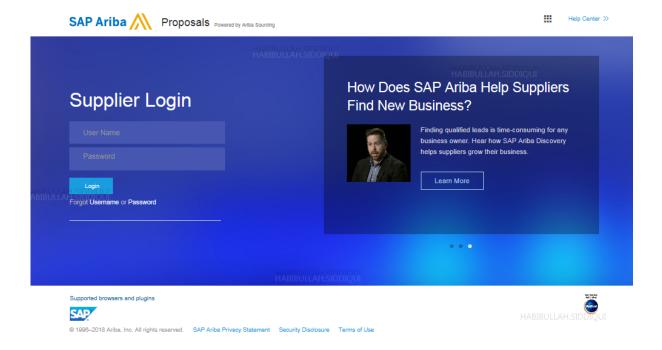
11. All migrated suppliers must complete a mandatory full update to their profile. Please follow the steps detailed below under "Existing Aramco Europe Suppliers" for instructions on updating the company profile.

Existing Aramco Europe Suppliers (Update Supplier Profile)

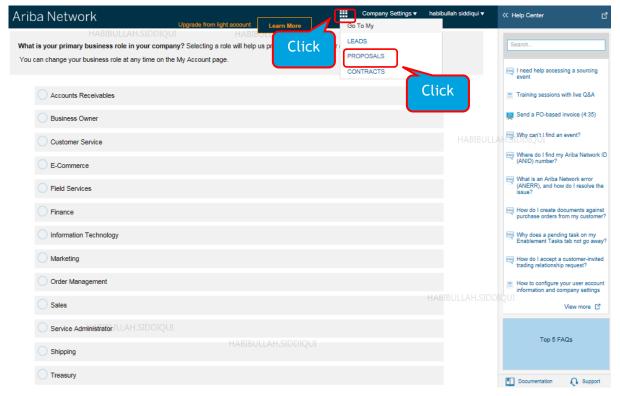
Existing supplier may access the Aramco e-Marketplace at the following link:

https://service.ariba.com/Supplier.aw

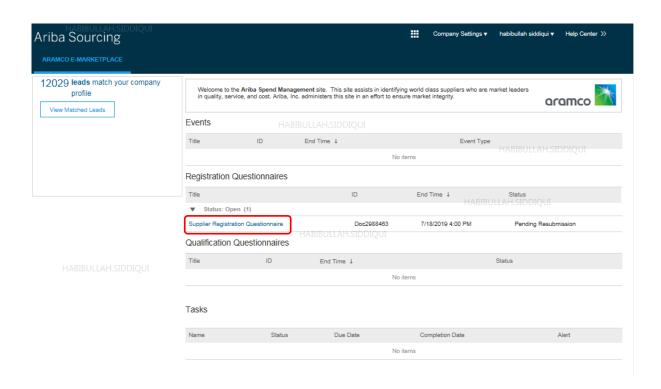
1. Use your existing user name and password to login.



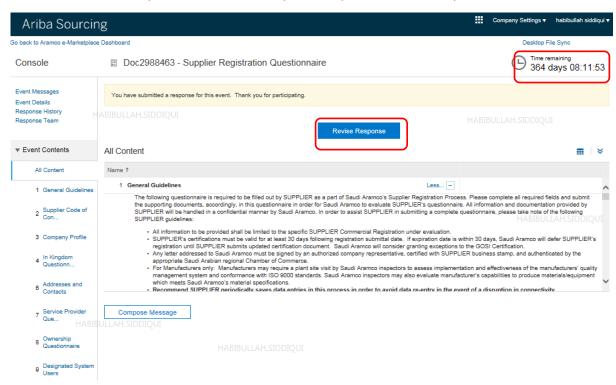
2. After login, the page below is displayed. To access your company profile, click on the "Apps" button and select "Proposals".

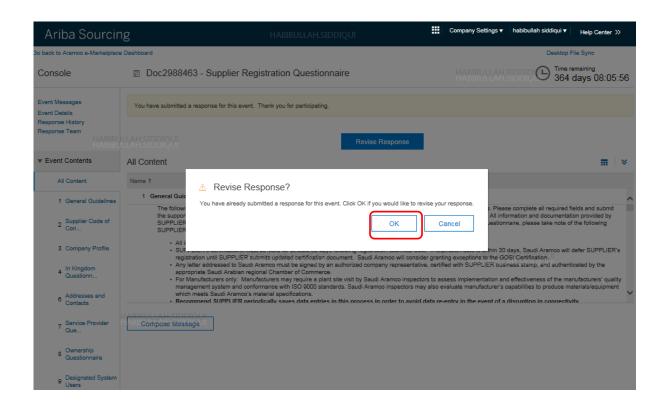


- 3. Note, if "Proposals" is not available in the "Apps" list, then you have already landed on the "Proposals" page.
- 4. Click on "Supplier Registration Questionnaire" link to access the questionnaire.

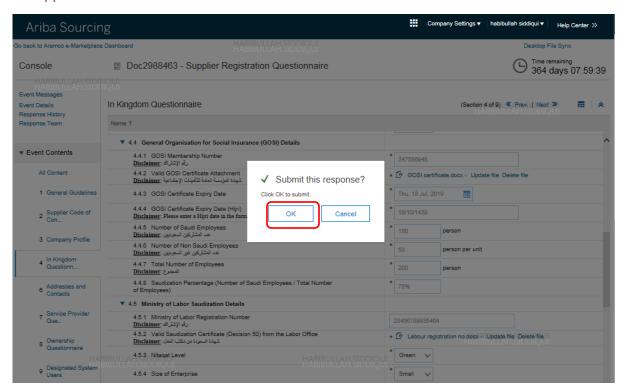


5. Click "Revise Response" to edit and update any section of the questionnaire.





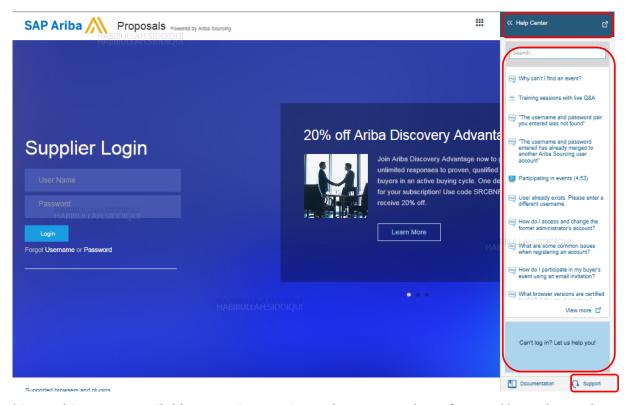
6. After revising the questionnaire, submit the revised profile for Aramco Europe approval.



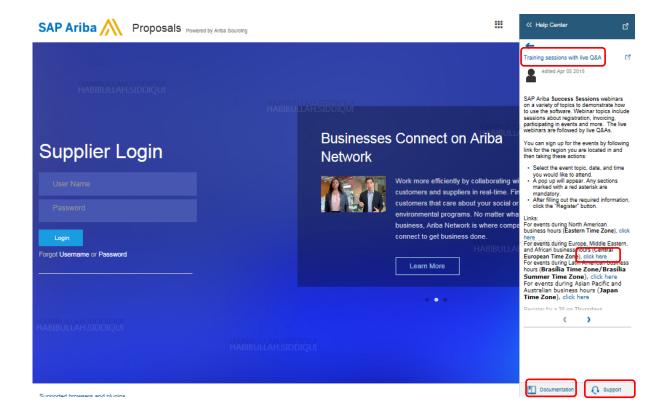
SAP Ariba Support

SAP Ariba Training and Tutorials

Supplier that do not feel confident with SAP Ariba platform can access SAP Ariba training materials and tutorials online through SAP Ariba Network Portal. The standard training materials and tutorials aim to educate suppliers about SAP Ariba system specifically, but not about Aramco Europe Registration Questionnaire. However, Aramco Europe advises those Suppliers facing difficulty adapting to SAP Ariba to register for SAP Ariba training. SAP Ariba customer support team is also available to assist suppliers in training registration.



Live webinars are available on various topics on how to use the software. You only need to register and select the topic, as per your requirement.



SAP Ariba also provides online video links to guide suppliers on how to access and use following topics:

- Having trouble logging in (forget password)
- Introduction to the dashboard
- Overview of Ariba Network
- Supplier Basics
- Add a new user
- Create a customer contact
- Create a catalog
- Change your account administrator

Online product documentation have technical support guidance, which can be access at: https://uex.ariba.com/auc/node/6033

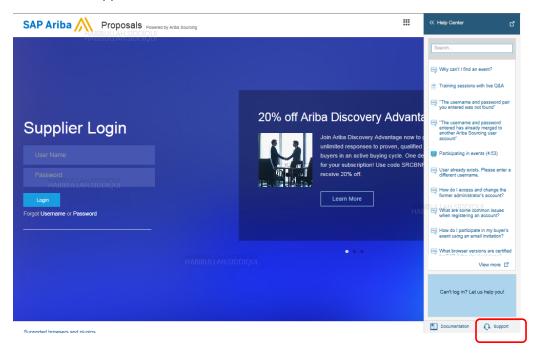
Aramco Europe Help Desk

Seeking help for business support regarding Aramco Europe Supplier Registration Questionnaire (unclear questions, link not working, expired timeline, and additional information), please contact Aramco Europe Supplier Relationship Management Team at SRM@aramcooverseas.com.

SAP Ariba Help Desk

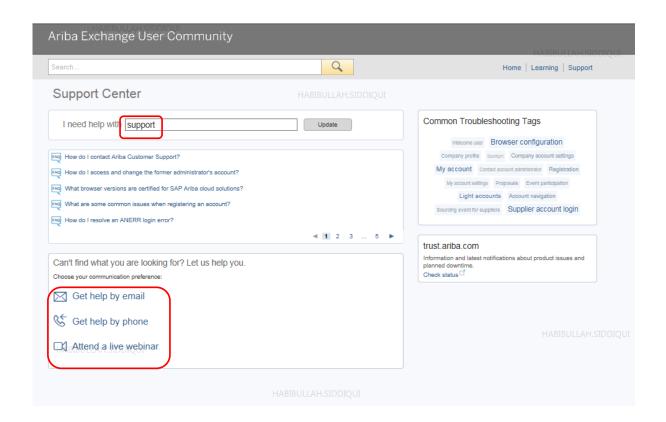
Suppliers connected to the SAP Ariba network can receive technical support within the SAP Ariba network through filling and submitting an online form, or by emailing technical support.

SAP Ariba customer support is there to help suppliers with technical issues such as password reset, SAP Ariba basic training, navigation, etc. Click on "Support" link to contact SAP Ariba Support.



SAP Ariba Customer support is available by email or phone. Type "Support" in the search bar and the three options will appear:

- Get help by email
- Get help by phone
- Attend a live webinar



Support Scenarios

Below quick link to Ariba Learning Hub. You can access the full list of below topics introduced by the learning center at:

https://training.sap.com/learninghub

- Introduction to the SAP Ariba Dashboard
- Supplier Basics
- Forgot Password
- Adding Secondary Users