

# **Sourcing Supplier**

(Responding to APC Requests for Quotations)

**User Manual** 



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## **Accessing the Sourcing Supplier**

## System Requirement

- An Internet Connection of at least 56 KBPS is recommended Required Software includes
- Microsoft Internet Explorer 9.0

#### **URL**

URL to APC Sourcing Supplier Oracle Link for Supplier Login:

- https://eservices.arabpotash.com/OA\_HTML/AppsLocalLogin.jsp
- Save this link to your favorite (Alt+A->Add to favorite)

#### Getting a Username and Password

- You will receive an e-mail notification of your registration:
- Click Log on. This link will take you to the log on page. (logging on is covered in section 3
  "viewing bid documents"
- Make note of your username and password contained in the e-mail.

**Hint:** You may want to Copy (ctl-c) the password, so it's easy to enter into the log on page (make sure no spaces, or the period, as the password is at the end of the sentence.

**Note:** The notifications could be blocked by your system. Please add "Oracle Applications" as a trusted site.

**Hint:** Bookmark or Favorite the log on page web address for quick reference!!! This username and password will be used for all souring events you are invited to in the future!

- Enter your username
- Enter the password you received on your initial registration notification. The first time you login to the system, you will need to change your password.
- Click Login





- The first time you log on, you will need to change your password. Enter the temporary password provided in the registration e-mail you received.
- **Note:** It is a system generated password, and therefore may contain some unique characters. It may work best to copy(ctl-c) the password from your registration e-mail. Then paste (ctl-v) the password into the password field.
- Enter a new password.
   Note: Must be at least6 characters long, must NOT start with a number, but must contain a number.
- Re-enter your new password.
- Click Apply



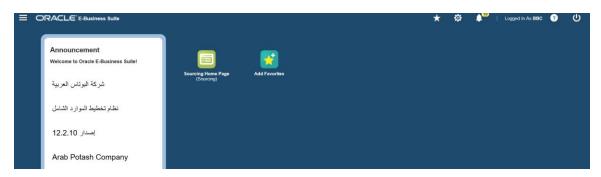
## Login using Username and Password

- Enter your username
- Enter the password
- Click Login

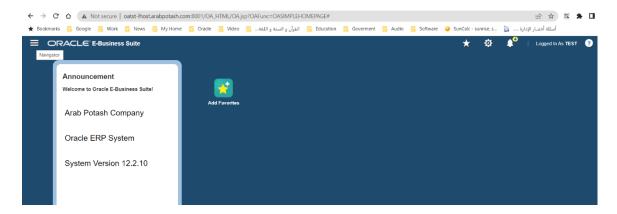




The Oracle Home Page is displayed

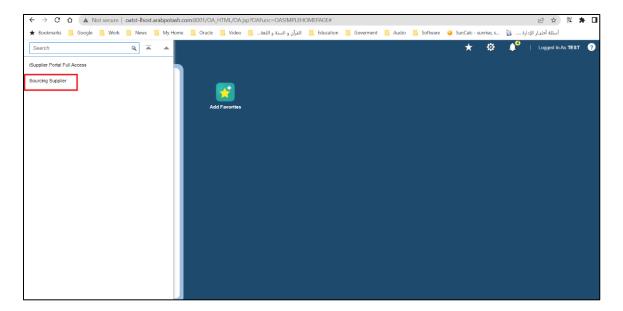


• Click on Navigator icon ( )

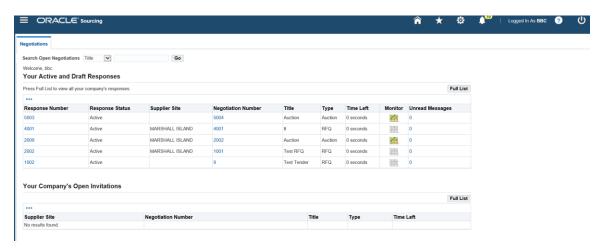


• Click Sourcing Supplier





Sourcing home page is displayed

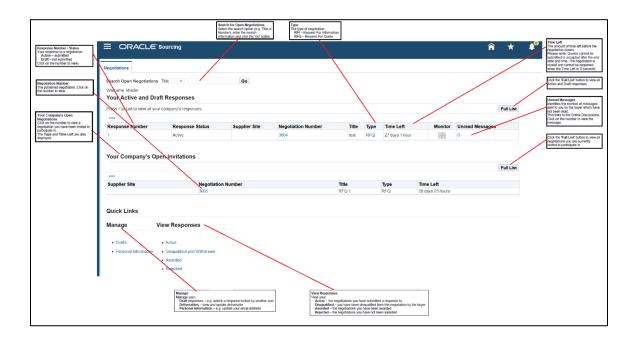




# **Sourcing Home Page**

#### Sourcing Home Page allows you to:

- View information on any RFQ to which your company has been invited.
- Create, view and/or edit any draft responses.
- Create and submit responses to RFQ's.
- Supplier user can Manage Drafts & Personal Information
- Supplier user can view responses for Active RFQ, Disqualified RFQ, Awarded RFQ & Rejected RFQ

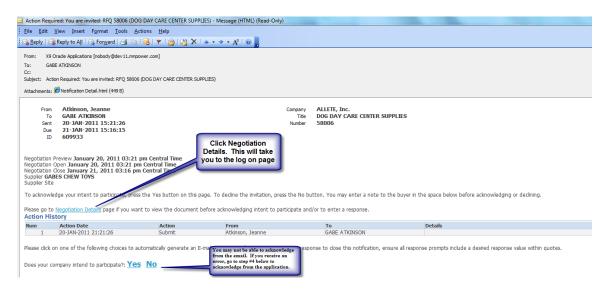




## Receiving RFQ Invitation by E-Mail

- Once you are registered to the APC iSupplier and Sourcing Portal, you are eligible to
  respond to negotiations electronically. You can only respond to sourcing events to which
  you have been invited by the APC buyer.
- You will receive an e-mail notifying that you have been invited to a negotiation (RFQ or Bid).
- To View the negotiation documents: click Negotiations Detail link. This will bring you to the iSupplier and Sourcing login page.
- To Acknowledge participation, click either Yes or No to indicate whether you will be participating.

**Note:** You may not be able to acknowledge participation from the email. you may receive an error.





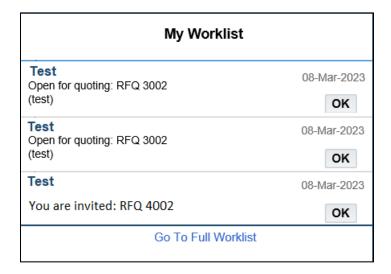
## Viewing RFQ Invitations Using Notifications and Worklist

The Worklist pages let you view and respond to your invitations and other sourcing actions using a Web browser. The Advanced Worklist provides an overview of your notifications, from which you can drill down to view an individual notification in the Notification Details page.

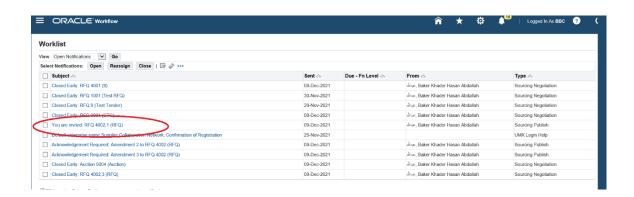
- Login to iSuplier and Sourcing Portal using your Username and Password
- Click on bill icon to display all open notifications (Worklist)



• Click on the appropriate worklist subject Line (Ex.: You are invited: RFQ 4002)



Click on "Go To Full Worklist" to open the full worklist subjects



The worklist details page displays information about the RFQ invitation.



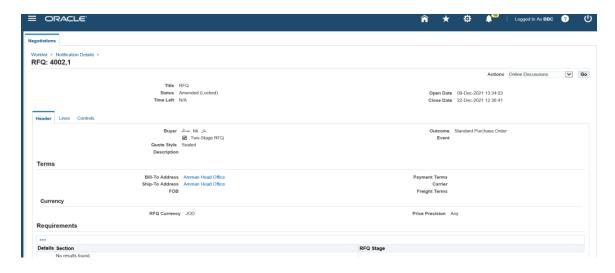


- By clicking on "Yes" You will respond to the oracle system about confirmation for reading the message.
- Click on "Details" if you want to display RFQ details before confirmation of reading the message.



- All RFQ Details will be displayed:
  - Header Tab: By clicking the Header tab shows the various information about the RFQ like Terms, Currency, Notes and Attachments
  - Lines Tab: By clicking the Lines tab displays information about RFQ lines (Item details) such as Item quantity, Attributes, Attachments etc.
  - Controls Tab: By clicking the Controls tab displays the response controls set by the buyer when the RFQ was defined such as Open Date, Closed Date, etc...

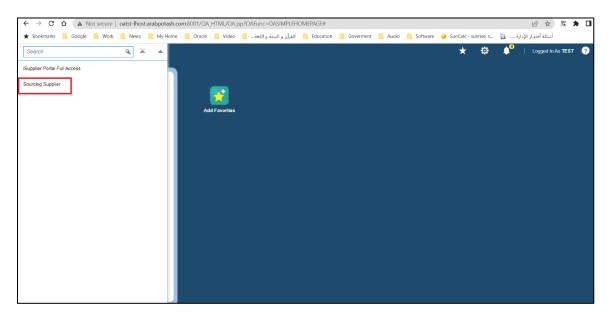




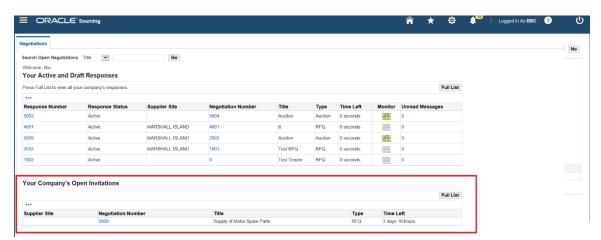


## Viewing RFQ Invitations Using Sourcing Home Page

- Login to iSuplier and Sourcing Portal using your Username and Password
- Click "Sourcing Supplier"
- Click Sourcing Supplier



• In "Sourcing Home Page", Check "Your Company Open Invitations" Section. This section lists all RFQ's that you have been invited to participate in.

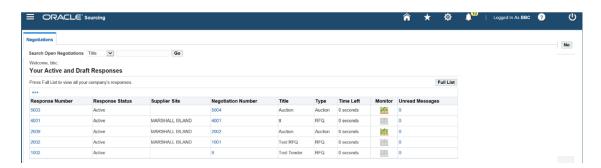


- To access a RFQ Invitation, click the Number link for that RFQ (Negotiation Number).
- To see a complete list of RFQ to which you have been invited, click Full List.

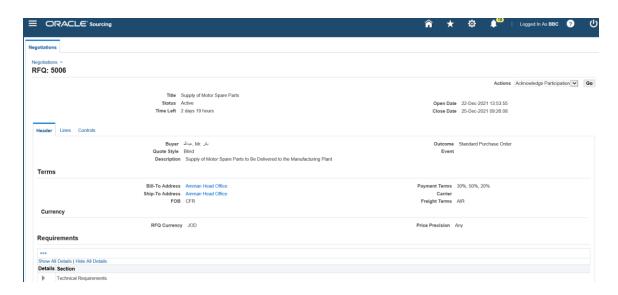


## Viewing a Negotiation Before Responding

- View negotiations (RFQs) before you acknowledge participation or create a response.
- Search for and select the negotiation (RFQ) you wish to view.



- The negotiation type and number are displayed in the top left corner. For example RFQ (Request For Quote), RFI (Request For Information).
- You can see the details of the RFQ and decide whether to participate.
- Click on the negotiation (RFQ) number link.

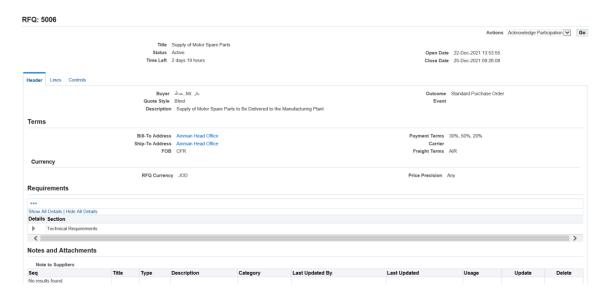


- Time left the time left before the negotiation closes.
- Open Date the date and time after which you can submit your response.
- Close Date the date and time by which you must have submitted your response.
- Responses cannot be submitted after the close date and time.
- Quote Style
- Blind buyers can view quotes once submitted by the supplier.
- Sealed the buyer cannot see quotes until after the close date and time and the negotiation is unlocked.



- There 4 Sections to the Bid Documents. Each section is contained on its own tab.
  - Header
  - Lines
  - o Controls
  - o Contract Terms

#### Header



#### **Header General information**

- Buyer Name: Buyer responsible for the bid
- Style: All sourcing events for ALLETE are blind
- Description: general description of what is being bid
- Outcome Event: What will be issued when the sourcing event is complete

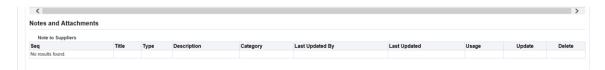
#### **Payment and Shipping Terms**

Proposed Shipping and Payment terms

#### **Notes and Attachments**

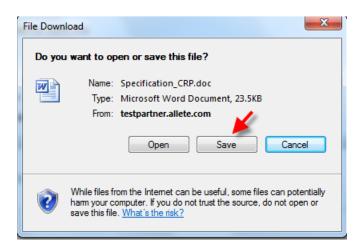
- Notes: Notes will give you information/instructions
- NOTE: Attachments: Attachments can be either on the header or the lines. Please be sure to check both places so that you do not miss any attachments.
- Attachments can be bid forms, or any other type of documents pertaining to the sourcing event.



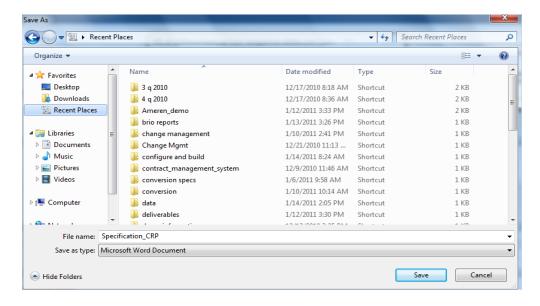


#### **Download Attachments to your personal computer**

- Click on the file name of the attachment
- A window will pop up asking if you want to open or save the file.
- Click Save

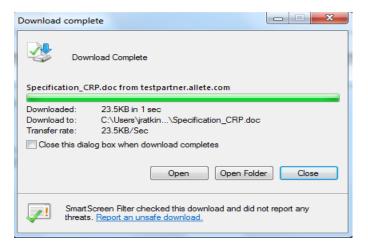


- Choose the location on your personal computer to save the file
- Click Save



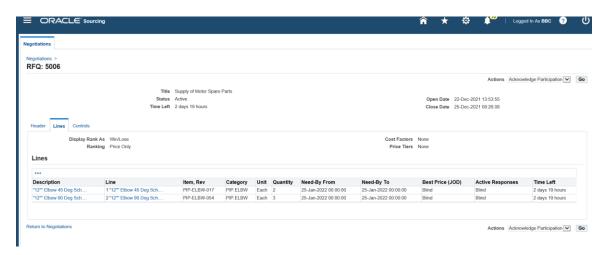
- When the file is finished downloading, you will get the following message.
- Either Open the document to view it now, or click Close to return to view the rest of the bid.





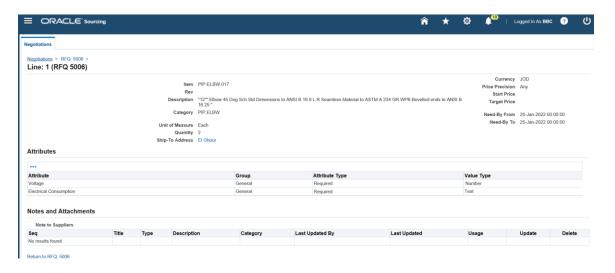
#### Lines

- Click the Lines tab
- Some Sourcing events will have multiple lines. In the example shown, there is only
  one line, where there is a separate spreadsheet (as an attachment) for the bid
  details to be entered.



Click on the description of the line to view detailed line information





#### **Attachments**

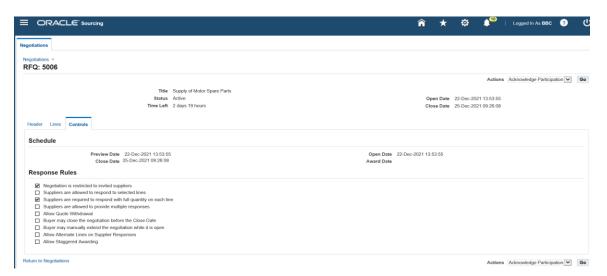
- Download the Line Attachments to your personal computer the same way the Header attachments were downloaded.
- Click Return to RFQ xxxx to return to a summary view of the bid

**Hint**: Do not use the Browser's forward and back buttons!! On each page, there should be a link to "return" to the previous page.

#### **Controls**

#### Click the Controls Tab

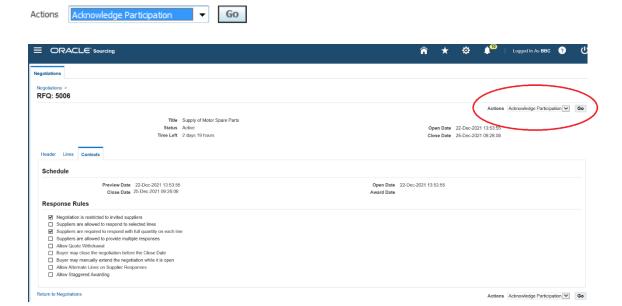
- The Controls Tab allows you to view general information regarding the bid
- Bid Close Date
- Bid Open Date
- Rules



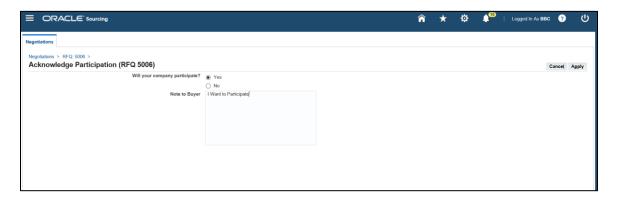


# Acknowledging Your Intent to Participate:

- When you are logged on viewing the RFQ documents, you can acknowledge participation.
- From the **Actions** section, choose "Acknowledge Participation".
- Click "Go"



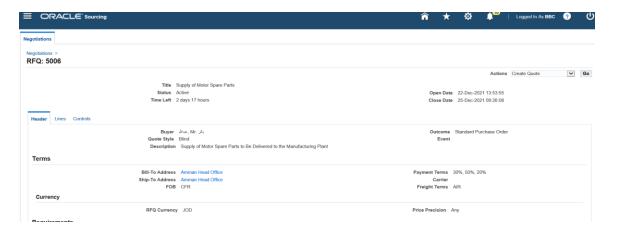
- Acknowledge Participation page is displayed
- Acknowledge your intent to participate by clicking on "Yes" or "No" button.
- · Optionally, enter a note to the Buyer
- Click "Apply"





## Creating a Response (Quotation) to the RFQ

- From the **Actions** section, choose "Create Quote".
- Click "Go"

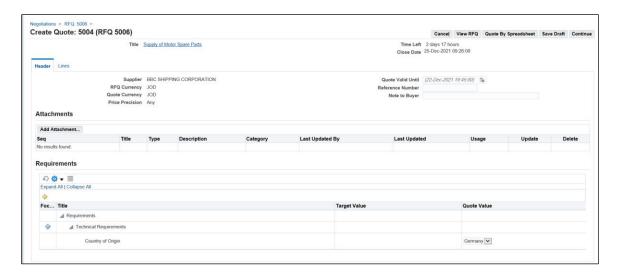


- Your response (Quotation)must be submitted successfully by the negotiation close date; once closed, the negotiation cannot be reopened under any circumstances.
- Read and accept the negotiation Terms and Conditions.

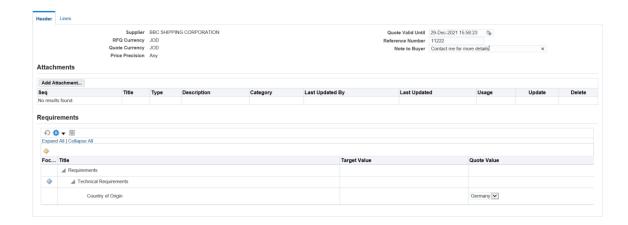


- You will not be able to create a response unless you accept.
- You have started your response and your quote number is displayed.





- Click 'View RFQ' to view the published negotiation.
- Complete the details on the 'Header' page.
- Optionally enter the 'Quote Valid Until' date.
- Optionally enter a 'Reference Number'.
- This may help you to search for your responses later.
- Optionally enter a 'Note to Buyer'.
- Optionally 'Add Attachment' to provide the buyer with any additional information on or specifications about your response.
- To refer to a negotiation attachment from the buyer, click the 'View RFQ' button.
- If the buyer has added Requirements, enter your response in the Quote Value field, either in the text field or using the options shown in the drop-down lists.



- Requirements may be display only, optional or required.
- If this is 'required', you will not be able to submit your response until you have added your Quote Values.
- Return to the top of the page and click on the 'Lines' link.



- If you receive an error message, view the details of the error and correct.
- If you are unable to enter your response for all requirements at this time, click the 'Save Draft' button.
- You will be able to access the lines page but will not be able to submit your response until you have entered the information required.
- For a simple quote, enter the details requested for each line.

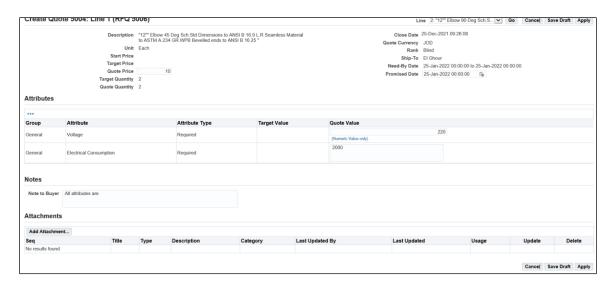


- Enter the details requested. For the example shown, enter the 'Quote Price', 'Quantity' and 'Promised Date'.
- If required, the Promised Date will default to the date this is needed by. You may amend the date if you can deliver early or cannot deliver by the due date.
- If unable to meet the stated delivery date, contact the buyer using the online discussions to determine if a late delivery would be acceptable.
- Suppliers can select the Quotation currency if multiple currency is allowed

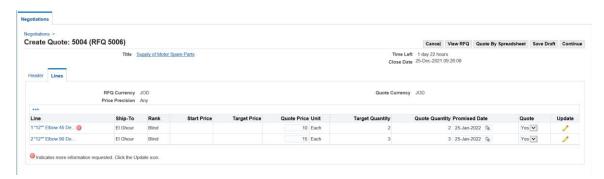


- To view or respond to additional information relating to a line, such as attachments or line attributes, click on the 'Update' button for each line.
- You must enter the information requested before you can submit your response.
- Optionally, add a 'Note to Buyer' or 'Add Attachment' to provide the buyer with any additional information on, or specifications about this line.



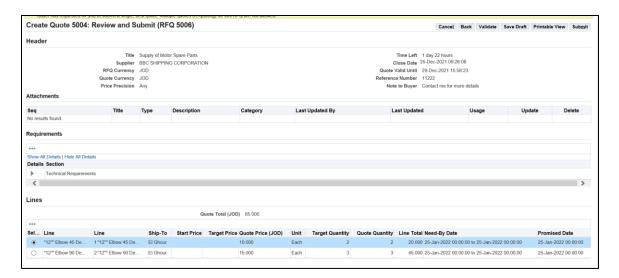


- When you have completed the details requested, click on the 'Apply' button.
- You will be returned to the line summary.

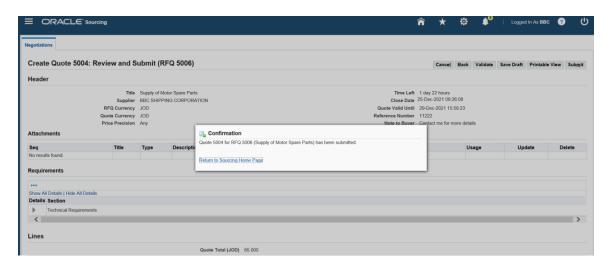


- Click 'Save Draft' to save your response at any time.
- When you have completed the details requested for all lines, click on the 'Continue' button.
- Click 'Continue' when you are ready to submit your response.



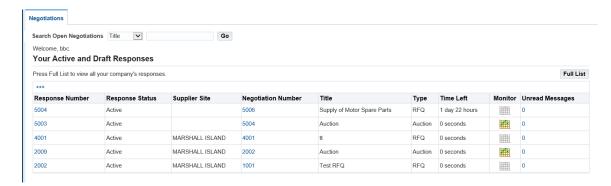


- Click "Validate" to check the quotation errors
- Ensure you submit your response before the close date and time. No responses can be submitted or accepted after the negotiation has closed.
- Take note of any warnings (e.g., revised responses not allowed).
- You must correct any errors before you can submit your response.
- Click the 'Submit' button when you are ready to submit your response.
- Confirmation your response has been submitted is displayed.
- If you do not see the confirmation, review, and correct the warnings or errors displayed and resubmit.



- On the Negotiations home page, your response and the negotiation are now shown in the 'Your Active and Draft Responses' section.
- Your Response Status should be 'Active'.





- If the Response Status is not 'Active', your response has not been submitted. Click on the Response Number and repeat the procedure, taking care to review and correct the warnings or errors displayed.
- Click on your response number to view your response.
- Click on the negotiation number to view the negotiation.

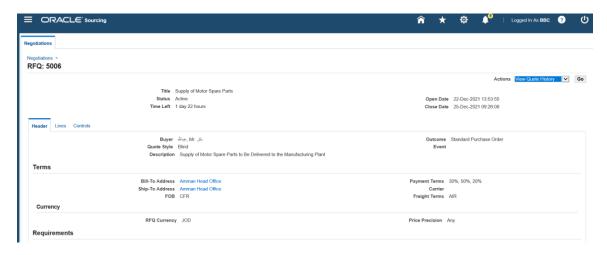
#### **Revise Response**

- The buyer will normally allow revised responses.
- If Buyer allows revised response, then supplier can create a revised response.
- To create a revised response, select 'Create Response' in the Actions drop down list and click the 'Go' button.



- Repeat the above procedure to create a new response.
- Please note this replaces your previous response; the buyer will consider your latest response only.
- All responses can be viewed via 'View Quote History' in the Actions list; the latest quote is 'Active' and all previous quotes are 'Archived'.





- If Buyer does not allow revised response, a warning will be displayed when you submit your response; 'Buyer has requested for you to submit a single, best quote'.
- You will not be able to submit a revised response.

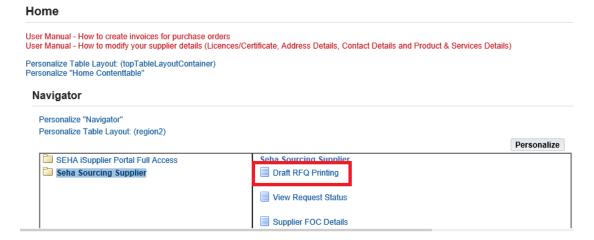
### **Multiple Rounds of Negotiation**

- A negotiation may be carried out over several rounds.
- Once the initial round has closed, the buyer may create a new round of negotiation.
- The negotiation number for a second round of negotiation will start with the same first 6 numbers as the original negotiation but followed by '-2' for a second round, or '-3' for a third round.
- Suppliers will be notified via email and the worklist if they have been shortlisted or not. Shortlisted suppliers will be invited to participate in the new round of negotiation.
- Respond to a second-round negotiation the same way as to the initial negotiation.



## **Printing your Quote:**

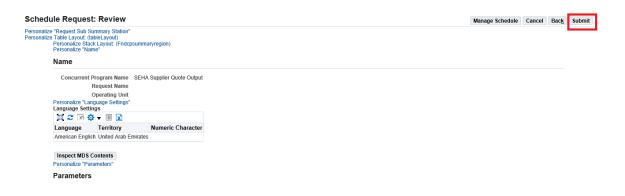
- Prior to Submitting your quote, you may click on to generate a pdf document with your quote information on it.
- Suppliers can print a hard copy from the system for the quotations which under "DRAFT" (For review) or "SUBMITTED"
- Click on Sourcing Supplier on Oracle Application Home Page
- · Click on Draft RFQ Printing



Fill the RFQ Number or QUOTE Number



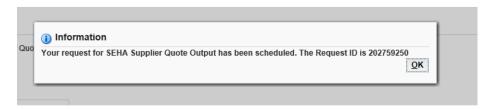
Click on Submit Button



System will submit the request for Quote output



• Note the request number and click on OK button



• Click on Refresh Button



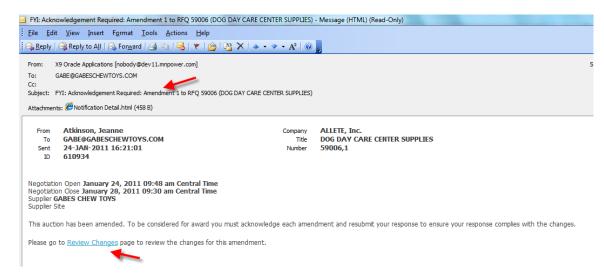
• Once the Request is "Completed" click on Output Button



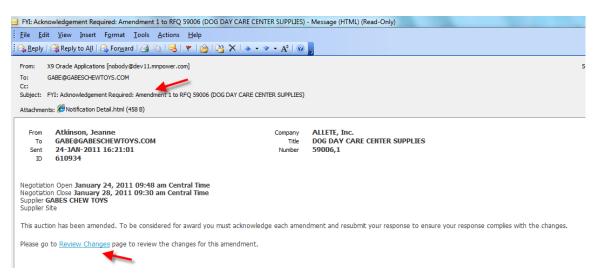
## **Amended Negotiations**

#### e-Mail View

 An email will be sent to the supplier when an amendment to the RFQ has been made by the buyer



 Click "Review Changes" to log on to APC Supplier RFQ site. (if the supplier is already logged on, it will go directly to the page to do the acknowledgement).





#### **Worklist View**

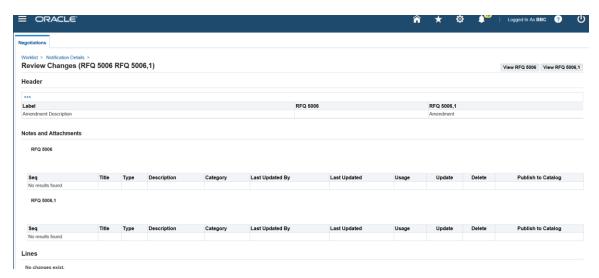
 You will receive a notification when an amendment to the RFQ has been made by the buyer



Click on Notification subject



 Click "Review Changes" to log on to APC Supplier RFQ site. (if the supplier is already logged on, it will go directly to the page to do the acknowledgement).



#### Sourcing Home Page View:

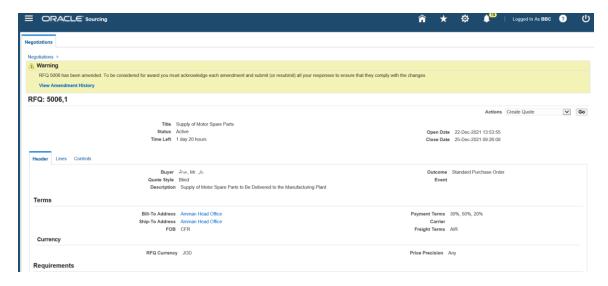
 If you have already submitted your quote prior to the amendment being issues, you will need to resubmit your quote.



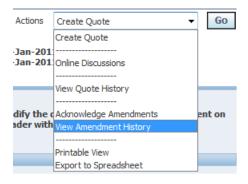
• The new RFQ (negotiation) number will now have a ",1" at the end of the original number, which indicates the number of amendments that have been issued.



- Click on the RFQ (negotiation) number to view the amendment changes.
- When you open the Amended RFQ, you will see a Warning

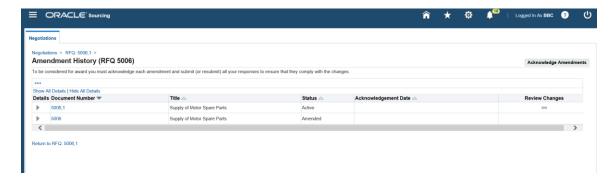


- View Amendment History
- From "Actions", select View Amendment History

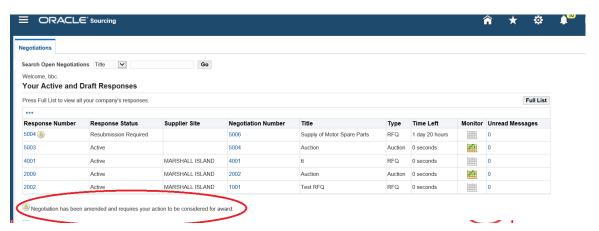


- The page will show what changed from the original bid document.
- Status: Active status is the most current version of the RFQ
- Review Changes: Click on the glasses to show what changed from the previous version



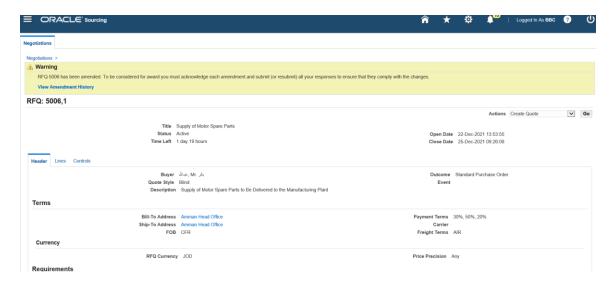


- If a negotiation is amended, you must acknowledge the amendments before you can submit or resubmit your response.
- The negotiation number for an amended negotiation will start with the same first 6 numbers as the original negotiation, but followed by ',1' for a first amendment, or ',2' for a second amendment.
- If you submitted a response before an amendment was made, you must resubmit your response. Your original response cannot be considered.

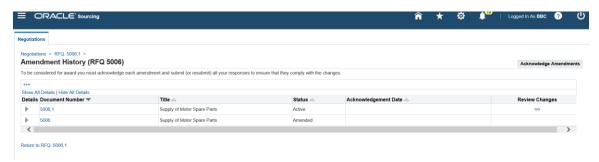


- The symbol next to the response number identifies this is an amendment.
- If invited to participate, the negotiation number will have the same symbol next to it.
- If you view the original or amended negotiation or response, you will be notified that there is an amendment.

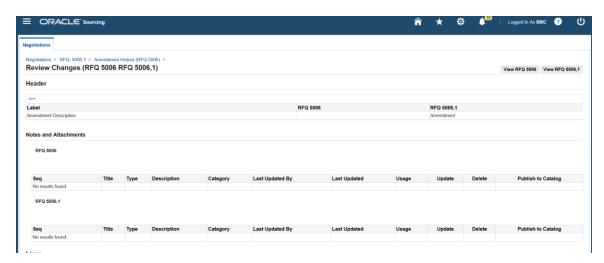




• Click the View Amendment History link.



- Click the **Show All Details** link to view a summary of the amendments.
- To view additional details, click the Review Changes button.

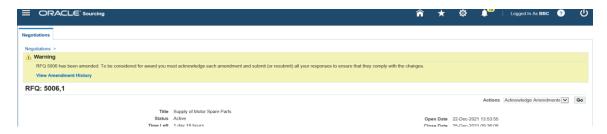


- An amendment description and a summary of the changes are displayed against the original and / or amended negotiation number.
- This may show an update, an addition, or a deletion.

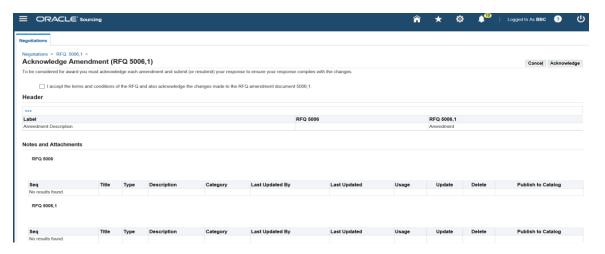


## **Acknowledge Amendments**

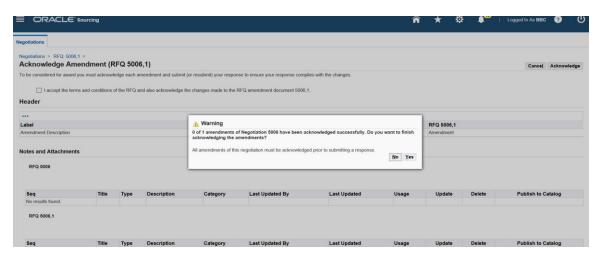
- You must acknowledge the amendment before you may create a response.
- Click the Acknowledge Amendments button.



- The amendment description and summary of changes are displayed again, but with an option to acknowledge the amendments.
- Tick the acknowledgement check box.
- Click the Acknowledge button.



- You will now be asked if you would like to respond to the negotiation.
- If you are ready to enter your response, click the **Yes** button.





- You may now enter your response or revise a response created earlier.
- If you had created a draft response or submitted a response to the original negotiation, your responses may still be displayed.
- Any area of the negotiation which has been amended will not carry over from your original response.
- For example, if the buyer has changed the line description or quantity, your response to that line will no longer be valid or displayed. You will need to enter a new response to that line. However, all quotes for unchanged lines will remain.
- If the negotiation area remains unchanged, your original response will carry over to your revised response.
- For example, if the buyer adds a new requirement, all previously entered requirements will remain. You will be asked to enter your response for the new requirement only.



## Reply to an Online Messages

- The supplier can view and respond to online discussions from the buyer via:
  - The email or worklist notification,
  - The Negotiations home page
  - The Actions list

#### View Online Discussion via Email or Worklist Notification



- The supplier contact will receive an email and worklist notification to inform them of a new message.
- Click on the 'Subject' link to open the notification.
- In the notification, click on the 'Message' link to view the message.

## View Online Discussion via the Negotiations Home Page

- If the supplier has drafted or submitted a response to the negotiation, unread messages will be notified in 'Your Active and Draft Responses'.
- Click on the number in the 'Unread Messages' column to view.
- The message status is Unread until you view the message.
- View Online Discussion via Actions List



- Select the appropriate negotiation.
- Click on 'Online Discussions' in the Actions drop down list.
- Click the 'Go' button.







#### Other

## Closing the Sourcing Event prior to the published close date

If all bids are in, the buyer reserves the right to close the Sourcing Event prior to the published close date.

## **Extending the Sourcing Event**

It is not our business practice to extend a Sourcing Event beyond the published close date. However, if a bidder is having technical difficulties getting their bid submitted, it is the buyer's discretion to determine whether to extend the Sourcing Event. PLEASE MAKE EVERY EFFORT to get you bids in with plenty of time before the sourcing event close. We cannot guarantee that IT support will be immediately available to help you, nor will we guarantee acceptance of any bids after the close date/time.