

E-SUPPLIER PORTAL Inquiry Management





Welcome to Técnicas Reunidas Supplier Portal, a fast and safe way for Companies to receive inquiries and submit offers for projects worldwide and for interactive communication. In this guide we will show the complete process of how to submit a bid through the Portal as well as how to use the interactive communication tool.





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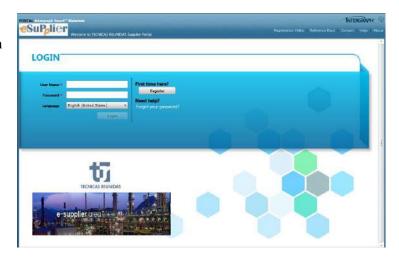
INQUIRY MANAGEMENT

In order to receive Inquiries you have to be registered as a **S**upplier in our database and have a TR code assigned to your Company.

If your Company is invited to bid you will receive an invitation mail.

Once the email received you have to connect to the Portal, where you will see a new tab called Inquiries.

Inside this inquiry dashboard page you will find all the inquiries to which you have been invited. In this first screen you can find the following information:



Project - Displays the Project Number of the inquiry.

Inquiry - Displays the inquiry number that uniquely identifies each one of them.

Quote Reference Number - Displays the reference number you have assigned to the quote.

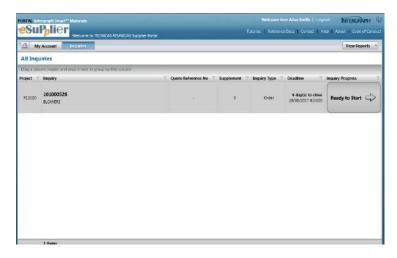
Supplement - Displays the Inquiry Supplement number.

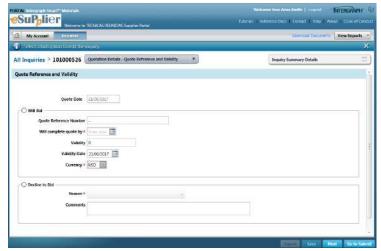
Inquiry Type - Displays the type of the inquiry (for Order).

Deadline - Displays the bid due date and the times left to submit the bid. For a closed bid the finalization date is shown.

Inquiry Progress - Displays the status of the inquiry.

To start bidding or decline click on Ready to Start, and this will take you to the first screen of the Inquiry.







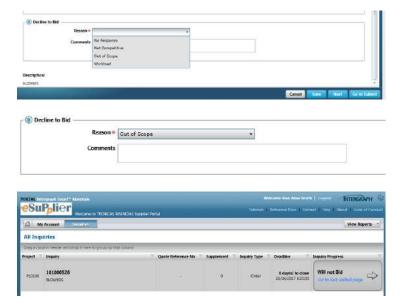


1. DECLINE TO BID

If you decide not to bid, you have to choose the option Reason for not bidding from the list of values.

You have also the option to write any additional Comments, then and press save.

This will update the information in the inquiry progress of the previous page.



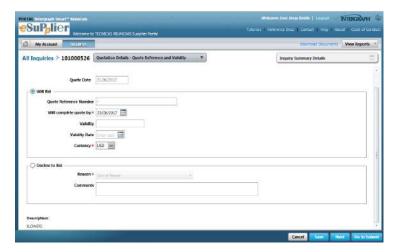
2. SUBMIT AN OFFER

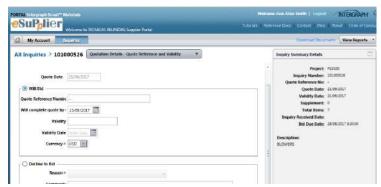
Select Will bid option.

There are two mandatory fields you have to introduce before being able to continue: date of completion of the quotation and currency (this one will apply to all the whole offer).

Once the mandatory questions have been answered, you save to confirm you are bidding for this inquiry.

In this screen you have a tab (inquiry summary details), at the right top of the screen, with all the information about this inquiry, that you can check at any time.





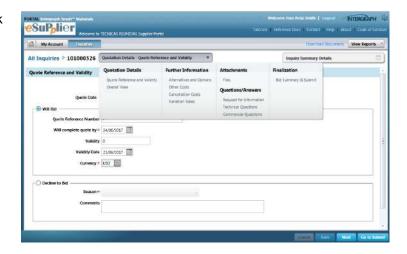




Once confirmed your intention to offer you can click the "Next" button or open the menu on top of the screen.

This menu is divided in 5 sub-menus:

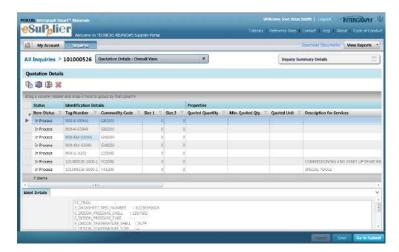
Quotation Details, Further information, Attachments, Questions/Answers and Finalization



3. **QUOTATION DETAILS:**

It includes the screen Quote Reference and Validity and also Overall View (the quotation data grid)

The grid is divided in several blocks and includes the Line Items for this inquiry.



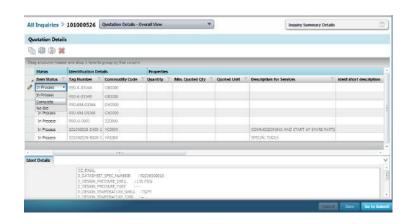
The first block shows the status of the item. There are three types of item status:

In process

Complete

No bid

In order to be able to submit the bid, all items should be marked with status Complete or No Bid.







The next block is about the **technical Identification Details** of these line items:

Tag Number, Commodity code, Sizes.

Tag Number	Commodity Code	Size 1	Size 2
R90-K-0304A	GB0000	0	0
R90-K-0304B	GB0000	0	0
R90-KM-0304A	GV0000	0	0
R90-KM-0304B	GV0000	0	0
R90-U-0301	ZZ0000	0	0
101000526-5400-1	YC0000	0	0
101000526-8000-1	YA1000	0	0

Next block is for **Properties**. If the inquiry is for BULK material you can include the Minimum Quoted quantity. In this block you can modify the fields Min. Quoted Qty, Delivery Place and Comments.

If the Inquiry is for EQUIPMENT you can modify the fields Delivery place and Comments in this block.

Quoted Quantity	Min. Quoted Qty	Quoted Unit	Description for Services	ident short description	Delivery Place	Comments
			COMMISSIONING AND START UP SPARE PARTS			
			SPECIAL TOOLS			

Properties						
Tag Description	Quoted Quantity T	Quoted Unit T	Description for Services	Delivery Place		

Next block is **Requisition Details** which shows the position and sub position of each Line Item of the Inquiry.

Requisiti	on Detail:	Bidding Detai
Pos	Sub	Split Seq
1	1	
2	1	
3	1	
4	1	
5	1	
5400	1	
8000	1	





Next block is for Pricing Details.

The unit price type is intended to be used for spare parts. That means, the spare parts are listed together with the equipment for which they are needed. With the unit price type you specify how you deal with these spare parts. By default, the unit price has no type. The following values are available:

Including - The spare parts are delivered with no extra costs

Excluding - The spare parts are not included and have to be ordered separately

No Quote - The spare parts are not included and the bidder does not provide a quote

Not Required - The spare parts are not needed

You can enter a discount on an item using the Discount % or Discount Amount cell. The Net Price cell shows the discounted price, which is determined by the extended price reduced by the discount. When a discount amount is provided, the discount percentage is automatically calculated.

The last block of the grid is for **Miscellaneous Details**.

Choose a Country of Origin for each line item from the list of values. Fill the name of the manufacturer in a free text field.

Unit Price Type	Unit Price	Extended Price	Net Price	Discount %	Discount Amount
	0,0000	0,00	0,00	0,00	0,0000
	0,0000	0,00	0,00	0,00	0,000
	0,0000	0,00	0,00	0,00	0,0000
	0,0000	0,00	0,00	0,00	0,000
	0,0000	0,00	0,00	0,00	0,000
	0,0000	0,00	0,00	0,00	0,0000
	0,0000	0,00	0,00	0,00	0,0000

Unit Price Type	Unit Price	Extended Price	Net Price	Discount %	Discount Amount
*	0,0000	0,00	0,00	0,00	0,0000
	0,0000	0,00	0,00	0,00	0,0000
Including Excluding	0,0000	0,00	0,00	0,00	0,0000
No Quote	0,0000	0,00	0,00	0,00	0,0000
Not Required	0,0000	0,00	0,00	0,00	0,0000
	0,0000	0,00	0,00	0,00	0,0000
	0,0000	0,00	0,00	0,00	0,0000

Pricing Details						
е Туре 🍸	Unit Price T	Extended Price T	Net Price T	Discount %	Discount Amount	
	3,0000	3,00	2,94	2,00	0,0600	
	0,0000	0,00	0,00	0,00	0,000	
	0,0000	0,00	0,00	0,00	0,000	
	0,0000	0,00	0,00	0,00	0,000	
	0,0000	0,00	0,00	0,00	0,000	
	0,0000	0,00	0,00	0,00	0,000	
	0,0000	0,00	0,00	0,00	0,000	

Miscellaneous Detail	s				
Country of Origin	Manufacturer	Incoterm	First Ship	Last Ship	Y.
			0		0
			0		0
			0		0





Choose the Incoterm from the list of values.

Finally the shipping days **shows** the number of days that are required for shipping from delivery place to site. Enter the minimum number of weeks required for shipping the item in the First Ship box and maximum number of weeks required for shipping the item in the Last Ship box.

Finally, it can be entered the estimated number of weeks that will be necessary to deliver the equipment/material to TR, from the day of your quotation will be awarded.

Enter the minimum number of weeks required to deliver the item (in the First Ship box), and maximum number of weeks required to deliver the item (in the Last Ship box).





Country of Origin	Manufacturer	Incoterm	First Ship	Last Ship
			10	10
			0	0
			0	0
			0	0
			0	0
			0	0
			0	0





FURTHER INFORMATION

In this sub menu we have the Alternatives and Options, Other Costs, Cancellation Costs and Variation Rates.

4. ALTERNATIVES AND OPTIONS.

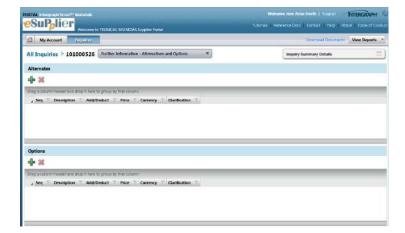
Click the icon Add to create a new Alternative or a new Option, entering a unique sequence number in the Seq box and a description.

Click Add or Deduct so that this alternate or option will be added or deducted from the original price.

Enter the Price, and choose the Currency and enter any Clarification in the free text field.

- Alternative → If you have already offered a line item in the proposal or original scope, you can offer an alternative to this line item as an extra price (pumps with better materials than required – SS vs CS) or a price decrease (3000 rpm vs 1500 rpm, smaller size and less price)
- Option → A line item that has not been offered in the original scope, that supplier considers adequate to offer.



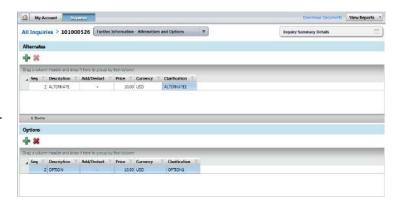


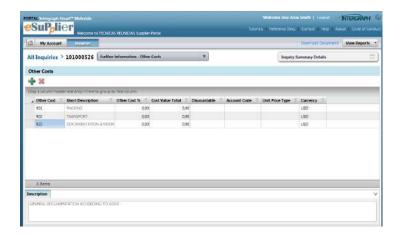




5. OTHER COSTS.

There are three Other Cost by default for each inquiry: Packing, Transport, and documentation. You can add a new one choosing a value from the list. You can introduce the Percentage for this Other Cost or a Cost Value Total, and finally introduce the Currency. Unit price type is used for spare parts and the list of values is only available if Other Cost % and Cost Value Total are set to 0.





Other Cost	Account Code	Short Description	
901		PACKING	
902		TRANSPORT	:
903		INSURANCE	U
905		WARRANTY E.E.COST	
921		TESTS	
922		DOCUMENTATION A/V	
923		MAT. CERTIFICATES	
924		CE MARKING	
925		PAINTING	
926		ATEX CERTIFICATE	
927		INSPECTION & TEST	
928		X-RAY TEST	
50 Items	1		÷
4) b	

6. CANCELLATION COSTS.

Click the icon Add to create a new Cancellation Cost, introducing the number of weeks for which this penalty is assigned, and the percentage to be paid, and then click Save.





7. VARIATION RATES.

Click the icon Add to create a variation rate introducing a Rate Type and a short description. Choose a Quantity Unit from the list of values a Rate Value and select the Currency.

All Inquiries > 101000526 Purther Information - Concellation Costs All Inquiries > 101000526 Purther Information - Concellation Costs Concellation Costs No. of Weeks Representation of Purphers and Costs 15 20.00 18 20.00 19 20.00 19 20.00 10 20.00

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8. ATTACHMENTS.

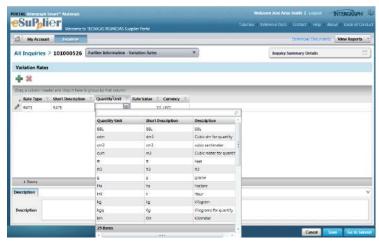
In the Files tab you can upload technical or commercial files to be included in your offer.

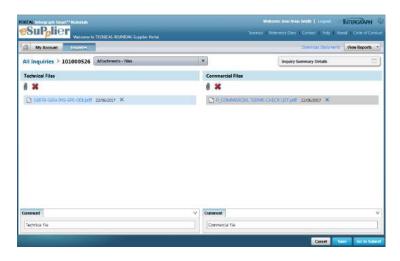
A comment may be added to these files in order to identify them.

Técnicas Reunidas may upload also any document, so that you can download and view it in this tab.

The maximum size for each attachment is 10MB.

Once you finish your offer you have to upload in pdf format your commercial and Technical offer duly signed.









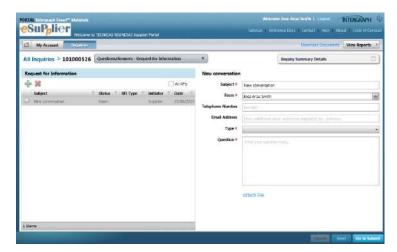
9. QUESTIONS/ANSWERS.

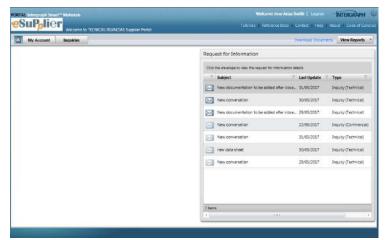
This sub-menu includes:

Request for Information: You can send a question or any comment regarding the inquiry to Técnicas with this option.

Click on icon Add to open a conversation. Fields with red mark are mandatory.

If you choose the Type "Commercial", your query will be received by the buyer, and if you choose the Type "Technical" it will be received by the technician. You can attach a file to your question. Once all the fields are entered press Send.-All this conversations may be found in the main dashboard of the Portal.

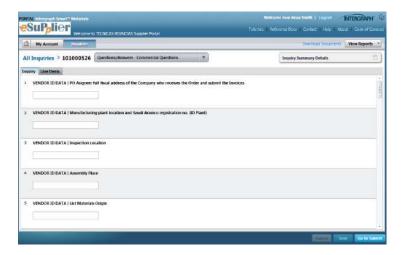




10. TECHNICAL/COMMERCIAL QUESTIONS.

The requisition might include a Technical or Commercial questionnaire. You can find questions to inquiry level or to line item level. Question with red mark are mandatory. There are different type of answers: Free text, Date field, Yes or No, List of Values, Attachments.

All mandatory questions must be answered to be able to submit the bid.







FINALIZATION

11. QUOTE SUMMARY & SUBMIT

The last block on the menu is Finalization. You will see a Summary of the data introduced in the Inquiry. If you didn't introduce the Quote reference number, validity and validity date in the Quote Reference and Validity screen, you must do so before submitting the bid, as these are mandatory fields.

If you want to add or modify any data listed on Bid Summary just click on Modify or Add, and it will take you to the corresponding screen. Pending action are also informed in Bid Summary section.

In section Bid Prices, you may add a Global Discount as percentage that will be applied to the total Line Items price. This discount will be shown in the global discount amount box. When you have completed all the information you can Finalize the quote. Once submitted no further modifications are allowed.

