

User Manual

SAP SRM Instructions on Self-Registration and General Qualification of Suppliers in the System

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1. TERMS AND DEFINITIONS

This Manual applies the following acronyms:

ERP — Enterprise Resource Planning

SLC — Supplier Lifecycle Management

SRM — Supplier Relationship Management

This Manual applies terms with the following definitions:

General Qualification Questionnaire — a questionnaire filled out by potential suppliers when registering in SAP SRM in order to be accredited in the System for participation in the Company's RFXs.

Open RFX — a form of RFX that allows a circle of accredited suppliers, which is not subject to qualifications-based selection, to participate in it.

Supplier Portal — an automated system designed for registration and maintenance of suppliers' own data and their participation in the Company's RFXs.

Supplier — a company recognized as the Winner of the RFX for the purpose of further awarding the Contract.

Potential Supplier — a company that intends to participate in RFXs of PJSC MMC Norilsk Nickel.

Supplier's Response — conditions of contract performance proposed by the participant as part of the RFX.



2. OBJECTIVES AND SCOPE OF APPLICATION OF THE MANUAL

PJSC MMC Norilsk Nickel (hereinafter — the Company) carries out procurement using an information system based on SAP SRM (Supplier Relationship Management) and SAP SLC (Supplier Lifecycle Management) solutions and seeks the cooperation of interested suppliers. System access allows Potential Suppliers to obtain qualification and participate in the Company's RFXs.

System access is granted to Potential Suppliers that have passed self-registration or received registration information by e-mail. The self-registration procedure includes the following steps:

- 1. Fill in and send a self-registration questionnaire;
- 2. Receive registration data a URL link to a personal account;
- 3. Create or make changes to the personal account of a supplier (contact person) in the system.

Tender access is granted to suppliers that have passed general qualification and been admitted to tender procedures. The general qualification procedure includes the following steps:

- 1. Receive a URL link to access the qualification questionnaire;
- 2. Fill in and send a qualification questionnaire and required documents;
- 3. Update, if necessary, the submitted qualification questionnaire.

The system can operate in any supported browser; the tool that displays business content is the NWBC (NetWeaver Business Client) application, which provides a single window to access different business applications. At the top of the application interface there are navigation tabs for accessing various business applications such as SAP SLC and SAP SRM.



When entering PJSC MMC Norilsk Nickel's procurement management system, the Supplier accepts the <u>agreement on providing access to PJSC MMC Norilsk Nickel's procurement management system website</u> (Figure 1)



3. SUPPLIER LOGIN

To enter the SAP SRM system follow the URL link on http://srm.nornik.ru. It is necessary to provide the contact person's login and password ((1) Figure 1).

If you do not have a login and password, click <Register here...> ((2) Figure 1) to register in the system. A new registration window will open (Figure 2).



Figure 1 — Login to the Supplier's external system



Figure 2 — Window of the Supplier's independent registration



Registration requires filling in the fields in the questionnaire. Fields marked with * are obligatory to fill in. It is impossible to send a questionnaire with empty obligatory fields for registration.

Fields with no * are optional to fill in and provide more detailed information about your company. Fields with a drop-down list are filled in by selecting a relevant option from the directory.

After providing general information about your company and contact person data, it is necessary to specify products supplied by your company within the RFX you are registering for (Figure 3), click <Add>.

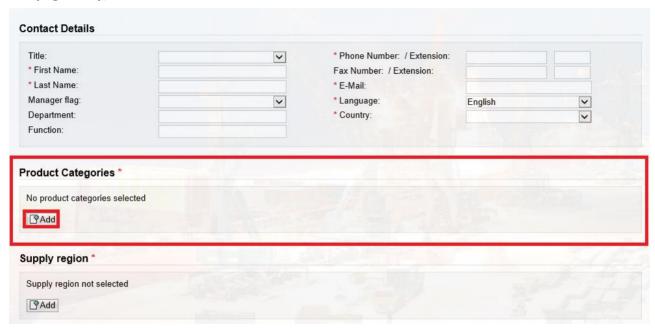


Figure 3 — Product category selection



This is very important as you will receive invitations in accordance with the specified product category.



In the Search box of the new window you can type in part of the name ((1) Figure 4) to simplify the search for the right product categories from the list. The system displays and highlights in color the relevant positions ((2) Figure 4). Select the right position from the drop-down list and click <Go> ((3) Figure 4), then you will see all product categories that contain the word you typed in.

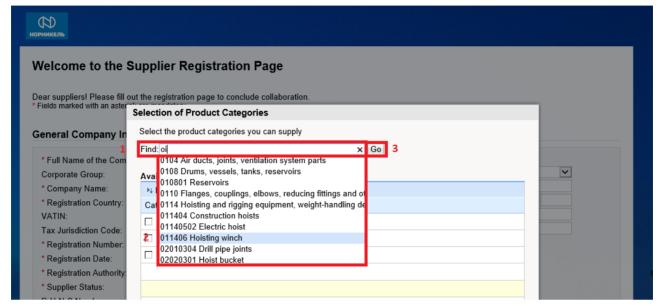


Figure 4 — Product categories

If there are many categories, you can scroll down the list using arrows ((1) Figure 5).

You can also search for the right category using the category hierarchy by adding one category at a time or entire groups from the directory and putting a tick to the right of a product category name ((2) Figure 5).

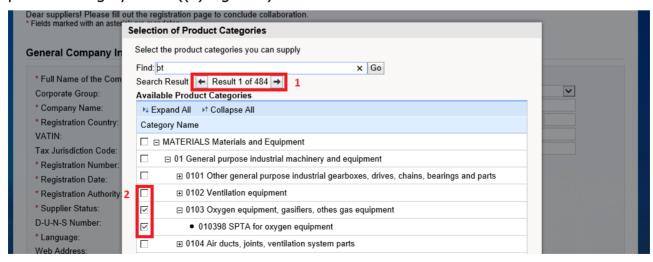


Figure 5 — Product category hierarchy



After providing information about supplied products, you should give information about supply regions. Click "Add" (Figure 6).

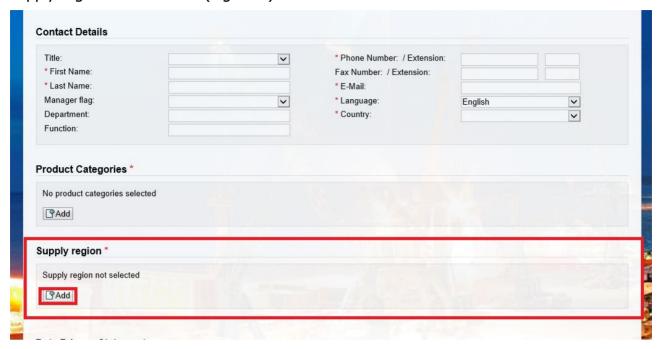


Figure 6 — Supply region selection

In the Search box of the new window you can type in part of the supply region name to simplify the search for the right regions from the list. To search by the given name, click "Go" (Figure 7).

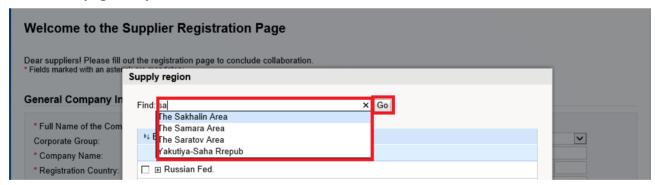


Figure 7 — Supply region search



The system displays and highlights in color the relevant regions. If several regions match the search criteria, the number of results is shown at the top of the screen. You can go to the next result by using arrows (Figure 8).

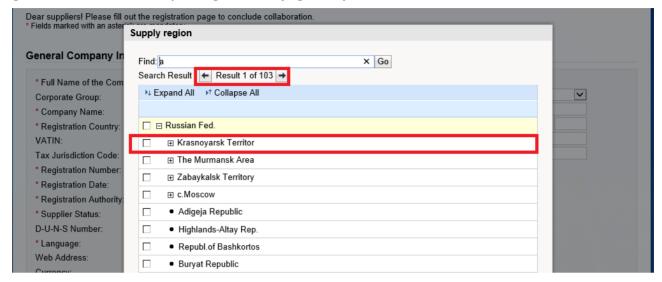


Figure 8 — Results of supply region search

You can also search for the right supply region using the region hierarchy by adding one branch at a time or entire groups from the directory and putting a tick to the left of a region name (Figure 9).

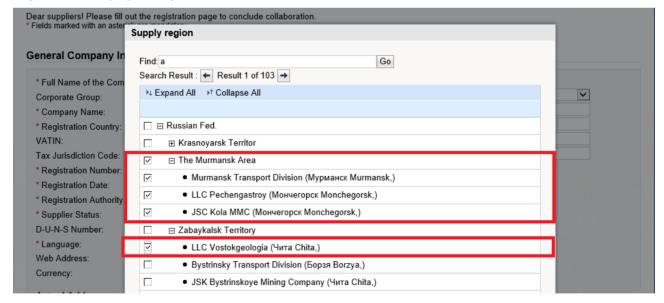


Figure 9 — Supply region selection



You should mark your agreement in the "Data Privacy Statement" section ((1) Figure 10).

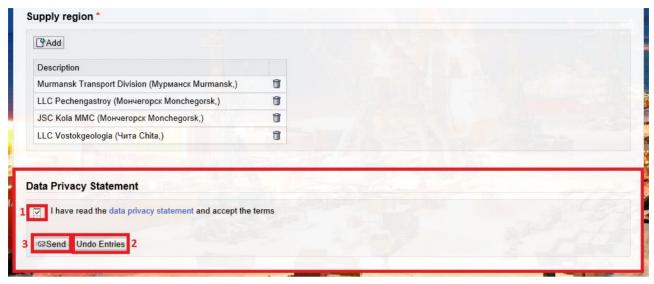


Figure 10 — Confidentiality Agreement

To remove the data provided click < Undo Entries> ((2) Figure 10).

After you have filled in all data, send the questionnaire by clicking <Send> ((3) Figure 10).

When you see a message stating that the data have been sent successfully, close browser page.

If the Supplier's self-registration is confirmed, 3 letters with registration information will be sent to the e-mail of the contact person given in the questionnaire.

If self-registration is declined, the contact person will receive a Registration Declined letter. It means that your company have been registered on the platform before. Enter the system using the login and password created before.

4. INITIAL USER REGISTRATION IN THE SYSTEM

Open the letter with a URL link to enter the system and enter following the link. A system authorization window will open (Figure 11). The User field will contain the identification number received with the first letter. Enter the password received with a separate letter in the Password field. Then click <Log on>.



Figure 11 — System access



In the User field of the new window enter the new login, the password for an administrator account ((1) Figure 12) and, if necessary, provide other settings in the "Formats and Settings" section ((2) Figure 12).

In the "Data Privacy Statement" section, you should read through the data confidentiality terms ((3) Figure 12) by following the given link. Then click <Create> ((4) Figure 12).

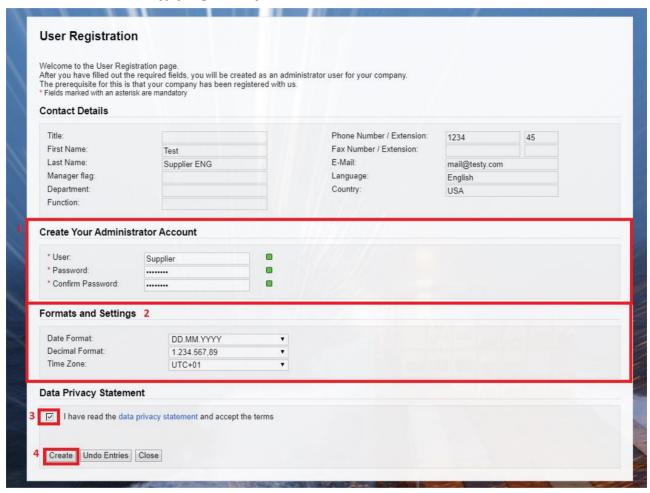


Figure 12 — Administrator account creation

An administrator account will be created (Figure 13) and you will be able to use it to enter the SRM system.

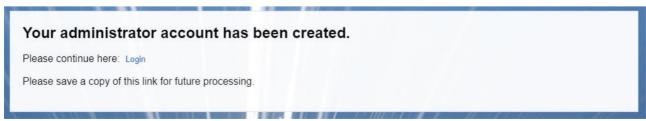


Figure 13 — Registration completion



5. GENERAL SUPPLIER QUALIFICATION

Invitation for General qualification

Option 1: You can open the general qualification questionnaire in your personal account. Go to the "Qualifications" tab ((1) Figure 14), select "New" in the navigation menu ((2) Figure 14) and open the qualification request from the list ((3) Figure 14).



Figure 14 — Supplier qualification

Option 2: You can open the general qualification questionnaire following the link in the letter on participating in the qualification procedure. Follow the link and in the new window enter the login and password created upon self-registration completion. A page with the general qualification questionnaire will open (Figure 15). In "Introduction' you may choose language the questionnaires can be answered.

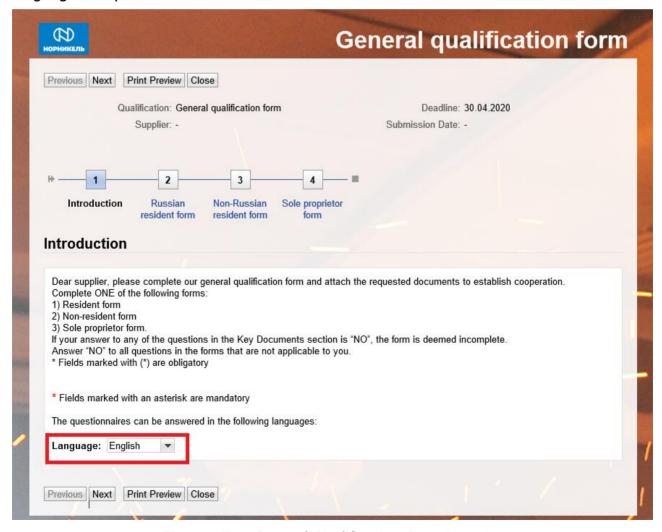


Figure 15 — General Qualification Questionnaire



Answer "No" to all questions in the sections that are not applicable to you. Go to the section applicable to you ((1) Figure 16). Answer "Yes' to a question in the questionnaire ((2) Figure 16). To add requested attachments, click the icon "" ((3) Figure 16), specify the file upload path in the new pop-up window using the <Browse...> button (1) Figure 17) and click <Upload> ((2) Figure 17). You can also add a file description (Figure 16). Specify the validity period of the document or tick "Never Expires" ((4) Figure 16).



Figure 16 — Adding attachments

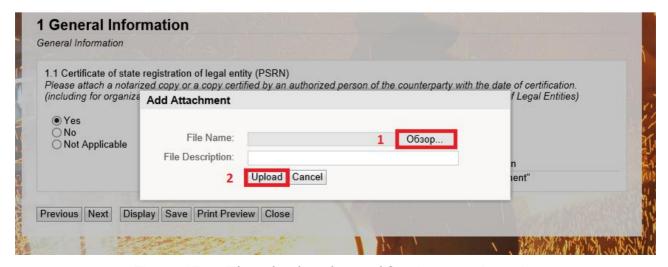


Figure 17 — File upload to the qualification questionnaire



After uploading, the file will show in the questionnaire (Figure 18).



Figure 18 — Successful file upload to the questionnaire

To send the General Qualification Answer tick "Data Privacy Statement" ((1) Figure 19). You can look through your questionnaire before sending it by clicking <Display> ((2) Figure 19). Click <Submit> ((3) Figure 19).

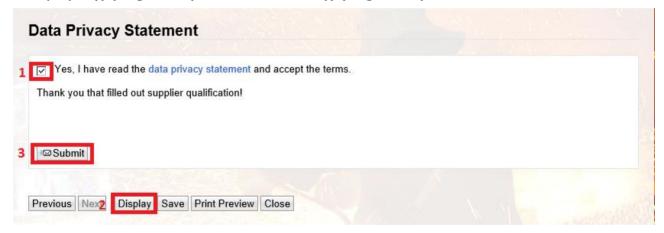


Figure 19 — Data Protection Statement

Confirm sending (Figure 20) by clicking <Yes>.

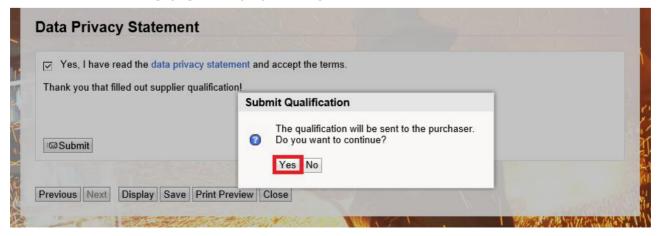


Figure 20 — Sending a qualification questionnaire



You can look through all qualification questionnaires sent successfully by going to the "Qualifications" tab and selecting "Submitted" in the navigation menu (Figure 21).

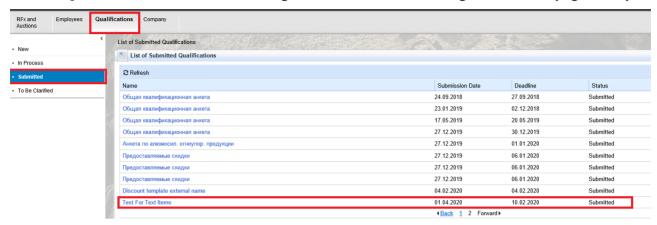


Figure 21 — Questionnaires submitted



6. UPDATING QUALIFICATION DOCUMENTS IN THE SUPPLIER'S PERSONAL ACCOUNT

To update qualification documents in the Supplier's personal account, go to the "Company" tab and then to the "Certificates" tab (Figure 22).

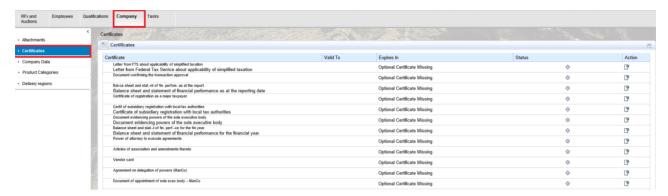


Figure 22 — Going to the "Certificates" tab

In the opened tab you can view certificates uploaded to the system and their validity periods (Figure 23).

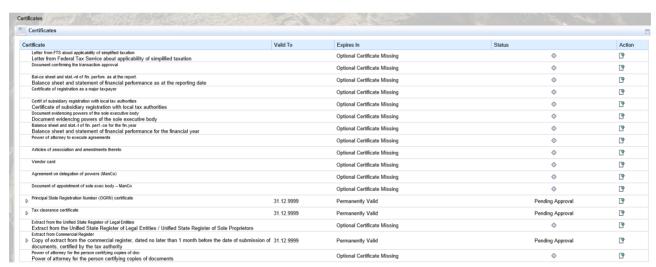


Figure 23 — Certificates and their validity periods

To view a certificate, open the tab of the relevant certificate category and click the certificate link (name) (Figure 24).



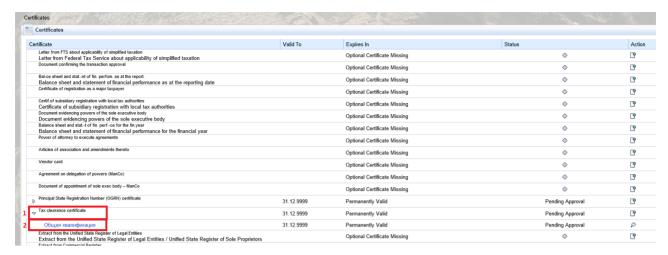


Figure 24 — Certificate view

To upload a certificate, click < Upload certificate > (Figure 25).

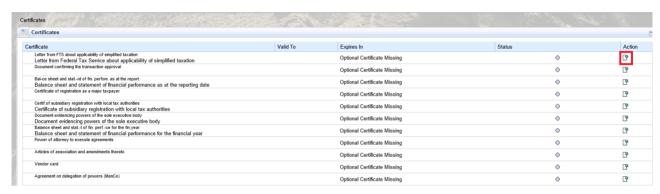


Figure 25 — Certificate upload

Fill in the fields in the new window. Fields marked with an asterisk are obligatory to fill in.

"Certificate name" — the name of a certificate ((1) Figure 26).

"Valid to" — indicate the expiry date of a certificate ((2) Figure 26) or select "Never Expires" ((3) Figure 26).

"File name" — the name of the certificate file being uploaded ((4) Figure 26).

To upload the file click <Browse> ((5) Figure 26).

Then fill in the Comments ((7) Figure 26) and File description fields, if necessary ((6) Figure 26).



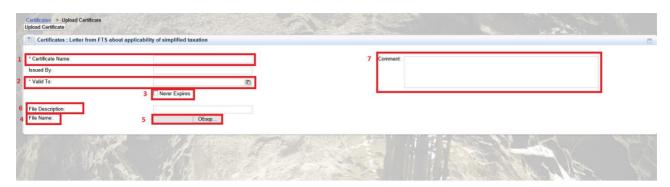


Figure 26 — Certificate upload

After you have filled in all data, click < Upload certificate > (Figure 27).



Figure 27 — <Upload certificate> button

The uploaded document will be displayed in the "Certificates" tab.



7. CHANGING THE SUPPLY ADDRESS IN THE SUPPLIER'S PERSONAL ACCOUNT

To change a supply region in the Supplier's personal account, open "Delivery Regions" on the "Company" tab (Figure 28).

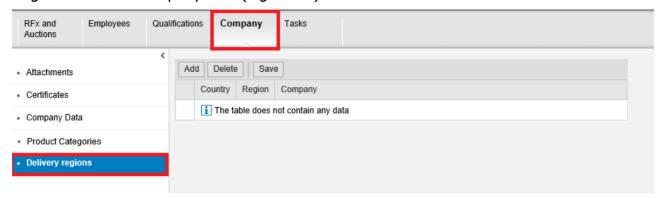


Figure 28 — "Delivery regions" section in the personal account

Click "Add" in the new window. An additional line appears, where you can select the necessary "Delivery Region" or "Delivery Branch" (Figure 29).

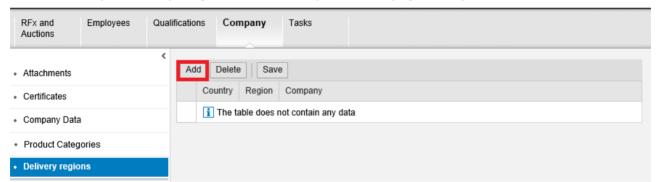


Figure 29 — Adding an additional supply region

To select an additional branch, select the necessary company in the "Company" column in the added line. If you add a company only, region is added automatically (Figure 30).



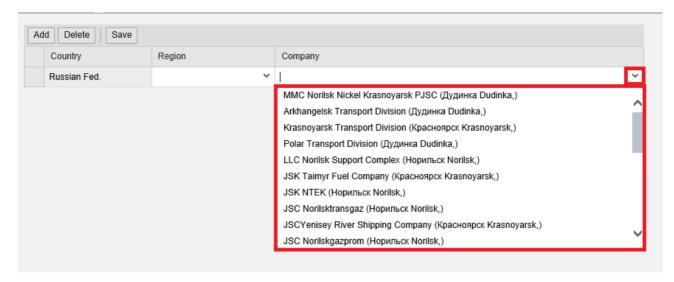


Figure 30 — Supply branch selection

To add a "Region", select the necessary region in the "Region" column. In this case, the company field will be empty, which means that all companies for a given Region have been selected (Figure 31).

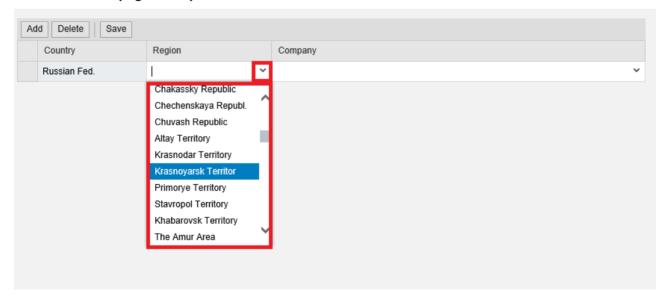


Figure 31 — Delivery region selection

To delete unnecessary data highlight the relevant line and click "Delete" (Figure 32).

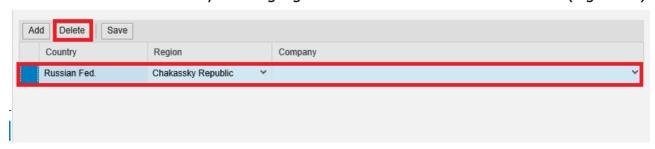


Figure 32 — Supply address deletion



After you have added all the necessary regions and companies, click "Save" (Figure 33).



Figure 33 — Saving changes