# Quick reference guide









As member of your organisation's proposals and questionnaires response team, follow this guide to understand the general functionality available to suppliers to be able to provide responses to supplier questionnaires (e.g., registration, prequalification, onboarding) and sourcing opportunities. More specific information about each questionnaire can be found here.

#### Related **SAP** video tutorials:

Disclaimer: Please be aware that not all features demonstrated in the video may be enabled or available for Sydney Water.

Participating in Events (4:53 Mins)

Responding to RFIs (2:51 Mins)

Responding to RFPs (3:46 Mins)

# **Minimum requirements**

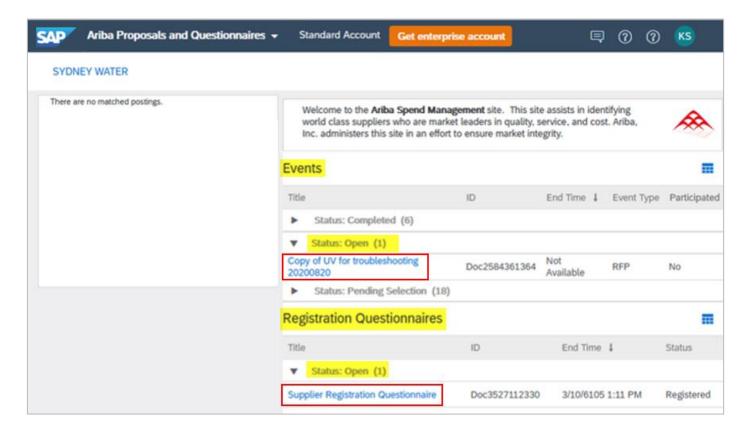
You must receive a Sydney Water supplier questionnaire / sourcing opportunity invitation email or meet the minimum requirements outlined in Accessing supplier questionnaires and sourcing opportunities.

# 1. Locate the proposal / questionnaire

From the Ariba Proposals and Questionnaires main screen, click the title of the supplier questionnaire / sourcing opportunity for which a response need to be provided.

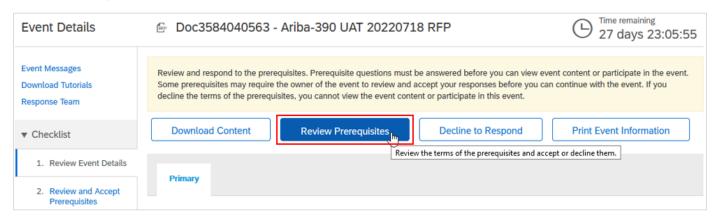
- RFx can be found in the Events section. The event status corresponds to the stage in the event process.
  - **Open**: RFx events open for responses. Click the event to submit a response.
  - **Pending Selection**: RFx events that are closed and are being evaluated.
  - **Completed**: RFx events that are awarded and closed.
- Registration questionnaire can be found in the Registration Questionnaires section.
- All other questionnaires such as Pregualification, Onboarding, and other ad-hoc questionnaires we send on a need basis can be found in the **Questionnaires** section.

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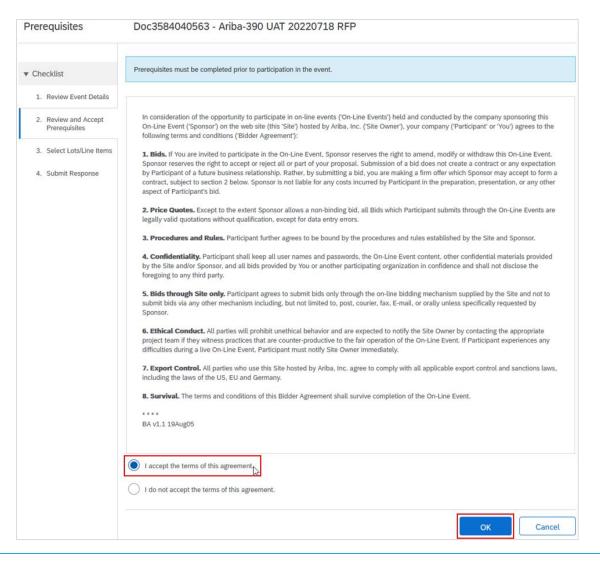
# 2. Review prerequisites and accept bidder agreement

If the event is set-up with prerequisites, you must review and accept these before you can participate. Click **Review Prerequisites**.



Select I accept the terms of this agreement. Click **OK**. If you have issues with the terms of the bidding agreement, contact the person managing the supplier questionnaire / sourcing opportunity.

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#### **Important information:**

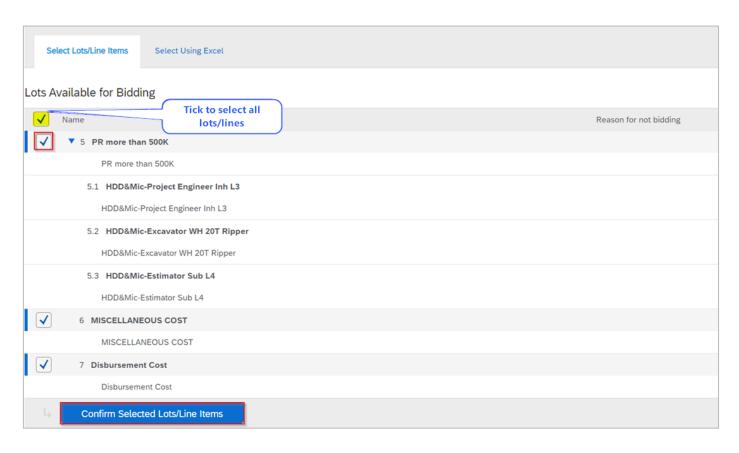
- If **Response Team** option is not available, contact the person managing the supplier questionnaire / sourcing opportunity.
- If the person you are trying to add is not available for selection, it means that they are not created as a
  user in the Ariba account you linked with us for sourcing and supplier management. <u>Contact your Ariba</u>
  <u>account administrator</u> to get them created as a user with role **Access Proposals and Contracts**. Once
  added, contact the person managing the supplier questionnaire / sourcing opportunity so the new
  supplier user gets approved in our supplier management system.

See Minimum Requirements on who to contact for supplier questionnaires / sourcing opportunities.

# 3. Select lots / line items

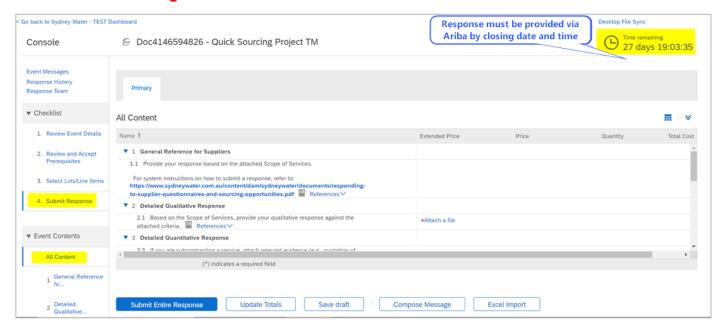
If prompted to select lots / line items, you must select the line you intend to submit a response to. Then click **Confirm Selected Lots/Line Items**.

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# 4. Understand the Submit Response screen

Once all prerequisites have been accepted, you will be able to submit a response to a supplier questionnaire / sourcing opportunity. The **Event Contents** on the left-hand menu summarises the high-level structure of the event comprising general information and returnable schedules. **Note that the event structure may differ for each sourcing event.** 



Summarised below are examples of returnable schedules that you may encounter in our events. **Note that the event structure may differ for each sourcing event.** 

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## 4.1 General Reference for Suppliers

Provides information on scope of services and system instructions on how to submit a response.

## 4.2 Detailed Qualitative Response

This is a returnable schedule related to qualitative/non-price criteria (e.g., Safety, Environment, Quality).

## 4.3 Detailed Quantitative Response

This is a <u>returnable schedule</u> related to <u>additional</u> quantitative/price criteria.

Depending on the event, the following questions **may** be asked:

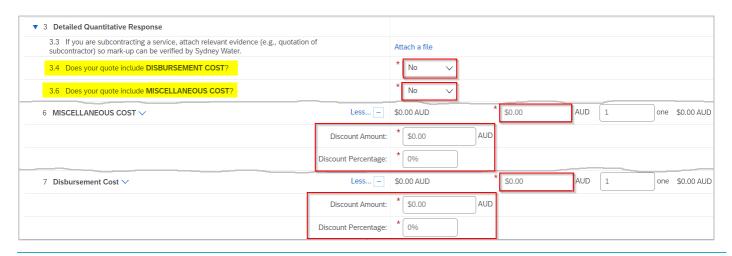
- 1. Quotation of subcontractor if some services are going to be subcontracted.
- Details of any disbursement or miscellaneous costs.
  - If applicable, select Yes on questions Does your quote include DISBURSEMENT COST and/or Does your quote include MISCELLANEOUS COST? Then:
    - Provide an attachment detailing the cost breakdown through the Attach a file button.
    - Provide the total cost (excluding GST) in the relevant pricing fields.
    - If the pricing for Miscellaneous Cost/ Disbursement Cost includes discount, provide the discount amount/ discount percentage in the related fields, and select the other discount field as 0.00.



- If not applicable, select No on questions Does your quote include DISBURSEMENT COST and/or Does your quote include MISCELLANEOUS COST? Then:
  - Enter '0' in the relevant pricing and discount fields then press enter.

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#### Important information:

 Do not provide information in both Discount Amount and Discount Percentage fields. Providing values in both fields will apply the discount amount first and then apply the discount percentage on the remaining amount.

## 4.4 Main lines on the Request for Quotation (RFQ)

This is a returnable schedule related to the primary quantitative/price criteria.

Quotes can be provided directly in the Event Details screen or via excel upload.

## 4.4.1 Responding via the **Event Details** screen

Generally, RFQs configured for online quoting relate to services. RFQs for services can be identified as having a hierarchical structure. A parent service line can be identified using the unit of measure (UOM) of 1 one. A parent service line will have at least one child service line underneath it.

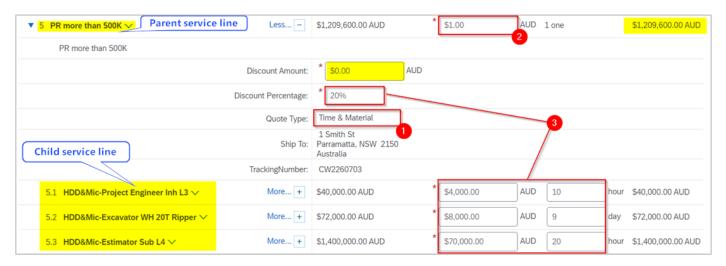
When providing online quotes for services:

- 1. The pricing response must be based on the Quote Type specified on the event.
- 2. The price of the parent service line must be \$1.00. The price of the parent service line will be updated based on the total price provided in the service child lines, including the overall discount provided (if any).

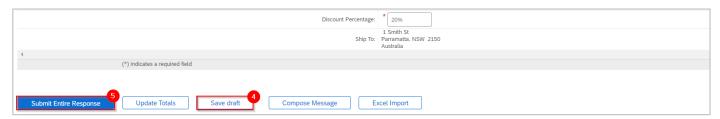
The price of each child service line must be entered accordingly. If an overall discount has been applied on the parent service line, this will be applied to each child service line on a prorated basis in the resulting purchase order (PO) for the successful supplier.

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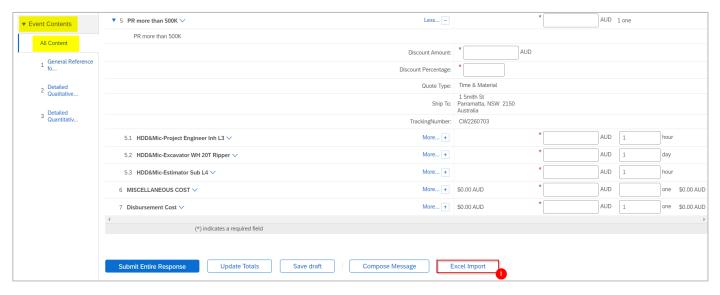
- 3. Click Save draft to store responses in the system.
- Upon completion, click Submit Entire Response.



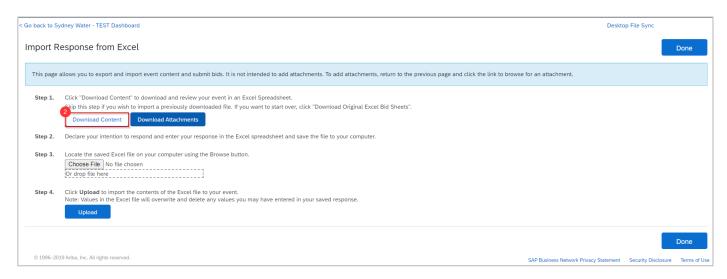
#### 4.4.1 Responding via excel upload

Excel functionality can be used to respond to events with large amount of data.

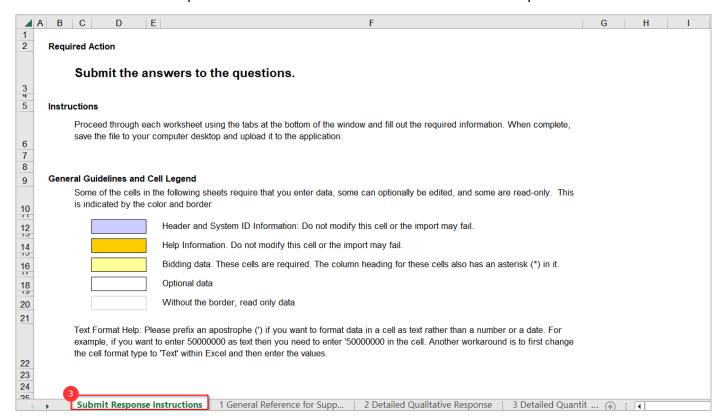
1. Click Excel Import.



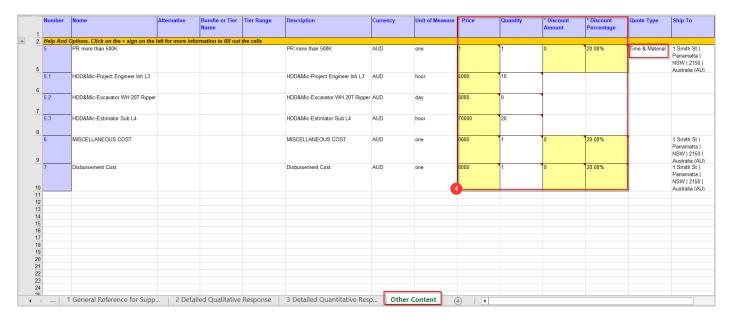
2. Click Download Content.



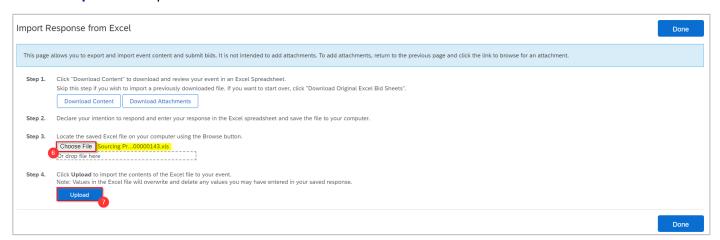
Follow the instructions provided in the first tab of the excel to submit the responses.



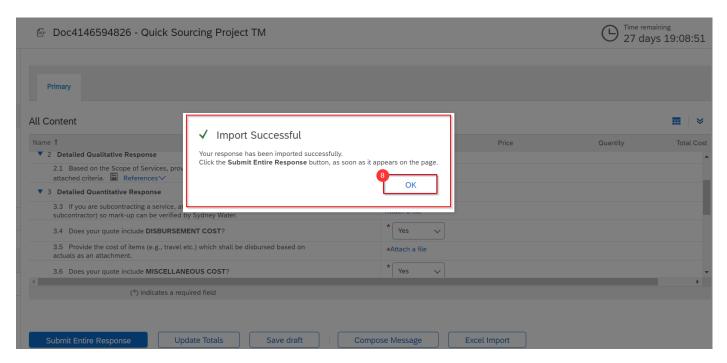
Do not modify predefined format of the excel spreadsheet. Pricing information must be provided in Other Content tab.



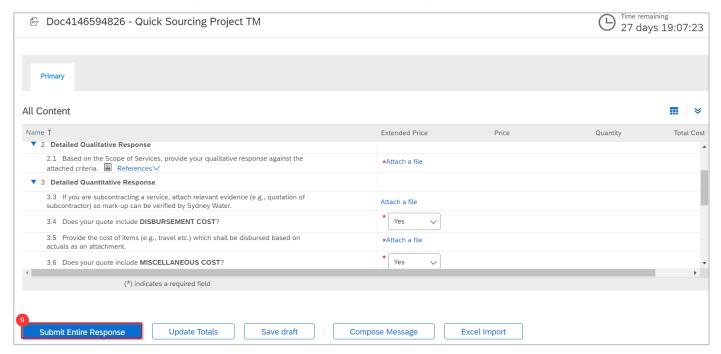
- Enter your response and save the file in your local drive.
- Choose file.
- Click **Upload** to import the contents of the excel file.



8. Once the excel is uploaded, the system issues a success message. Click OK.



9. Click **Submit Entire Response** to finalise and submit the response.



Refer to section <u>Understand common answer types</u> to know more about common answer types we use in supplier questionnaires / sourcing opportunities.

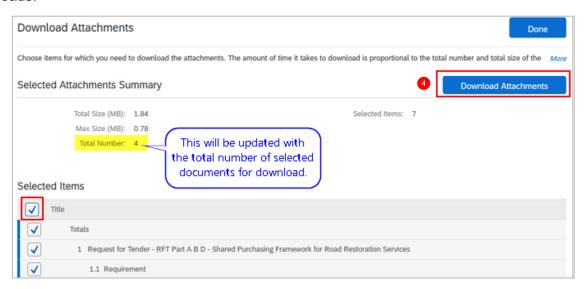
# 5. Download attachments

Questions appended with References are further elaborated through reference document/s.

- 1. Click the dropdown icon.
- 2. Click the individual file name to download a specific file, or
- 3. Click Download all attachments.



4. In the next screen, click the box beside **Title** to proceed with downloading all attachments. Click **Download Attachments** to download the attachments into a zip file that will be saved in your default folder for downloads.



# 6. Add a colleague as member of response team

If the event is set-up to receive responses from a response team, the **Response Team** functionality can be used to collaborate with colleagues to provide us a single response.

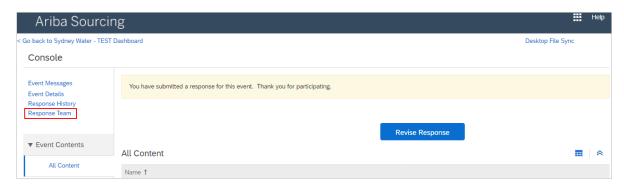
#### **Important information:**

- If **Response Team** option is not available, contact the person managing the supplier questionnaire / sourcing opportunity.
- If the person you are trying to add is not available for selection, it means that they are not created as a
  user in the Ariba account you linked with us for sourcing and supplier management. <u>Contact your Ariba</u>
  <u>account administrator</u> to get them created as a user with role **Access Proposals and Contracts**. Once
  added, contact the person managing the proposal / questionnaire so the new supplier user gets
  approved in our supplier management system.

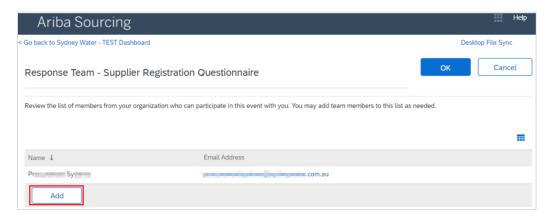
See Minimum Requirements on who to contact for supplier questionnaires / sourcing opportunities.

To proceed with adding a colleague to the response team, click Response Team.

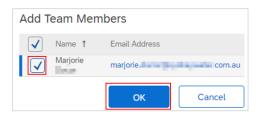
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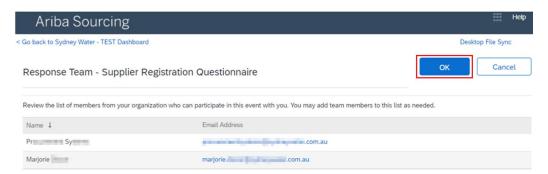
#### Click Add.



Tick the box beside the name of the relevant user. Click **OK**.



Click **OK** in the Response Team window.



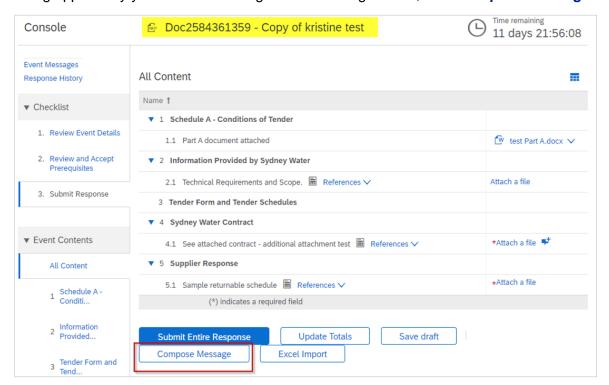
# 7. Use message board

#### Important information:

- Use message board only for RFx.
- For any correspondence relating to supplier prequalification, registration, onboarding, and other questionnaires, send to businessconnect@sydneywater.com.au.

Use the **Compose Message** functionality to send communications to our sourcing project team. This ensures all messages relevant to the RFx are timestamped and contained within the project.

In the sourcing opportunity you need something communicating with us, click Compose Message.



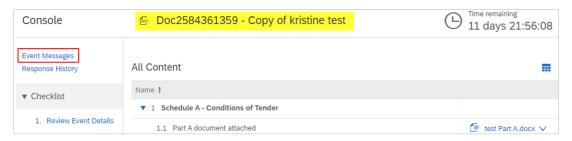
Complete your message details as if sending an email.

- Subject
- Description
- · Attachments, if required

#### Click Send.



To manage past messages, click Event Messages.



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# 8. Understand common answer types

Questions marked with an asterisk (\*) are mandatory. Some questions may be conditional, i.e., questions that become visible based on the answer to the previous question.

## 8.1 Attachment Answer Type

This appears when mandatory attachment is required.

Only one (1) file is allowed. If you need to attach multiple documents, compress them into a zip file with a **maximum of 100mb** per file.

1. Click Attach a file.



 In the Add Attachment screen, click Choose File then select the file from your computer. You can also drag and drop the file into the broken line box labelled with Or drop file here. You should see the file name of the attached file. Click OK.



- 3. There are three possible options for the attached file.
  - a. Click the **dropdown icon** to download the uploaded file.
  - b. Click **Update file** to change / replace the file.
  - c. Click **Delete file** to remove the file.

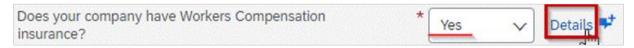


## 8.2 Certificate Answer Type

This appears when we need to collect insurance and other certificates, e.g., Worker's Compensation, Public Liability, ISO, etc.

Only one (1) file is allowed. If you need to attach multiple documents, compress them into a zip file with a **maximum of 100mb** per file.

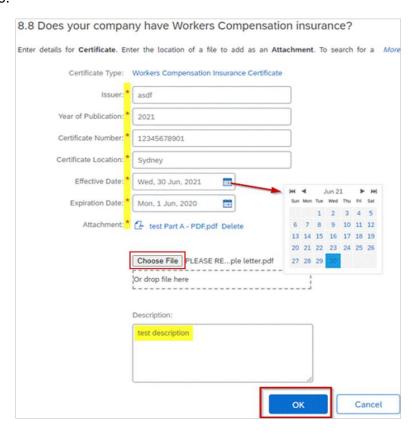
- 1. Answer **Yes** to any certificate question and the **Details** link will appear.
- Click Details to open the Certificate Details screen.



- 3. Provide mandatory information.
  - a. Use the date picker to select dates ensuring **Expiration Date** is in the future.

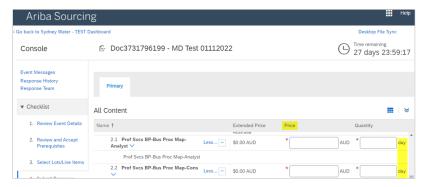
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- b. Click Choose File to attach a copy of the certificate and enter a description.
- Click OK once done.



## 8.3 Money Answer Type

Prices to be quoted are <u>usually</u> excluding GST, unless otherwise specified. The price should correspond to the quantity unit of measure, if provided.



Refer to SAP Ariba sourcing answer types for more detailed documentation about this topic.

For further assistance or clarification with regards to a specific RFx, use the Message Board functionality.

## 9. Provide additional comment / information

Questions may be set-up in such a way that optional additional comments or attachments can be provided as indicated by the speech bubble  $\stackrel{\bullet}{=}$  icon. As this is only optional, do not use this in place of an existing Attachment or Certificate answer type, both of which are mandatory. To provide optional additional comments or attachments:

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1. Click on the speech bubble beside the answer field.

Does your company have a safety management system that effectively manages regulatory compliance and safety risks particular to the delivery of your services or product? This \* is based on AS4801/AS/NZS/ISO45001; OR NSW Government WHS management system and auditing policies - 6th edition OR Office of Federal Safety Commission (OFSC accreditation).

- 2. In the Add/Edit Comment screen
  - a. Provide comment in the Comment box.
  - b. Click Attach a file.



c. In the Add attachment screen, follow the steps as in Attachment Answer Type

Once a comment / attachment is added, the speech bubble icon will change from \* to \*. Click \* to add more, review or edit.

3.1 Does your company have a safety management system that effectively manages regulatory compliance and safety risks particular to the delivery of your services or product? This is based on AS4801/AS/NZS/ISO45001; OR NSW Government WHS management system and auditing policies - 6th edition OR Office of Federal Safety Commission (OFSC accreditation).

# 10. Support

byuney	Did not find what you're looking for? Access all Sydney Water supplier support resources here.
Sydney WAT&R	To get assistance specific to your situation, contact us at <a href="mailto:businessconnect@sydneywater.com.au">businessconnect@sydneywater.com.au</a> .
SAP	For SAP product documentation and supplier support, visit the SAP Help Centre.

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