SUPPLIER'S GUIDE TO ELECTRONIC BIDDING WITH THE CITY OF EDMONTON



edmonton.ca/sellingtothecity





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1.0 Introduction

The City of Edmonton has switched from paper to online, electronic procurement using SAP Ariba, a web-based platform, popular world-wide in both the public and private sectors.

Moving online to electronic procurement changes the way the City and Suppliers interact, making it easier to do business together on the Ariba network, while ensuring open, fair and transparent procurement and contract management processes are followed.

The intent of this guide is to provide information on how to use SAP Ariba Discovery to monitor and respond to procurement opportunities at the City of Edmonton.

1.1 What is e-Bidding

Simply stated, e-Bidding is a process where Suppliers can submit electronic bids to open and/or invitational procurement/sourcing competitions. As a result, Suppliers wishing to *Sell to the City* need to be registered users of SAP Ariba Discovery to interact with City procurement opportunities.

1.2 Benefits for Suppliers

SAP Ariba Discovery uses a windows layout comprised of menus, toolbar buttons, pop-up dialog window boxes, and working screen windows similar to any Windows based environment. Key elements to the SAP Ariba environment are as follows:

- SAP Ariba is a cloud-based solution, accessible anywhere the internet is available.
- e-Bidding will save time and money by eliminating the need to drop off paper copies to the Procurement Office.
- SAP Ariba allows Suppliers to build submissions from the time of posting to the time of closing by providing a workspace to save document development work.
- SAP Ariba has a robust notification function. Once a Supplier has identified intention to participate in a procurement opportunity, notifications are sent automatically when addendums are issued, competitions are extended or cancelled, and for other related information.
- Suppliers have a consolidated view of all opportunities in which to participate or have already participated in.
- Suppliers can tailor their profile to be notified of upcoming opportunities in categories of interest (e.g. construction, agriculture, etc.).
- Suppliers will gain access to other procurement opportunities within the SAP Ariba Discovery environment. This is a global network that allows Suppliers to search opportunities from SAP Ariba's other customer organizations.

NOTE: There may be costs associated with responding to opportunities with other organizations on the SAP Discovery Ariba Network that are not public sector.



1.3 What does e-Bidding mean for Suppliers

The implementation of e-Bidding will affect Suppliers in the following ways:

- Suppliers must create an account and register on the SAP Ariba Discovery Network to participate in these opportunities.
- All City notices will be posted on the Alberta Purchasing Connection (APC) website with a link to the procurement opportunities.
- Competitive, non-competitive, and invitational procurement opportunities will be posted electronically.
- Supplier questions on procurement opportunities can only be posted and responded to using the e-Bidding system in SAP Ariba.
- All bids, except when identified otherwise, must be submitted electronically through SAP Ariba.

1.3.1 What is NOT covered by e-Bidding

The following current processes will continue and e-Bidding will not be used for theses procurement opportunities with the City:

- Self Service procurement.
- Low Value Purchase Order (L-order)

1.4 Key Terms and Definitions

Following are some terms you may want to become familiar with as the terms are used in this document and in the SAP Ariba Discovery Network.

Term	Definition
Advanced Contract Award Notice (ACAN)	ACAN means a notice advising potential Suppliers in advance of the City's intention to non-competitively award a Contract where it is believed that no other source exists in the market.
Alberta Purchasing Connection (APC)	The Alberta Purchasing Connection (APC) is a web-based tool where public and private sector users manage, advertise, distribute, and download public purchasing opportunities for goods, services, construction, or intellectual property rights in Alberta.
Bid Submission	A bid submission is an offer to provide services or supply goods that is the result of a Request for X (RFx); includes the terms proposal, quotation, offer and tender.
Bidder	Bidder means a Supplier who submits a Bid to be considered by the City in any Procurement process. SAP Ariba Sourcing uses the word <i>Participant</i> .
Competitive Procurement	An open bidding process such as an Invitation to Tender, Request for Proposal or similar process, issued by the City or another government entity for the City, wherein Suppliers compete to win the option to enter into a Contract with the City; and in accordance with the City of Edmonton's <u>Administrative Procedure for Competitive Procurement</u> .
	SAP Ariba may refer to competitive procurement as an Open Competition.



Construction	Construction, reconstruction, demolition, repair or renovation of a building, structure, road or other engineering or architectural work, but does not include professional consulting services related to the Construction contract, unless they are included in the procurement.
COOLnet (BuildWorks)	COOLnet (BuildWorks) is a web-based tool which the Edmonton Construction Associated (ECA) uses to advertise, distribute, and post opportunities to inform their members of opportunities for construction.
	With COOLnet, Buyers advertise construction procurement opportunities and Suppliers find opportunities to sell their construction services.
e-Bidding	The process of submitting a bid electronically.
Goods	Materials, furniture, merchandise, equipment, stationery, and other supplies required by the City of Edmonton for the transaction of its business and affairs, and include Services that are incidental to the provision of such goods.
Invitational Procurement	A competitive process in which an invitation to submit Bids is issued preferably to at least three potential Suppliers in accordance with the City of Edmonton's Administrative Procedure for Invitational Procurement.
Non-Competitive Procurement	A process where Suppliers do not compete for the option to enter a Contract with the City. With a non-competitive procurement an invitation to submit a Bid is issued to a single or sole Supplier in accordance with the City of Edmonton's Administrative Procedure for Non-Competitive Procurement
Open Competition	Refer to Competitive Procurement.
Participant	A prospective Supplier that is submitting an electronic bid through SAP Ariba Discovery in response to a competitive, invitational, or non-competitive procurement opportunity.
Procurement Opportunity	The electronic notification used to solicit Bids from Suppliers (Participants). The City of Edmonton may refer to a procurement opportunity as a Competitive, Non-Competitive, or Invitational event type for acquiring goods, services, construction, or intellectual property rights from Suppliers.
SAP Ariba Discovery	SAP Ariba Discovery is a quick and easy way to add additional suppliers to procurement opportunities. It is a premier matching service that connects buyers and sellers globally. This solution helps ease the burden of finding qualified suppliers for buyers. Posting can be created from within a procurement opportunity on the supplier step. SAP Ariba Discovery matches buyer postings with suppliers' profiles based on specific criteria, which can be category (commodity, project amount, contract length, etc.), ship-to or service location and opportunity amount. This solution also increases competition and potential savings.
Services	Services required by the City of Edmonton for the transaction of its business and affairs. These Services would include professional consulting services, but do not include Services provided by an employee of a Public Sector Entity through a Personal Services Contract.
Sourcing Event	The electronic procurement opportunity created in SAP Ariba event for an RFx or Invitation to Tender which enables the City of Edmonton to communicate a Procurement need to potential Participants; the Sourcing Event enables the communication of needs, issuance of addenda, receipt of Bids and electronic Scoring.



Supplier	A person or business carrying on the work of providing goods, services, construction, or intellectual property rights by purchase, rental, lease, conditional sales, or any other means, and includes the terms vendor, consultant, Contractor, and lessor.
Supplier Research Posting	A Supplier Research Posting is a broadcast to all potential Suppliers on SAP Ariba Discovery that match the commodity code/service and region specified on the posting by the Buyer. This posting is published on SAP Ariba Discovery and allows SAP Ariba Sourcing Buyers to reach the vast number of Suppliers on the SAP Ariba Discovery Network. The Supplier Research Posting is utilized in the Open Sourcing Event to allow Participants to access the SAP Ariba Sourcing Event (see below) content without having to be directly invited. Fields that are required to post a Supplier Research Posting are: Start date, end date, commodity code/service, project amount, contract length and territory.



2.0 Using SAP Ariba Discovery

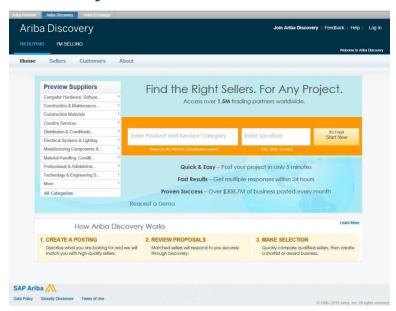
This section provides information on how to register with SAP Ariba Discovery, locate procurement (Sourcing Event) opportunities, respond to a Sourcing Event, submit and resubmit bids, and monitor Sourcing Event information.

2.1 Registering with SAP Ariba Network

Suppliers can gain access to the community of active Buyers by registering on SAP Ariba Discovery and creating an SAP Ariba Network Supplier account and profile.

Step 1 - Access SAP Ariba Discovery Network

Go to the SAP Ariba Discovery website (discovery.ariba.com)



Step 2 - Initiate Account Creation

Click the "I'm Selling" tab at the top left corner of the screen.

A new screen will open.





Step 3 - Complete Account Registration

In the **Register Now** section of the screen, complete the required company information.

- A. Company Name
- B. Email Address

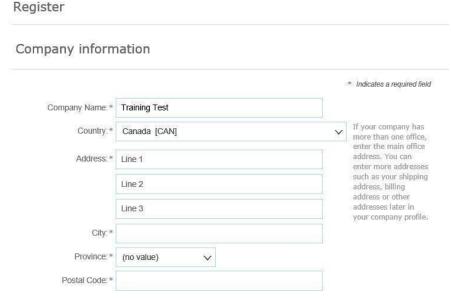
Then click the *Register Now* button.



Step 4A - Company Information

A register screen will appear. Complete the required information.

- A. Company Information
 - Company Name
 - Country
 - Address
 - City
 - Province
 - Postal Code



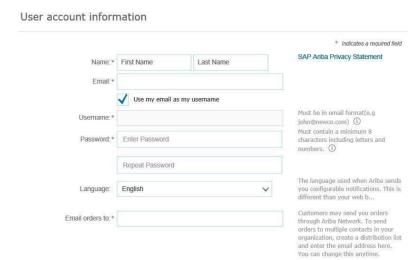
NOTE: If a Supplier is outside of Canada, once the Country field is selected remaining fields will adjust to represent the address requirement for the specific Country. For example, Country = USA the postal code will be replaced with zip code and province will be replaced with state.



Step 4B - User Account Information

- B. User Account Information
 - Name
 - Email
 - Username
 - Password
 - Email Orders To

NOTE: The username and password are required to access (sign-in) to your SAP Ariba Network Supplier account, which includes SAP Ariba Discovery.



Step 5 - Business Information

Business information in the account setup identifies two categories.

- Product and Service
- Locations

Product and Service Categories

SAP Ariba Discovery postings are matched to the product and service categories selected.

Choose categories rather than the exact products or services by name to ensure you gain exposure to broader opportunities.

If your products or services can be classified in multiple ways, select all possible categories to ensure better matches.

Product and Service Categories,*	Enter Product and Service Categories		Add	-or- Browse
Ship-to or Service Locations:*	Enter Ship-to or Service Location		Add	-or- Browse
Tax ID:	Optional	Enter your Comp	any Tax ID nu	ımber.
DUNS Number:	Optional	Enter the nine-d Bradstreet. (1)	igit number is	sued by Dun &
companies. If you want to hide your page after you have finished your re By clicking the Register button, you outside the European Union, Russian	e, which includes the basic company information, company profile, you can do so anytime by editi gistration. expressly acknowledge and give consent to Ariba hederation or other jurisdiction where you are leavarious data centers globally), in accordance with the contract of the contract	ng the profile visibility setting for your data entered into to ocated to Ariba and the comp	gs on the Com his system to outer systems	pany Profile be transferred on which the
organization or Ariba, Inc. This cons Ariba. If you are a Russian citizen re	odify your personal data from within the application ent shall be in effect from the moment it has been siding within the Russian Federation, You also ex ly been captured by your organization in a sepan	en granted and may be revok opressly confirm that any of y	ed by prior wr our personal o	itten notice to data entered or
I have read and agree to the T	erms of Use			
I have read and agree to the S	AP Ariba Privacy Statement			

Ship-to or Service Locations

The Ship-to and service locations field lets Buyers view all geographic areas your company serves. Once the company information, user account information, and business information sections have been completed, review the terms of use and privacy statement. Then check the "I have read..." check boxes.

Tell us more about your business

To complete the registration process, click on the Register

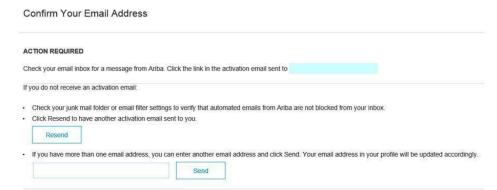
Register button.



Step 6 - Confirm Contact Information

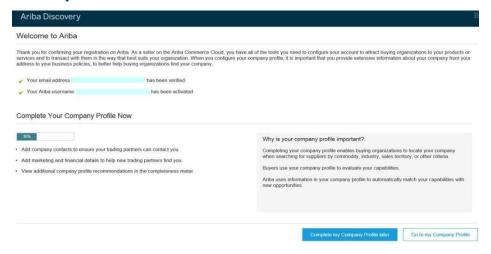
Confirming your email address is the last step in creating an SAP Ariba account.

SAP Ariba sends an email to the address provided. Go to your email message and follow the instructions to confirm the address.



Step 7 - Verify Account Setup

Once the SAP Ariba contact email has been confirmed, the final stage in setting up an account is to complete additional company profile information.



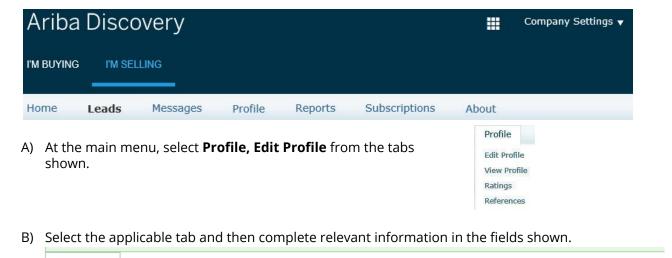


2.2 Managing or Updating your SAP Ariba Discovery Company Profile

Once your SAP Ariba Network Supplier account is setup, you can choose to enhance and manage your profile with business, marketing, and certification information.

Step 1 - Update Company Profile

Log in to your SAP Ariba Network supplier account.



Contacts

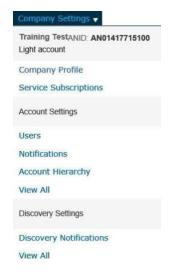
Certifications (1)

Step 2 - Manage Account Settings

Business (2)

- A) At the main screen, click the drop-down arrow beside **Company Settings** in the upper right corner of the window.
- B) Select the desired line item and then complete relevant information in the fields that display based on the selection made.

Marketing (3)



Additional Documents

Basic (1)



2.3 Registering with City of Edmonton

After Suppliers have an SAP Ariba account, you can choose to complete a Supplier Self-Registration Request form to become part of the City of Edmonton's supplier database.

Suppliers will need to register with the City of Edmonton if they are:

- Wanting to participate in an open competition posted by the City.
- Participating in a sourcing event, invitation to tender, or negotiation with the City.
- Invited by the City's Corporate Procurement Supply Services.
- Selected and invited by the City for a specific contract.
- In the process of extending a contract with the City.

Step 1 - City of Edmonton Registration

Registration on the City's SAP Ariba system is completed only once. If Suppliers participate in additional procurement opportunities, you do not need to register again. It is important to note that Suppliers registered with the City's SAP Ariba system are responsible for keeping their SAP Ariba Network account information up-to-date.

The following information details the steps necessary to register with the City.

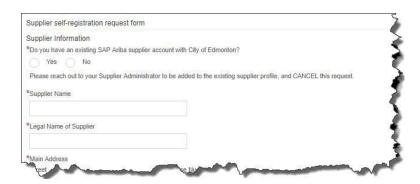
1. Complete the Supplier Self Registration Request

Suppliers access the Supplier Self-Registration Request form by clicking on a URL that will take you directly to the form.

Click on the URL

The Self-Registration Request Form will then be displayed.

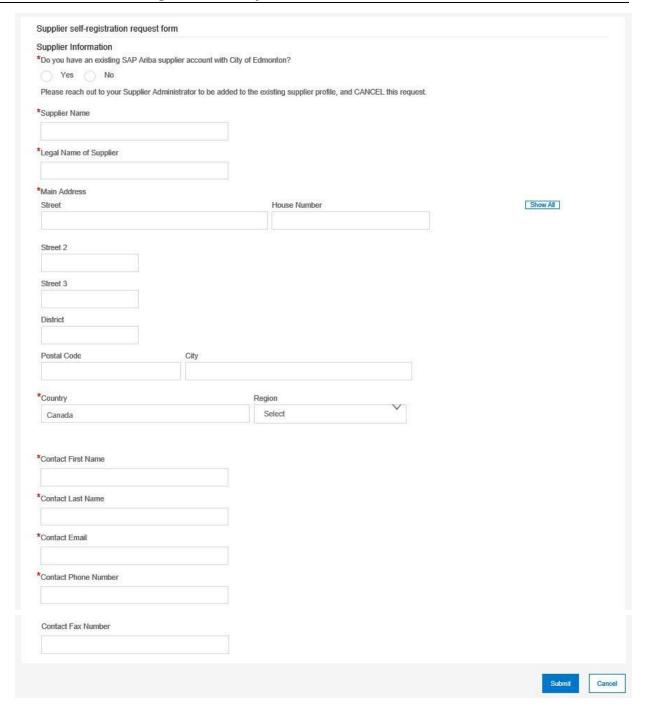
http://Edmonton.supplier.ariba.com/ad/selfRegistration



NOTE: If the URL does not take you directly to the registration request form, copy and paste the link into the web browser site address space

	•
https://	ρ-





As a minimum, complete all the required fields that are marked with an asterisk (*), then click the **Submit** button.

NOTE: The Supplier Self-Registration Request form is based on a Canadian address style for field names; however, Suppliers outside of Canada can still complete this form as is. Fields such as Postal Code will allow for Zip Code information, and Region represents Province, State, etc. The Region field will display once the Country has been selected.



2. City Registration Submission Confirmation

Once the Supplier Self-Registration Request form has been submitted, a message pop-up box will display on the computer. In addition, an email message will be sent to the Supplier's email address confirming that the submission has been sent.

The submission email will be similar to the following example.

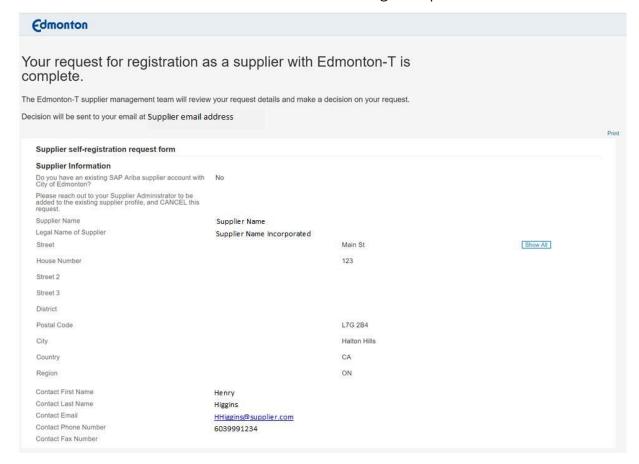


Figure: Example of Email confirming completion of Supplier Self-Registration Request form information



3. <u>City Registration Confirmation</u>

When the City registration has been completed, Suppliers will receive an additional email confirming completion of the Supplier self-registration process.

From: Ariba Administrator <no-reply@ansmtp.ariba.com>
Sent: Wednesday, September 26, 2018 10:37 AM
To: Supplier Name
Subject: The City of Edmonton - TEST is reviewing your registration request

Hello Supplier Name
The City of Edmonton - TEST has received your registration request and will review it for approval. Their response will be emailed to Supplier email address.

If you have any questions, please don't reply to this email but instead [APPROVER_USER_MAILTO].

Figure: Example of Email with final confirmation of self-registration process

This email has been sent to you on behalf of The City of Edmonton - TEST by SAP Ariba.

4. City Registration Completion

Review and approval will be performed by the City. No further action will be needed by the Supplier if the registration application is approved.

In the event that the registration submission is declined, the Supplier will receive an email similar to the following example.

From:
Sent:
Wednesday, September 26, 2018 6:57 PM
To:
Subject:
The City of Edmonton - TEST declined your registration request

Hello Supplier Name
The City of Edmonton - TEST has declined your registration request.

Decline reason:
test only

If you have any questions, please don't reply to this email but instead [APPROVER_USER_MAILTO].

This email has been sent to you on behalf of The City of Edmonton - TEST by SAP Ariba.

Figure: Example of Email declining Supplier self-registration submission

Now that Suppliers have completed the SAP Ariba Discovery account registration and the City of Edmonton registration, they can participate in City of Edmonton procurement opportunities or view events they are currently involved in.



3.0 Locating Opportunities

3.1 Accessing Various Opportunity Types

This section will provide information on how to locate opportunities from the City of Edmonton.

It is important to note that there is no fee to respond to a procurement opportunity created by the City of Edmonton; however, SAP Ariba Discovery does charge a fee for other organizations buying goods and services through the SAP Ariba Discovery Network.

3.2 Competitive Procurement Opportunities

There are a few ways to locate Open Competition procurement opportunities:

- Alberta Purchasing Connection (APC)
- COOLNet Alberta now BuildWorks
- SAP Ariba Matched Leads and All Leads
- SAP Ariba Network Supplier Portal

3.2.1 Alberta Purchasing Connection Website

The City of Edmonton posts all procurement opportunities on APC. The Edmonton Construction Association (ECA) posts procurement opportunities on the COOLnet Alberta (now BuildWorks) website.

From the APC site, Suppliers will be directed to the SAP Ariba Discovery network site to view the details of the procurement opportunity.

Refer to Section 2 of this document for instructions on creating an account in SAP Ariba Discovery.

Step 1 - Log in to APC

- A. To access an opportunity through the APC website, go to the website address
 - http://www.purchasingconnection.ca
- B. At the APC main page click the "I am a Vendor" button to access the opportunities page.
- C. If you do not have an APC account, click on the *First time user? Click here link*.







The Welcome to the APC Vendor Opportunity Centre page will be displayed.



Step 2 - Searching or Browsing Opportunities

The APC website allows Suppliers (Vendors) to browse or search for open procurement opportunities.





Browse Opportunities

The Browse Opportunities screen allows Vendors (Suppliers) to select a category and commodity group then browse related opportunities.



- A. Select the number of results to be displayed on a page.
- B. Click on the link for the desired term: <u>Goods</u>, <u>Services</u>, or <u>Construction</u> to expand the list of opportunities.

The opportunities within the commodity group will display with information about the status, opportunity title and description, jurisdiction, closing date, and posting date.

Ground Effect Vehicles, Motor Vehicles, Trailers, and Cycles

C. Click on the opportunity title to display a more detailed description of the event.



Search Opportunities

Jurisdiction:

Results per page:

The Search Opportunities screen allows Vendors (Suppliers) to search for opportunities based on a general word search or any combination of search criteria. The search fields allows partial work searches such as "city*" to find opportunities that contain the words "City of Edmonton".



A. Enter information in any combination of the search fields listed.



B. Click the Search button.

Alberta

10

C. Opportunities that match the search criteria will be displayed.





Step 3 - Opportunity Details

Once an opportunity has been identified, click the opportunity heading link to open a more detailed description of the procurement opportunity.



When a Supplier clicks the opportunity link, a page will display providing further information about the procurement opportunity.



City of Edmonton CPSS Branch



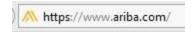
3.2.2 Searching SAP Ariba for Matched Leads and All Leads

When a procurement opportunity on SAP Ariba Discovery matches the product (goods) and service categories Suppliers list in their SAP Ariba profile, as well as the ship-to or service locations Suppliers serve, opportunities will appear in the SAP Ariba Discovery dashboard.

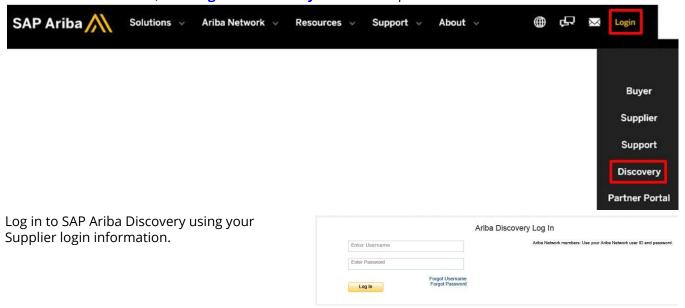
The following steps describe how Suppliers can search for leads in SAP Ariba.

Step 1 - Login

Open an internet page for SAP Ariba (www.ariba.com).



On the SAP Ariba screen, click **Login** >> **Discovery** from the dropdown menu.



Step 2 - View Leads

On the I'm Selling page, select the **Leads** tab.

In the Leads dropdown list, select *Matched Leads* or *All Leads*.

- Matched Leads will display opportunities based on the settings made in your Company Profile for the product (goods) and service categories as well as ship-to and service locations.
- Procurement Sourcing Event opportunities that do not match your Company Profile settings can be displayed by selecting Leads >> All Leads.

Once you have selected the type of leads you would like to search -matched or all leads – you can further refine the search results.



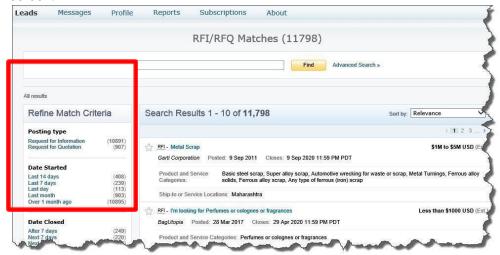


Step 3 - Refine Search Results for Leads

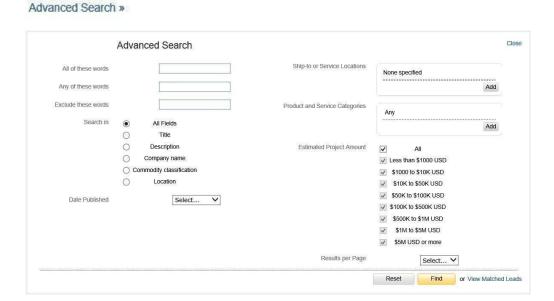
A. The search for Leads can be performed by using the **Find search** function.



B. Searches can further be refined by using the **Refine Match Criteria** panel on the left side of the screen.

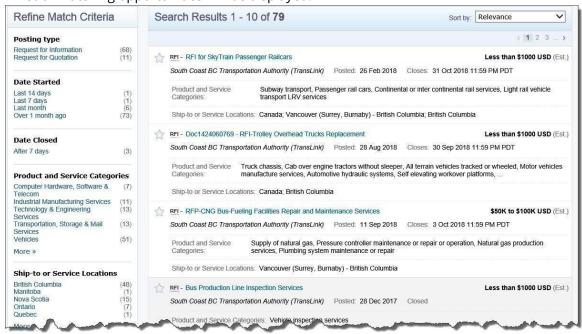


C. Searches can also be narrowed down by using the **Advanced Search** function.





D. Once you enter advanced search criteria, click the Find button. A list of matching opportunities will be displayed.



Step 4 - Select and Review Leads

- A. In the search results list, click on the opportunity title link to display the details of the posting.
- B. In the posting details page, you can chose to Respond to Posting, Add to Watchlist, or select the Not Interested button.



C. You can also scroll down to the bottom of the page to the Questions & Answers section to request additional information regarding the opportunity.





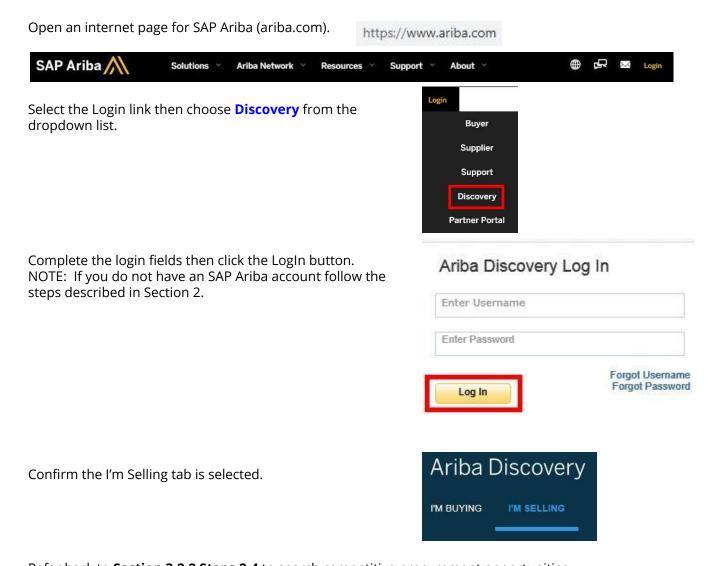
3.2.3 City of Edmonton on SAP Ariba

As stated in Section 3.2, the City of Edmonton's procurement opportunities can be viewed on the Alberta Purchasing Connection, BuildWorks, and SAP Ariba sites.

To view and participate in a procurement opportunity listed on SAP Ariba; Suppliers will need to meet the following criteria.

- Have an existing SAP Ariba Discovery account that allows access to SAP Ariba Network Supplier Portal.
- Be registered with the City of Edmonton.

Step 1 – SAP Ariba Discovery – Competitive Procurement Opportunities



Refer back to **Section 3.2.2 Steps 2-4** to search competitive procurement opportunities.

Step 2 - SAP Ariba Network Supplier Portal - Existing Events



Open an internet page for SAP Ariba Network Supplier Portal (supplier.ariba.com).



Log in to the supplier portal using your SAP Ariba Network Supplier login information.



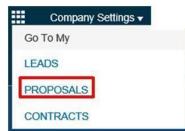
On the home page for SAP Ariba Discovery Supplier Login, click the Go To Ariba APPS icon situated in the top right corner of the screen.



In the dropdown menu, select Proposals.

A list of procurement opportunities the Supplier is involved in will display.

- **OPEN**: Sourcing Event opportunities that you are interested in and intend to respond to, or where you have submitted a Bid, but it is not yet pending or closed.
- **PENDING**: Sourcing Event opportunities that have closed and are being evaluated.
- **CLOSED**: Sourcing Event opportunities that have been awarded and are closed.



Events



Click the triangle button (as shown on the left) to open or collapse the list of Sourcing Event types listed.

- A right pointing triangle will open the list.
- A down pointing triangle will collapse the list.





In the list of procurement opportunities that have a **Status: OPEN**, **click the hyperlink** on the desired event to view the event details.

Events Title End Time ↓ Event Type ▶ Status: Completed (20) ▼ Status: Open (4) PQ-010 AW 09052018 Sourcing Event UAT Doc1452242722 9/30/2018 10:08 AM RFI SR3 Supplier Test 09042018 Doc1451570993 9/29/2018 5:19 PM RFP SR2 Supplier Test 09042018 Doc1451534966 9/29/2018 5:18 PM RFP Doc1451534948 9/29/2018 5:17 PM SR Supplier Test 09042018 RFP ► Status: Pending Selection (4)

NOTE: Each procurement opportunity has a unique document ID for reference (e.g. Doc 1452242722)



3.3 Invitational Procurement Opportunities

An Invitational Procurement is a competitive method for procuring goods, services, construction, or intellectual property rights in which multiple suppliers are invited to submit bids.

Step 1 - Accessing Invitational Procurement Opportunities

If you have been invited to Bid on an Invitational procurement opportunity, you will receive an email as shown below. This email is sent to the Supplier email address the City has on record.

The City of Edmonton - TEST

The City of Edmonton - TEST has invited you to participate in the following event: VL West Demo RFP Issued 09252018. The event is set to begin on Monday, September 24, 2018 at 9:30 PM, Pacific Daylight Time.

Use the following username to log in to The City of Edmonton - TEST events: Example Email

Click Here to access this event.

When you click this link, log in with your username and password. You will then have the option to register your buyer-specific user ID with a new or existing Ariba Commerce Cloud account and participate in your event.

If you do not want to respond to this event, <u>Click Here</u>. You must register on the Ariba Commerce Cloud or log in using your existing Ariba Commerce Cloud account username and password before you can indicate that you do not want to respond to this event.

If you have forgotten your username or password and are unable to log in, Click Here.

NOTE: The forgot password link is only valid for 24 hours. After this link expires, click Forgot Password on the Ariba Login page to reset your password.

If you have questions about this event, contact Contact's Name via telephone at or via e-mail at Contact's Email

We look forward to working with you!

Thank You,

The City of Edmonton - TEST

You are receiving this email because your customer, The City of Edmonton - TEST, has identified you as the appropriate contact for this correspondence. If you are not the correct contact, please contact The City of Edmonton - TEST.

The City of Edmonton - TEST sourcing site, Event Doc1472707791: VL. West Demo RFP Issued 09252018, Realm: Edmonton-T, Message ID: MSG59588788, Click Here

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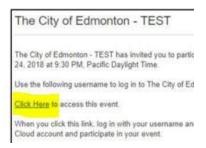
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Si vous ne voulez pas recevoir d'autres messages électroniques commerciaux de Deloitte à l'avenir, veuillez envoyer ce courriel à l'adresse unsubscribe@deloitte.ca



Step 2 - Accessing Events

After a Supplier receives an *Invitation to Participate* email (as described in Step 1), the Supplier can click the link to view and participate in the event.



The Supplier will be directed to the SAP Ariba Network Supplier Portal to login.

Log in to the supplier portal using your SAP Ariba Network Supplier login information.





One the Supplier is logged into SAP Ariba you will be directed to the event details as displayed in Section 4.1.



4.0 Responding to an Event

Responding to City of Edmonton procurement opportunities can occur two separate ways.

1. Searching Leads on the SAP Ariba Network

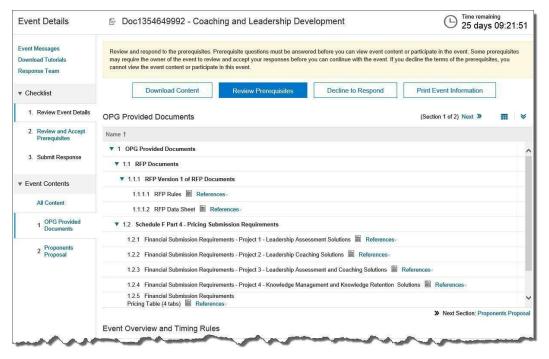
At any time Suppliers can log into the SAP Ariba Network supplier portal and search for procurement opportunities as described in Section 3.2.2. Within the procurement opportunities that result from a search, you can select a specific opportunity to view the event details and respond if desired.

2. <u>Direct Invitation from the City</u>

When a Supplier is invited to participate in a procurement opportunity event, Supplier's will receive an email from the City via SAP Ariba. The email will contain instruction and links to navigate, taking the Supplier directly to the event details. (Refer to Section 3.3).

4.1 Event Detail Response Areas

In SAP Ariba Discovery, once you have clicked on the *Respond to Posting* button in an event opportunity, the event details will display.



4.1.1 Event Details Checklist

The checklist itemizes the steps to complete before submitting a Bid.

4.1.2 Event Contents

The event content section allows you to review the different sections within the event documentation. You can view the requirements, evaluation criteria, and other documentation specific to the event.

4.1.3 Download Content

If you prefer to have a copy that can be reviewed outside of the SAP Ariba Discovery environment or printed, you can click on the **Download Content** button. You will be given the chance to download content and attachments.



4.1.4 Decline to Respond

After reviewing content for the event opportunity you can click on the **Decline to Respond** button to decline and exit the opportunity.

4.1.5 Review Prerequisites

Once all the event details have been reviewed, you can click on the **Review Prerequisites** button to review the prerequisites of the selected opportunity.

Once you have reviewed the prerequisites you must answer all the questions listed in the prerequisites then click the OK button. It is important to note that to be permitted to participate in the opportunity you must accept the prerequisites.

4.1.6 Review Content and Submit Response

Review each of the content line items and provide information as indicated such as attaching the appropriate documents. When all information requirements have been completed, you can click on the **Submit Entire Response** button.

Note: Questions denoted by an asterisk (*) are mandatory questions and must be answered to be able to submit a response.



4.2 Respond to Sourcing Questions

When responding to sourcing questions, you may be asked to provide responses in various formats. The following table illustrates the types of answers participants may be requested to provide in SAP Ariba Discovery.

Answer Type	Description
Text (single line limited)	The answer field accepts a single line of text (numerical and alphabetic characters). There is no ability to click Enter. It is limited to 256 characters.
Text (single line)	The answer field accepts a single line of text (numerical and alphabetic characters). There is no character limit.
Text (multiple lines)	The answer can be multiple lines of text. There is no character limit.
Whole Number	A whole number, for example, 3, 27, 936.
Decimal Number	A decimal number, for example, 18.1, or 5.43. The default value is two decimal places.
Date	A formatted date, for example: Fri., 19 May 2017.
Money	A decimal number plus currency symbol. The default value is two decimal places.
Yes/No	The input field will contain a drop-down menu with Yes or No for selection.
Attachment	Participants may be provided with an attachment (e.g. an informational read-only attachment that can be downloaded)
Certificate	Certificates allow Participants to add attachments with certificate numbers and effective and expiration dates.
Percentage	The answer field will appear as a percentage. For example: 22%, 86%, 300%. The default value is two decimal places.
Quantity	The answer field will contain a quantity.
Lot Item	The price of a lot is the combined total of all the items in the lot.
Line Item	Used for pricing, the answer field will allow for numerical entry. A line item is the smallest unit that Participants compete on. It is an individual part or service that has an associated price. A line item always has an associated quantity, for example, 50 items, 10 lbs., or 8 hours. Line item terms may roll up to the lot level and show as a sum.

Note: These questions are for example purposes only and may not be reflective of questions asked during a real Invitational or competitive event.

4.3 Identify and Correct Errors

If there is an error when trying to submit, SAP Ariba Discovery will notify you with a prompt at the top of the screen and with a note flagged on the area in question (see below). To successfully submit your response, you will need to return to this area, and answer the question in the requested format.



4.4 Viewing Addenda

The City of Edmonton may issue addenda to a Non-Competitive, Invitational, or Competitive procurement opportunity of which you are a Participant. This could be to update the requested event content for response (e.g. questions), revise the due date, provide additional information, etc.

If an addendum is issued, you will receive an email update. You can view the updated content, in the **Addendum Section** of the event in SAP Ariba Discovery Sourcing.

4.5 Revising Responses

If you have already submitted your response, you can revise it before the time remaining in the opportunity expires.

- A. Open the event and click the Revise Response button.
- B. A pop-up box will appear requesting you to confirm that you want to revise your response. Click the OK button.
- C. Revise your response as needed.



5.0 Event Messages

You can view all updates / messages within the **Event Messages** link in the specific opportunity.

5.1 Using the Event Message Board

Once you have accessed the procurement opportunity and are ready to respond, you can communicate with the City of Edmonton's Procurement representative, as necessary.

- 1. To review any notifications or messages, or to communicate with the City of Edmonton, such as the Procurement representative identified within the procurement opportunity event, click **Event Messages** in the Sourcing Event homepage.
- 2. Specific messages can be reviewed or responded to by clicking on the button beside the message you would to view/reply to and then select **View** or **Reply**.
 - a. You can also choose to create a message (click **Compose Message**); or
 - b. To download attachments as applicable (click **Download all attachments**).

Note. If you send a message to the City of Edmonton, it cannot be viewed by other Participants that have responded or intend to respond to the opportunity. It is a private message between both parties.

- c. Click **Back to Console** as necessary to return to the details of the event.
- When composing your message to the City, you can revise the subject header, insert your message, and attach files, as necessary.
- 4. Click **Send** to send the composed message to the City of Edmonton.



6.0 Contract Award

City of Edmonton procurement opportunity successful participant(s) will be notified and requested to register with the City of Edmonton, if not already part of the City's supplier database.

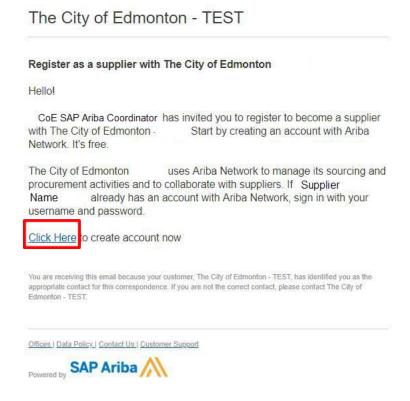
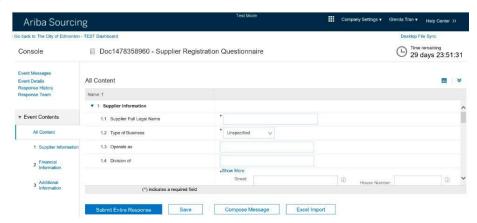


Figure: Example of City Registration Request email

Within the email as the Supplier, you will click on the "Click Here" linked text to open the Supplier Registration Questionnaire to complete required information for the City of Edmonton procurement process.





7.0 Additional Help

For **opportunity / event content specific questions**, contact the City of Edmonton's Procurement representative through the SAP Ariba Discovery Event Message Board.

For any general **technical support or guidance** using SAP Ariba Discovery, you may:

- Call the SAP Ariba Help Desk at **1-866-218-2155** (24 hours support Monday Friday).
- Visit https://support.ariba.com/help to select an SAP Ariba Help Center For Suppliers:
 - Ariba Network Orders and Invoices
 - o Ariba Discovery Leads
 - Ariba Sourcing Proposals
 - Ariba Contract Management Contracts

To access the SAP Ariba Discovery Help Center follow the steps listed.

- 1. Click **Help Center** located in the top right corner of SAP Ariba Sourcing.
- 2. The **Help Center** will pop out. You can open the **Help Center** in a new window/tab by clicking the symbol.
- 3. Click the **Home** tab to review popular topics, access the **Learning Center** and **Support Center**, obtain **Additional Resources**, and review **Popular Tags**.
- 4. Click the **Learning** tab to review common **Product Documentation**, watch a series of **Tutorials**, and search for a specific question / topic.
- 5. Click the **Support** tab to search for a specific question / topic or select from communication preferences.