



USER MANUAL

Supplier Training Document

Bidding for the Tender

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1. Log in the system

The bids for direct purchasing are created on the SRM Portal in the SAP SRM system. SRM Portal can be accessed through the link https://aksatedarik.kazanciholding.com.tr/300 As can be seen in Figure 1, "User Name" and "Password" are entered and thus, you can access the system by clicking the "Login" button.

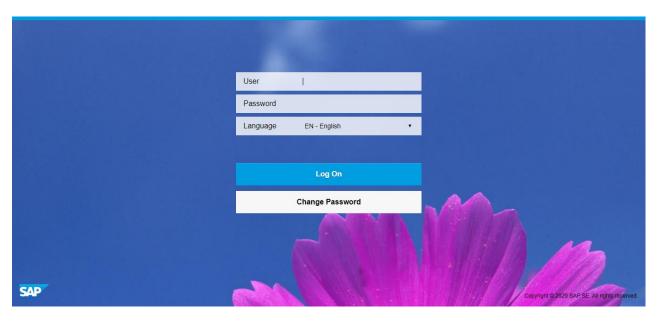


Figure 1

You click on the Tenders and Orders Management under the SRM section on the start page.

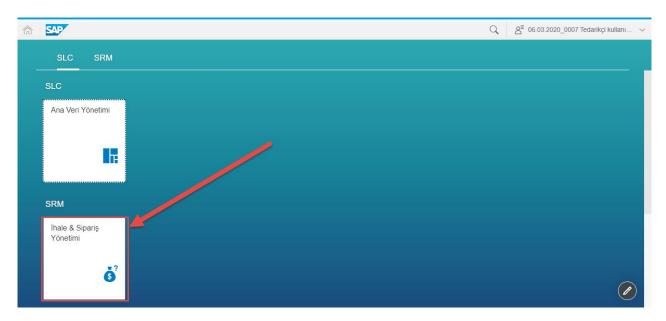


Figure 2

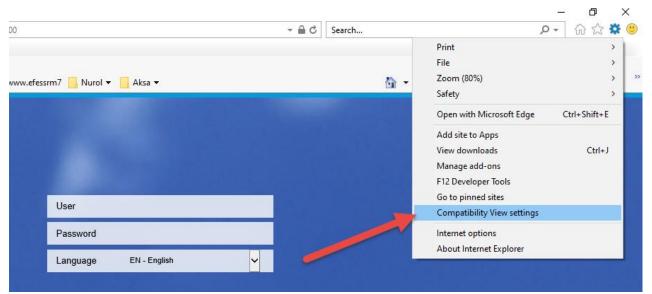




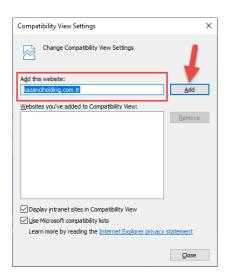
It is recommended to use "internet explorer" in accessing the system. If another browser is used, the popup blocker feature must be deactivated for new pages to open.

The settings to be made for Internet explorer are as follows:

• Internet Explorer Settings -> Compatibility View Settings



• If you do this when you try to log in to the portal, the corresponding address comes automatically. In this case, it will be enough to click the "Add" button.

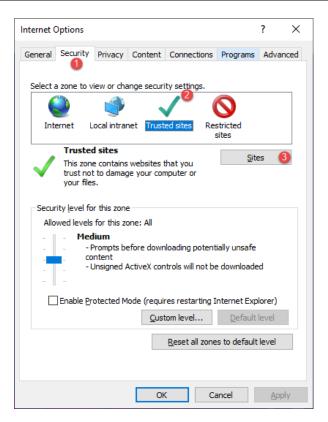


You must add the portal web address you will log in to the trusted sites. To do this, do the following:

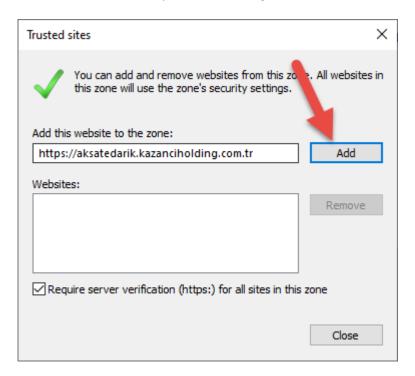
• Click on Internet Properties -> Security Tab -> Trusted Sites -> Sites button







• Portal address will be added automatically. It will be enough to click on the Add button.







2. Entering the Bid

Calls for tender created by the procurement department are notified to the suppliers via e-mails. The title format of the incoming mail will be the number of the call for tender – name of call for tender. The call for tender can be used in the title of the incoming mail.

2.1 Searching for Incoming Call for Tender

Bidding suppliers can see the calls for tenders by clicking the *Web Calls* for *Tender* (3) under the *Calls* for *Tender and Auctions* (2) tab under the Start Page (1).

They can see the number of the call for tender, the name of the tender, the deadline to submit the bids and the status of their bids under the listed calls for tenders (4). When the *Update* (5) button is clicked, they will update the calls for tenders submitted.

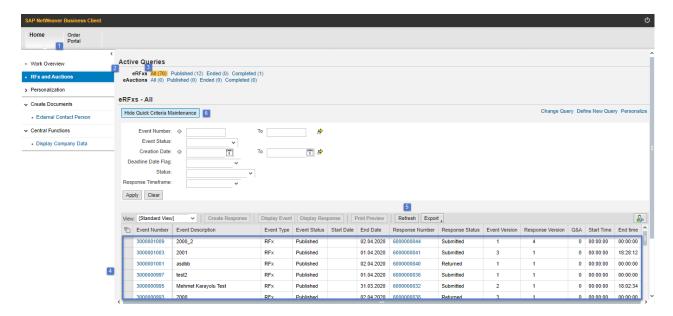


Figure 3

In order to search for any call for tender, a search can be made according to the search criteria shown in Figure 3 by clicking the *Show Quick Criteria Maintenance* button **(6)**.

- Event Number (1): It is the number of the call for tender. If only a part of the number of the call for tender is known, it can be searched as in the example: *number*
- Event Status (2): The search can be made according to the status of the call of tender. There are three statuses of the calls for tender: Current Calls for Tender, Ended Calls for Tenders and Completed Calls for Tender.
- Creation Date (3): It is the date when the call for tender is created. Since the call for tender e-mail will be sent to the suppliers as soon as the call for tender is published, a search can be made using the date of the incoming e-mail.
- Deadline Date Flag (4): It is the last bidding date determined by the purchaser in the call for tender. Note: Bidding entry can not be made as of the date of deadline.





• **Status (5):** It is the status of the bid documents submitted. There are 7 types of document status: Saved, Bid Submitted, Bid Rejected, Bid Accepted, Completed, Deleted, and Bid Sent Back. After selecting one of these search criteria, they can search by clicking the Inherit **(6)** button.

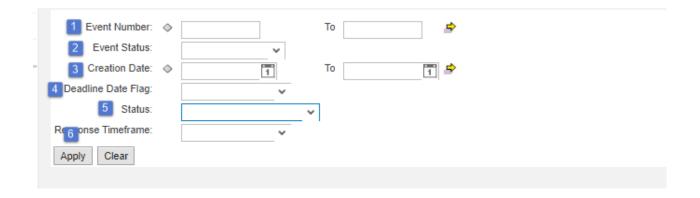


Figure 4

2.2 Viewing the Call for Tender and Specifying the Participation Status

The suppliers can view the relevant call for tender by logging in to the SRM system based on the call for tender e-mail received. Before specifying the participation status, they can check the items included in the call for tender, download the documents related to the material and sub-parts, and view the notes attached by the purchaser. To reach the details of the call for tender, they can open the document related to the call for tender by clicking on the number of the relevant call for tender as shown in Figure 4.

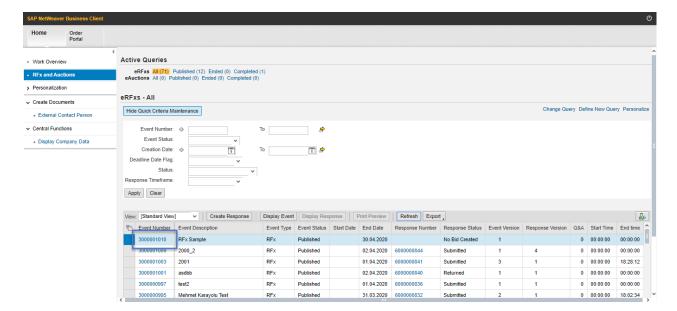


Figure 5





In the first page of the call for tender, the *Call for Tender Information* tab contains basic information about the tender:

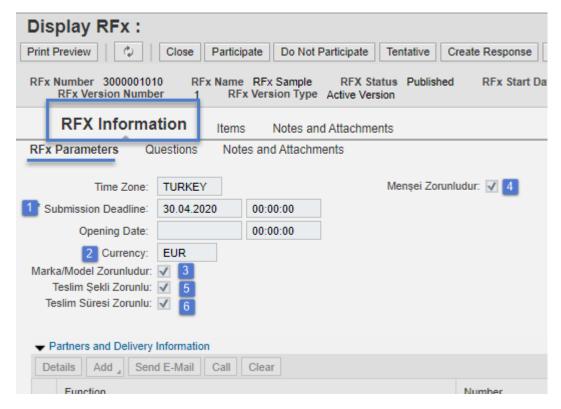


Figure 6

- **Deadline for Submission (1):** It indicates the Deadline for the bids determined by the purchaser.
- Currency (2): It is the main Currency of the call for tender determined by the purchaser.
- Mandatory Brand / Model (3): They are specific requests such as Brand and Model Information specified by the purchaser in the call for tender.
- Mandatory Origin Information (4): They are the specific requests such as Origin Information specified by the purchaser in the call for tender.
- Mandatory Type of Submission (5): They are the specific requests such as the Type of Submission specified by the purchaser in the call for tender.
- Mandatory Submission Period (6): They are the specific requests such as the Submission Period specified by the purchaser in the call for tender.

The item information in the call for tender is displayed on the *Items* tab. (Figure 6)

• Basic information (1) related to the material such as material number, description, product group, desired amount, currency is displayed.

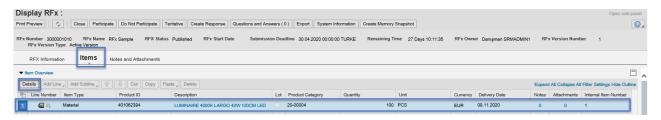


Figure 7





If there is a note or attachment added to the call for tender by the purchaser on the *Notes* and *Attachments* tab, these notes and attachments are displayed.



Figure 8

After examining the call for tender, bidders will state their participation status in the tender. (Figure 8)

- Participate (1): It means that you will participate in and bid for the tender. When this button is clicked, a message will show up that reads: "You have been registered and you will be informed about the changes related to the call for tender".
- **Do Not Participate (2):** It is an informative section where you indicate that you will not participate in the tender. Even if you accidentally click this button, you can activate the *Create Bid* **(4)** button and then, create a bid. When you click the *Do Not Participate* button, you must go to the *Questions and Answers* **(3)**section and specify the reason for not participating. When this button is clicked, a message will show up that reads: "You have been registered and you will be informed about the changes related to the call for tender".



Figure 9

Create Bid (4): After specifying the participation status, bid entry can be made by clicking this button.

2.3 Entry of the Bid

When the bidder clicks on the *Create Bid* button after specifying the participation status, the *Create Bid* page will open as shown in Figure 11. When the page is opened for the first time, errors (1) will be shown by the system. Thanks to these warnings, the sections to be completed in the bidding document will be understood. Bidding document will not be created before eliminating these errors. To eliminate these errors; Date of Sample Delivery, Date of Mass Production and Bid Validity Period sections must be filled.

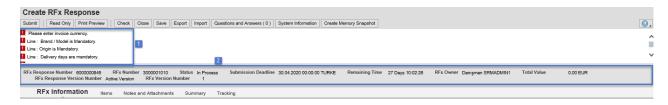


Figure 10





In the section numbered (2) in Figure 11, there is some information regarding the tender and the tender document:

- **Number of Tender:** It is the number given by the system for the bidding document. Each new bidding document receives a separate number. A change in the bidding document does not lead to a change of the number of the tender.
- **Number of the Call for Tender:** It is the number of the call for tender made by the purchasing officer. You can use this number when contacting purchasing department.
- **Status:** It is the status of the bidding document. If the transaction is being made at that moment, the status will be "Processing", if you do not send but click the *Save* button, the status will be "Saved" and if you send your bid, the status will be "Submitted".
- **Deadline for Submission:** It is the last bidding date determined by the purchaser. **Note:** After the deadline, the system will not allow any access for bidding in relation to the call for tender.
- **Remaining Time:** It is the remaining time to bid on the system.
- **Contact Person for the Call for Tender:** It is information about the purchasing officer charged with making the call for tender.
- Total Value: It is the total value of the bidding document.
- **Bidding Version Number:** It is the version number of the bidding document. With each change in the bidding document, the version number will increase by 1.
- Call for Tender Version Number: It is the version number of the call for tender. With each change made by the purchaser in the call for tender document, the version number will increase by 1.

2.3.1 Information about the Call for Tender

On the *Create Bid* page first opens the Call for Tender Information page (Figure 12). This page shows the basic information about the call for tender you have received.

- Basic Data (1), Questions (2) and Notes and Attachments (3) tabs contain information based on the titles added by the purchaser.
- Currency (4): These is the currency which is determined by the purchaser and on which the bidding price will be based. Bids cannot be offered in any currency other than these determined currencies.

Note: All items in a document must be quoted in the same currency. Bids cannot be submitted in a separate currency for each item.

- Payment Condition (5): It is the payment condition information between you and Kazancı Holding.
 It is brought automatically from the vendor's master data and cannot be changed.
- Incoterms (6): It is the shipment method of tender items to Aksa.
- Status and Statistics (7): It is the section where information such as the date of the creation and last processing of the bidding document, the creator of the document and the last processor.
- Invoice currency (8): If your currency is not TL, you are required to specify it.





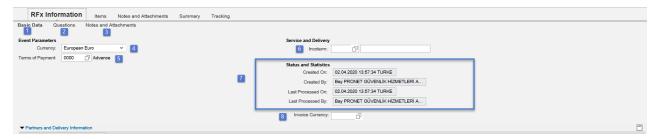


Figure 11

2.3.2 Items

In the *Items* tab, there are items for which the suppliers are required to present their bids. Basic information (1) related to the material such as material number, description, product group, desired amount, currency is displayed.

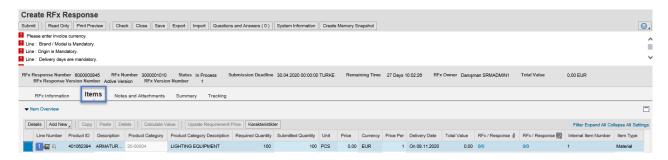


Figure 12

2.3.2.1 Details of the Items

To see the details of the materials, select the relevant line as shown in Figure 13 and click the Details (3) button.

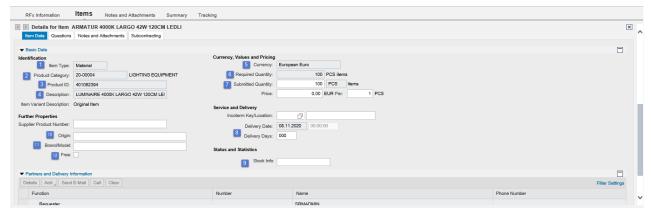


Figure 13

The sections for the details of the items are shown in Figure 13. The details of these sections are as follows:

Type of Item (1): It is the type of item selected by the purchaser. The *material* will appear on the page and cannot be changed.

Product Category (2): It is the information related to the goods group to which the material belongs.

Product Identifier (3): It is the section where the material code is seen.





Definition (4): It is the definition of the material; it comes from the master data and cannot be changed.

Currency (5): It is the currency selected to bid in the Call for Tender Information section.

Required Amount (6): It is the amount specified by the purchaser when presenting the tender. In general, the *annual number of uses* is required.

Bidding Amount (7): It is the amount proposed by the bidder. In accordance with the requests of the purchasing department, this section cannot be changed by the bidder and the price must be in accordance with the amount specified by the purchaser when presenting the tender.

Delivery Days (8): If the purchaser wants a specific delivery date when the material must be delivered, he/she indicates this date in the tender and this specific delivery date automatically appears in this section. If you cannot deliver the material on this date, fill in the Delivery Days section. The number of days you specify in this section will be added to the delivery date.

Stock Information (9): It is the stock quantity specified by the bidder.

Origin (10): It is the origin information section for the material.

Brand/Model (11): It is the section where information related to the brand and model of the material is specified.

Free-of-charge (12): If the bidder wants to bid free of charge for the material, he/she can fill the checkbox section.

2.3.2.2 Manual Bidding

If you want to bid after viewing the details of the material, price entry must be made.

NOTE: When the bid is sent for the items the price of which is not entered in the details, a warning message notifying that the bid is free-of-charge will appear that reads: Line 0001: 0 in the section of the price means that your bidding for the item is free-of-charge".

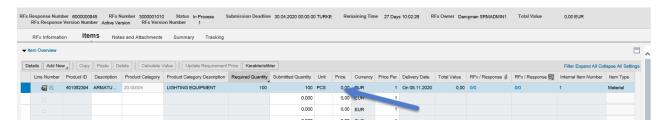


Figure 14

If you do not receive a red alert, you can only enter price for items and submit the bid. If the Purchaser states that the Delivery Days, Origin, Brand / Model sections are mandatory to fill while creating the tender, you will have to enter such information in the details section for each item.





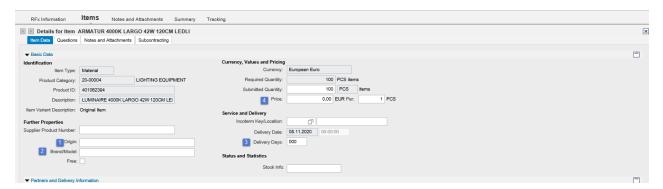


Figure 15

After these sections are filled, the Check button is clicked. If you do not receive an error, you can send your bid by clicking the Submit button.

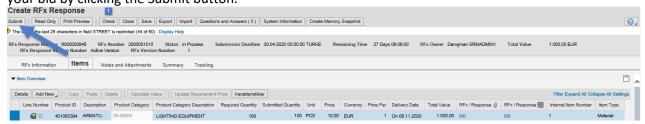


Figure 16





2.3.2.3 Bidding by Import / Export Method

If the tender contains many items, an excel file is downloaded with the Export button (1). After clicking the Export button, the Save (2) button is clicked and the Offer.xls file is saved.

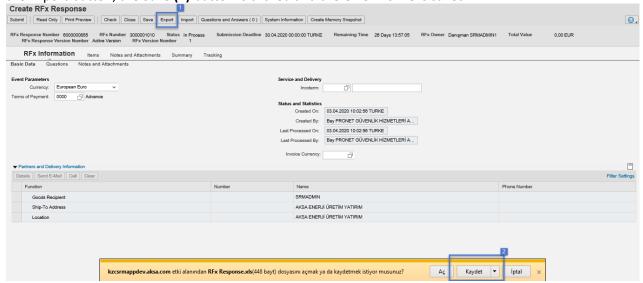


Figure 17

The sections you need to fill in the downloaded excel file are as follows:

- 1. Quantity: It shows the amount you need to bid. If the quantity you bid is lower, you can revise it but you cannot increase the quantity.
- 2. **Price:** You can write in this section the price you will bid.
- 3. **Price Unit**: You can specify how many units the total price you bid will be for.
- 4. **Brand/Model**: Brand / Model are the special requests of the purchaser. If it is mandatory to specify such information in the tender, you have to specify them.
- 5. Origin: If it is mandatory to specify such information in the tender, you have to specify it.
- 6. **Stock Information**: Stock Information is the special request of the purchaser. If it is mandatory to specify such information in the tender, you have to specify it.
- 7. **Free-of-charge**: If you fill in this section, you can bid free of charge.
- 8. **Delivery Time**: Delivery Time information is the special request of the purchaser. If it is mandatory to specify such information in the tender, you have to specify it. The number of days you specify in this section will be added to the delivery date.

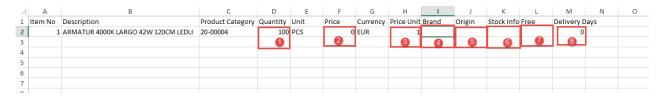


Figure 18

After the sections are filled and the excel file is saved, the Import button is clicked (1). When you click the Browse (2) and select the saved excel file and then click the Upload button (3), the tender items will be processed according to the information in the excel file you have filled.





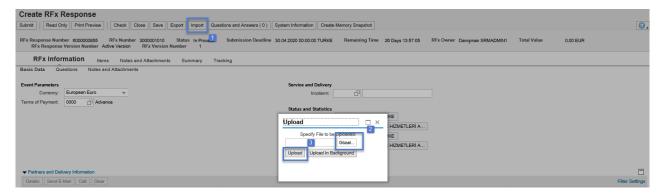


Figure 19

After this step, you press the Check button (1) and if you do not receive a red warning, you can send your bid with the Submit button (2).

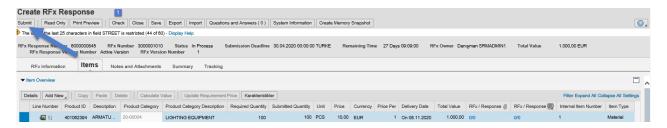


Figure 20

2.3.2.3 Bidding with Adobe Form Method

If the purchaser creating the tender activates the *Allow Offline Bid* button, an e-mail containing a pdf file is sent to the suppliers through the system. If the suppliers wish, the system will automatically process their bid if they fill in the pdf file sent to them without logging into the SRM system, reply to the incoming mail, and upload and submit the pdf file they have filled.

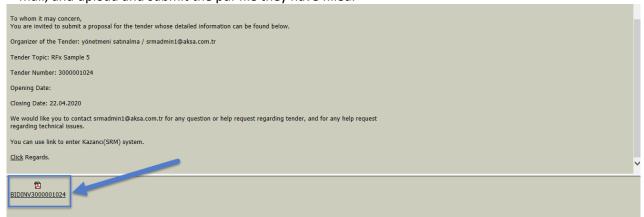


Figure 21

The sections you need to fill in the downloaded pdf file are as follows:

- 1. **Firm's Bidding Quantity :** It shows the amount you need to bid. If the quantity you bid is lower, you can revise it but you cannot increase the quantity.
- 2. **Unit Price**: You can write in this section the unit price you will bid.





- 3. **Delivery Time**: Delivery Time information is the special request of the purchaser. If it is mandatory to specify such information in the tender, you have to specify it. The number of days you specify in this section will be added to the delivery date.
- 4. **Supplier's Note on Items**: If you want to add a note on the items, you can add it to this section.
- 5. **Brand/Model**: Brand / Model are the special requests of the purchaser. If it is mandatory to specify such information in the tender, you have to specify them.
- 6. **Origin**: If it is mandatory to specify such information in the tender, you have to specify it.
- 9. **Stock Information**: Stock Information is the special request of the purchaser. If it is mandatory to specify such information in the tender, you have to specify it.
- 7. **Currency**: You can choose in this section the currency you will bid.
- 8. **Invoice Currency:** Enter the currency for the invoice to be issued.
- 9. **Payment Term:** It is the section where you can choose the payment term.
- 10. Method of Delivery: It is the section where you specify how the items will be delivered.
- 11. **Delivery Location**: It is the section where you specify where the items will be delivered.
- 12. **Supplier's Note:** If you wish, you can write in this section a note that the purchaser will see.

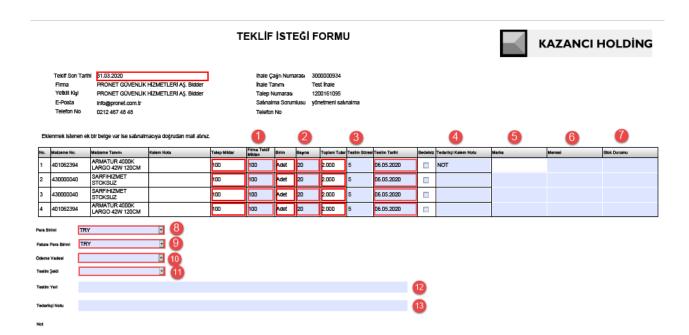


Figure 22

If you save the file and send it in response to the e-mail sent to you after the sections are filled, the system will automatically process your bid.





2.3.3 Notes and Attachments

In the Notes and Attachments section, a note can be entered for the bidding document and an attachment can be added. Click the Add button (1) in the Notes section as shown in Figure 28. A note (2) is entered as shown in the steps in Figure 29. If you want to enter a note for the overall tender on the basis of a title, General Data (3) is selected and the *OK* (4) button is clicked.



Figure 23



Figure 24

To add an attachment, click on *Add Attachment* button in the *Attachments* section. When the button is clicked, the document is added as in Figure 30 (1) and the definition is entered for the document. When the *OK* (2) button is clicked, the attachment is added.

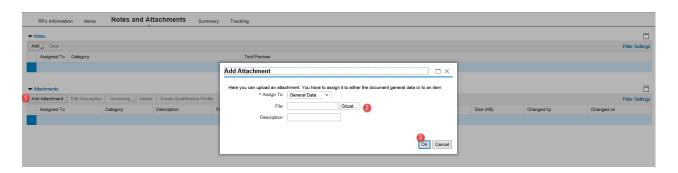


Figure 25

2.3.4 Summary

It is the section where the summary information of the bid is displayed.

The bid number, the number of notes and attachments added, the total amount of the bid and the number of materials in the bid are included.







Figure 26

If you do not want to make another addition, first click on the Check button as shown in Figure 32. If you do not receive any red alerts, you can send your offer by clicking the "Submit" button. When the Submit button is clicked, you will get a notification like "Bid No. 5000000777 Submitted".

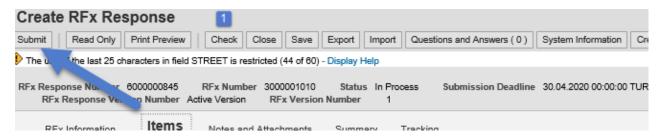


Figure 27

When the bid is entered into the system, an automatic e-mail will be sent indicating that there is a bid entry.

2.4 Viewing the Bid

If you want to view the submitted bid, the following steps can be followed;

- The page of the calls for tenders and auctions is opened.
- You can click on the tender number on the right side of the relevant tender. (1)
- You can also prefer to view your submitted bid by selecting the relevant line of the tender (2) and clicking the Show Answer button (3).

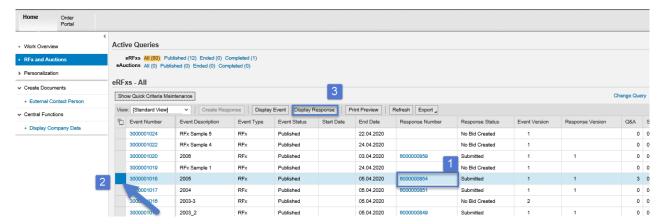


Figure 28





2.5 Revising the Submitted Bid

To revise a submitted bid, if the Deadline section (1) does not specify a past date, the line with the relevant tender is selected (2). The bid is viewed by clicking the Show Answer button.

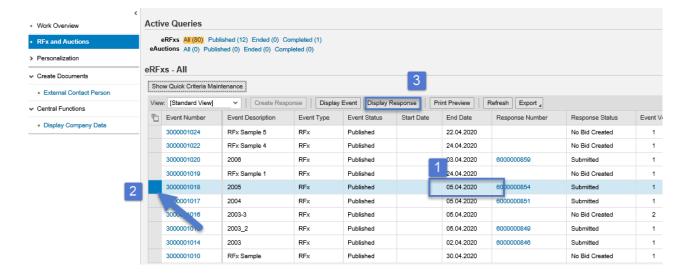


Figure 29

On this page, you can view your submitted bid. If you click the Edit button on this page, you can revise your bid and send it again.

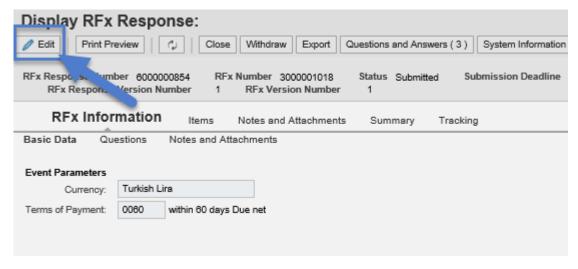


Figure 30