

Ariba Sourcing & Supplier Lifecycle & Performance (SLP)

Global User Guide for TechnipFMC Suppliers

Version 01

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1. Ariba Sourcing & SLP Overview

Ariba provides a simple, structured digital platform enabling TechnipFMC to issue Sourcing Events and to perform Supplier Qualification activities.

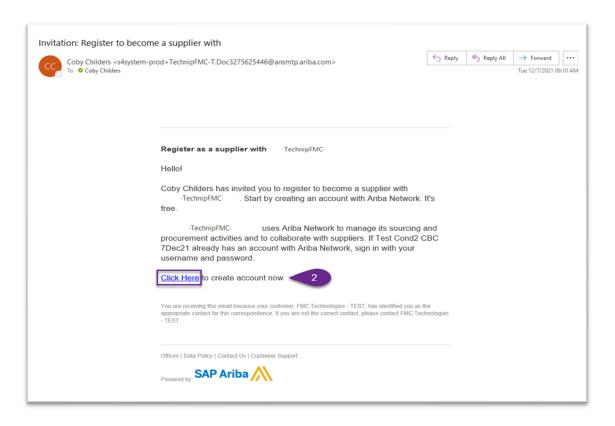
Sourcing: Requests for Information or Request for Proposal.

Supplier Lifecycle & Performance (SLP): This will include activities related to initial registrations and qualification with TechnipFMC as well as potential requalification, should the need arise.

This document is a Quick Start guide to help Suppliers use the Sourcing application as well as navigate the Registration and Qualification process. It will also provide information on who to contact if any support is needed.

2. Registering as a Supplier with TechnipFMC:

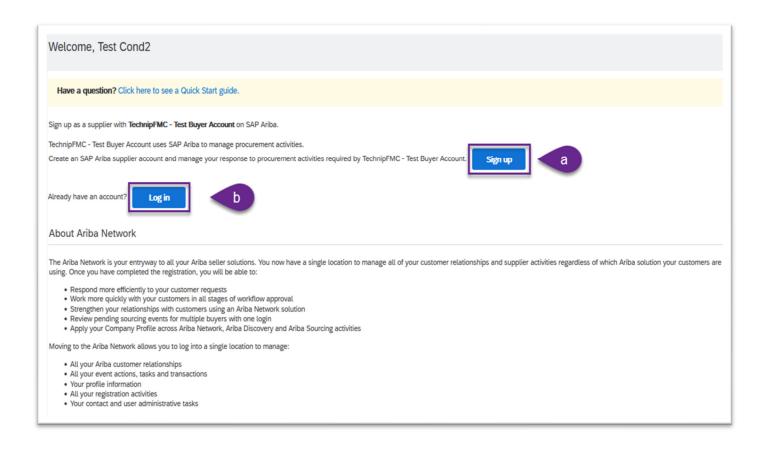
- 1. Supplier contact will receive an email from Ariba, on behalf of TechnipFMC, to register to become a supplier with TechnipFMC. Supplier will first need to create an account in the Ariba Network **OR** sign into an account that you may already have with Ariba.
- 2. Click the Click Here hyperlink at the bottom of the email:





3. There are two options:

- a. Click **Sign Up** if your company does not have an existing Ariba account or your company creates separate accounts per customer
- b. Click **Log In** if you company has an existing account that you want use to collaborate with TechnipFMC **OR** are already using to transact with TechnipFMC.



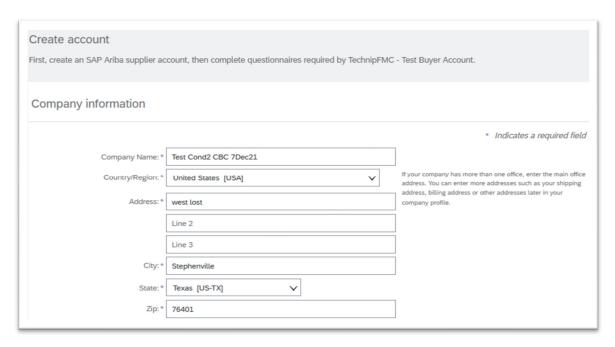


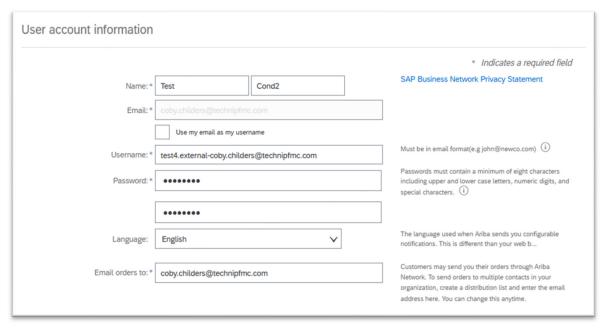
"Sign Up" option:

Important Note:

Before you sign up to a new account please ensure you check internally to see if you already have an Ariba account that TechnipFMC are not aware of. If your company does have an account, your Ariba Account Administrator can set you up with a username & password that you can use to login when invited to Register.

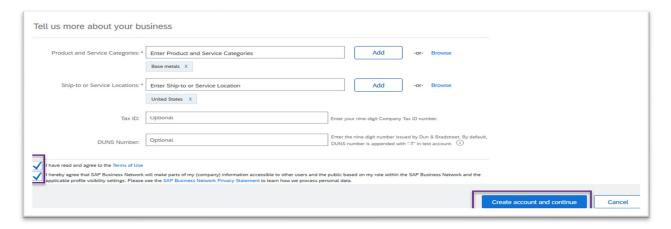
1. If you need to create a new account click **Sign Up**, the system will be redirected to the Ariba **Create Account** screen. Complete all of the required fields, agree to *Ariba Terms of use* and the *SAP business network Statement*, then click **Create account and continue**.



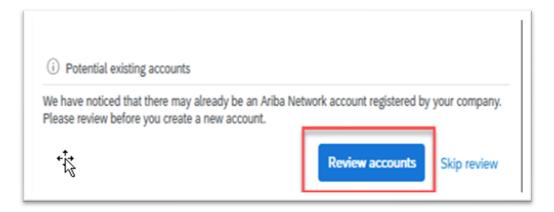




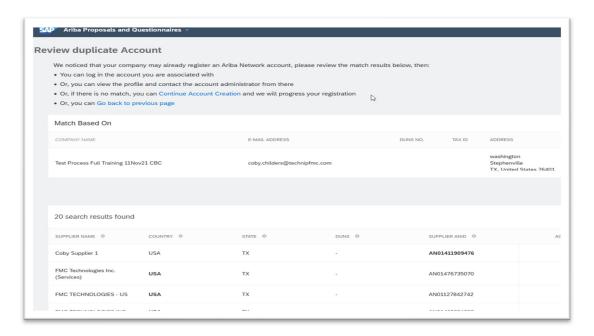
2. The system will perform a duplicate check on the company information:



3. Click **Review accounts** to verify if there is an existing account with your company.

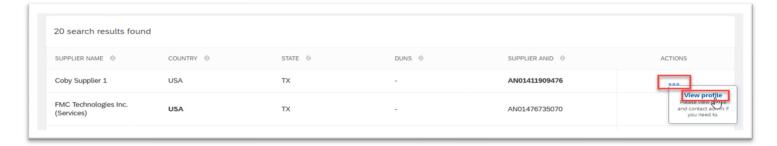


4. The system will then redirect to a **Review duplicate Account** screen. Here you can review the possible accounts with your company:

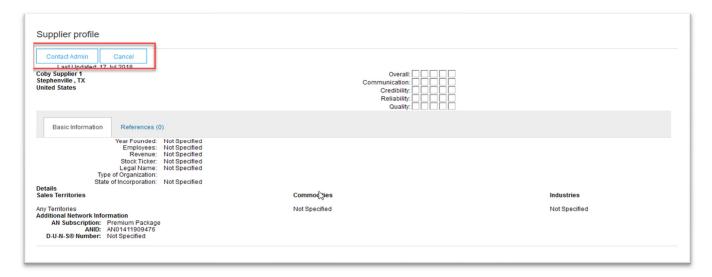




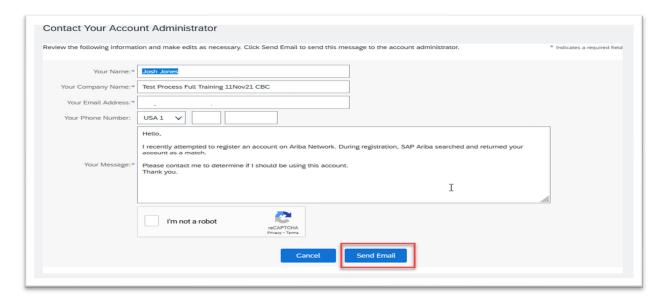
5. If there appears to be an account already created for your company, click on the 3 dots below **Action**s on the right of the screen and click on **View Profile**.



6. From here you can view the supplier profile to validate, contact the Admin or cancel if the information is not applicable:

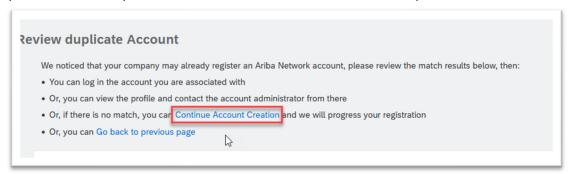


7. If the information appears to be correct for your company, you can click on **Contact Admin**, the system will open a window similar to an email that will allow you to send a message to the Admin

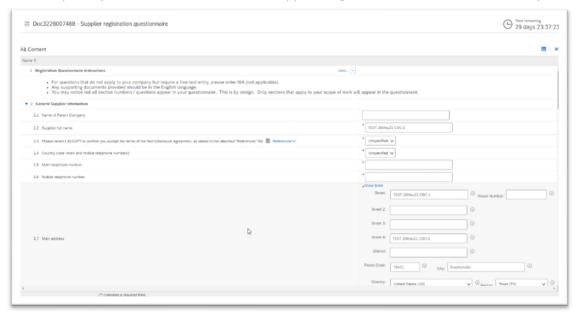




8. If the duplicate accounts are not applicable to your company, click on **Continue Account Creation** and the system will redirect you back to the creation screen. Continue to complete the account creation



9. Once complete, you will be redirected to the Supplier Registration Questionnaire issued by TechnipFMC:



"Log in" option:

If you have an existing Ariba account, click **Log In** and enter the User ID and password to login to your company account.



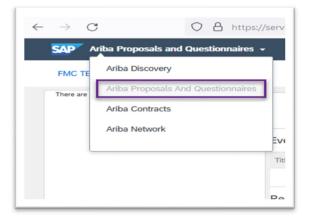
3. Completing the Registration Questionnaire

Once you have created an account or logged into your existing account, you will be directed to the **Registration Questionnaire** sent to your company by TechnipFMC.

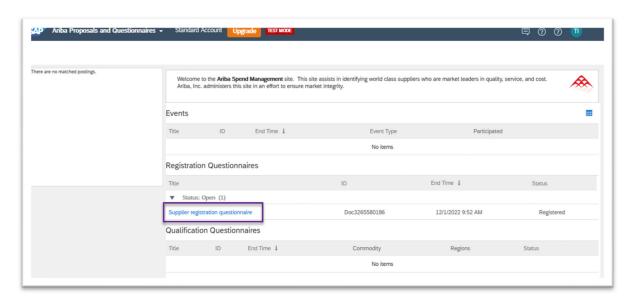
Complete ALL the required fields in the questionnaire. Please note the questions you see may be conditionalized based on answers to previous questions. E.g. if you answer **YES** to "Are you a provider of Engineering/Technical Services?" a new question will display that requires you to list those services.

If you cannot complete the Questionnaire in a single log in, or you need to request materials from other realms in your company, you can click **Save Draft**, and return to the questionnaire at any time to complete.

To return to the questionnaire to complete, you will need to log back into <u>Ariba Sourcing</u>. From the Drop down menu in the top left of the screen, choose Ariba Proposals and Questionnaires:



Navigate to the Registration Questionnaires section, and click on Supplier Registration Questionnaire:



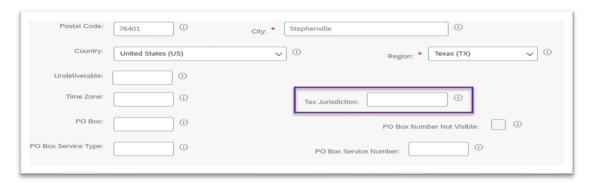
Complete the Supplier Registration Questionnaire. The below section will explain some of the fields that require the supplier to input information, in order to Register with TechnipFMC, even though they may not be showing as a required field by Ariba. Additionally we provide an explanation of some other fields.



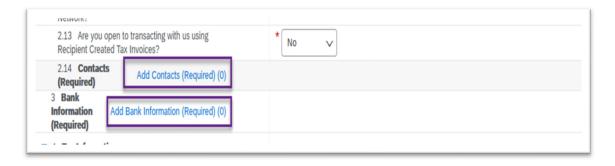
1. Under 2.8 Main Address, click the **Show More** icon at the top of the section:



2. This will display additional fields. TechnipFMC require information on Tax Jurisdiction. It is in the middle of this section to the right of the screen. Update this information accordingly:

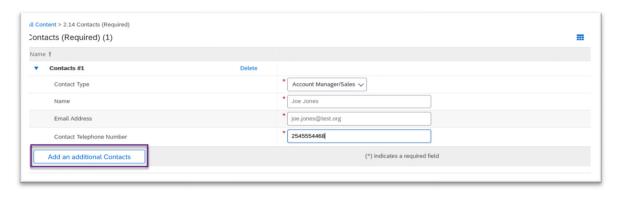


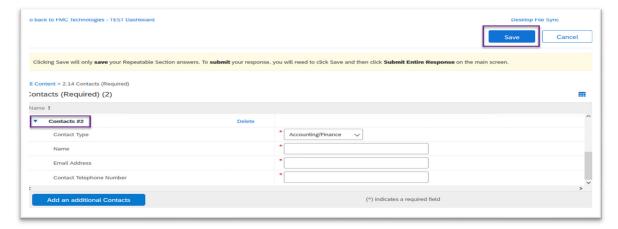
- 3. Certain areas of the questionnaire contain Repeatable Sections. Examples are <u>2.14</u>: Contacts and <u>3</u>: Bank <u>Information</u>. These sections must be clicked in order to complete. Below screen shots are an example of **Contacts**. Bank Information will be similar where suppliers will select Add Additional Contacts or Add Addition Bank Information when multiple entries are required:
 - i. Click Add Contacts:





ii. Update the information for Contact #1, then click **Add an additional Contact**. This will add a Contact #2 that can be updated. Continue until all contacts are added. Click **Save** when complete.





4. In the questionnaire there are also sections that will require file attachments. Some may require multiple files to be attached. To attach multiple files, you should add the first file, then from the main page there will be a button to the right of the section that looks like a Text box with a Plus sign. Click this to open the window that allows additional attachments:

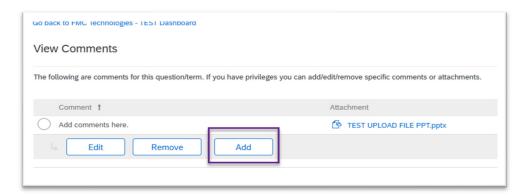
"Files/Attachments that are not permitted to be shared by Supplier Internal Policies and must only be provided via an on-site visit by TechnipFMC, the supplier must still provide an attachment. The attachment must be on a company letter head with proper justification with a Point of Contact for further discussion, along with reference document numbers as applicable."

i. Add comments for the additional attachment, attach the file and click **OK**.





- ii. Continue to add attachments as needed, by clicking the text box again. Once there are multiple attachments the button will no longer have a plus sign, but "lines"
- iii. Click Add:



iv. Add comment, click attach file then click **OK**:



v. After all your files have been attached click Done.





5. There are also Free Text Boxes in the registration questionnaire that are Required fields. If the question does not pertain to your company, you will still need to complete the question. An entry of **N/A** will be sufficient to fulfill this requirement. An example of a Free Text box is below.

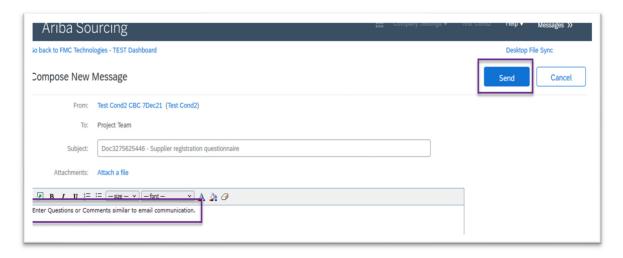


- 6. The system also allows the Supplier to communicate with the TechnipFMC Supplier.
 - i. At the bottom of the form there is button **Compose Message**. If you click on this button, you will be re-directed to an email style form to send questions or comments to the Supplier Owner.



ii. Once you have entered the message, click **Send**:

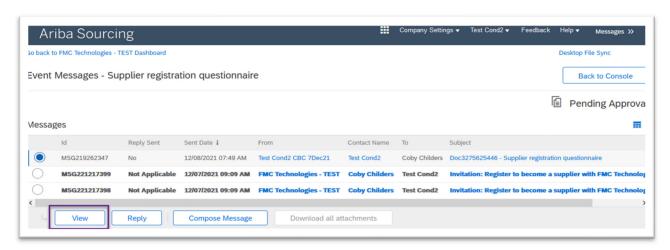




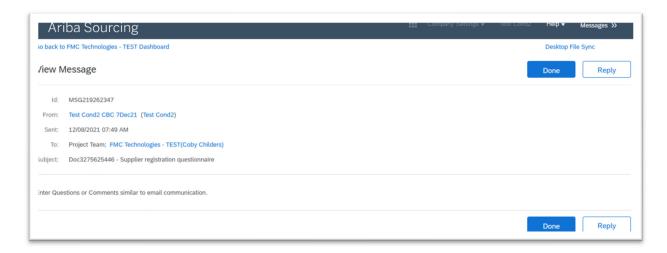
iii. To view the message sent to TechnipFMC, from the Supplier Registration questionnaire **Console**, you can click **Event Messages**:



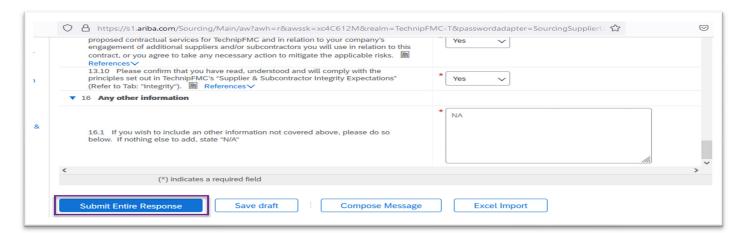
iv. Choose your message and click **View**. Click **Done** when complete. Then click **Back to Console** to return to the Registration Questionnaire:







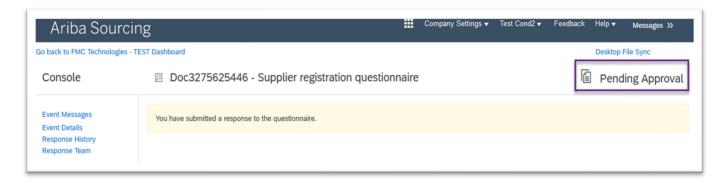
7. Once the Registration Questionnaire is complete, click the **Submit Entire Response** button at the bottom of the form then click **OK**. This will send your responses to the Supplier Owner at TechnipFMC for review and approval

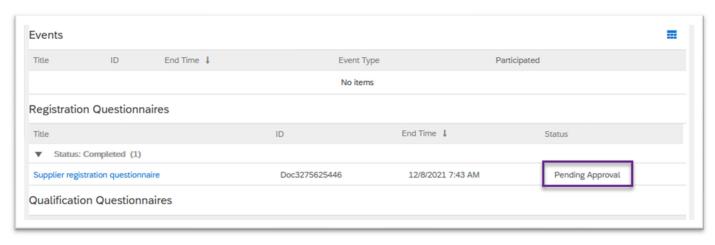




The status of the questionnaire will now show as Pending approval:

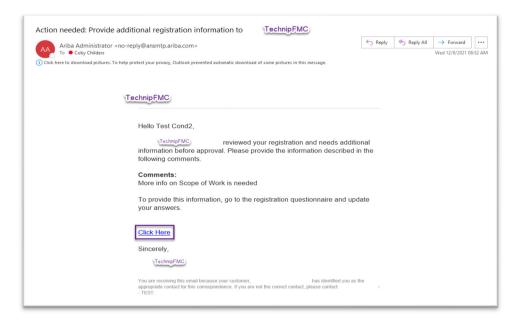




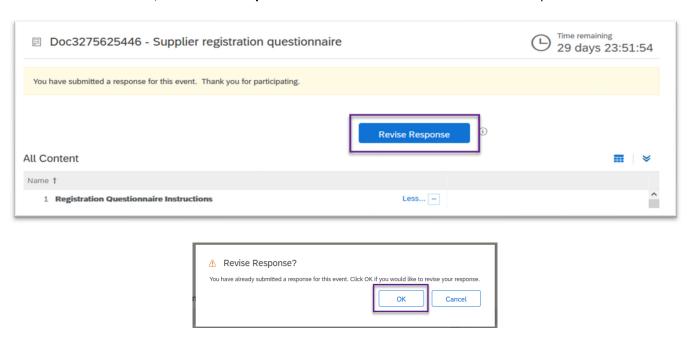


8. The TechnipFMC Supplier Owner also has the option to **Request more information** for the registration questionnaire. If this happens you will receive an email with any comments entered by TechnipFMC. To respond to the request select the **Click Here** hyperlink from the email and log into Ariba.



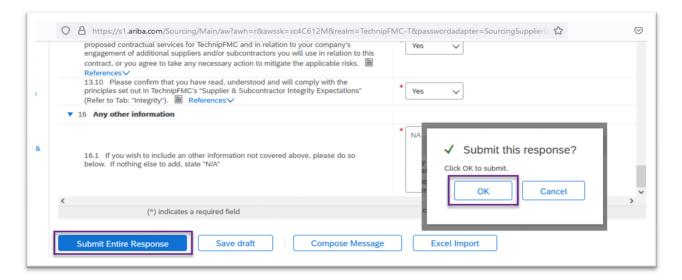


i. In Ariba, click **Revise Response** then **OK** on the next window to edit the questionnaire:

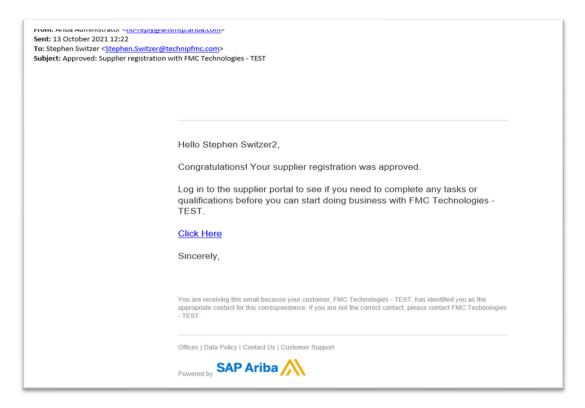


ii. Make the updates request and click **Submit Entire Response** and **OK** on next window:





iii. The User that completed the Registration Questionnaire will receive an email notification once the questionnaire has been approved by TechnipFMC:



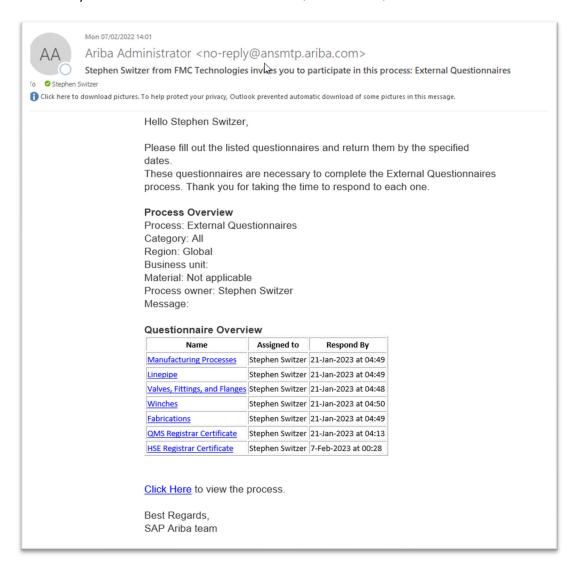
4. Supplier Qualification:



If the TechnipFMC Supplier Owner decides that your company will be completely on-boarded with TechnipFMC the next step in the process will be Qualification. There may be communication directly from TechnipFMC, as well as the Ariba system. The below steps focus on the Qualification Questionnaires that will be sent via Ariba.

The qualification questionnaires issued are dependent on the information provided in the Supplier Registration. This includes information entered in the "Goods / Service that you company proposes to offer to TechnipFMC" section as well as answers to question on QMS and HSE Certifications that you may hold.

An example of the email you will receive from Ariba with the Qualification Questionnaires is below.



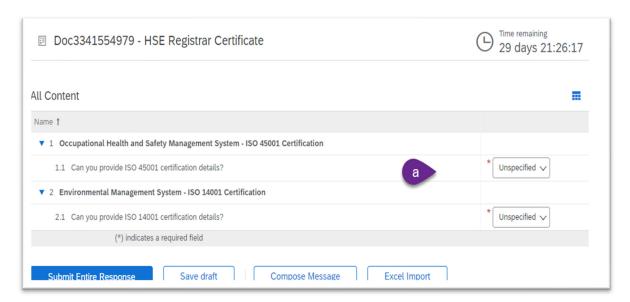
As you can see in the email example, as stated earlier these questionnaires are based on answers given in the Registration Questionnaire. So if you answered YES to the QMS and HSE questions in the registration, you will be requested to provide more information via the two questionnaires above.

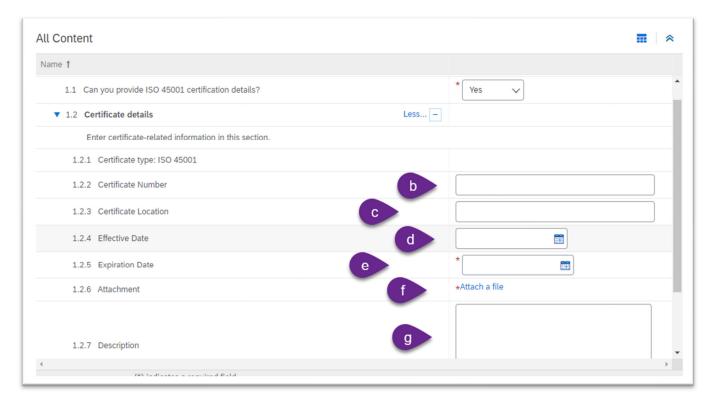
Below is an example of the HSE Certificate Questionnaire. QMS questionnaire will be very similar in format.

- a. Choose Yes/No on either HSE Certification.
 - There will be conditional question for each Cert based on the answer given



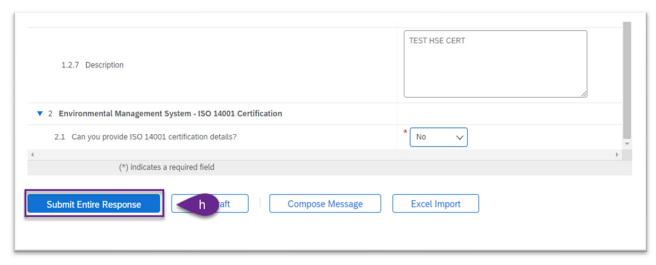
- b. Enter the Certificate Number
- c. Location of Certificate
- d. Effective date
- e. Expiration date of Certificate
- f. Attach a copy of the Certificate
- g. Enter a description of the certificate as a free text in the provided section.





h. Once Questionnaire is complete, click Submit Entire Response





i. Click **OK**



There will be a notification at the top of the screen stating **Your response has been submitted**. You can now click on **Go back** at the top of the screen to return to Home Screen:

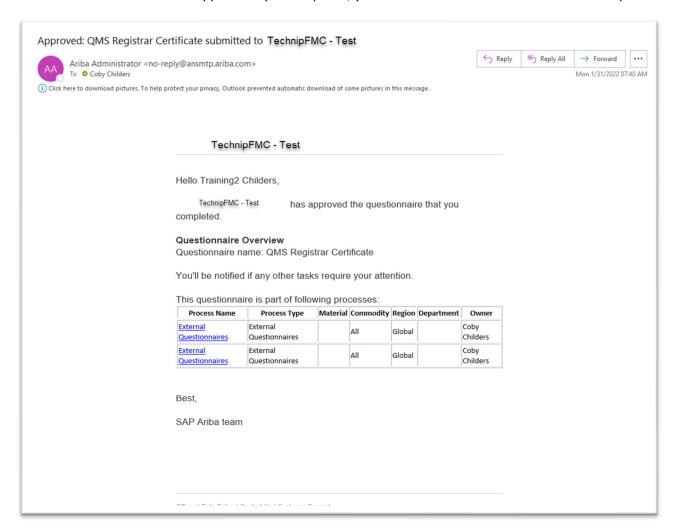


The document is now Pending Approval from TechnipFMC:





Once the Questionnaires have been approved by TechnipFMC, you will receive an email similar to the example below:



Once all External Questionnaires issued are completed by suppliers, approved by TechnipFMC Supplier Owners and all other qualification processes have been completed you will be notified by TechnipFMC on the status of your qualification.

5. Accessing Ariba after initial Registration / Qualification

Navigate to https://proposals.seller.ariba.com/ and login with your username & password

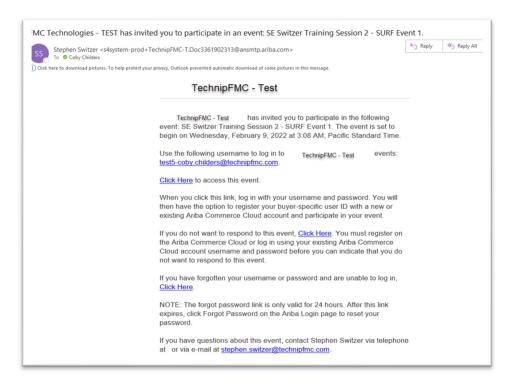
In the top left of the screen click on the dropdown and ensure you select "Ariba Proposals & Questionnaires". Under the Registration Questionnaires or Qualification Questionnaire header, you will find the relevant Questionnaires.

Click to open.



6. Ariba Sourcing (Proposals):

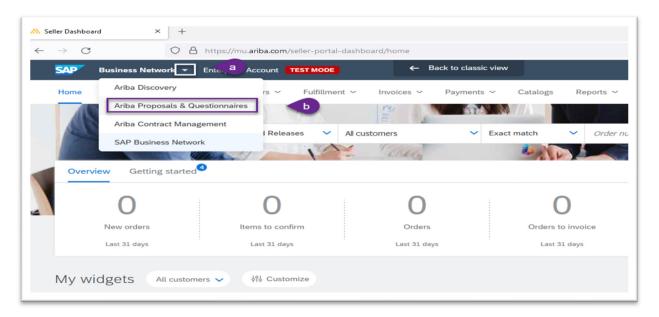
The contact for the Supplier Account will receive an email "TechnipFMC has invited you to participate in an Event:" per the example below:



Refer to this training section <u>2</u>. Registering as a <u>Supplier with TechnipFMC</u>: point 3, for details on how to log in or set-up a new account if required.

Upon logging into the system, you may be brought to the Ariba Business Network home screen.

- a. Click on the dropdown
- b. Choose Ariba Proposals & Questionnaires:

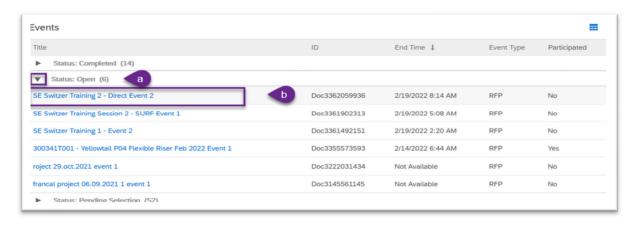




The system will redirect to the Proposals and Questionnaires page of Ariba.

Locate the **Events** section. This is where you will find all the Request for Information (RFI) or Request for Proposals (RFP) that your company has been invited to by TechnipFMC.

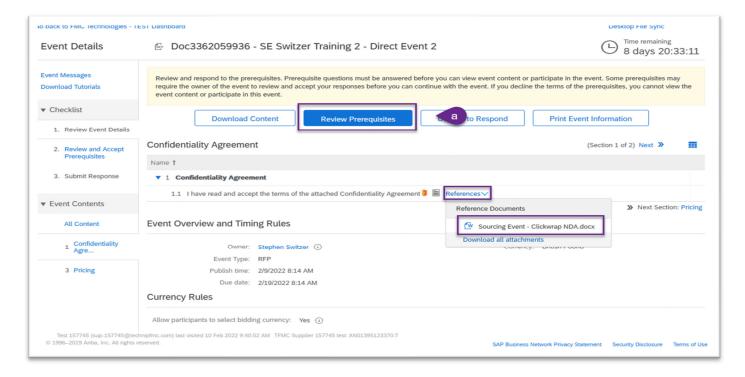
- a. Click the Open dropdown
- b. Locate the Event to reply to and click on the event name.



Every Event will require the users to **Review Prerequisites** and **Accept** the referenced Confidentiality Agreement. **Click** the **References** dropdown and review the "Clickwrap NDA" attached

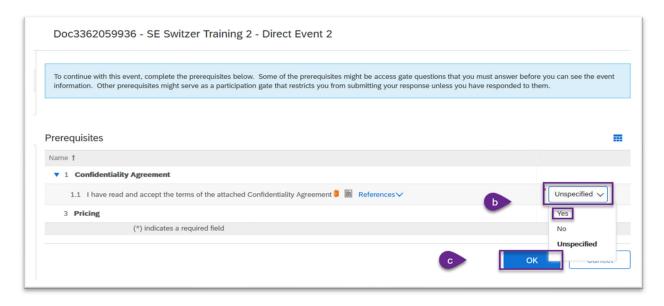
a. Then click Review Prerequisites to continue

IMPORTANT NOTE: The referenced Confidentiality Agreement does not replace or supersede existing NDAs that you may have on record with TechnipFMC.





- b. Choose Yes from the drop down to be able to pass the stage gate to view the Event details.
- c. Click OK

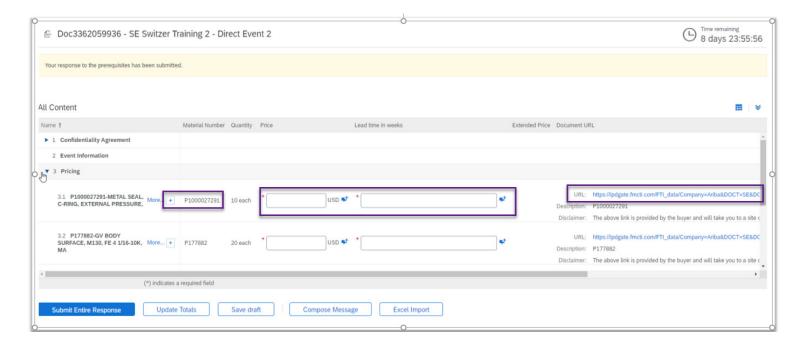


Responding to a Sourcing Event:

Below are a few examples of RFP Events that TechnipFMC may send out for Bid, with a brief description of their uniqueness.

I. RFP for Direct Materials

Direct RFPs will likely be Material number driven that will require a Price and Lead Time value to be entered. These types of Events will also have a URL section providing a "Live-Link" to the TechnipFMC Part Reports, giving access to Bill of Material, Specs, etc.

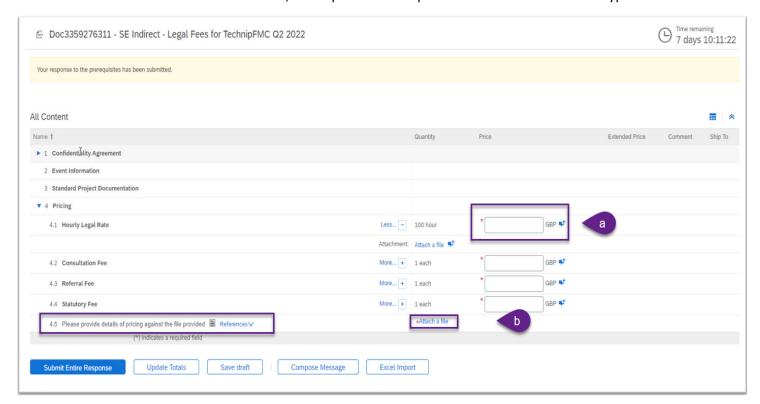




II. RFP for Indirect Goods or Services

There may be varied requirements specified for Indirect, two of those are shown below:

- a. Pricing required for services and/or fees
- b. Pricing to be enter on a file provided by TechnipFMC.
 - i. The User will open and download the **Reference** file, provide pricing or any other required entries in the file, then upload the completed file via the **Attach a file** hyperlink.





III. Projects

There may be multiple variations to a Projects RFP Event. Each section will have a different requirement.

a. Standard Project Documentation

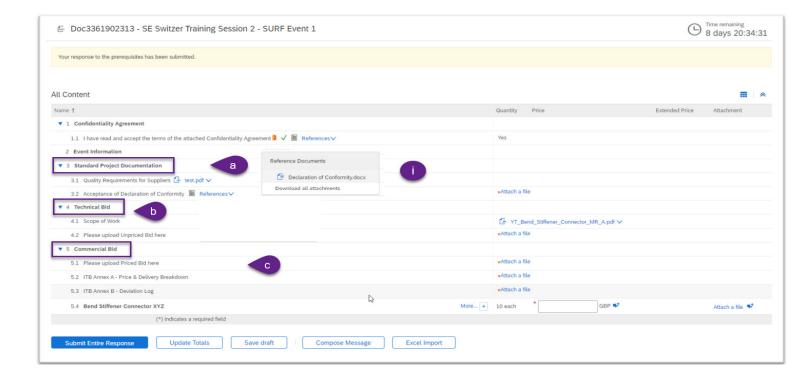
i. This section can have multiple attachments from TechnipFMC that could require download and signature acceptance from the Supplier. The Supplier can then upload the completed document via the Attach a file hyperlink. Acceptance of Declaration if Conformity is the example shown here

b. Technical Bid

This section could have documents from TechnipFMC with detailed **Scope of Work** requirements, drawing attachments, etc. Then the suppliers are requested to upload an attachment with their Unpriced Bid for this scope of work. Please verify content requirement with TechnipFMC project buyer and ensure no commercial information is added to this section.

c. Commercial Bid

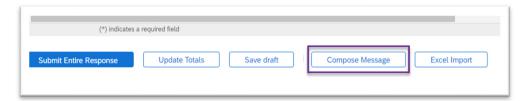
Commercial bid section is where Pricing details will be provided, along with any other requirements enter by the Requestor.

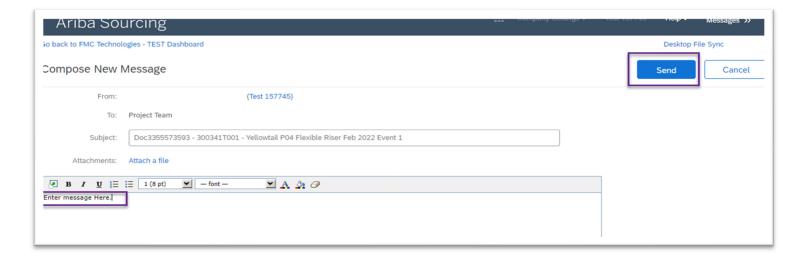


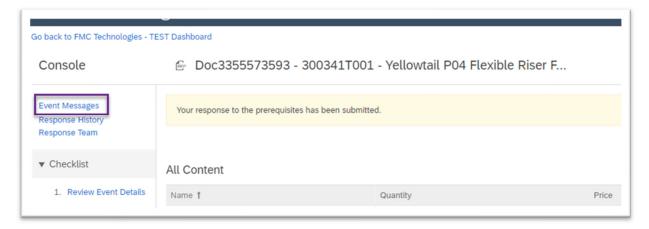


Messaging in Ariba Sourcing:

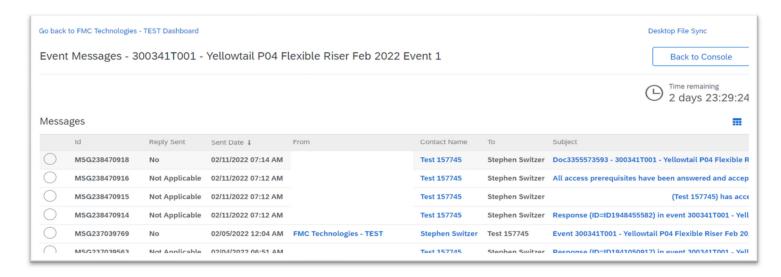
Ariba Sourcing also provides an option to send Messages to TechnipFMC in Ariba via the **Compose Message** icon. When you click on **Compose Message**, the system will redirect you to a screen similar to an email. Enter your questions or comments in the Body of the message and click **Send**. This message will be sent to the TechnipFMC user and logged in **Event Messages**, which can be viewed by clicking **Event Messages** on the Bid Console in the Event. See examples below:



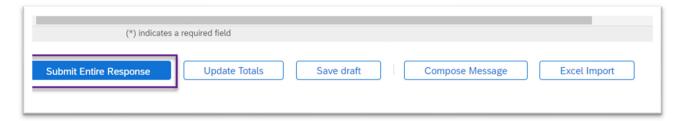








Once details for the RFI/RFP have been entered and you are ready to send responses back to TechnipFMC, click on **Submit Entire Response** button at the bottom of the screen. This will submit the completed Event to TechnipFMC for review. If there are any missing values / fields system will provide notification.

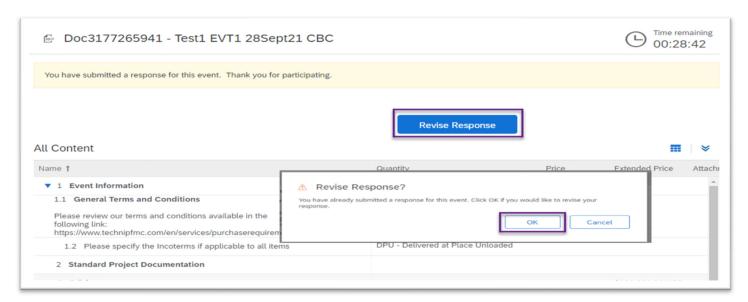




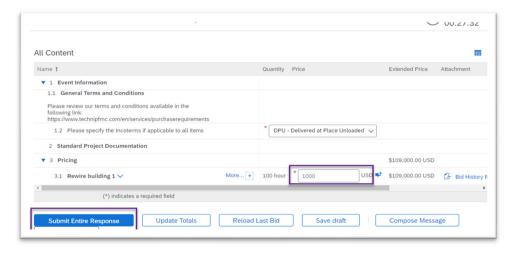
Revising Responses to an Event:

While an Event that you have responded to is still in **Open** status, you can click into the Event from the Sourcing Console and select **Revise Response** to adjust your response. An example would be if addition documentation is needed or if you need to adjust pricing. Ariba will keep a history of all of your submitted responses.

a. Click Revise Response, then click OK



b. Make updates to Bid then click Submit Entire Response



The RFI/RFP status will show as **Pending Selection** once the event **Time Remaining** has reached zero. TechnipFMC will review all replies and make a decision on the received bids.

You may or may not receive an awarded message from TechnipFMC regarding the bid provided to an Ariba Sourcing Event.

Please note that even if you are "awarded" and event, you should not engage in work or service without an approved Purchase Order.



7. Accessing Help:

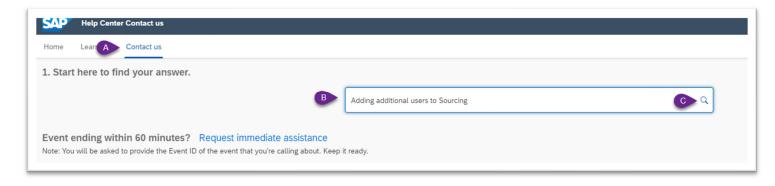
If you have issues accessing Ariba, configuring your account or finding specific Events or Questionnaires then you can access the SAP-Ariba Help Centre for support.

However, if your question is related to specific content within a Sourcing Event or Registration / Qualification Questionnaire then please email the TechnipFMC user who's name appears on the email invite.

To access Ariba Support, click on the **Help** icon on the top right of the Ariba home screen:

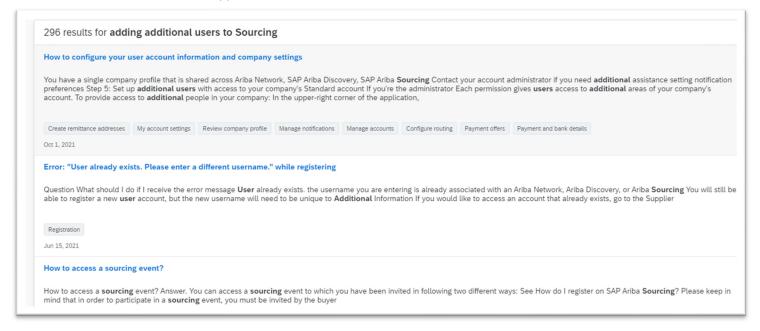


Select the **Contact us** page, enter relevant information into the search box then click the search icon:





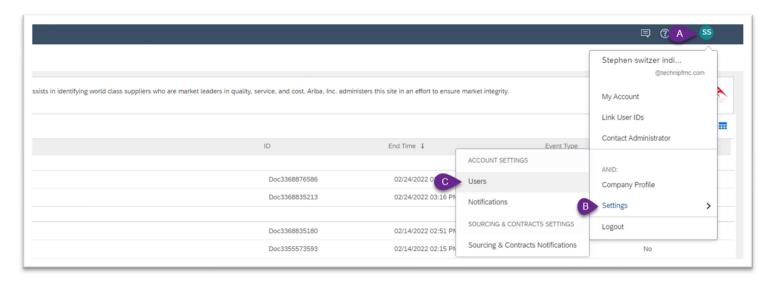
Review the relevant sections for support:



8. Administering users on your Ariba Proposals & Questionnaires account

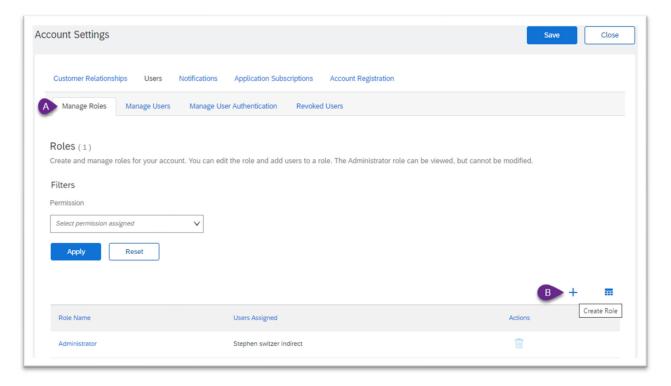
Suppliers can edit the users on their Ariba account following the steps below:

- A. Click on your initials on the top right of the screen to access the Account settings
- B. Click Settings
- C. Select Users

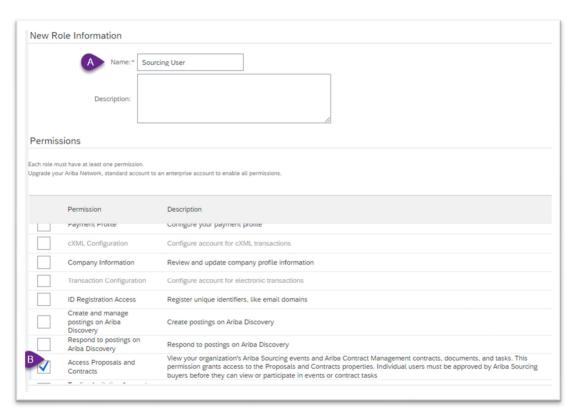




- A. Click Manage Roles
- B. Select Create Role

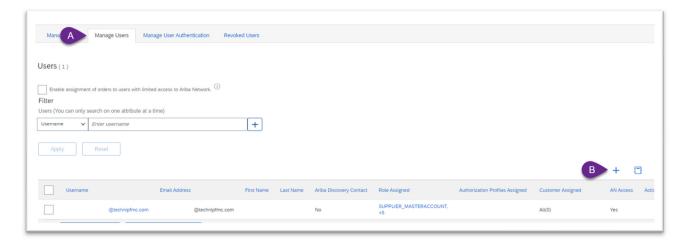


- A. Enter a Name for the new role e.g. Sourcing User
- B. Select the appropriate **Permission**, in this case "Access Proposals and Contracts"





- A. Select Manager Users
- B. Click Create User



- A. Enter details of the New User
- B. Assign the appropriate Role
- C. Select whether to apply to All Customers or Select Customers

