Aramco e-Marketplace
Supplier Management Solution

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Agenda

1. Aramco e-Marketplace vision
2. Who should register on Aramco e-Marketplace?
3. Existing suppliers – account activation
4. New suppliers - registration process
5. FAQ
6. SRM Support team

Aramco e-Marketplace Vision

- Establish an eMarketplace platform to promote online trading between Aramco and business partners
- Position Aramco as a leading organization in the supply chain area
- Serve the Kingdom in terms of expanding industry best practice solutions to our Joint Ventures, business partners and other national companies

Company General Use

Aramco e-Marketplace/SAP Ariba

What is the Aramco e-Marketplace?

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

What is SAP Ariba Network?

SAP Ariba is a leading business to business e-commerce network and it is the gateway to access the Aramco e-Marketplace. SAP Ariba offers an end-to-end automated system that removes complexity and allows buyers and suppliers to manage their interactions in one place.

Solution provider: SAP Ariba a leading Business-to-Business commerce network

SAP Ariba

2.5+
million
Companies

200+
million
Catalog items

12
million
Leads annually sent to sellers

EVERY
1minute
a company joins the network

120+
million
Documents annually (PO + Invoices)

$1
Trillion
In annual commerce

16.4
million
Users

Company General Use

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Who should activate/register on the Aramco e-Marketplace?

Existing Suppliers

- All companies interested in supplying materials/Services to Aramco are required to be registered on the Aramco e-Marketplace
- All existing approved suppliers have been migrated to the platform and received e-mail notification to activate their account
- Activation of account will allow suppliers to receive business inquires such as RFI/RFQ via the Aramco e-Marketplace in future

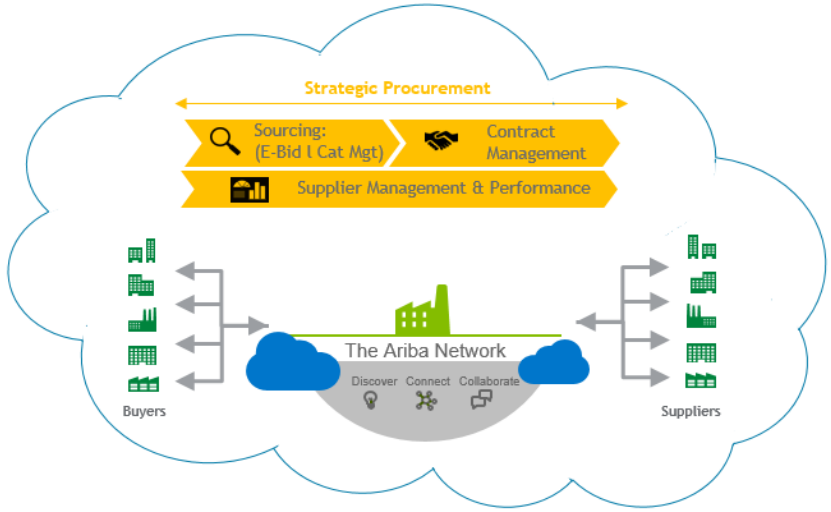
New Suppliers

- Registration in Aramco e-Marketplace is by invitation only
- Registration process on Aramco e-Marketplace

Aramco e-Marketplace : Supplier activities

- Register as a supplier
- Qualify your materials/services
- Conduct “e-bidding”
- Manage your contracts
- Job Ex
- Monitor your performance

The operational procurement activities will remain unchanged



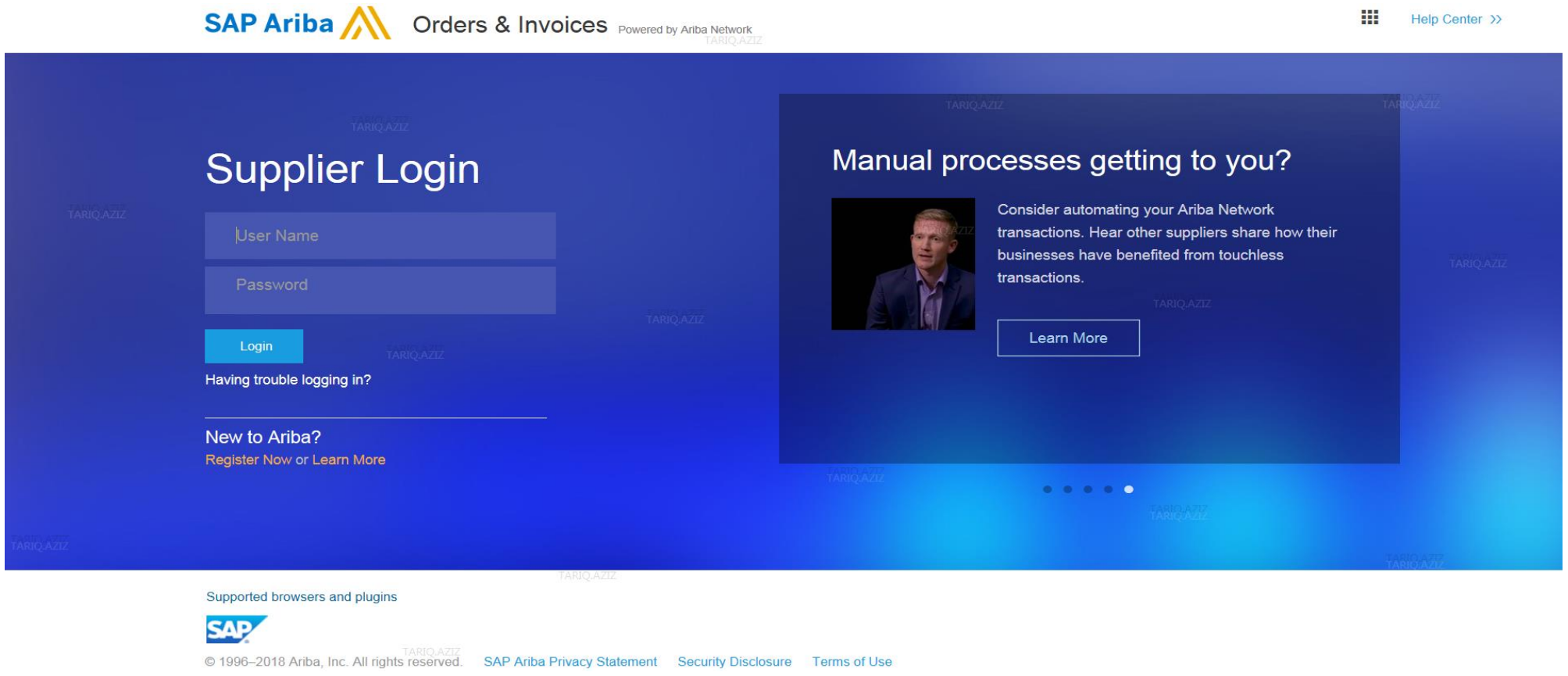
Company General Use

Aramco e-Marketplace

Approved Supplier account activation process in the Aramco e-Marketplace

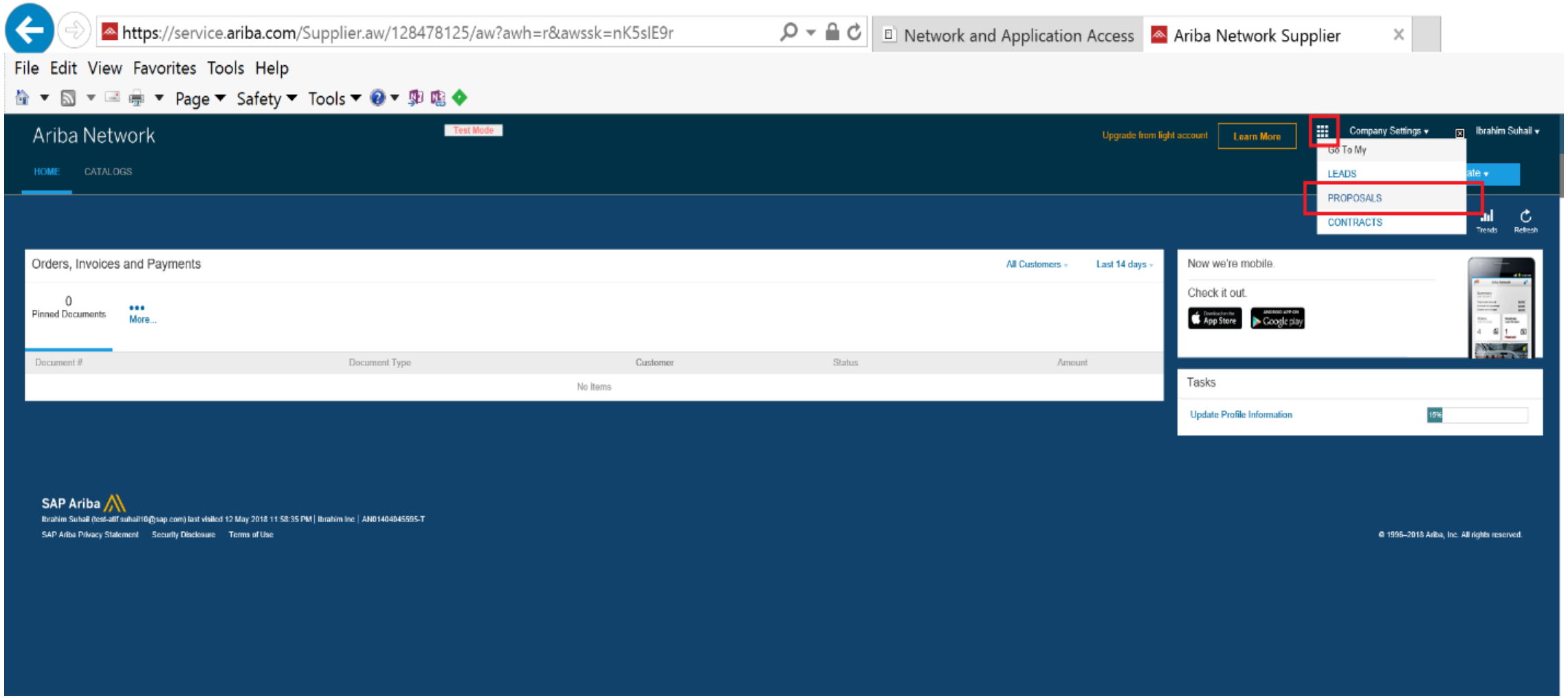
Access to Aramco e-Marketplace

The initial invitation link expires after the first login. You can use the following link to access the SAP Ariba network/Aramco e-Marketplace for subsequent logins: https://service.ariba.com/Supplier.aw

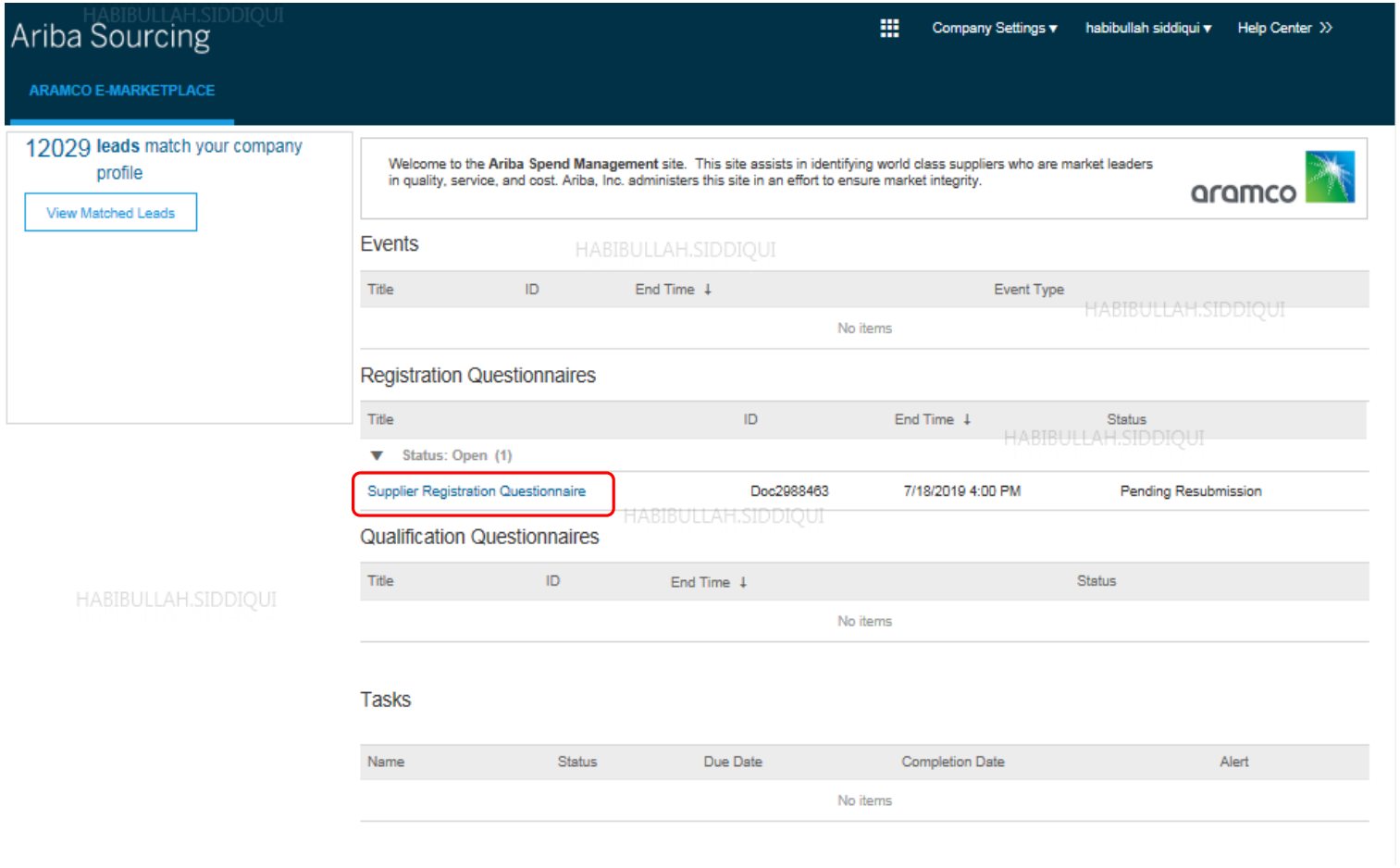


Access to Aramco e-Marketplace

Click on proposals to enter the Aramco e-Marketplace landing page

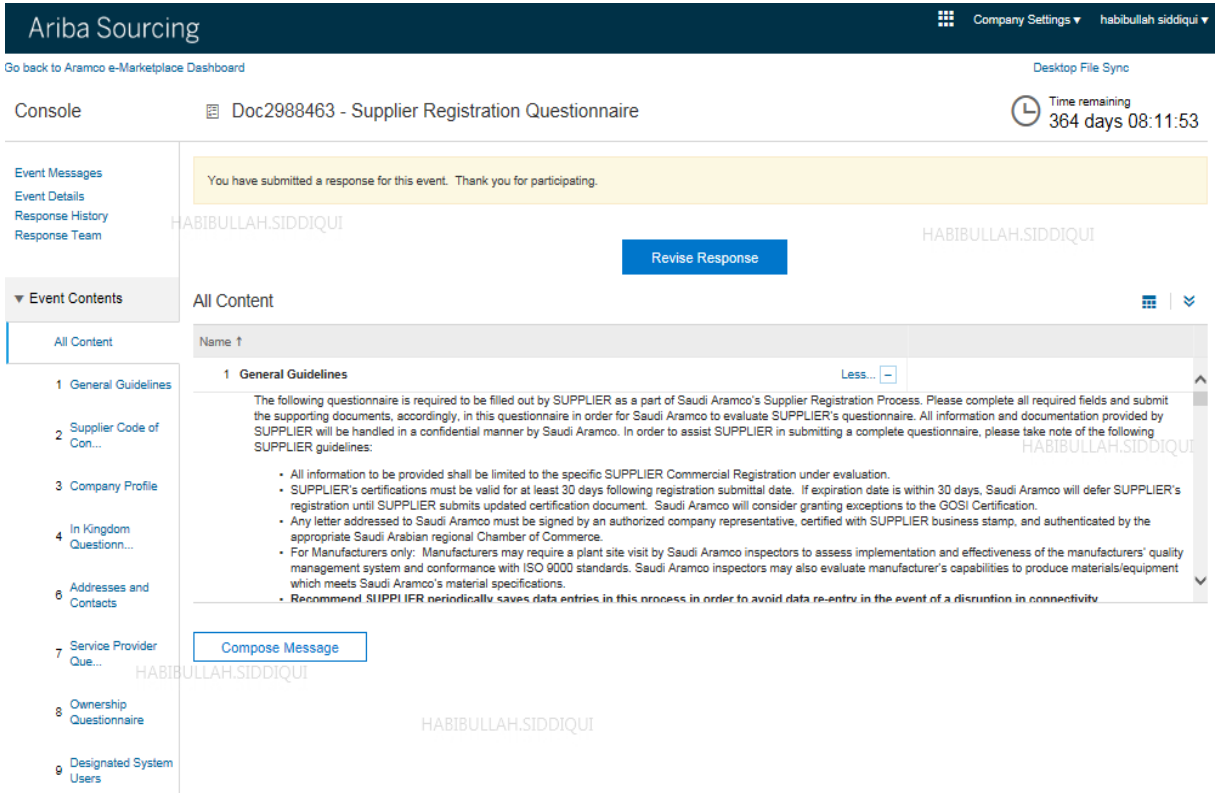


Access to Aramco e-Marketplace



Company General Use

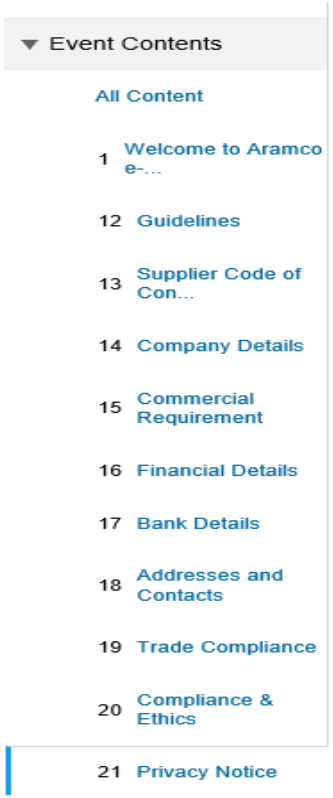
Registration updates



Suppliers who activated their profiles on Aramco e-Marketplace will be required to maintain their company information up to date. If any information has changed, suppliers are responsible to update their profiles with the latest information.

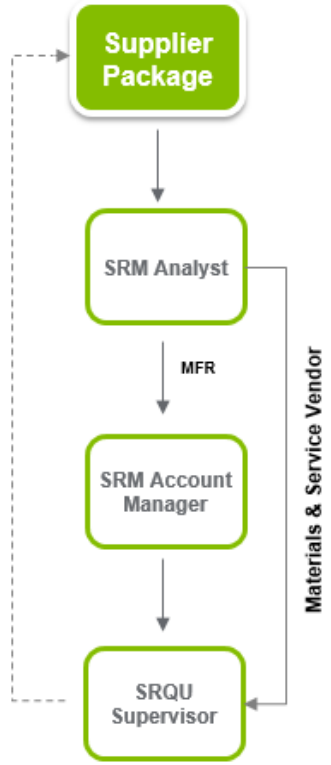
Company General Use

Registration updates



Supplier Registration Questionnaire:

- Welcome to Aramco e-Marketplace
- Guidelines
- Supplier Code of Conduct
- Company Details
- Commercial Requirement
- Financial Details
- Bank Details
- Addresses & Contacts
- Trade Compliance
- Compliance & Ethics
- Privacy Notice



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FAQ

- In case of multiple Vendor ID registrations, SAP Ariba account activations is necessary for each Vendor ID.
- If you already have a SAP Ariba network account, use the existing user ID and password to log in.
- SAP Ariba network allows one designated user to manage multiple Ariba network IDs, which in return allows one designated user to manage multiple Aramco vendor IDs. Please refer to the SAP Ariba network website for tutorials on linking multiple Ariba network IDs to one primary user.
- There are no associated fees for registering on the SAP Ariba network.

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How to contact Aramco local team

For any inquires, please contact srm@aramcooverseas.com

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