



Continental Supplier Manual

Sourcing for Engineering Services (ES) in SupplyOn

SupplyOn, the shared supply chain collaboration platform in the manufacturing industry

Continental/SupplyOn 08/13/2019



Agenda



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- 7. Update Offer
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1. SupplyOn Sourcing



SupplyOn: Your Advantages



SupplyOn Sourcing allows you to manage your request for information (RFI) and quotation (RFQ) process for Continental efficiently by optimizing sales quality and reducing costs. This is ensured by a structured overview of all requests received and quotations issued. The electronic communication via SupplyOn Sourcing eliminates media incompatibilities and provides you access to up-to-date information. This ensures to submit high-quality quotations.

A supplemental Service to Sourcing is Business Directory. Here, you can store your company data centrally. Thereby, all of your customers procurement units are able to see your corporate data including your portfolio of products and services. Thus all requests for quotations can be specifically matched to your portfolio and unfitting requests are avoided. This saves you time and money. The following information are stored in Business Directory:

- Master data: Company name, legal form, DUNS number, etc.
- Detailed information: Key figure history, EDI connection capability, etc.
- Attributes: Certificates, number of employees
- Address/contacts: All relevant addresses and organization contacts
- Categories: Manufacturing capabilities on the basis of material group specific questionnaires
- Company structure: Manufacturing locations, subsidiaries, etc.

Benefits

- There are only limited media incompatibilities because the RFI and RFQ is handled digitally end to end.
- Your company including the entire portfolio of products and services is presented attractively.
- You can lower the response to quotation costs and improve the quality of your results due to a simplified, transparent sales process.



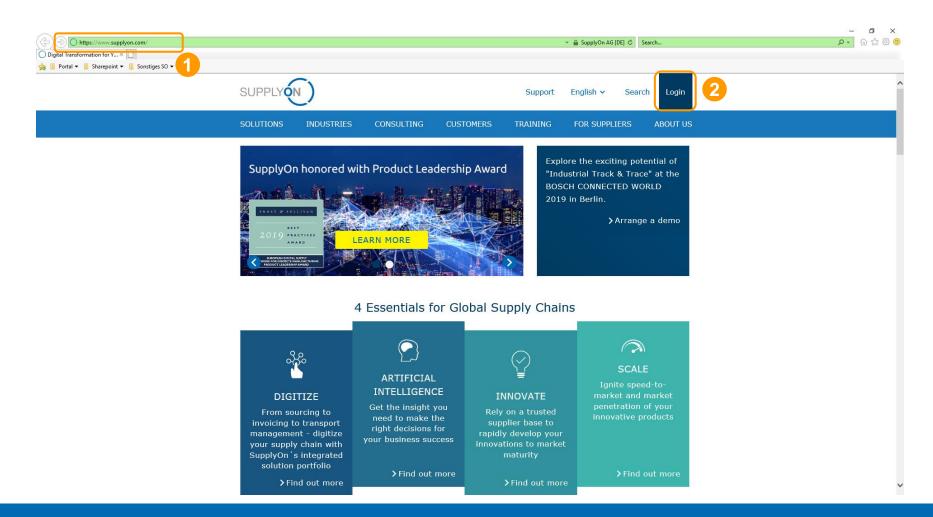


2. SupplyOn sign in



SupplyOn sign in



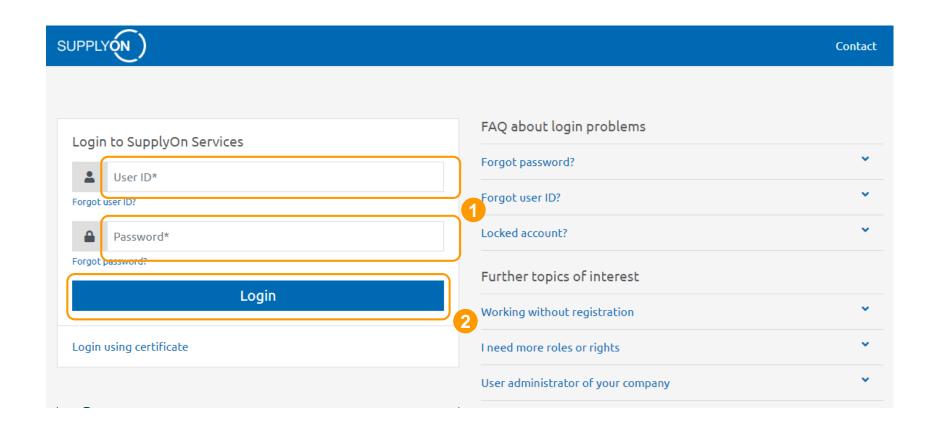


- 1. Visit the SupplyOn website at: www.supplyon.com
- 2. Click on "Login".



SupplyOn sign in





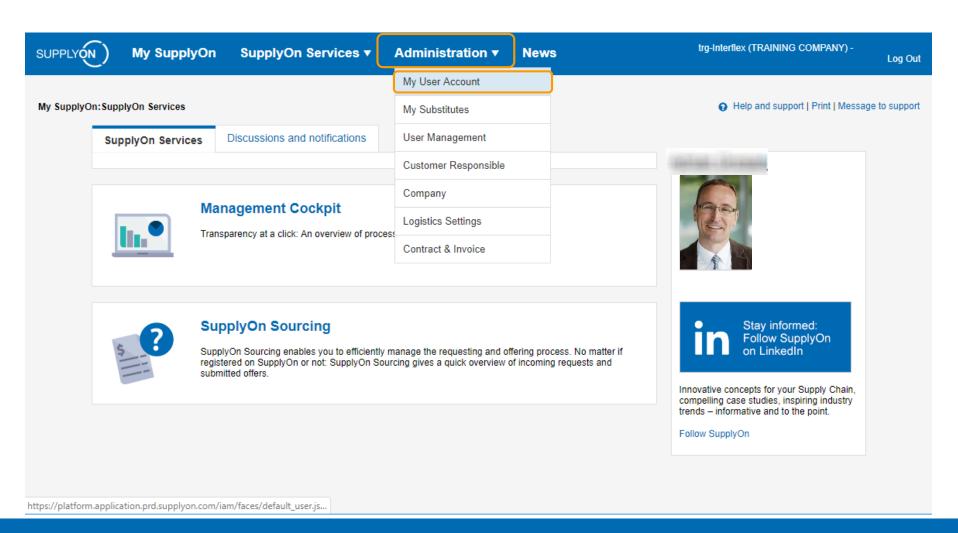
- 1. Fill in your Username and Password.
- 2. Confirm with "Login".







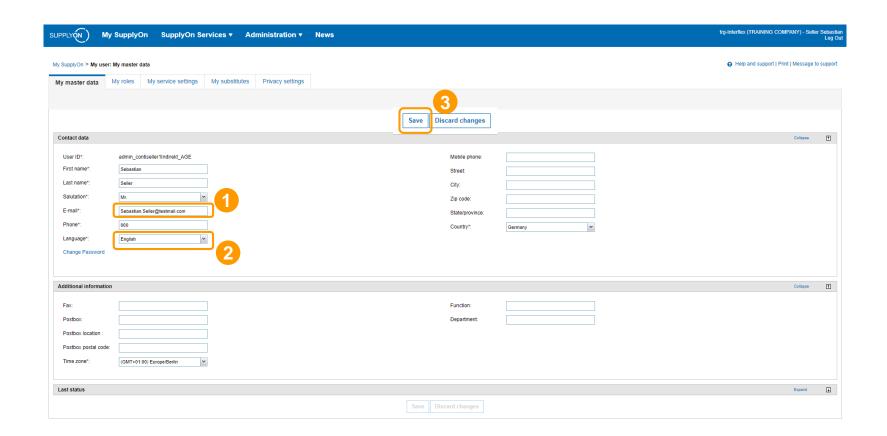




On the landing page of SupplyOn, mouse over the link "Administration" and then click "My User Account" in order to change your account master data.







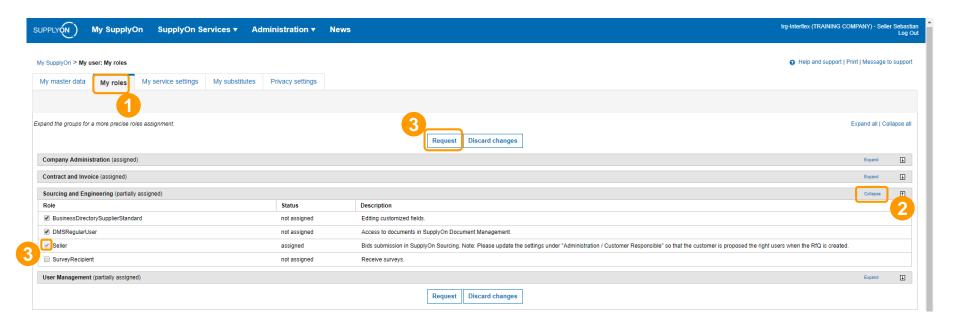
This is the "My master data" setting tab to set your user data:

- 1. Please make sure your email is setup correctly. This email is used for receiving passwords, RFQ notifications, etc.
- 2. Please set the language to "English" (optional) or to your preferred language.
- 3. Save after change.

Please make sure that you have all your contact persons data up to date in SupplyOn at all times. If there are changes in the company name or DUNS number please notify by creating a change request.





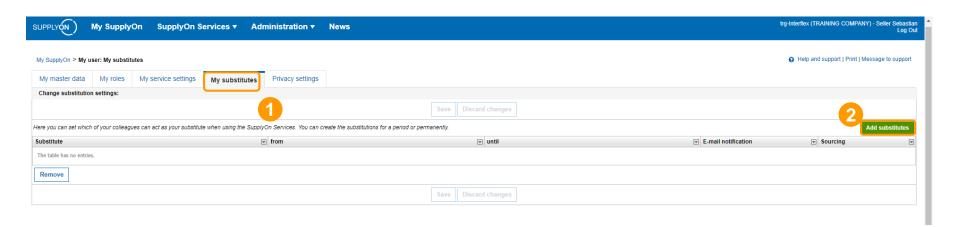


To use SupplyOn Sourcing you require certain roles managed by your internal SupplyOn administrator. To request a role:

- 1. Click on the tab "my roles".
- 2. Expand the section "Sourcing and Engineering". In order to use the SupplyOn Sourcing service, you need to be assigned to the role "Seller".
- 3. You can request new roles by clicking on the checkbox next to your required role. Then click on "Request".



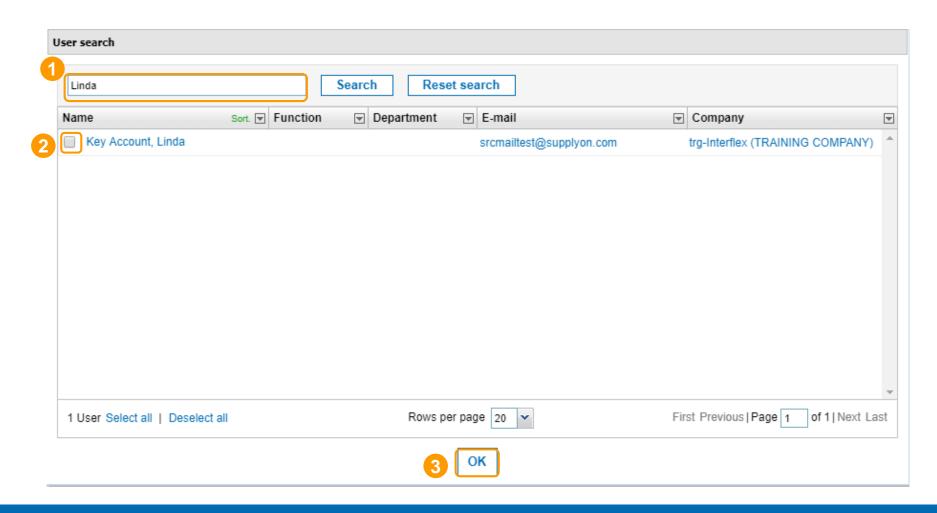




- 1. Change to the tab "My substitutes" to set up your colleague(s) as substitute(s) in case of your absence.
- 2. Click the "Add substitutes" button to add a new substitute.



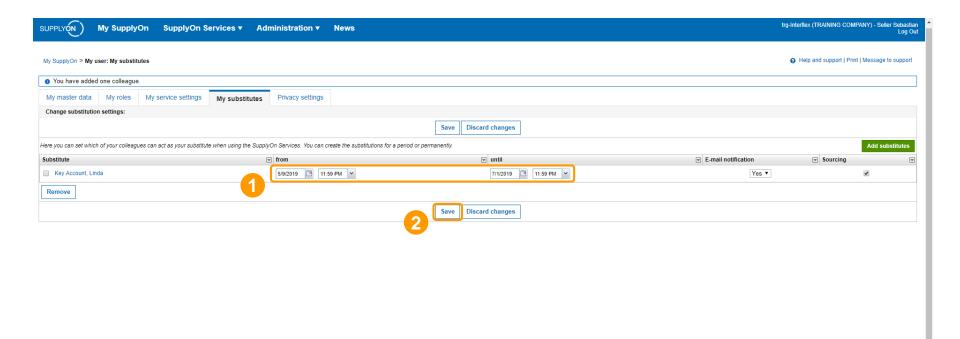




- 1. Search for your substitute colleagues.
- 2. Click the checkbox next to the user.
- 3. Click "OK".







Search for your substitute colleague(s).

- 1. Set the time frame in which you want to be represented.
- 2. Click "Save".



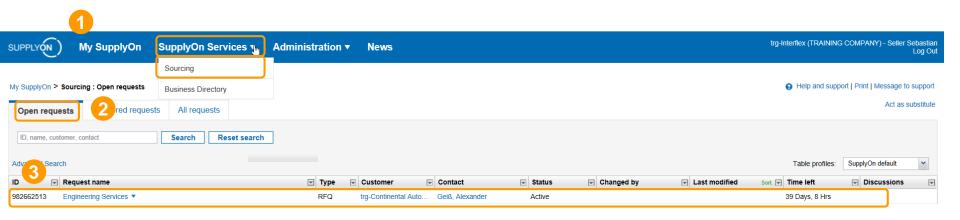


4. Start Using Sourcing RFQ



Start Using Sourcing RFQ





- 1. First click on "SupplyOn Services" and then click "Sourcing".
- 2. The "Open request" tab shows all non-processed RFQs.
- Select an open RFQ by clicking on the "Open requests" tab. Then choose a RFQ from the list below and click on the request name to open it.



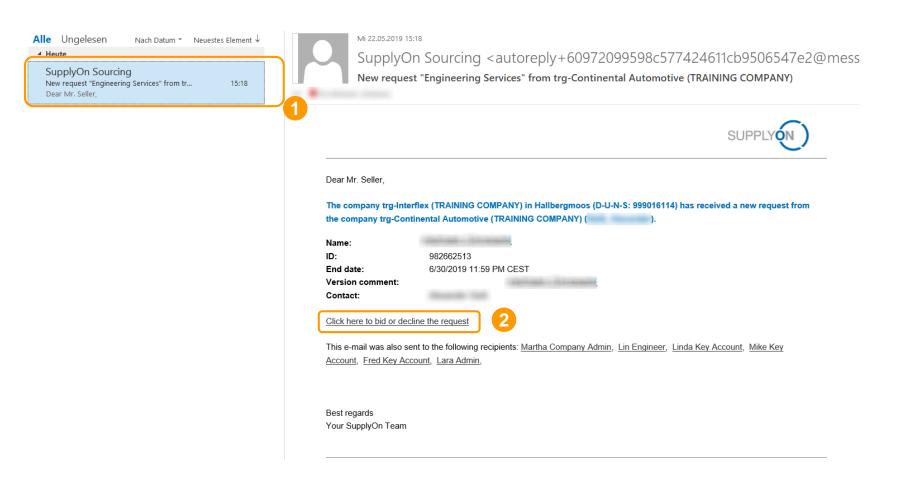


5. RFQ Email Notification



RFQ Email Notification





- For every incoming RFQ you will receive an email notification.
 Please make sure your email is setup correctly in the user setting as described in Chapter 3 in order to receive it.
- Click on the link to bid or decline the RFQ.



RFQ Email Notification



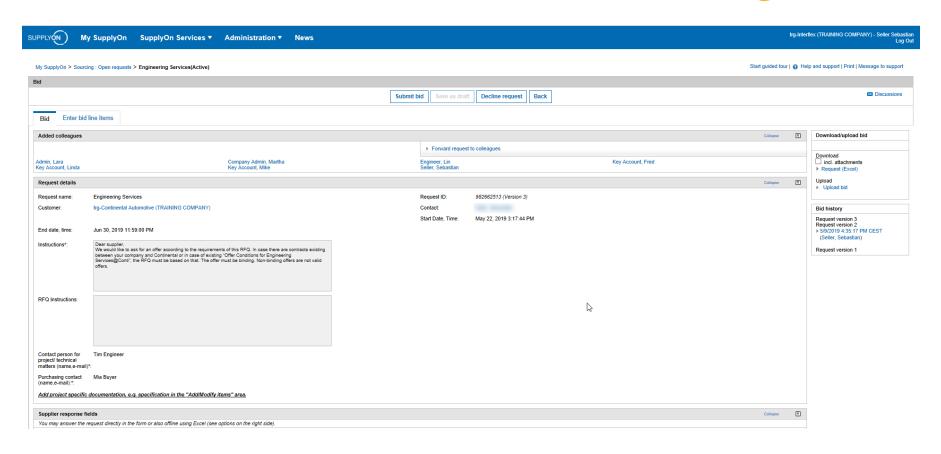
Terms and conditions	
Please read and accept the "Non-Disclosure Agreement" to get access to the request	Contact in the buying company
trg-Continental Automotive (TRAINING COMPANY) (Continental Frankfurt) is inviting you to an RfQ with the name Engineering Services	Your responsible person for the request Contact data
Subject of cooperation ("Purpose") and period of validity: production equipment for chassis components - 2019-2020	Name: Phone: 000
This Is/O-Disclosure Agreement (The Agreement) is entered into the date ("Effective Data") when it is accepted by the Supplier. The Agreement is entered by and between the consequenting continental algolarity (see above), healership referred to as "Company". Continental and the Company are healership referred to individually as a "Party" or jointly as the "Parties". In connection with discussions on the Purose, Continental will provide information to the Company which the Parties regard as confidential.	E-mail:
For this reason, the Parties agree as follows:	Contact at SupplyOn
1. Definitions. 1.1 "Confidential Information" shall mean any and all written, electronic, visual or oral non-public information and data, such as technical or business data, documents, knowledge, know-how, samples, prototypes, software, test results or trade secrets disclosed by Continental in connection with the Purpose, which is identified at the time of Disclosure as being confidential with an appropriate reference in accordance with the medium used or would reasonably be expected by the Company to be confidential based on the nature of the information contained between the protocol and the confidential based on the nature of the information contained between the protocol and the confidential based on the nature of the information of contained and the protocol and the proto	Telephone (free of charge) from Germany: 0800: 78775966 from USA/Canada: 1,866.78775966 from Mexico: 01800: 1232321 from other countries: +800.78775966 E-mail Questions on registration: Registration Questions on by to use the services:
	Customer Support
Aver read and accept the Non-Disclosure Agreement hereby: Please add the name and position of the person who accepts this Non-Disclosure Agreement. SupplyOn NDA english pdf (88 KB):	
Blosse enter name and position of person who authorized the confirmation of "Terms and Conditions" in your company:	
First name*: John Last name*: Approver	
Function*: General manager	
Open request Back	

- 1. If a non-disclosure agreement is required, download the attachment and read it carefully.
- 2. Check the box to accept the non-disclosure agreement.
- 3. Enter the information about the person who authorized the non disclosure agreement.
- 4. Open the request.



RFQ Email Notification





SupplyOn automatically directs you to the RFQ. Please process the RFQ as shown in Chapter 6.



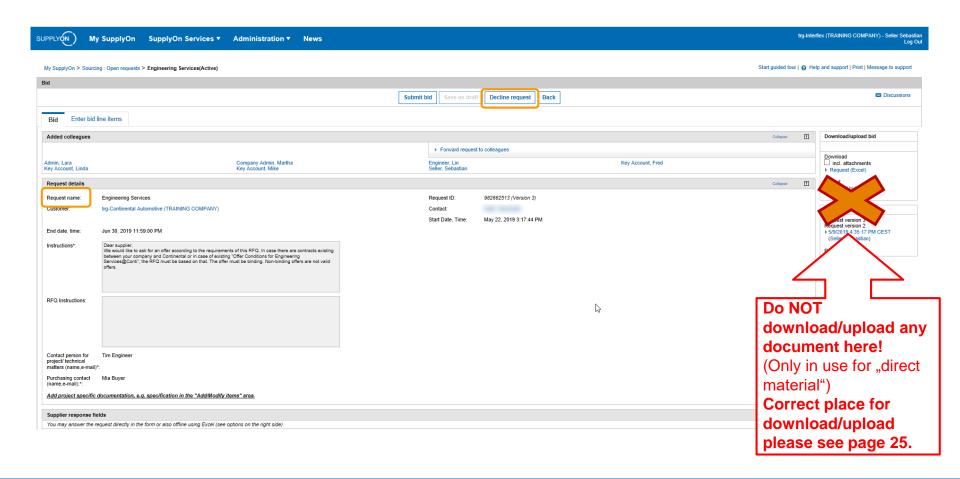


6. Check and Reply RFQ



Check and Reply RFQ





Here you find the request details. Please read them carefully. Pay special attention to the customer Instructions and the RFQ Instructions. If you do not want to bid the RFQ, click "Decline request".

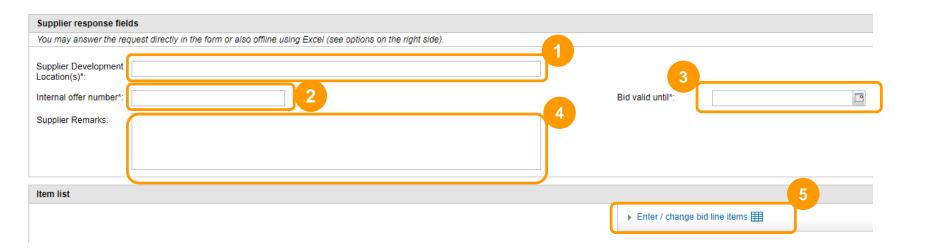
Please enter all your quotations **directly into the system** by completing the template. It is highly important that all the requested data are in the system.









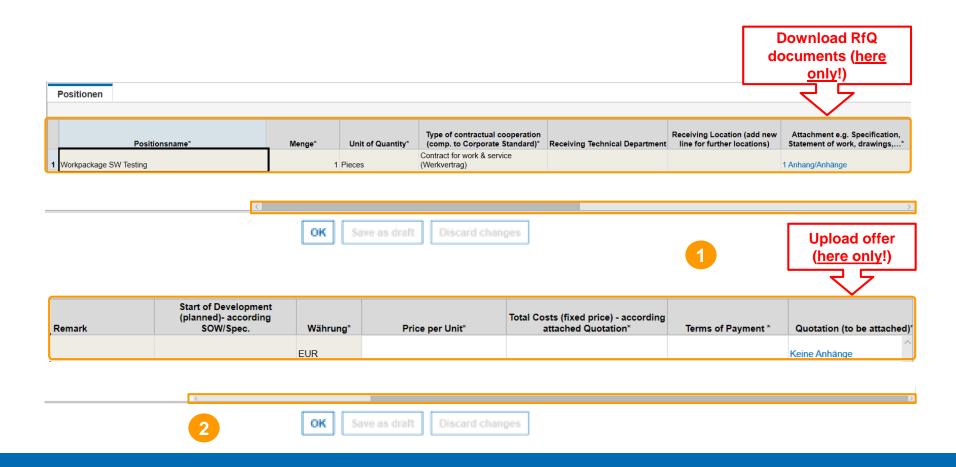


Scroll down to the "Supplier response fields".

- 1. Fill in the Supplier Development Location.
- 2. Fill in the supplier internal offer number.
- 3. Enter the expiry date for the offer.
- 4. Enter a comment regarding the bid, if necessary.
- Enter the item list.



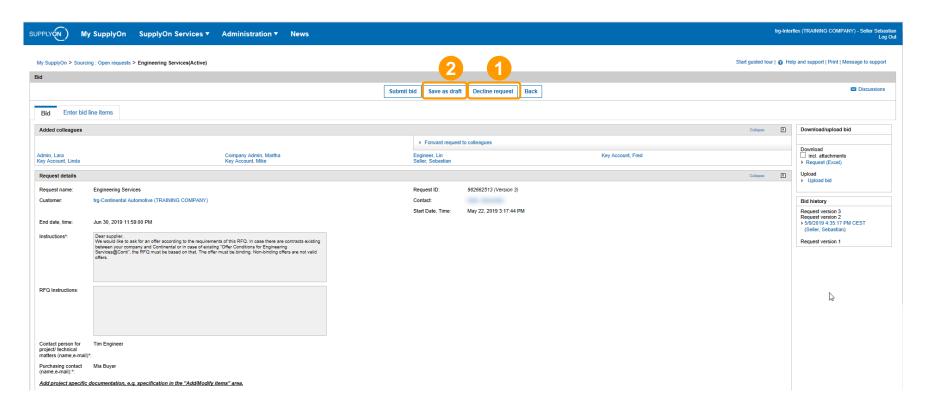




- 1. The table shows Item information like Item Name, Part Number, the Currency used for payment, etc. White fields are supplier input fields.
- 2. Scroll to the right to display additional supplier input fields.





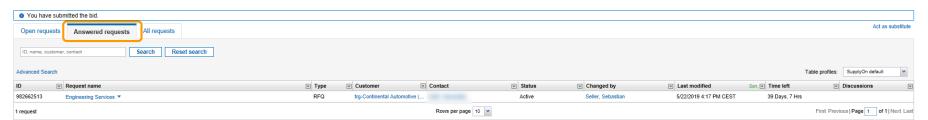


Now you are ready to submit your bid to your customer:

- 1. Save bid as draft (optional), if you want to change anything before submitting.
- 2. Click on "Submit bid" if everything is correct and you want to send your bid.







To the top

Already processed bids are displayed in the "Answered requests" tab .

The tab "All requests" shows both open requests and answered requests in tabular form.



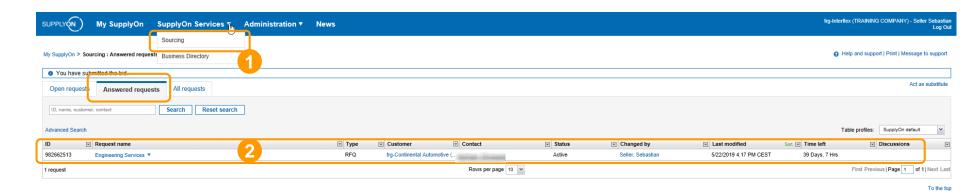


7. Update Offer



Update Offer





- 1. To update a RFQ go to "SupplyOn Services", choose the service "Sourcing" and click on the tab "Answered requests".
- 2. Select a RFQ you want to update. Click on the request name.



Update Offer



SUPPLYON) M	ly SupplyOn SupplyOn Services ▼ Administration ▼ News	tg-Interfe	x (TRAINING COMPANY) - Seller Sebastian Log Out
	cing : Answered requests > Engineering Services(Active)	Start guided tour ① Help.	and support Print Message to support
Bid			
		Add or change bid Back	■ Discussions
Bid Show item	ım list		
Added colleagues		Collapse	Download/upload bid
		> Forward request to colleagues	Developed
Admin, Lara Key Account, Linda	Company Admin, Martha Key Account, Mike	Engineer, Lin Key Account, Fred Seller, Sebastian	Download incl. attachments Request (Excel)
Request details	not recount, mino	Colleges [r Request (Excel)
			Bid history
Request name: Customer: End date, time: Instructions*: RFQ Instructions:	Engineering Services trg-Continental Automotive (TRAINING COMPANY) Jun 30, 2019 11:59:00 PM Des supplier Ne would like to ask for an offer according to the requirements of this RPO. In case there are contracts existing between your company and Continental or in case of existing 10ffer Conditions for Engineering Services@Conti', the RPO must be based on that. The offer must be binding. Non-binding offers are not valid offers.	Contact: Start Date, Time: May 22, 2019 3:17:44 PM	Request version 3 \$222019 4.17:35 PM CEST (Seller, Sebastian) Request version 2 \$592019 4.35:17 PM CEST (Seller, Sebastian) Request version 1
Contact person for project/ technical matters (name,e-mail Purchasing contact (name,e-mail).*: Add project specific			

Click on the button "Add or change bid".



Update Offer



		Start Da	ate, Time:	May 8, 2019 2:09:28 PM		
End date, time:	Jun 30, 2019 11:59:00 PM					
Instructions*:	Dear supplier, We would like to ask for an offer according to the requirements of this RFQ. In case there are contracts existing between your company and Continental or in case of existing "Offer Conditions for Engineering Services@Contl", the RFQ must be based on that. The offer must be binding. Non-binding offers are not valid offers.					
RFQ Instructions:						
Contact person for project/ technical matters (name, e-mail)*:	Tim Engineer					
Purchasing contact (name,e-mail):*:	Mia Buyer					
Add project specific o	ocumentation, e.g. specification in the 'Add/Modify items' area.					
Supplier response fiel	lds					
You may answer the re	quest directly in the form or also offline using Excel (see options on the right side).					
Supplier Production Location(s)*:						
Internal offer number*:		Bid valid	d until*:			
Supplier Remarks:						
Terms and conditions:	View details					
Item list						
		▶ En	ter / change bid	line items 🏢		
1 A B C D 2 2 3 2 line	items are contained in the request. Please click on the link "Enter / change bid line items".					
		Submit bid S	Save as draft	Decline request	Back	

- 1. Then change your bid with the same approach as in Chapter 6.
- 2. You could also add Supplier Remarks to inform your customer about any changes.
- 3. Click "Submit bid".





8. SupplyOn Support



Support



SupplyOn assists you in using its solutions:

User hotline – available 24/7

 SupplyOn provides its users with a hotline in eight different languages (German, English, French, Spanish, Portuguese, Japanese, Korean and Chinese).

The hotline is available 24/7 and assists you quick and competent, if you have any questions concerning

SupplyOn.

Telephone - free of charge and around the clock

from Germany: 0800.78775966

from the USA and Canada: 1.866.787.7596

from Mexico: 01.800.123.3231

from China*: 4001.203.357 - available from 07:00am to 08:00pm CNST from Japan: 0120.778166 - available from 08:00am to 05:00pm JST from Korea: 080.648.0880 - available from 08:00am to 05:00pm KST

from all other countries: +800.78775966

Note: If you have any dial-in problems, please call +49.811.99997-0

* toll-free but local access fees may apply

E-mail:

<u>Customer-Support@SupplyOn.com</u> or <u>Asia-Support@SupplyOn.com</u>

• Online Help:

SupplyOn provides you with a comprehensive online help, available for all functionalities and for all screens the supplier is currently working in

