

Ariba Supplier Guide

Bucharest, 2020

Value For Suppliers

Buyers and suppliers work together more efficiently and effectively on all the shared aspects of business commerce: proposals, contracts, orders, invoices, and payments. Doing so through Ariba Network can save a lot of time and money. To calculate the value, see our <u>ROI calculator</u>.





SAP Ariba Helps You...



Save Time

No need to send invoices per post/email

No need to confirm the orders via email/phone

No need to spend time for follows up for payment



Lower Costs

Reduce paper usage Eliminate postage costs Reduce costs associated with resources used to generate/ rework the invoices



Stay Organized

Handle multiple customer relationships under one account

Enjoy the simple way to store PO'S and invoices

Get a better visibility into customers' spend

Use 'Search Filters' to find your document/s

Have the visibility into when you'll get paid and what for

64% reduction in manual intervention

60% average reduction in operating costs





Group Member



Increase Your Revenue

- Publish your Catalogs in front of thousand of potential buyers
- Become searchable as a supplier on Ariba Discovery
- Establish new customer relationships via Ariba Discovery

30% growth in existing accounts 35% growth in new business

Receive Faster Payment

- Help your invoice reach the correct contact in the approval flow
- Feel confident all order information is complete and accurate
- Prevent errors through system checks

62% decrease in late payments

Satisfy Your Customer

- Support your customer's strategic business plan
- Become a preferred supplier
- Simplify the communication process

15% increase in customer retention

Operational Excellence & Automation improves process value into the supply chain



Collaborate immediately with all trading partners

- Immediate access to online invoice creation tool
- Automation and catalog posting for your buyers in <8 weeks



Turn paper into efficient electronic transactions

- 75% faster deal closure
- 75% order processing productivity gains via cXML
- 80% increase in order accuracy through PunchOut



Catch errors and correct them – before they even happen

• 64% reduction in manual intervention



Track invoice and payment status online in real time and accelerate receivables

- 62% decrease in late payments
- 68% improvement in reconciling payments



See opportunities you're missing and have the ability to trade globally

- 15% increase in customer retention
- 30% growth in existing accounts
- 35% growth in new business



SAP Ariba Supplier Mobile App

Business Insights

PO Trending Invoice aging PO and invoices by customer

Work on-the-go

Confirm PO Pin important documents for later





KazMunayGas International Group Member

Real-time Alerts

View network activity Receive push alerts for business Critical events

Monitor Key Activity

View PO and invoice information Search for Po and invoices using HANA

Account Setup

The purpose of this guide is to assist suppliers into creating and setting up their Ariba Account, so that they can successfully start transacting with KMG Rompetrol.

Please use this document as guidance, because setting up the Ariba Network Supplier Account will vary from supplier to supplier.

Step 1: Ariba account registration

1.1. To begin the account registration process, press the "**Process Order**" button in the **Purchase Order E-mail** you have just received from Rompetrol. You will then be redirected to the Ariba Network Website.



1.2. If you don't have an Ariba account, press the "**Sign Up**" button. If you already have an existing Ariba account, you can login and skip the Account Registration process.



How to set up an Ariba Account

1.3. Fill in the required information to register your Ariba Account, afterwards click the "**Register**" button.

SAP	Ariba Network				
	Register				
	Company information				
	/				* Indicates a required field
	Company Name**				1. Enter your company name
	Country:*	Romania [ROU]	~		If your company has more than one office, enter the main office address. You can enter
	Address *		· · ·		more addresses such as your shipping address, billing address or other addresses later in your company profile.
	Address:*	Line 1			2. Select the Country; Enter the Company Legal Address; Enter the Postal Code and City; Select the State
	Dottol Codes*	Line 2			
	Postal Code."				
	City.	Colort			
	State.	Select	~		
	User account information				
					* Indicates a required field
	Name:*	First Name	Last Name		3. Enter your First and Last Name
	Email:*				4. Enter the company E-mail Address
		Vse my email as my user	name	5.	∠ Enter an Username for your account. The username must be in an E-mail format (e.g. email@company.com
	Username:*			a	You can use the same Username as the Company e-mail you submited
	Password:*	Enter Password			6. Enter the password for your Ariba account
		Repeat Password			
		nopour assiroia			





KazMunayGas International Group Member

Step 2. Account Setup

2.1. Setup your Company Profile.Click on "Company Settings -> Company Profile"

SAP Ariba Network - Enterprise Account TEST MODE		@ <u>s</u>	<< He			
Home Inbox Outbox Catalogs Reports Messages Orders and Releases V All Customers V Order Number Q	TestSupplier10000031 ANID: AN01465141329-T Company Profile	NETWORK SETTINGS	Se			
Orders, Invoices and Payments All Customers - 0 0 0 New Purchase Orders to Confirm Orders that Need Attention Collaboration Requests Invoices Order Number Customer Status Amount Invoiced	ACCOUNT SETTINGS Customer Relationships Users Notifications	Accelerated Payments Remittances Network Notifications	19 19 19			
You do not have any Orders and Releases.	Application Subscriptions Account Registration View All	View All	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1			
THE BEST RUN SAPCENT RUN SAPCENT RUN SAPCENT RUN SAPCENT RUN						

First, fill in your **Basic** Company Profile (mandatory fields are marked with an asterisk). The more complete a profile, the higher the likelihood of increasing business with existing and prospective customers.

Basic Business Marketing Contacts	Certifications Additional Documents		
* Indicates a required field			Public Profile Completeness
Overview			100%
Company Name:*	TestSupplier10000031 - TEST	Fill in you Company Name	Share Your Public Profile
Other names, if any:			
			Click here to get your Ariba badge.
Networkid:	AN01465141329-T (j)		Find us on Ariba Network
Short Description:	Test Supplier for Rompetrol P2P	D	
	Characters left: 69		View Public Profile
Website:	http://www.rompetrol.com		Profile Visibility Settings
Public Profile:	http://discovery.ariba.com/profile/AN01465141329-T Customize	URL	
Privacy Statement:	SAP Ariba Privacy Statement 🥆		
Address			
Address 1:*	Constantin Radulescu Motru,29	Fill in the Company Address.	
Address 2:		The Company Address, Postal Code, City and Country are mandatory field	ls!
Postal Code:*	013700		
City:*	Bucuresti		
State:	Select V		
Countra 8	Demarka (DOU)	* Colore Country First and they use an educate City based	

Click "Save" when finished.

2.2. Fill in your **Business** Company profile.







KazMunayGas

International

Group Member

Click "Save" when finished.

2.3. Setup you Bank Account information = Click on "Company Settings -> Remittances"

eve





Click "OK" when finished and your Remittance Address will be saved

How to set up an Ariba Account

Setup the Preferred Language to Romanian= This is mandatory so that Invoices will be issued in Romanian language, which represents a Legal requirement.

To setup the Language to Romanian, go to "Account Settings" -> "My Account"

© 🗊	My Account Close
Supplier TUser test-TUser@test.com	Account Settings
My Account	Account Information
My Community Profile Link User IDs	Username:* test-TUser@test.com (i) Change Password
Contact Administrator	Email Address:* test@email.com
Logou	First Name:* Supplier Middle Name:
	Last Name:* TUser Personal Information Change Log Business Role: Customer Service
	Preferences
	Preferred Language: Romanian U C Select "Romanian" in the "Preferred Language" drop-down.
	Preferred Timezone (e.g. Europe/Bucharest) Default Currency:* New Romanian Leu Select Currency Select Default Currency (e.g. Romanian Leu) Allow Me to Save Filter Preferences in the Inbox/Outbox Allow Me to Save Filter Preferences in the Inbox/Outbox



KazMunayGas

Internationa Group Member

Click "Save" when finished.

Create Invoice

This guide will show how to create submit an Invoice to a Purchase Order.

Step 1: Click on Process Order button in the Purchase Order Email you have received from Rompetrol.



Step 2: Enter Supplier username and password to login to your Ariba Network Account.

Step 3: Click on Create Invoice -> Standard Invoice :





This guide will show how to create submit an Invoice to a Purchase Order.

Step 4: Enter Header information such as Invoice number, Invoice date, Service Descrition, Supplier Tax ID. Select the Remittance Address from the Remit To drop-down:





Please make sure to click and select select the correct Rompetrol billing address in the Choose Address drop-down menu. This is mandatory to ensure that the correct Rompetrol billing information will appear on the Invoice:

Step 6: Scroll down and enter *mandatory information:

Supplier VAT/Tax ID (e.g. RO12345678), Supplier Commercial Identifier (e.g. J40/123456/2000), Supplier Leagal Form (e.g. SRL), Supplier Company Capital (e.g. 600)

Supplier VAT	Customer VAT	
Supplier VAT/Tax ID:*	Customer VAT/Tax ID:*	
Supplier Commercial * Identifier:	Supplier Legal Form:*	
Supplier Commercial Credentials:	 Supplier Company* Capital:	
VAT IBAN:]	



This guide will show how to create submit an Invoice to a Purchase Order.

Step 7: Scroll down, and in the Line Item section select your item you want to flip and click on Line Item Actions button

Line Items		1 Line Items, 1 Included,	0 Previously Fully Invoiced
Insert Line Item Options Tax Category: 19% VAT / TVA 19%	✓ Discount		Add to Included Lines
Include Type Part # Descripti	on Customer Part #	Quantity Unit Unit Price	Subtotal
 00010 rep.cond 	ucte tehnologice si constructii		
Line Item Actions 🔹 Delete			
Tax Category:*	19% VAT / TVA 19%	Taxable Amount: 2,400.00 RON	Remove
		Tax Rate Type:	
Location:		Rate(%): 19	
Description:	TVA 19%	Tax Amount: 456.00 RON	
Regime:	\sim	Exempt Detail: (no value) 🗸	
Date Of Pre-Payment:		Date Of Supply: * 6 Sep 2019 Triangular Transaction	
Law Reference:			
Line Item Actions ▼ Delete			
		Update Save	e Exit Next

Step 8: Select Tax from the dropdown list:

Line	Items				1 Line Items,	1 Included,	0 Previously Fully Invoiced
Insert L	ine Item Options	y: 19% VAT / TVA 19%		liscount			Add to Included Lines
\checkmark	Include	Type Part # Descrip	tion	Customer Part #	Quantity Unit	Unit Price	Subtotal
•	00010	rep.cor	ducte tehnologice si constructii				
Ļ	Edit	Delete					
	Add						
	Tax Shipping Documents Special Handling Pricing Details			[Update	ive	Exit Next
SAP Arit	Discount Comments Attachment	plosure Terms of Use				© 1996–2	2019 Ariba, Inc. All rights reserved.

Step 9: Check the Tax Rate and Amount and press Next button:



This guide will show how to create submit an Invoice to a Purchase Order.

Step 10: A message for invoice confirmation will be desplayed. Press Submit button:

Ariba Network			Help Center »					
Create Invoice		Previous Save	Submit Exit					
Confirm and submit this document. It will be electronically signed according to the countries of origin and destination of invoice. The document's originating country is:Romania. If you want your invoices to be stored in the Ariba long term document archiving, you can subscribe to an archiving service. Note that you will also be able to archive old invoices once you subscribe to the archiving service. Standard Invoice								
Invoice Number: INV4500694988-1 Invoice Date: Friday 6 Sep 2019 1:45 Original Purchase Order: 4500694988	S PM GMT+03:00 T Amor	Subtotal: 2,400.00 RC fotal Tax: 456.00 RC unt Due: 2,856.00 RC	NC NC NC					
REMIT TO:	BILL TO:	SUPPLIER:						
KMG Rompetrol SRL - TEST	Rominserv SRL	KMG Rompetrol SRL - TEST						
Postal Address:	Postal Address:	Postal Address:						
3456677 Bucuresti	013702 Bucuresti	013702 Bucharest						
Romania	10 Romania	Romania						
Tax ID of Supplier: RO123234	Address ID: RO26	Legal Form: SRL Company Capital: 450,000.00 RO!	N					

Ariba Network

Invoice INV4500694988-1 has been submitted.

 Print a copy of the invoice. Exit invoice creation.

Step 12: Purchase Order status changes to (Invoiced/Partially Invoiced). Invoice number is displayed in Related Documents section:



rompetrol

For Standard Account users, a copy of the Invoice will be sent to your Email address. It is recomanded that you save a copy of the Invoice to have it for your refferance, should you lose the e-mail notification.

KazMunayGas International Group Member

Step 11: Click on Exit invoice creation

Ariba Network		Help Center >>
Purchase Order: 450069	4988	Done
Create Order Confirmation 👻	Create Service Sheet Create Invoice Hide Changes Hide Print Download PDF	Export cXML Download CSV Resend
Order Detail Order History		
From: Rominserv SRL Piata Presei Libere-3 - 5 013702 Bucuresti 10 Romania Phone: + () (40)212723660 Fax: + () (40)213140897	To: KMG Rompetrol SRL - TEST Piata Presei Libere 3-5. 013702 Bucharest Romania Phone: +1 (123) 123 Fax: Email: NoReplyAribaCS@ariba.com	Purchase Order (+ Partially Involced) 4500694988 Amount: 8,400.00 RON (Previous Version)
Payment Terms () 0.000% 30 Platibil in 30 zile calendaristice Contact Information Supplier Address NOVO TECH SA		Routing Status: Acknowledged Related Documents: 11.11V4500694988-1 SE54500694988-1 2 OC4500694988
Str. LIBERT??II 21 345654 CLUJ NAPOCA 14		

SAP Ariba Privacy Statement Security Disclosure Terms of Use

© 1996–2019 Ariba, Inc. All rights reserved

Registration Questionnaire

This guide will show how to fill in a Registration Questionnaire

Supplier receives email to register



Supplier contact receives the invite registration by email.





International Group Member

Supplier logs in or creates new Ariba account





Information required upon Supplier Account Creation if is not a valid account created

Creare cont	Ariba, anai completati chestica carda de site 1010 Demodel SU	Informații despre contul de	de utilizator			
mai intai, creați un cont de iurnizor SAP	Anda, apoi completați chestionarele cerute de catre KwG Rompetroi Si	Nume:*	Test RS4_GD	test		
Informații despre c	ompanie	E-mail:*	gabriela.draghici@bo	earingpoint.com		
Denumirea companiei:*	Test RS4	Nume utilizator:*	test-gabriela.draghic	i@bearingpoint.com	zator	
Ţară:*	România [ROU] 🗸	Parola:*	•••••			
Adresă:*	Test RS4 Linie 2		•••••			
Cod poștal:*		Limbă:	Engleză		V	
Oraș:* Stat:	Bucuresti	Trimitere comenzi prin e-mail către:*	gabriela.draghici@bo	earingpoint.com		



KazMunayGas International Group Member

Ariba's Supplier registration questions

Oferiți-ne mai multe detalii despre afacerea dvs.				Doc289821430 - Chestionar privind înregistrarea furnizorilor				Timp rămas 27 zile 04:56:39	
				Tot conținutul				=	*
Categorii de produse și servicii:*	Introduceți categoriile de	produse și servicii		Nume 1					
Locuri de livrare sau prestare a*	Introduceti locul de livrare	e sau prestare a serviciilor		1.1 Supplier Full Legal Name1.2 Other names/also known or operating		Test RS4			
serviciilor:	, , , , , , , , , , , , , , , , , , , ,			under(1) 1.3 Other names/also known or operating under(2)					
Cod fiscal:	Opțional		1 ·	1.4 Other names/also known or operating under(3)					
Nr. de TVA:	Opțional					Stradă: Test F Oraș: * Bucur	S4		
			ci	1.5 Address	Sta	t/Provincie/Regiune:			(i)
	Online of	After the complice	Dir H			Cod poștal: * 12334 Țara: * Româ	nia	~	
Număr DUNS: Creați contul și continuați	Anulare	After the supplier creates the account, he will be directed to the Registration Questionnaire	i)) C			Supplier Name Limited to 35 Characters- has option to use other names fields.			



International Group Member

Bank Question for supplier that have fiscal address outside Romania

2 Supplier Code of Conduct			▼ 5 Financial Information
2.1 Please take note of Rompetrol Supplie	xte of Rompetrol Suppliers Code of Conduct Document 🕼 supplier_code_of_conduct_en.pdf +		5.1 Bank Account Adăugare Bank Account Details (1) Details
2.2 Do you agree with our Supplier Code	e of Conduct?	Unspecified v	5.2 TAX ID Number Adäugare TAX ID Number (0)
2.2. Attack your own Code of Conduct d	lawmat I	conduct and ha	(*) indică un câmp obligatoriu
2.5 Allach your own code of conduct de	Alla Alla	their own code	f Transmitere räspuns intreg Salvare schitä Compunere mesaj Import Excel
▼ 3 GDPR		conduct.	
3.1 GDPR 🕑 INFORMATION NOTE ON	GDPR.docx v		
4 Supporting Documents		Supplier must t	ke
4.1 Please attach the Bank Statement.	×A	Attach a file note of GDPR	
4.2 Please attach the Registration Cerfifi	icate xA	Attach a fle	
Supplier must attach a bank stateman and a registration certificate.	 Bank and Tax question instance of the repeat repetitions as they ne Suppliers must provid key/ABA routing number 	ns are added in repeatable set table section and its content; eed. de an answer for Country, Bar ber and Account number.	ctions. The questionnaire shows an initial respondents can then add as many k ID, and either IBAN number or both Bank
	SAP Ariba Supplier Ma are values present in to verify that the bank	anagement solutions validate mandatory fields. There is no k account exists).	Bank Account answers to ensure that there other validation (for example, for syntax, or

Supplier Registration

Rompetrol's Registration Questionnaire - Bank Question

•	Bank Account Details #1	Ştergere		
			* Tip de bancă:	Nicio alegere 🥆
			Codul băncii:	
			Ţara:	(nicio valoare) 🗸
			Nume:	
			Sucursala báncii:	
			Stradă:	
			Oraș:	
	Rock Account Datails		Stat/Provincie/Regiune:	
	Darik Account Details		Cod postal:	
			Numele detinătorului de cont:	
			Cheie hancă/Număr de dirijere ABA-	
			Nertinal de dinjare AbA.	
			Numarui contuiui:	
			Numar IBAN:	
			Cod SWIFT:	
			Tip de cont bancar:	Nicio alegere 🗸
(*) indică un câmp obligatoriu				
F	dăugare Bank Account Details			Suppliers can add multiple bank
				accounts.





Internationa

Group Member

Bank Question for supplier that have fiscal address in Romania

▼ 5 Financial Information	Tot conținutul > 5.2 TAX ID Number
5.1 Bank Account Adăugare Bank Account Details (1) Details	TAX ID Number (1)
5.2 TAX ID Number Adăugare TAX ID Number (0)	TAX ID Number #1 Ştergere
(*) indică un câmp obligatoriu	TAX ID Number
	(*) indică un câmp obligatoriu
Transmitere răspuns întreg Salvare schiță Compunere mesaj Import Excel	Adăugare TAX ID Number
Supplier must click here to open be able to add Bank and Tax	Suppliers can add multiple tax accounts.

Tax Question

- Bank and Tax questions are added in repeatable sections. The questionnaire shows an initial instance of the repeatable section and its content; respondents can then add as many repetitions as they need.
- Suppliers must provide an answer for Country, Bank ID, and either IBAN number or both Bank key/ABA routing number and Account number.
- SAP Ariba Supplier Management solutions validates Bank Account answers to ensure that there are values present in mandatory fields. There is no other validation (for example, for syntax, or to verify that the bank account exists).



Thank you!