****Coupa**Sourcing - Supplier Guide_R1

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Welcome to Coupa e-Sourcing!

This guide describes how to access a sourcing event hosted on Coupa and how to submit the information requested by the Buyer. The fields and settings may differ between events depending on the scope. If something is not clear, please use the Messaging center at the bottom left on the platform to post a question to the Event team.

Invitation and access to the event

Suppliers do not need to have a Coupa account or access to the Coupa Supplier Portal (CSP) to take part in sourcing events.

You will receive an invitation to the sourcing event through an email from Coupa Sourcing. Click View Event or I intend to participate in the email to access the event. If the event has not yet started, you will be taken to a page with a countdown timer indicating the time open for enter update. Take note that, you will not get any additional notification when the event opens.

Below is the sample of email invitation for the new sourcing event:

[RFQ] - 0606 MV Model Arm Bearing EZO invitation - Sourcing Event #4444

JABIL/STG-UAT <do_not_reply@jabil-stg.coupahost.com> to me 🔻



JABIL_{STG/UAT} [RFQ] - 0606 MV Model Arm Bearing EZ0 invitation - Sourcing Event #4444

Powered by Coupa

JABIL/STG-UAT has invited you to the sourcing event: [RFQ] - 0606 MV Model Arm Bearing



If you intend to participate, review the event timeline and accept the terms and conditions of the event, if applicable,

Click the "My Responses" tab to provide your response, which may include Attachments, Forms, and Items and Lots.

Please submit your best price with Tax-excluded, Jabil will not accept supplier to reduce price offline after the event end. Jabil may reserve the right to invite the qualified supplier for further negotiation via a follow-on event.

Response due date: Friday, 24 July 2020 02:29 PM CST

Want to participate later? Need more info? Click I intend to Participate button to let the buyer know. Click View Event and you will be taken to the event page.

> I intend to Participate View Event

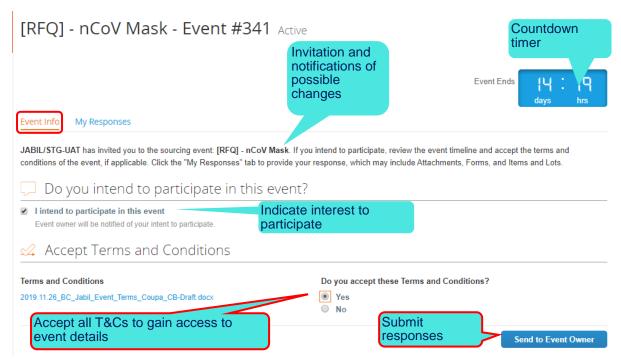
Coupa will send you notification for the new event invitation, revision changed by buyer, and reminder about event due one day prior to event end. You may react accordingly.



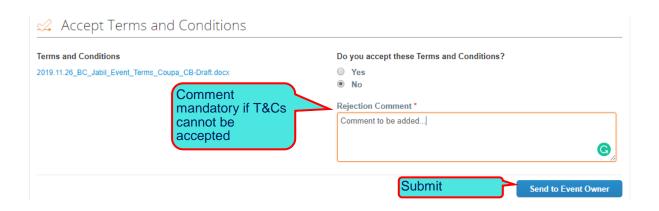
Event information

When the event is open, clicking *View Event* in the invitation mail will bring you to the *Event Info* page in the event. Bookmark the page and/or save the invitation email so you can get back to the event for updates if needed. The setup may differ between events and Buying companies, so all sections and fields described below may not be shown in all events. The countdown timer at the top right shows the time to closing, or to the opening of an auction step, if the event setup is an RFx – auction.

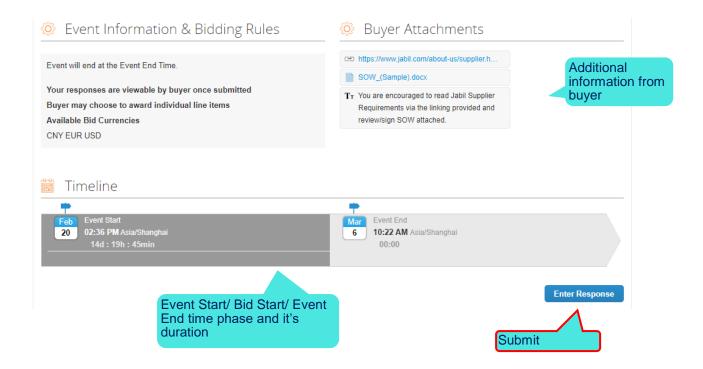
If you have not indicated your intent to participate, you have a new chance here to let the Buyer know you are interested. A green receipt will be shown at the top of the page to confirm successful submission.



You have to accept all Terms and Conditions to gain access to the event details. If you are not accept one or more of the conditions, click 'No' and give a brief explanation in the mandatory comment field to help the Buyer understand your choice. Click **Send to Event Owner** to submit. Should you change your mind, you may change your 'No' into a 'Yes' and re-submit. However, it is not possible to change a 'Yes' into a 'No' once it is submitted, as the acceptance is binding.



The conditions for the event are listed in the Event Information & Bidding Rules section. Additional information about the process and scope may be provided for download in the Buyer Attachments section. Read all information carefully. The Timeline shows the start of each of the phases with the duration of the phase displayed underneath. Only once you have submitted your acceptance of all Terms and Conditions, the *Enter Response* button at the bottom of the page becomes available to you. Click it to get to the My Reponses page where you find the event details.

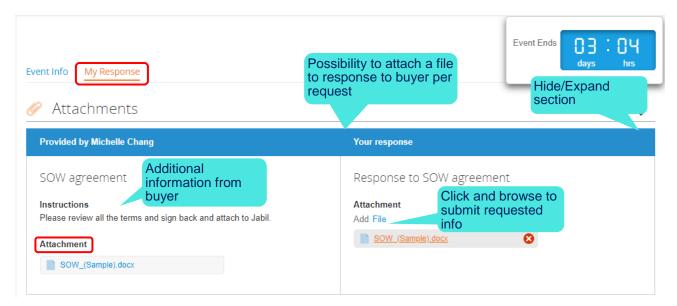


Responses

Click *Enter Responses* at the bottom of the Event Info page to open the My Responses page where you submit the requested information. You can hide sections by clicking the arrows in the right margin.

1. Attachments

The Buyer may provide you with further information about the items in attached files. You may also be requested to respond by submission of a file. Click the File link in the Your Response part to the right and browse for the file. It is submitted once you click it. Should you wish to remove it, put the marker over the attachment and click the red icon . If you have several files, you may attach them one by one or as a zip archive.



2. Forms (Questionnaires)

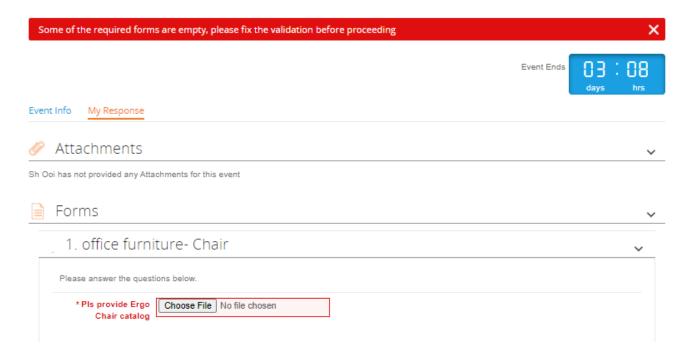
Forms (Questionnaires) is used to collect additional information that the Buyer needs for the award consideration. There can be several questionnaires in an event, use the **Hide/Expand** arrows in the right margin to facilitate overview. Submit your answers by clicking **Save** at the bottom right of each of the questionnaires.

Hide/Expand



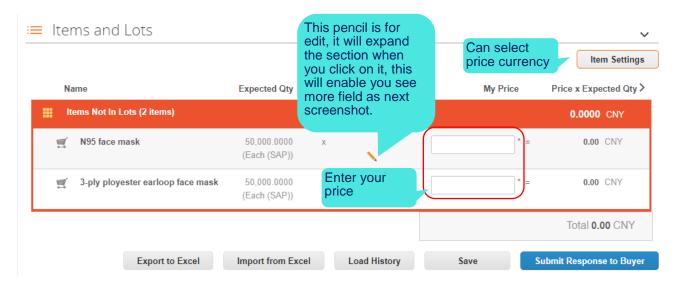
All mandatory information indicated by red asterisk (*). If you overlook the mandatory field, your submission will be rejected and you will receive an error message as below.

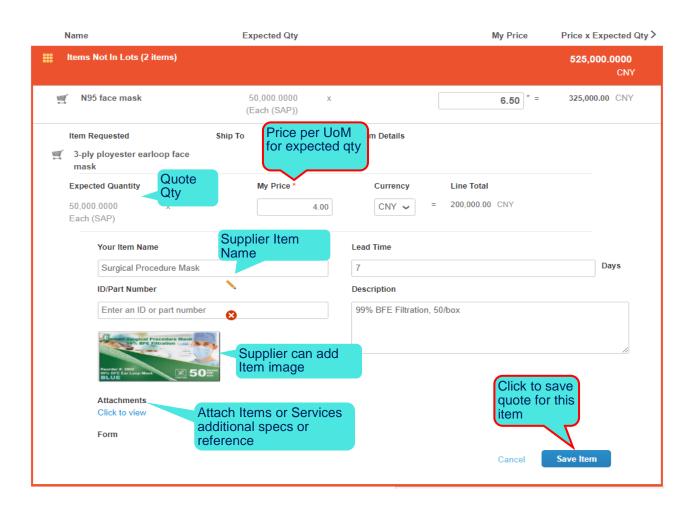
[RFQ] - Office Furniture - Event #5836 Active



3. Items and Lots

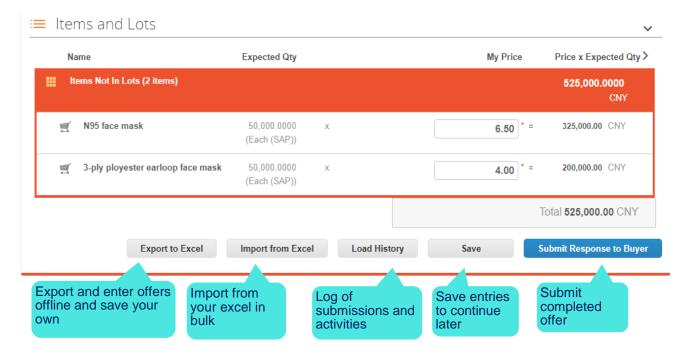
This is the section where you specify and price your offers. Click an item to open it. The requested input may vary depending on what is sourced. There may also be additional item-specific questions from the buyer. Items in Lots are always awarded together. Make sure to complete all mandatory information and click *Save* Item.





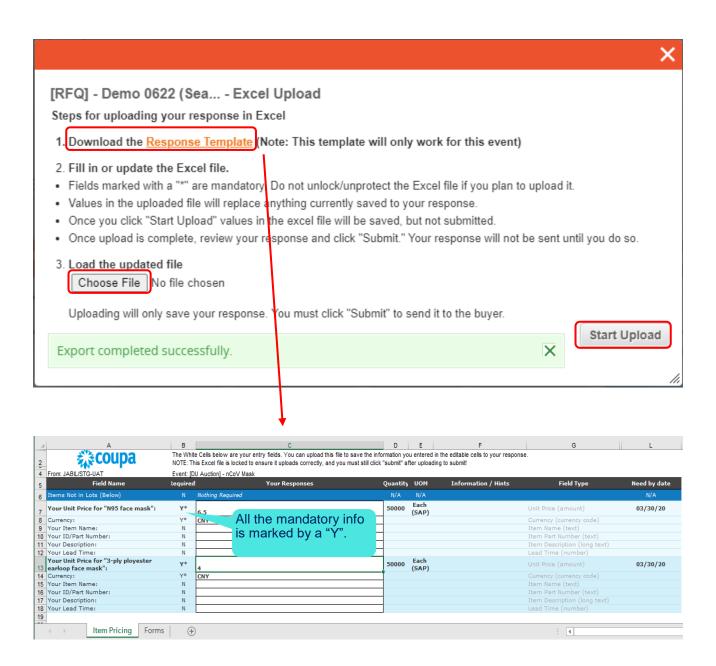
4. Submission of responses

When you have completed all requested information in the three sections, click **Submit Response** to Buyer at the bottom of the page. You will get a green receipt of successful submission at the top of the page. During pre-bidding phase (submission of information without feedback), you can update your information as many times as needed. Bidding rules do not apply to pricing in pre-bidding phases (for auction event).



5. Bulk Submission

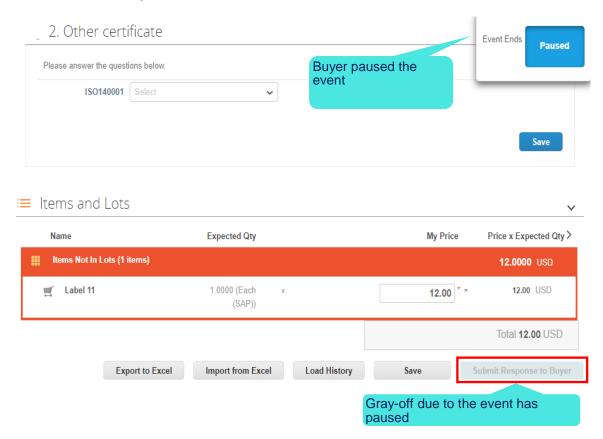
For multiple items, Coupa allow bulk upload by enter prices and specifications offline in an Excel form and submit. Click "Export to Excel" and download the "Response template", enter your data into template. The first tab is for the item pricing, the second one contains the Questionnaires, if any. Mandatory information is marked as "Y". Save the file on your computer. Make sure the name is exactly same as the original downloaded file. Go "Import from Excel", "Choose file" by browsing the files in your computer, select the one and click "Start Upload". You will get a green receipt for the successful upload. Verify that the updates are as intended and click "Submit Response" to Buyer.



6. "Submit Response to buyer" button is gray off.

There could be 2 scenarios that "Submit to buyer" button is gray off.

a) When event creator pause the event for editing, the event will temporary close for supplier to update. You will see Event Status as Paused at top right. Supplier need to wait for notification for the update.



b) After event creator complete the changes to the event, it will notify supplier to make acknowledgement that "I have reviewed the changes to this event". Once it's check and submit, you will able to submit your bid.

≡ Items and Lots •									
Name		Expected Qty			My Price	Price x Expected Qty >			
items Not In L	_ots (1 items)					0.0000 CNY			
⊯ jig		1.0000 (Each (SAP))	х		* =	0.00 CNY			
						Total 0.00 CNY			
				(☐ I have review	ved the changes to this event			
	Export to Excel	Import from Excel	Load History	Sav	S	ubmit Response to Buyer			
Gray off due to require for acknowledgement on the event changes. Just check it and will able to submit response to buyer.									

Competitive bidding - English auction

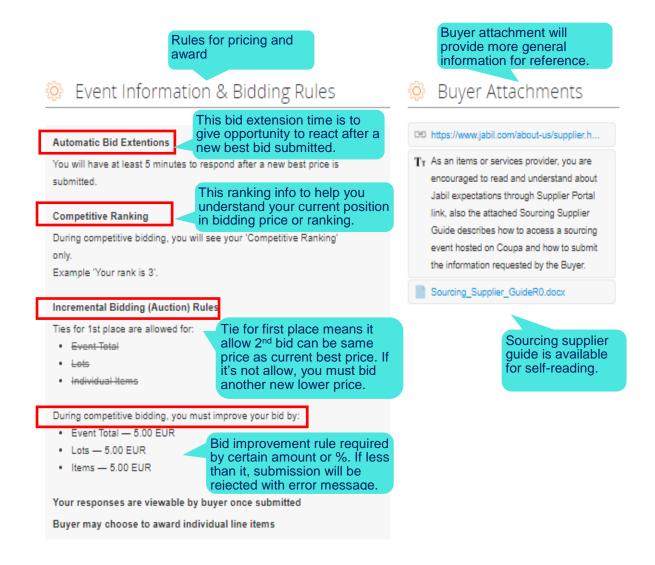
For English auction event, you are required to feedback your bidding prices. The Attachments and Forms sections are available at the bottom of the page.

There are 2 tabs in your invitation: Event Info and My Response, as shown as below:

Event Info My Response

Event Info:

Please spend time to read the event information and bidding rules that been pre-defined by event creator, and understand the rules apply in this English Auction.



My Response

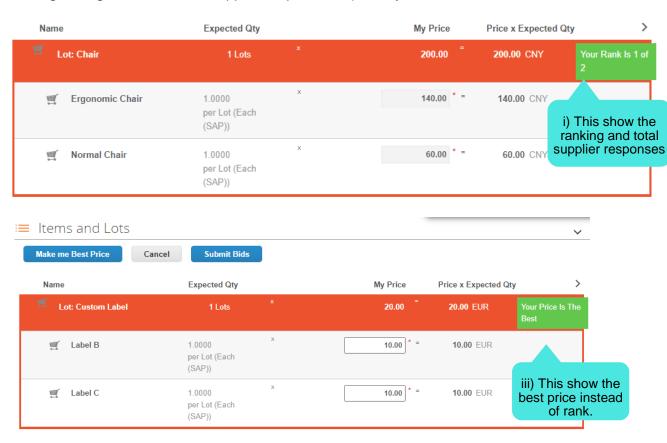
You need to "submit bids" in this English Auction, only then you will see more information



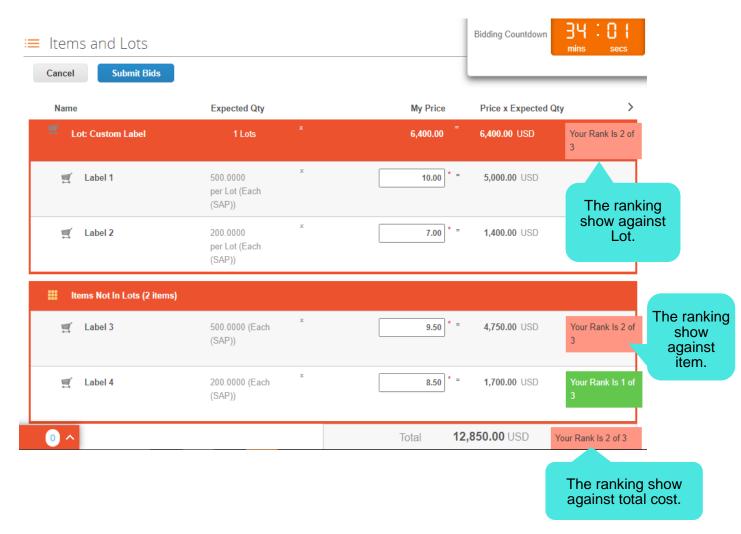
After submit bids, you will see few information below:

a) Ranking or informed about the <u>best</u> bid, depending on the rules set by event creator (may refer to Event Info).

Total 3 types: i) Competitive ranking, showing total supplier responses ii) Competitive ranking, hiding total number of supplier responses. iii) Anonymous Best Price



b) The ranking could be calculated <u>in total cost</u>, <u>or by lot or by items</u>. You will see your new rank once you get the receipt for the submission. Beware the recalculation may take some time. The items will remain open should you wish to update again. You can update your offers as many times as you wish until the auction closes to improve your price



- c) All items in a lot are ranked together but may be <u>awarded individually</u> if the Buyer has allowed that, see the Bidding rules section in the Event Info page with statement: **Buyer may choose to award individual line items.**
- d) There is one type of English event name "Anonymous Best Price", it enable system help supplier to propose a new best price.

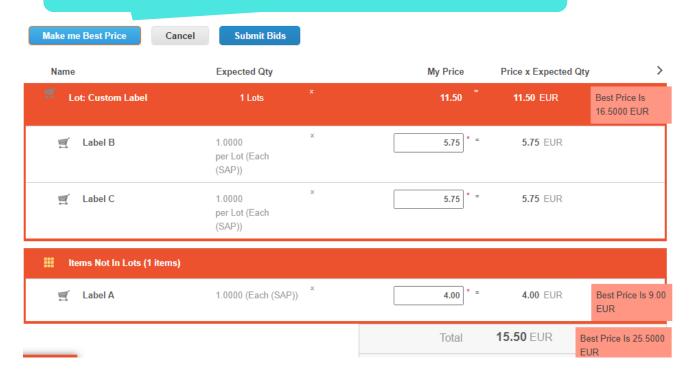
Anonymous Best Price

During competitive bidding, you will see your Price in comparison to the 'Best Price'.

Example 'The Best price for this item is \$352.00'.

When supplier click on **Make Me Best Price** button, system will propose the best bid among the supplier on specific items to make them the best price. Coupa keeps the price as high as possible for the supplier, while obeying the event bidding increment rules, including whether or not ties are allowed, all while ensuring that they have the best price necessary. Coupa applies these rules to each biddable item, service, and lot to lower prices individually, as needed.

You can click on "Make me Best Price", system will propose a new best price into "My Price" column. You may review and submit if you agree.



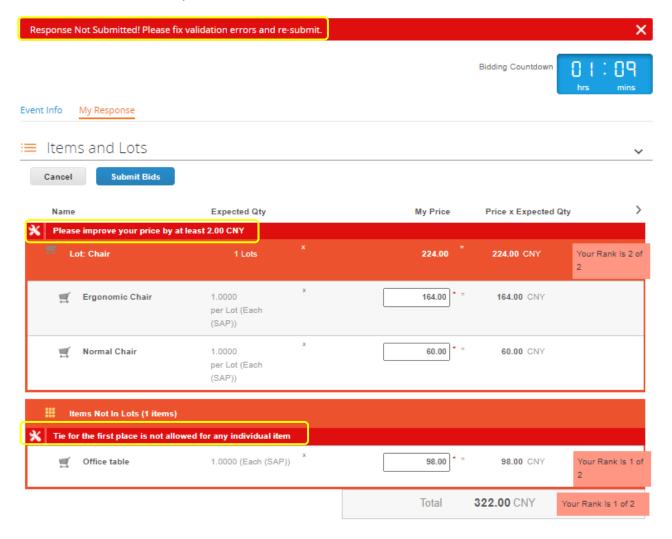
Error Message

Please always read the bidding rule in the "event info" and understand the rules.

When you submit bid which not align to the bidding rules, there will be error messages prompted that "Please fix validation errors and re-submit".

2 common error messages are:

- 1) "Tie for the first place is not allowed for total event" refer to your total price is same with your competitor, you need to revise the price to a better price.
- 2) "Please improve your price by at least \$X" refer to your new submitted price is less than the "X" amount that required



Competitive bidding - Dutch auction

Dutch auction behave different from English auction. The first participant to accept the call out price (current bid price) will become the winner, and the event will end.

Event info

Please always read and understand the rules stated for Dutch event, usually it is very simple and only involved the bid increase time interval.



Event Information & Bidding Rules

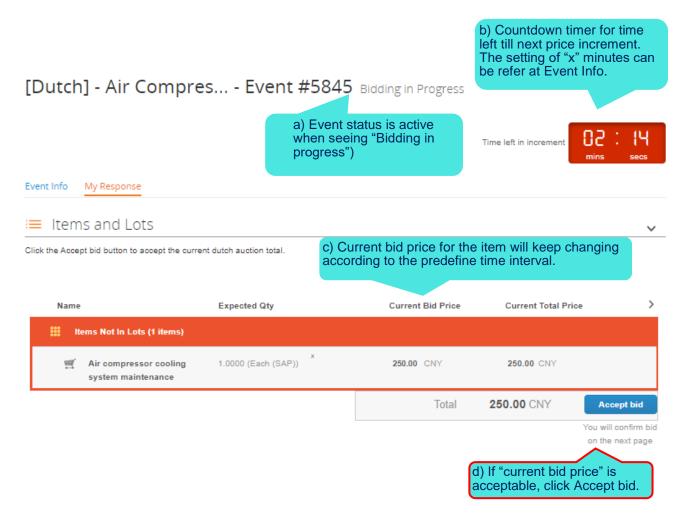
Automatic bid time interval

Bids will increase price every 3 min

My Response

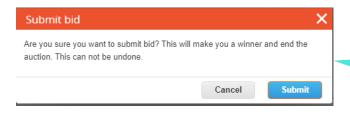
The supplier will see below:

- a) The status of the event, when it show "bidding in progress", mean the event is currently active.
- b) A clock indicating time to next change of the price. Please don't misunderstand this is count down for event end time. This is time between price changes which pre-defined by event creator and stated in the **Event Information & Bidding Rules** section. However, the change in the price will not show to the suppliers. Thus, you need to watch out and standby for "accept" action when the price is acceptable.
- c) The changing call-out price (current bid price) for the item and quantity, and the resulting total cost for each item as well as the total cost of all items at the current interval. You are not required to update price as other event, but current bid price will keep changing, please watch out which price is your acceptable price.
- d) "Accept bid" button, if you wish to accept the call out price (current bid price).



As soon as you have confirmed your response, the auction ends and you are marked as the winner. But, please be reminded, "You won" does not necessarily mean that you will get the business, it still subject to final decision from event organizer.

Note that your bid is for the total cost, all items are awarded together.

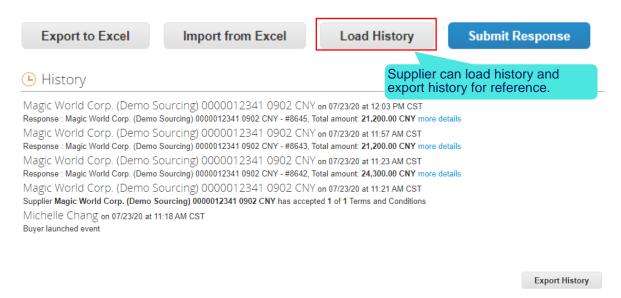


System will trigger message to get supplier to reconfirm prior to submit bid, as it cannot be undone once submit.



History log

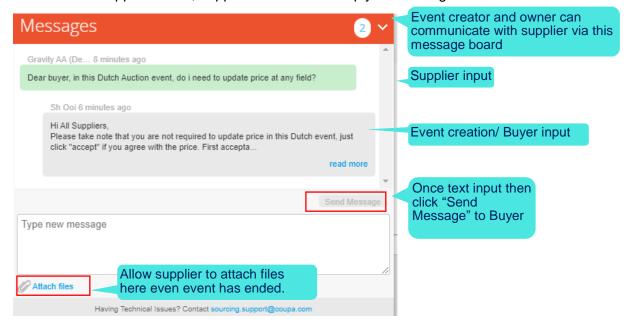
Click *Load History* at the bottom of the My Responses page to expand the log where you can see your submissions and other activities. There is "Export History" button available if you like to export it out for reference.



Messages Center

Messages center at the bottom of the event pages allow you to send question to event organizer for all questions related to the Event. Send attachment feature via message center is available.

When event organizer response to supplier, the message will appear in both message board and also email to supplier. Thus, supplier can view the reply without login back to the event.





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You received a new message on the Message board from JABIL/STG-UAT. The message reads:

Hi All Suppliers,

Please take note that you are not required to update price in this Dutch event, just click "accept" if you agree with the price. First acceptance will become the winner.

You can view the context of the message on the full message board in the event by clicking the link below.

Technical Support

If you have any technical issues, please contact sourcing.support@coupa.com.



The technical issue coverage as below:

- 1) Not able to login to the system
- 2) Problems attaching a file
- 3) Error submitting a bid

Following information is required for Coupa technical support:

- 1) Customer name-Jabil
- 2) Event #
- 3) Problem description
- 4) A copy of the original invitation email that supplier received.

Language Settings

At the bottom of the page, you can select your preferred language settings for the online view and email notifications.



