

Aramco e-Marketplace Supplier Management Solution

Afroditi Spiridoula Grammenou, Sourcing & SRM Unit

April 9, 2019

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

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



2.5+ million Companies

EVERY
1minute
a company joins the
network

120+
million
Documents annually (PO +
Invoices)

200+ million Catalog items

12
million
Leads
annually sent
to sellers



\$1
Trillion
In annual
commerce

16.4
million
Users

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 inquiries such as RFI/RFQ via the Aramco e-Marketplace in future

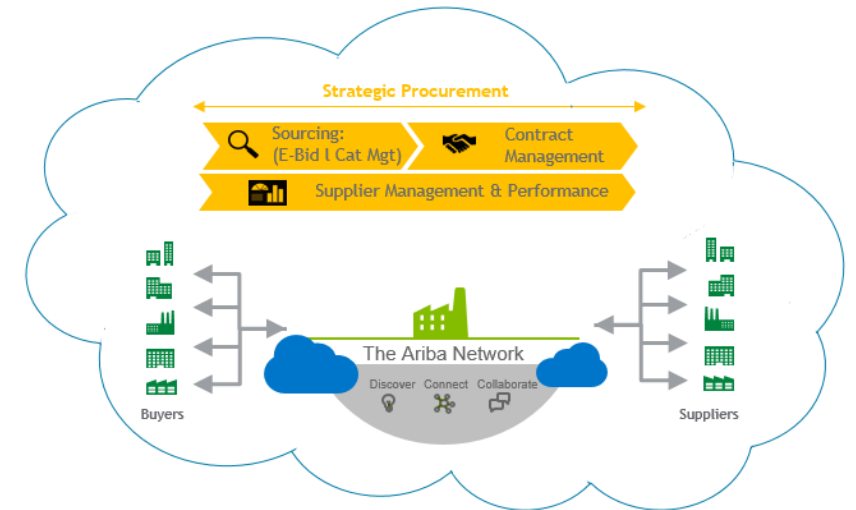
New Suppliers

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

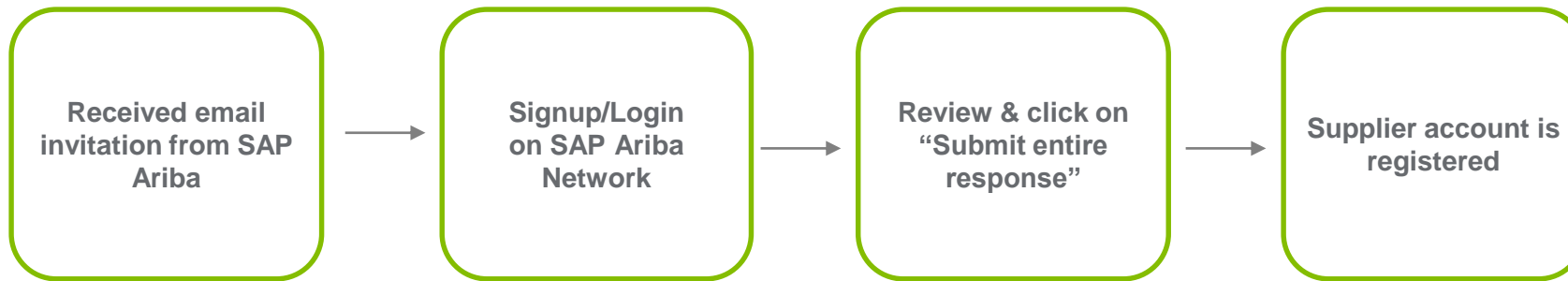
Aramco e-Marketplace : Supplier activities

- 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



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>

SAP Ariba Orders & Invoices Powered by Ariba Network

Help Center >>

Supplier Login

User Name

Password

Login

Having trouble logging in?

New to Ariba?
[Register Now](#) or [Learn More](#)

Manual processes getting to you?

Consider automating your Ariba Network transactions. Hear other suppliers share how their businesses have benefited from touchless transactions.

[Learn More](#)

Supported browsers and plugins

SAP

© 1996–2018 Ariba, Inc. All rights reserved. [SAP Ariba Privacy Statement](#) [Security Disclosure](#) [Terms of Use](#)

Access to Aramco e-Marketplace

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

The screenshot shows a web browser window with the URL <https://service.ariba.com/Supplier.aw/128478125/aw?awh=r&awssk=nK5sIE9r>. The browser tabs show 'Network and Application Access' and 'Ariba Network Supplier'. The page header includes 'Ariba Network' and a 'Test Mode' button. The main navigation menu is visible, with 'PROPOSALS' highlighted in a red box. Other menu items include 'HOME', 'CATALOGS', 'LEADS', and 'CONTRACTS'. The 'Orders, Invoices and Payments' section shows 'Pinned Documents' and a table with columns: Document #, Document Type, Customer, Status, and Amount. The table currently displays 'No Items'. The footer includes the SAP Ariba logo, user information for Ibrahim Suhail, and copyright information for Aramco.

Orders, Invoices and Payments

Pinned Documents

Document #	Document Type	Customer	Status	Amount
No Items				

Now we're mobile. Check it out. App Store Google play

Tasks

Update Profile Information

SAP Ariba

Ibrahim Suhail (test-ariba@sap.com) last visited 12 May 2018 11:53:35 PM | Ibrahim Inc | AN01404045595-T

SAP Ariba Privacy Statement Security Disclosure Terms of Use

© 1998–2015 Ariba, Inc. All rights reserved.

Access to Aramco e-Marketplace

HABIBULLAH.SIDDIQUI

Ariba Sourcing

ARAMCO E-MARKETPLACE

Company Settings

habibullah siddiqui

Help Center

12029 leads match your company profile

View Matched Leads

Welcome to the Ariba Spend Management site. This site assists in identifying world class suppliers who are market leaders in quality, service, and cost. Ariba, Inc. administers this site in an effort to ensure market integrity.

aramco

Events

HABIBULLAH.SIDDIQUI

Title	ID	End Time	Event Type
No items			

Registration Questionnaires

HABIBULLAH.SIDDIQUI

Title	ID	End Time	Status
▼ Status: Open (1)			
Supplier Registration Questionnaire	Doc2988463	7/18/2019 4:00 PM	Pending Resubmission

Qualification Questionnaires

HABIBULLAH.SIDDIQUI

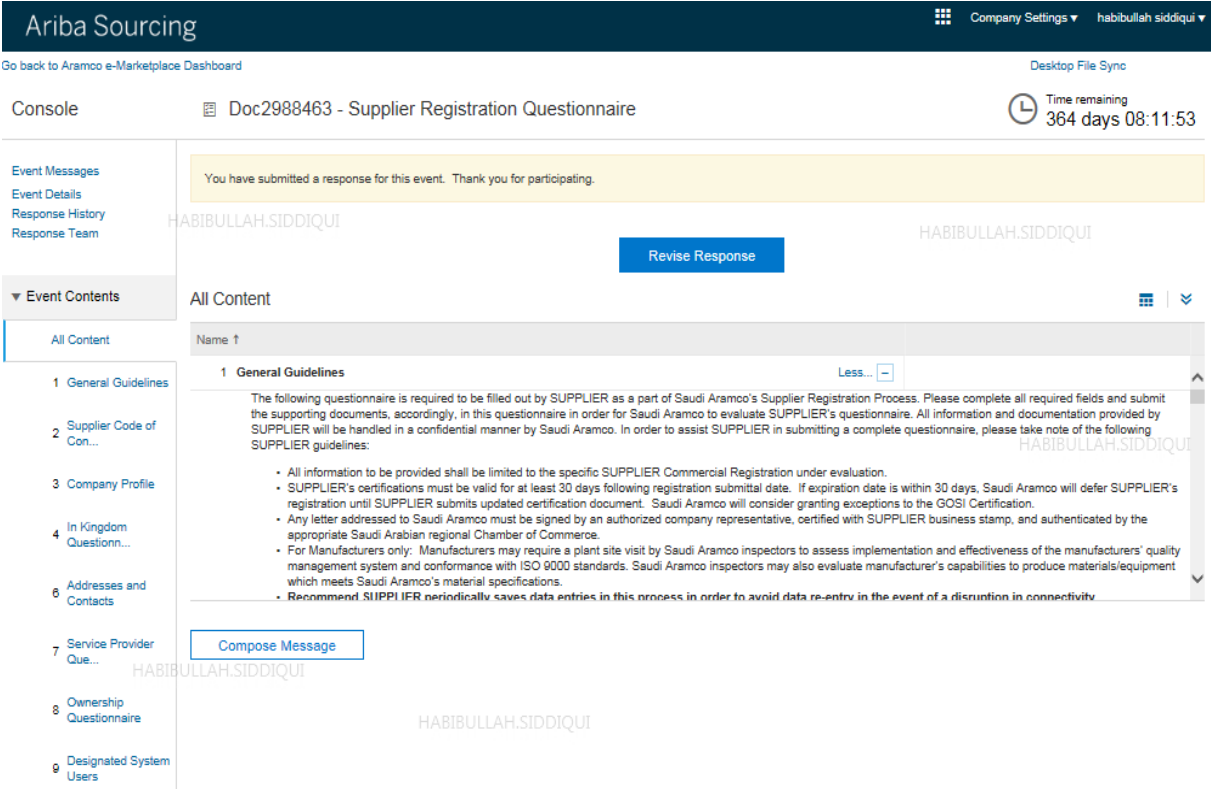
Title	ID	End Time	Status
No items			

Tasks

HABIBULLAH.SIDDIQUI

Name	Status	Due Date	Completion Date	Alert
No items				

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.

Registration updates

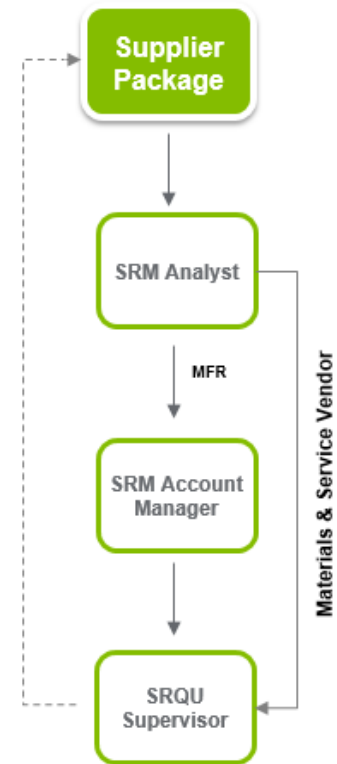
▼ Event Contents

All Content

- 1 Welcome to Aramco e-...
- 12 Guidelines
- 13 Supplier Code of Con...
- 14 Company Details
- 15 Commercial Requirement
- 16 Financial Details
- 17 Bank Details
- 18 Addresses and Contacts
- 19 Trade Compliance
- 20 Compliance & Ethics
- 21 Privacy Notice

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



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.

How to contact Aramco local team

For any inquiries, please contact srm@aramcooverseas.com

Legal Statement and Disclaimer

- *Aramco owns the copyright of this material. The domain names, trademarks, text, graphics and images, etc. contained herein and SAP Ariba are protected by laws. No business or individual may reproduce or transmit in any form without the express prior written permission of Aramco. The risks associated with your unauthorized use and all the consequences arising therefrom shall be borne by yourself.*
- *In no event shall Aramco be liable for any direct, indirect, incidental, loss to the user or any third party (including but not limited to loss of profits, loss of information data, destruction of property, etc.) resulting from the use of the contents of this document or the inability to access the site of SAP Ariba.*

