Tata Steel Ariba Platform

Supplier Information Pack

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File : Tata Ariba Supplier Pack v FINAL 220822

Introduction

Dear Supplier,

The enclosed support pack contains guidelines and support on how you can register on the Ariba network and how you can manage your own account. It also includes a short Q&A overview on the topics that are frequently asked

In addition to that it is explained how Tata Steel's vendor qualification process works and what you as a supplier need to do in this process.

Finally there is a short guidance on how to digitally sign documents with the DocuSign digital signature tool.

The support pack is indexed. Which means that on page 2 you can navigate to the topic of interest by holding the control button on the computer and simultaniously click on the topic you need more information of.

We hope this support pack provides you with information that helps you in the qualification process Tata Steel via the Ariba network.

For direct questions or support please contact the Ariba support team via the channels mentioned on page 8.







Supplier Information Pack



- Introduction
- Registration on the Ariba Network
- Administering your supplier account
- Tata's Vendor Qualification
- Navigating the Ariba Help Centre Call back functionality
- Contract signing (DocuSign)

Supplier Information Pack

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Introduction

Tata Steel will use SAP Ariba for its Strategic Sourcing Processes

Three modules cover the whole trajectory of sourcing up to evaluation

Process	Sourcing	Contract Management	Supplier Information & Performance Management
Subjects	 Request for (RFX) Information/ Quote/ Proposal /Bid Tenders E-auctions 	 Contract negotiation Contract creation Contract signing 	 Information management (re)Qualification Performance management
Supplier activities	 Respond to RFXs Participate in Tata Steel sourcing events Provide product/service related information 	 Negotiate with Tata Steel Sign contracts by making use of DocuSign (see appendix for a manual) Tata will use the standard eSignature 	 Provide and maintain company information Answer qualification questions and provide requested documents Fill out performance reviews



Suppliers will be invited to the platform by Tata Steel



As a supplier, you are responsible to ensure accurate company information and the security of your account details on the Ariba network

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SAP Ariba provides an extensive library of supplier support

Ariba Supplier Training website

You'll find links to recorded tutorials, live demo registration forms, and other information.

Click the icon below to find some training materials.



Ariba Exchange User Community

Community where Ariba users can ask questions and receive answers from Ariba customer support.

Click the icon below to visit the community pages.



Ariba Supplier Help Center

In your Ariba account, you have instant access to the Help Center. Here you can ask questions, find tutorials, and collaborate with experts and peers. Additionally click the icon below for the supplier

network.

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SAP Ariba ∧

FAQ's

- 1. Why has Tata Steel Chosen the Ariba Platform? With an extensive network of suppliers and a proven track record in secure, sustainable procurement solutions the Ariba platform was the natural choice.
- 2. What is the key change for suppliers? Suppliers are now responsible for maintaining their information and organisational details in the Ariba system, changes will go through a validation process within Tata Steel before being reflected.
- 3. What costs are associated with suppliers working on the platform? Unlike the P2P aspect of Ariba, the Strategic Sourcing Platform which we're implementing is free of charge for suppliers and does not require a license.
- 4. When can we expect to see something change? Any day now you can expect to receive a request from Tata Steel to confirm your organisations details, or to take part in a sourcing or contracting event.
- 5. Electronic signatures are new to us and we'd rather do this manually, is that still possible? Yes, the chosen supplier of the e-signature software (Docusign), offers the option to sign both electronically or manually and upload the documents for return to Tata Steel through the system.
- 6. What benefits does Tata Steel anticipate from using the system? Tata Steel expects that a transparent, structured way of working and swift exchange of information will support our commitment to developing supplier partnerships and our mission to build the leading European steel business that is sustainable in every sense.



FAQ's

- 7. What to do if a supplier is already registered on the Ariba network for another customer not being Tata Steel?
- 8. What to do if a supplier is already registered on the Ariba network but the administrator (the person who raised the first account) has left the organization and therefore there is no one who can provide access to the account ?

9. What to do when a supplier log's into the Ariba Network and does not see the supplier tab which means Tata Steel's questionnaire (also called SPQ by SAP Ariba) is not visible.



Direct Ariba Supplier Support

Go to the Supplier help centre by clicking the(?) icon in the top right corner

The Supplier help centre is being continuously updated and improved, <u>click here</u> to find our general guide on navigating this

To locate and complete the questionnaire created by your customer:

- 1. In the upper-right corner of the application, click your initials > Company Profile.
- 2. Click the Customer Requested tab.
- 3. Choose your customer from the Sourcing Customer List by clicking their name.
- 4. Complete all fields marked with an asterisk (*).
- 5. Click Submit.





Supplier Information Pack

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Registration on the Ariba Network



Tata Steel will invite you to register on the Ariba Platform, so that you can participate in events (VQ, RFI, eAuctions etc). The invite will come by e-mail, you can see an example in this manual.

Before any business can be awarded to you, you are required to complete the Tata Steel's Supplier profile questionnaire (Vendor Qualification). How to complete the profile is described later.

In case there is no requested Supplier Profile Questionnaire (VQ) visible yet, Tata Steel has made the decision to request this information at a later stage during the sourcing process.

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Registering with Tata on Ariba

You will receive an e-mail inviting you to register on the Ariba platform

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Welcome, Paul Test.

Tata Steel has registered you as a user on their Ariba Spend Management site. Before you can access Tata Steel's events, you must register on the Ariba Commerce Cloud.

<u>Click Here</u> to register on the Ariba Commerce Cloud and access your account.

If you are unable to launch a browser using this link, copy the link and paste it into the address bar of any of the supported Web browsers to form a single-line URL.

http://tatasteel.supplier-eu.ariba.com? awsso_tkn=25ZSUHbwxN5cab4de2ab2f07f54

NOTE: This URL is only valid for 2 days. Make Ariba Commerce Cloud before the link expires Ariba Commerce Cloud, you can no longer use

Thank you, Ariba, Inc. Administrator Go to the Ariba platform by clicking one of the links It is important that you use the link in the email sent to you as this is the "key" allowing you to connect to Tata in Ariba

The link is valid for only 5 days, if the link has expired please reach out to your Tata contact



You are receiving this email because your customer, Tata Steel, has identified you as the appropriate contact for this correspondence. If you are not the correct contact, please contact Tata Steel.

Offices | Data Policy | Contact Us | Customer Support



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SAP Ariba

Registering with Tata on Ariba

Sign up to the Ariba Network or log in with your existing account

Ariba Sourcing



The Ariba Network is your entryway to all your Ariba seller solutions. You now have a single location to manage all of your customer relationships and supplier activities regardless of which Ariba solution your customers are using. Once you have completed the registration, you will be able to:

- · Respond more efficiently to your customer requests
- · Work more quickly with your customers in all stages of workflow approval
- · Strengthen your relationships with customers using an Ariba Network solution
- · Review pending sourcing events for multiple buyers with one login
- Apply your Company Profile across Ariba Network, Ariba Discovery and Ariba Sourcing activities

Moving to the Ariba Network allows you to log into a single location to manage:

- All your Ariba customer relationships
- · All your event actions, tasks and transactions
- Your profile information
- All your registration activities
- Your contact and user administrative tasks



Registering with Tata on Ariba

Providing your company and user account information

Register				Submit Cancel		
Verify and complete your basic compar	ny information and user account information. All of y	our Ariba Sourcing supplier profile information	is not displayed below.			
however your complete profile is now available as part of your Ariba Commerce Cloud account. You can use your new Ariba Commerce Cloud username and						
password to access and manage all yo	ur Ariba customer relationships and supplier activiti	es. What is the Ariba Commerce Cloud?				
	Have a question? Click here to see	a Quick Start guide.				
Company informat	ion			Ariba Network		
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Company Name:* Country:*	Supplier United Kingdom [GBR]	If your company than one office, of main office addressed	has more enter the	Already have an account?		
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Registering with Tata on Ariba

Upon registration, you will receive a confirmation e-mail

AP Aril	ba 🕂
1	Welcome to the Ariba Commerce Cloud Your registration process on the Ariba Commerce Cloud for Customer is now complete.
	Your organization's account ID: Your username:
4	As the account administrator for this account, make sure to keep your username and password in a secure place. Do not share this information.
1) (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.



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Administering your supplier account

SAP Ariba

Administering your Supplier account

If you have multiple users on your supplier account Ariba will automatically define an Administrator

You can identify your administrator by clicking on your initials in the top right / contact administrator

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© 2019 SAP SE or an SAP affiliate company. All rights reserved.		SAF	Logout



Your Administrator will need to approve you as a user and allocate the correct rights to allow you to complete Tata's Vendor Qualification request

How to do this is detailed on the following slides

The Administrator will receive an email when a new user is added





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Administering your Supplier account Approve a new (supplier) user

- 1. The supplier Administrator should log into their Ariba account
- 2. Click their initials / settings / Users

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© 2019 SAP SE or an SAP affiliate company. All rights reserved.	NETWORK SETTINGS	Logout of Use
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Approve a new (supplier) user

- 4. Select the user
- 5. Click Approve
- 6. Click Save

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Administering your Supplier account Allocate rights to a user

If you have multiple users you may need to manage who can do what

You may need to define Roles, and then assign these to users

The following example shows how to assign the role needed to complete the Tata Vendor Qualification





Allocate rights to a user

- **1.** The supplier Administrator should log into their Ariba account
- 2. Click their initials / settings / Users

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Allocate rights to a user

4. Select Create Role

Your profile has been successfully updated.							×
Customer Relationships Users Notifi	cations Account Hierarchy	Application Subscriptions					
Manage Users							
anage users for your Ariba account. If you enter an email	alias, specify the alias owner's name a	nd phone number.					
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ole							
Name					Actions		
Administrator					Details		
Proposals and Contracts Access					Details		
Create Role							



Allocate rights to a user

- 5. Enter a name and description for the role
- 6. And select the appropriate permission
- 7. Click Save

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Allocate rights to a user

- 8. Select the user
- 9. Click Edit

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Allocate rights to a user

10. Select the desired Roles 11. Click Save

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Customer Assignment							



Administering your Supplier account Allocate rights to a user

The users should now be able to perform the activities for the defined roles

For help on Administering your Supplier account you should use the Help Center in the top right corner

Ariba Network	Upgrade from standard account	Company Settings ▼ test 261118 •	✓ Help Center ☐
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Document # Document Type	Customer Status Amount	Tasks	Where do I find my Ariba Network ID (ANID) number?
		Update Profile 35%	What is an Ariba Network error (ANERR), and how do I resolve the issue?
			View more
SAP Ariba test 261118 (approval paul s.thompson@tatasteeleurope.com) last visited 27 SAP Ariba Privacy Statement Security Disclosure Terms of Use	Jun 2019 1.57:33 AM test paul @ approval 261118 AN01426665977	© 1996–2019 Ariba, Inc. All rights reserved.	How do I submit an invoice from a Standard account?
STEEL			SAP Ariba

Supplier Information Pack

• Tata's Vendor Qualification (VQ)

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The Tata VQ Email invite to suppliers to complete the Tata VQ (Supplier Profile Questionnaire)

Dear [SUPPLIER NAME]

Tata Steel require to on-board your company as a new / on-going Vendor. Vendor on-boarding is the process of gathering the documents and data needed to set up a company as an approved Vendor in our systems to enable your organization to efficiently conduct business, purchase goods and services and make payments to that company.

Tata Steel is one of the world's most geographically diversified steel producers with operations in 26 countries and commercial offices in over 35 countries. In Europe, Tata Steel is one of the largest steel producers with manufacturing operations in the UK, the Netherlands, Germany, France and Sweden, backed by a global network of sales offices and service centres.

Integrity and honesty are at the heart of our business dealings. We have a framework for the conduct of our business and the strengthening of our business integrity processes in particular. We encourage our Vendors and Contractors to operate to the same standards as Tata Steel.

For the on-boarding qualification to be progressed, the on line application must be completed and all relevant documentation attached.

Please note that you must have connected with Tata Steel on the Ariba platform via a registration email sent to you before you can complete the required Tata Steel VQ questionnaire.

Tata Steel has created a Supplier pack which should help you in case you struggle to locate or provide this information using Ariba. This pack is available at the following link https://www.tatasteeleurope.com/ts/suppliers Please contact your Tata Steel contact person in case of any additional questions.

You can complete the Tata Vendor Qualification Questionnaire by:

- 1. Logging into Ariba Network using: http://supplier.ariba.com/
- Click on your initials in top right corner and selecting the Company Profile option. (If you do not see this option please select the Contact Administrator option, whereby you will find details of your organisational administrator who need to grant you access to be able to amend your Company Profile.)
- Click on Customer Requested tab.
- Click on Tata Steel name.
- 5. Click Save as draft to trigger the Autosave functionality
- Complete all required information.
- Submit and Save

Thank you. Kind regards, on behalf of Tata Steel

Follow the instructions to open the Tata VQ questionnaire

If you do not see the option COMPANY PROFILE in step 2 above you need to request the correct access from you Company Administrator. See slide 14 for how to identify who this is.

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Do not confuse the Tata Steel Requested Profile (Vendor Qualification Questionnaire)

And your companies own Ariba Public Profile (Used in the search results on the Ariba platform)



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Slide 29

The Tata VQ

Accessing the Customer requested questionnaire (Tata VQ)

Ariba Network -	- Standard Account Upgrade					() TP
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The Tata VQ

Accessing the Customer requested questionnaire (Tata VQ)

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© 2019 SAP SE or an SAP affiliate company. All rights reserved.		SAF	Logout

Select Company Profile



The Tata VQ

Accessing the Customer requested questionnaire (Tata VQ)

SAP Ariba Network Standard Account Upgrade TEST MODE	\$ TX	K Help Center
Company Profile	Save	Search
Basic (3) Business (2) Marketing (3) Contacts Certifications (1) Customer Requested Additional contents		How do I complete my customer requested profile?
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Overview	35% Short Description	How do I upload a logo to my company profile?
Company Name:* E2000120202	Website Annual Revenue	How do I update my company's tax ID number?
	Certifications D-U-N-S Number	Do I need a DUNS number?
Networkld: AN01485972936-T ①	Business Type	How do I pick the best Product and Service Categories for my company?
Short Description:	Company Description	How to configure your user account information and company settings
Characters tett: 100 Website:	Company Logo	Why can't I find an event?
Public Profile: http://discovery.ariba.com/profile/AN01485972936-T Customize URL	Share Your Public Profile	View more
Privacy Statement: SAP Ariba Privacy Statement 🗸	Click here to get your Ariba	How do I submit an invoice from a
Address	bauge.	Standard account?
Address 1:* wwwww https://service.ariba.com/ProfileManagement.aw/124989028/aw?awh=r&awssk=biq0xPBE&dard=1#	Find us on Ariba Network	Documentation Q Support

Click the Customer Requested Tab



The Tata VQ

Accessing the Customer requested questionnaire (Tata VQ)

ompany Profile	Save Close	
Basic (3) Business (2) Marketing (3) Contacts Certifications (1) Customer Requested Additional Documents		How do I complete my customer requested profile?
* Indicates a required field	Public Profile Completeness	How do I update expiring profile information?
Sourcing Customer List Customer Customer Customer Requested Profile Information	35% Short Description	What browser versions are certi for SAP Ariba cloud solutions?
Tata Steel Complete 4	Website	How do I see Ariba applications different language?
	Certifications	I need help accessing a sourcin event
	Business Type	How do I submit an invoice from Standard account?
	Industries Company Description	How do I process an order in m
	Company Logo	Does Ariba offer live webinar
	Share Your Public Profile	View more
	Click here to get your Ariba badge.	How do I submit an invoice fron Standard account?
	Find us on Ariba Network	Documentation Q Supp

questionnaire



The Tata VQ Please note! – Allow Pop-ups from the Ariba Site

Ariba Sourcing		Company Settings ▼ John Thomley	≪ Help Center ⊡
Company Profile Basic Business Marketing (2)	Contacts Certifications	X Save Close	Search
* Indicates a required field		ofile Completeness	
Customer	Customer Requested Profile Information	Company Description	
	Complete	Company Logo	
		Share Your Public Profile	
		Click here to get your Ariba badge.	
		Find at an Atlan National Atlantic	
		View Public Profile	
		Profile Visibility Settings	- a x
		The following pop-ups were b	plocked on this page:
		http://www.popuptest.	com/popup10.html
		Continue blocking pop-	from www.ppuptest.com
SAP Ariba Ariba Ariba Ariba Ariba Ariba Ariba Ariba Ariba Privacy Statement Security Disclosure SAP Ariba Privacy Statement Security Disclosure Waiting for uex-ariba.com	visited 22 Aug 2019 6 44 47 AM Converge Technology Ltd Va GBE Converge AN01407876766 Terms of Use	e n Manage pop-up blacking	Done

If you get a blank Pop-up, you need to click the icon in the top right to allow pop-ups from the Ariba site.



Once opened please complete and submit the questionnaire



After clicking submit, you will see a confirmation

Status: Submitted by Supplier Contact at 02/14/2018 10:25 AM	Discard Draft	Save as Draft	Submit
Changes you make below may be subject to approval before they are accepted.			
✓ You have successfully submitted changes to your custom	er.		





Please note!

Com	pany Informat	ion	
(Please ensure all informat	con is in alignment with S Company Details	AP Ariba Questionnaire)	1
Company Legal Name / Proprietor(s) (Q4.1.1)			
Trading as (Optional)			
Company registration number (Q4.1.4)			
VAT registration number (Q4.1.5)			
Pr	irchase Order Details		
Address for parchase orders (postal)	Remittance Details		
Address from where invoices are issued (if different from purchase order postal address)	ent		
Remittance telephone number (Q5.2.2)			
Remittance fax number (Optional)			
Remittance email address (Q5.2.4)			
Bank der Bank account number (Q5.3.1)	ails for payment to be	made	
Bank sort code (UK)/Routing number (Canada or			
Bank IBAN code (Required for non-UK vendors)			
(Q5.3.5) Swift code (BIC) (Q5.3.6)			
Bank details for	payments to be made	(If factored)	
Note: If your company has a factoring agre and provide a copy / screenshot of the a	ement in place. Please treement with your fact	e complete the details below foring company on page 2	1
This should include your company nam address, telephone number and email).	e, bank details and fai This data is normally p	ctor contact details (postal rovided as a welcome letter	
with the	factor company.		
Factors Name			
Factors Address			
Factors remittance email address			
Bank account number Bank sort code (UK)/Routing number (Canada o		Company Informat Please ensure all information is in alignment with	tion SAP Arba Questionnaire)
America)	if appl	icable, use this area to provide a copy / screen	shot of your factoring agreement
Swift code (BIC)			
Approver Name			
Position in Company			
By approving and submitting the information you a			
Should any information change in the future you w as well as informing your Procurement contact.			
Tata Steel			
	Tata Steel	vt	05/04/2021

As part of the Vendor Qualification you are required to add specific details of your company in the Company Information form.

A supporting template is available in the relevant question, under the references link.

Complete this template and paste it onto letterheaded paper before uploading into Ariba





Tata Supplier Support Navigating the Ariba Help Centre



You can access the Help Centre via the ? In the top right



Click the **support** icon at the bottom



Here you can either search the FAQ database or click the tab **Contact Us**





Tata Supplier Support Navigating the Ariba Help Centre

To request a call back from the help centre.

Once you have clicked on Contact Us,

Click any of the icons.

Then click the text something

else

Then the Contact Us button





Tata Supplier Support Navigating the Ariba Help Centre

This will bring you to the call back form.

Fill in your details and select the option to be called by the help centre

helpcenter.ariba.com/index.html?sap-lang	uage=en#/help				
Help Center Contact us					
Home Learning Contact us					
Requested language of support: English Note: If agents are unavailable to support i	Change? the language you've chosen, support will be provided with the assistance of a translation service.				
1. Tett us what you need help with.					
Subject:*	Register on Ariba Network				
Full description:*	Affected items, expected results, etc.				
Attachment:					
	Top Recommendations:				
	No data				
2. Please review your contact inform	ation for correctness:				
First name:*					
Last name:*	Last name:*				





Supplier Information Pack



Contract signing (DocuSign)

The e-mail a document signer receives







Signing the contract







Digitally signing







Physically signing



TATA STEEL

