INA ePROCUREMENT ROLLOUT

Supplier User Manual





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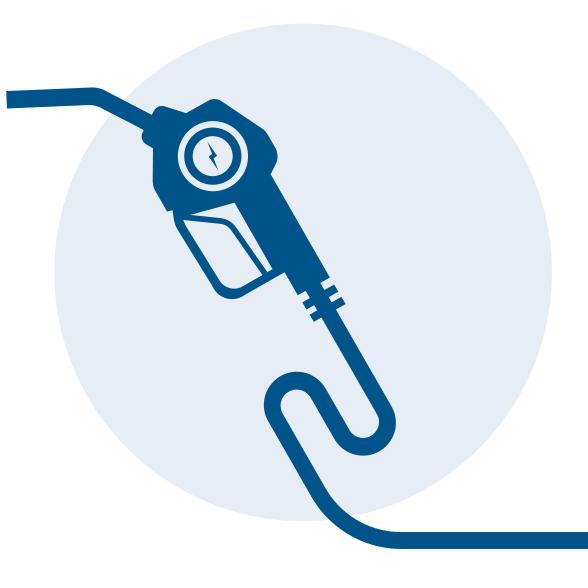
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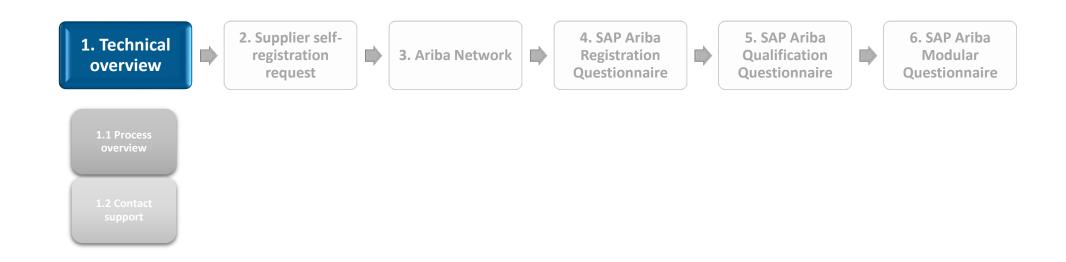
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- 6.1 Open the Modular questionnaire
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- 6.3 Feedback



1. TECHNICAL OVERVIEW



1.1. PROCESS OVERVIEW

Process Lifecycle Ariba SLP

Supplier management in SAP Ariba is divided into three sub-process areas.



Supplier Request: The supplier request in SAP Ariba is intended to be the single point of creating suppliers. Suppliers will create their own account through a self- service request.

Supplier Registration: With Supplier registration questionnaire INA Group collects business information from the suppliers. The data collected is tax information, registration certificate and bank details.

Supplier Qualification: With Supplier Qualification questionnaire INA qualifies the suppliers based on Finance, Legal and Antifraud sections.

1.2. CONTACT SUPPORT



USER

Contact Ariba Support in case of:

- Ariba is not available
- Technical issue
- Functional issue
- Auction event review

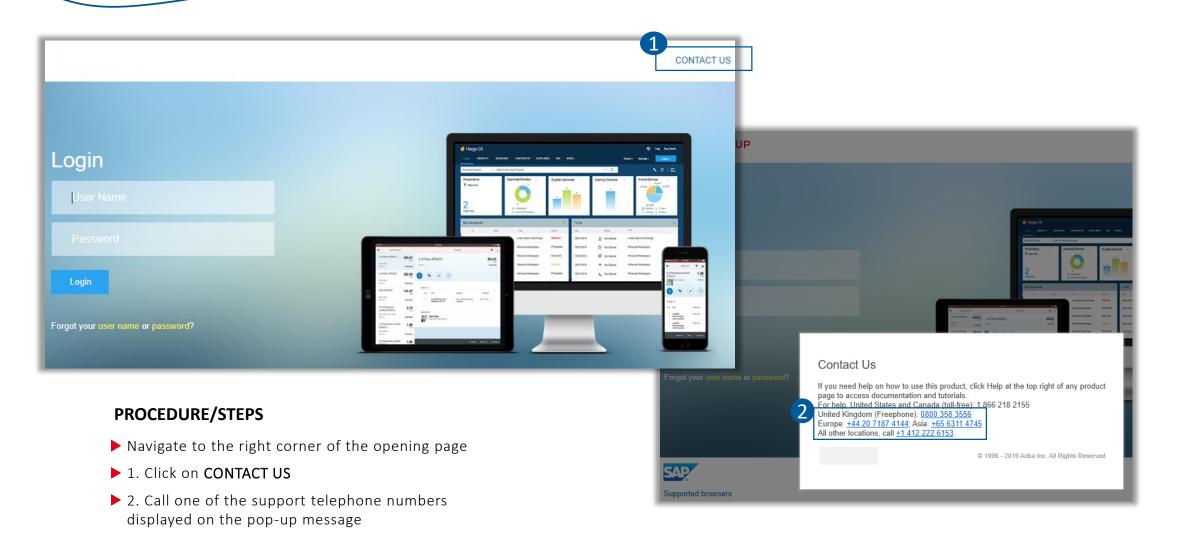
INA PROCUREMENT

Contact INA Procurement Support in case of:

- User access request
- Process / content related questions
- ► Trainings / improvements / best practices
- Change requests in settings / templates

1.2. CONTACT SUPPORT

Contact support over ARIBA opening page



1.2. CONTACT SUPPORT

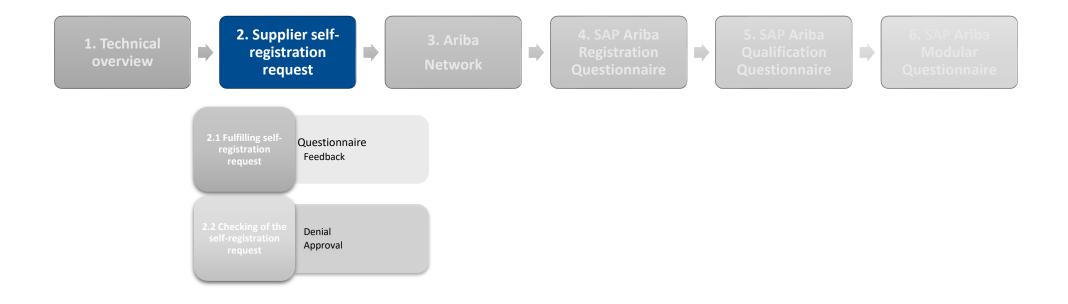
Contact INA Group Supplier Enablement Support



Contact INA Group Supplier Enablement Support **via**:

E-mail: <u>ariba.support@ina.hr</u>

2. SUPPLIER SELF-REGISTRATION REQUEST



Questionnaire

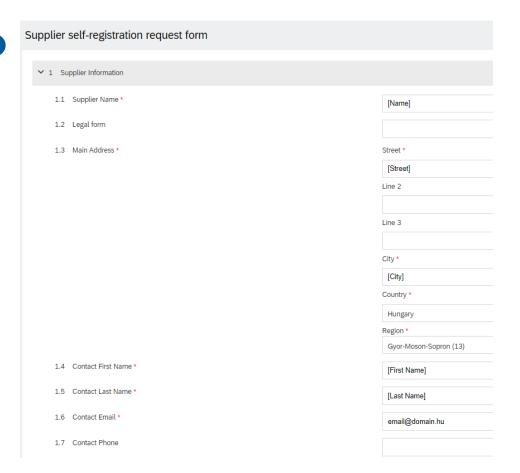
If you are a supplier who never had any connection with INA Group, you need to send us a self-registration request by filling out a questionnaire. It is necessary in order to have the possibility for INA Group to check if the company is available in our supplier database.

PROCEDURE/STEPS

- 1. Open the following link:
- 1 http://molgroup.sourcing-eu.ariba.com/ad/selfRegistration
 The language of the form depends on the language of your browser
- 2. Fill out the questionnaire (in case you need further info, please click <u>HERE</u>)
- ▶ 3. Click on Submit

If you have ever had connection with INA or MOL Group and/or our buyer colleagues informed you that your account is already available in our database, please do not use the above link.

For further information please contact us at ariba.support@ina.hr



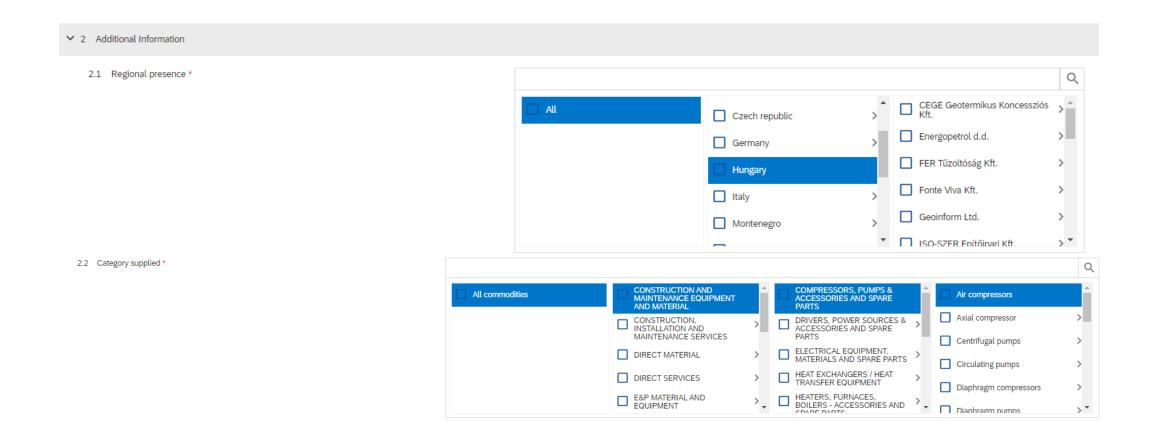
Questionnaire – 1. Supplier Information

Question (questions with * are mandatory to be filled)	Description
1.1 Supplier name*	The legal name of your company
1.2 Legal form	You have to choose from company/entrepreneur
1.3 Main address*	The address of the company. Mandatory fields are: Street, City, Postal code, Country, Region (available after selecting the Country)
1.4 Contact first name*	First name of the contact who acts in the name of the company
1.5 Contact last name*	Last name of the contact who acts in the name of the company
1.6 Contact Email*	Email address of the contact who acts in the name of the company
1.7 Contact phone	Phone number of the contact who acts in the name of the company (not mandatory but useful)
1.8 Do you have EU VAT ID?*	If your company has an EU VAT ID, you should choose "Yes"
1.9 EU VAT ID*	If you choose "Yes" at question 1.8, you have to type the EU VAT ID of the company
1.10 Local Tax ID*	Local Tax ID of the company
1.11 Company registration number*	Company registration number
1.12 Locale*	The language you would like to communicate through Ariba with INA or MOL Group

Questionnaire – 2. Additional information

Question (questions with * are mandatory to be filled)	Description
2.1 Regional prescence	The regions where you provide your products. By clicking on the magnifier icon, you can choose all the countries that are available in our database, but you can refine your answer by Country and/or INA or MOL Group entity level. (Screenshot)
2.2 Category supplied	The commodities that your company supplies. By clicking on the magnifier icon, you can choose all the categories that are available in our database, but you can refine your answer by subcategory level. Screenshot
2.3/2.4 GDPR	You can open and read the GDPR document. The language depends on the language of your browser.
2.5 I hereby declare	Hereby you declare that you accept the above attachment on personal data management in the eSourcing Ariba system related to EU GDPR (General Data Protection Regulation).
2.6 Comments	You can send questions or comments by using this field.

Questionnaire - 2. Additional information - BACKUP



2.2. FEEDBACK

Submitting the form

After submitting the questionnaire you will receive an autmatic e-mail from SAP Ariba

MOL Group - TEST is reviewing your registration request Beérkező levelek x



Our colleagues will check your request and will give you a feedback.

2.2. FEEDBACK

Approval

Our colleagues check whether your company exists in our database. The duplications are checked based on name, address and tax ID.

In case your company does not exist in our database, they approve your request.

After the approval, you will receive a registration invitation.

Invitation: Register to become a supplier with MOL Group - TEST Beérkező levelek x



MOL Group Qualification <s4system-prodeu+molgroup-T.Doc595498782@eusmtp.ariba.com> címzett: én ▼



Register as a supplier with MOL Group - TEST

Dear Test User.

has invited you to register to become a supplier with MOL Group - TEST. Start by creating an account with Ariba Network. It's free.

MOL Group - TEST uses Ariba Network to manage its sourcing and procurement activities and to collaborate with suppliers. If Test_Supplier_External_15022021 already has an account with Ariba Network, sign in with your username and password.

Click Here to create account now

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

Offices | Data Policy | Contact Us | Customer Support

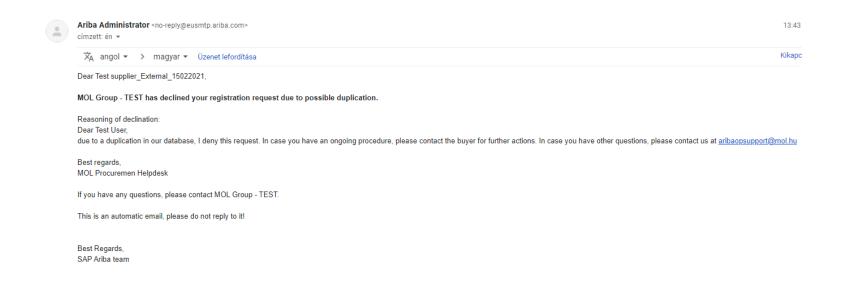
Powered by SAP Ariba

2.2. FEEDBACK

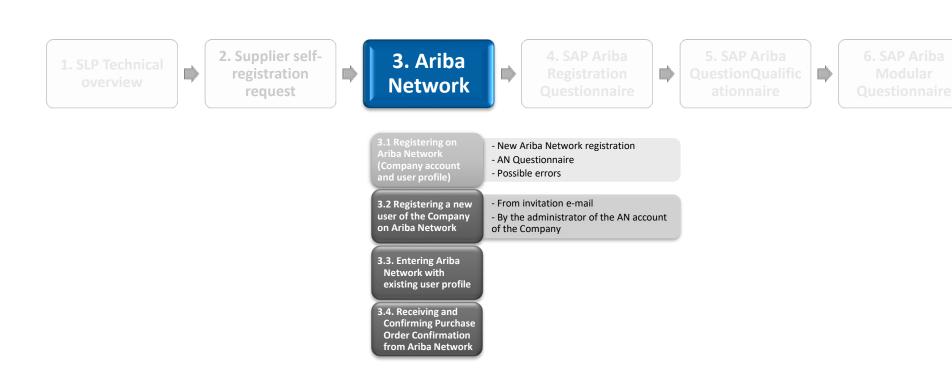
Denial

Our colleagues check whether your company exists in our database. The duplications are checked based on name, address and tax ID. In case your company already available in our database, our colleagues will deny your request.

You will receive an email about the denial with some further clarification.



3. ARIBA NETWORK



New AN registration

Register as a supplier with MOL Group - TEST

Dear Test User.

has invited you to register to become a supplier with MOL Group - TEST. Start by creating an account with Ariba Network. It's free.

MOL Group - TEST uses Ariba Network to manage its sourcing and procurement activities and to collaborate with suppliers. If Test_Supplier_External_15022021 already has an account with Ariba Network, sign in with your username and password.

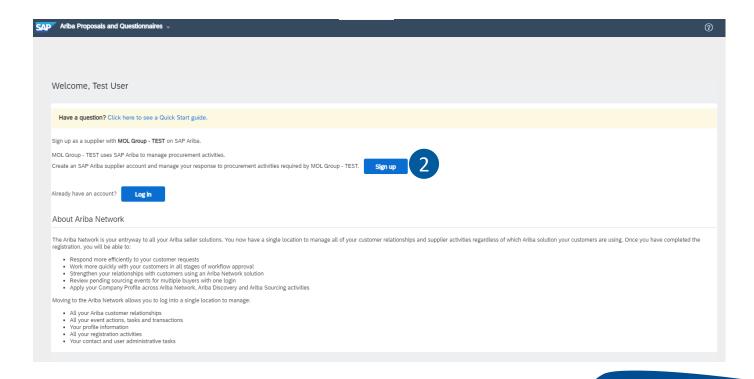
Click Here to create account now

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

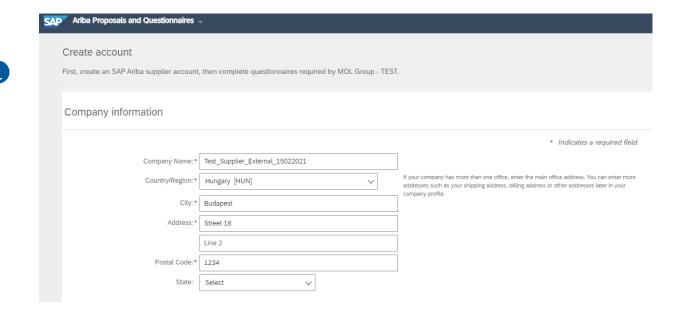
Offices | Data Policy | Contact Us | Customer Support

Powered by SAP Ariba

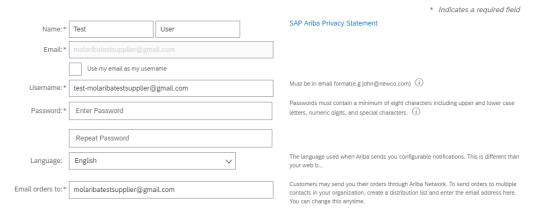
- ▶ 1. Click on the "Click here" link at the bottom of the mail.
- 2. Click on "Sign up"



AN Questionnaire

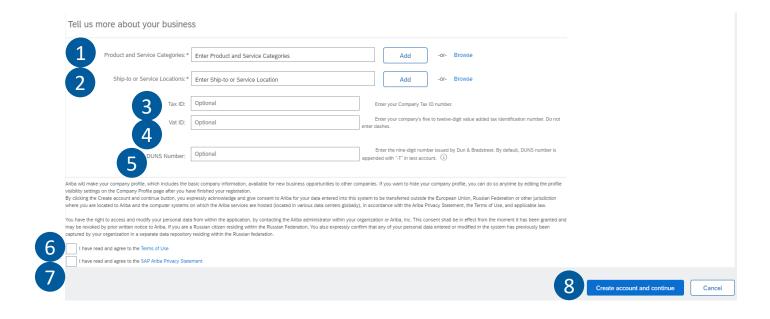


User account information



- Check out the pre-filled Company information part and change the details if necessary
- 2. Check out the pre-filled User account information, set the username (we suggest to use the email address), and set the password as well.
- The password must contain a minimum of 8 characters including upper and lower case, numeric digit, and special characters, like "@ß\$&".

AN Questionnaire



Please make sure that after selecting the relevant Product and Service categori(es) and the Service location(s), they appear right below the free text field



Tell us more about your business Product and Service Categories:* Enter Product and Service Categories Catalysts X Ship-to or Service Locations:* Enter Ship-to or Service Location Add -or- Browse London City of - United K... X

- 1. Choose the Product and Service categories (<u>Type</u>, <u>Search</u> or <u>Browse</u>)
- 2. Choose the Ship-to or Service Locations (Tips and hints)
- 3. Type your Tax ID (optional)
- ▶ 4. Tye your VAT ID (optional)
- ► 5. Type your DUNS number (optional)
- ► 6. Accept the Ariba Network Terms of Use
- 7. Read and agree the SAP Ariba Privacy Statement
- 8. Click on "Create account and continue"

AN Questionnaire – Product and Service Categories
Tips and Hints

You can start typing the Products and Service categories, or you can use the "Search" and the "Browse" options

Type



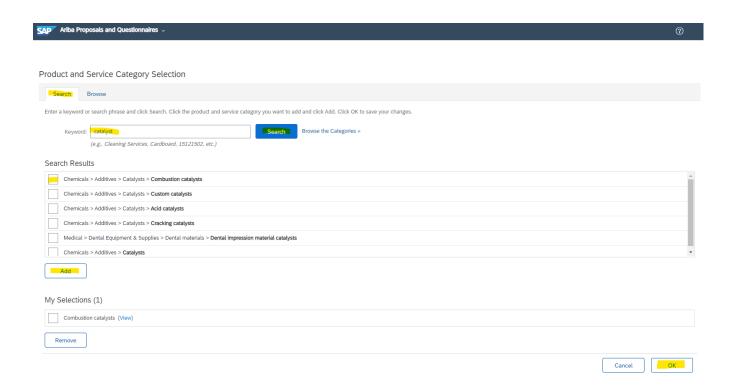
It may happen that you cannot find the categories relevant for you in the database by typing.
In such case, it is a better choice to use the "Search" or the "Browse" functions.

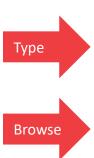


AN Questionnaire – Product and Service Categories
Tips and Hints

You can start typing the Products and Service categories, or you can use the "Search" and the "Browse" options

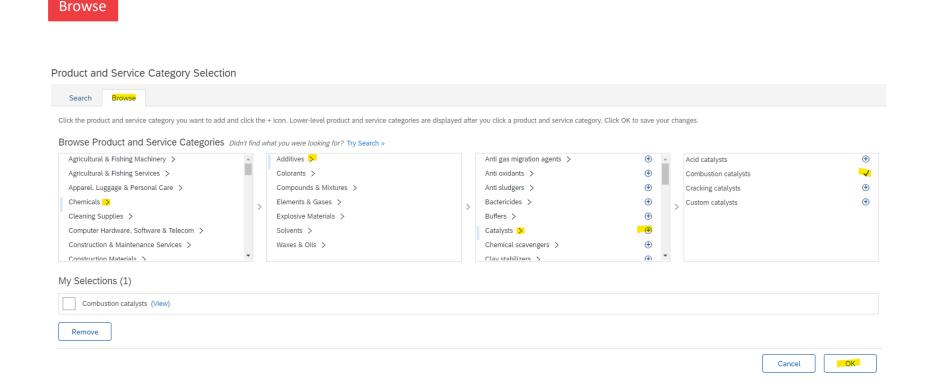
Search





AN Questionnaire – Product and Service Categories
Tips and Hints

You can start typing the Products and Service categories, or you can use the "Search" and the "Browse" options



AN Questionnaire – Submitting questionnaire

- After submitting the Ariba Network questionnaire, the system will send an automatic e-mail to the e-mail address you registered
- This e-mail contains the organization's (Company) account ID (AN ID): starts with AN, and the username that you can use for logging in the https://service.ariba.com website

If the domain of your e-mail address does not match the domain of your user name, the system asks you to confirm if you still want to go on with the username with different domain.

If yes, click on "Yes" button.

CONFIRM DOMAIN

The domain you specified does not match your company's domain. Do you still want to use it?

Welcome to the Ariba Commerce Cloud Beérkező levelek x



Ariba Commerce Cloud <ordersender-prod@ansmtp.ariba.com>

címzett: én ▼





Welcome to the Ariba Commerce Cloud

Your registration process on the Ariba Commerce Cloud for Test_Supplier_External_15022021 is now complete.

Your organization's account ID: AN01665300110-T

Your username: molaribatestsupplier_hb@gmail.com

As the account administrator for this account, make sure to keep your username and password in a secure place. Do not share this information.

If you registered after receiving an invitation from an Ariba On Demand Sourcing buyer, you can now access and participate in the buyer's sourcing events. The Seller Collaboration Console provides a centralized location for you to manage all your Ariba On Demand Sourcing events and buyer relationships.

Ariba On Demand Sourcing buyers might request that you complete additional profile information as part of their Supplier Profile Questionnaire. When you access customer requested fields for a specific buyer, you will see a pop-up page with that buyer's name; that page contains the buyer's customer requested fields.

You can immediately perform administrative and configuration tasks such as creating users and completing your company profile. If account administration is not part of your job responsibility, you can transfer the administrator role at any time to another person in your organization whose responsibilities are more in line with account administration.

Good to Know:

Your Ariba Commerce Cloud account provides a central access point to the seller-facing capabilities of the following Ariba solutions:

- Ariba DiscoveryTM (Leads)
- Ariba SourcingTM (Proposals)
- Ariba Contract ManagementTM (Contracts)
- Ariba[®] Network (Orders & Invoices)

Possible errors – before registrating on AN

Issue 1: By clicking on the link received in the invitation for registration, the homepage of the Ariba Network opens

Reason 1: You may already have already clicked on the link once. The link for the registration is valid only for one time, if you can not finish the registration on Ariba Network due to any reason, the link expires.

Resolution 1: contact the buyer whom you are in contact with or the Ariba Operational support to request a new invitation

Issue 2: By clicking on the link received in the invitation for registration, you receive an error message that the link is expired

Reason 2: You may already have already clicked on the link once. The link for the registration is valid only for one time, if you can not finish the registration on Ariba Network due to any reason, the link expires.

Resolution 2: contact the buyer whom you are in contact with or the Ariba Operational support to request a new invitation

Issue 3: By clicking on the link received in the invitation for registration, you receive an error message "We are sorry – a system error has occured"

Reason 3: it may have caused by system issues.

Resolution 3: clean the cookies in your browser/change browser. If none of the resolutions worked, contact the buyer whom you are in contact with or the Ariba Operational support to request a new invitation

Possible errors – after registrating on AN

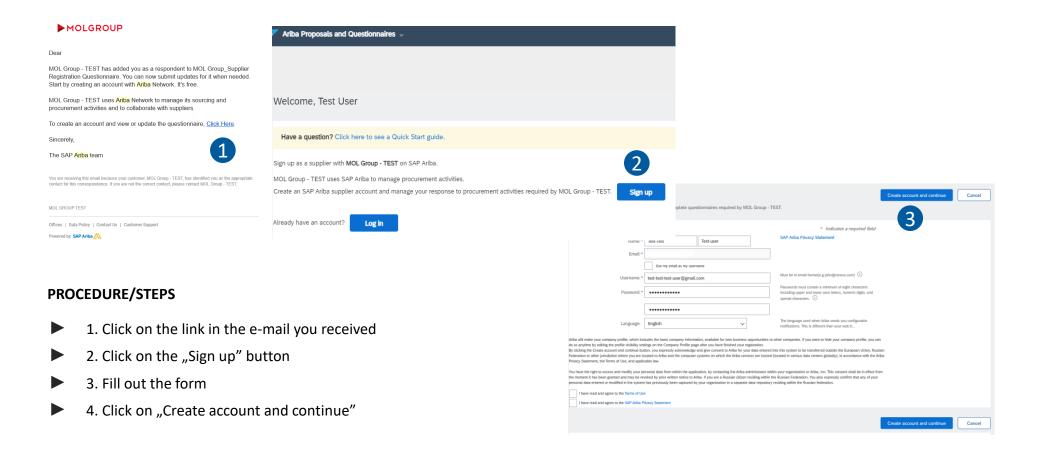
Issue 1: After submitting the questionnaire, the system warns you that there may have duplications in Ariba network

Reason 1: You may already have already clicked on the link once. The link for the registration is valid only for one time, if you can not finish the registration on Ariba Network due to any reason, the link expires.

Resolution 1: contact the buyer whom you are in contact with or the Ariba Operational support to request a new invitation

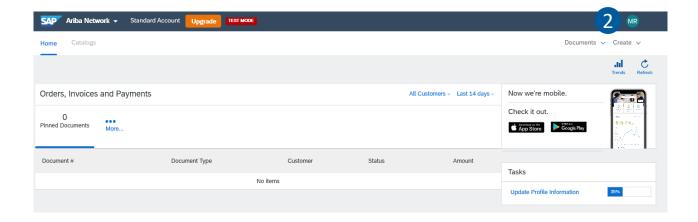
From invitation e-mail

If your Company already has an existing Ariba Network account, but you as a user do not have a user profile, you can register one in case you receive an invitation to registration or participating on a tender

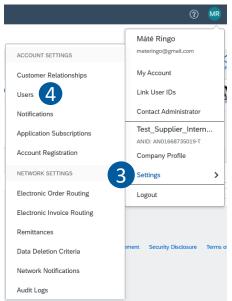


By the Admin of the AN account of the Supplier

If you are the Administrator of the Supplier's Ariba Network account, you are allowed to give access rights to your colleagues for further collaboration with companies who are using Ariba Network



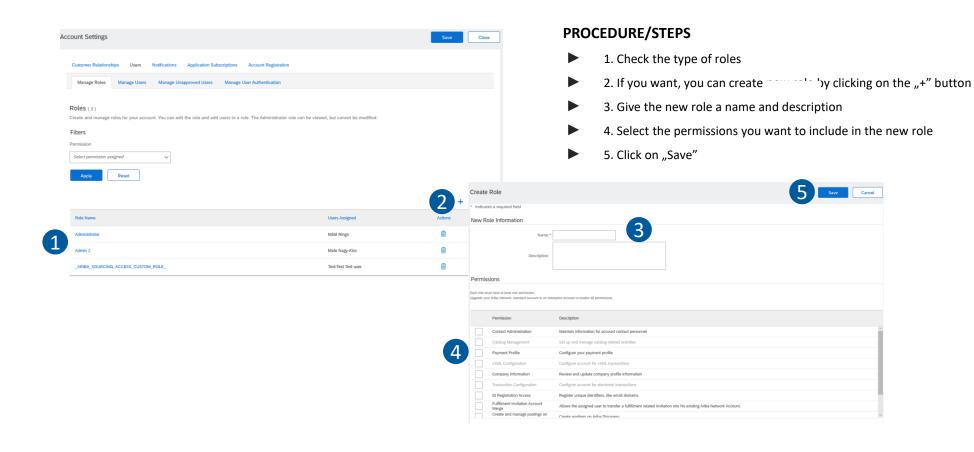
- 1. Log in the Ariba Network
- 2. Click on your initials in the top right corner of the page
- 3. Go to "Settings"
- ▶ 4. Select "Users"



By the Admin of the AN account of the Supplier $\,$

— Manage the roles

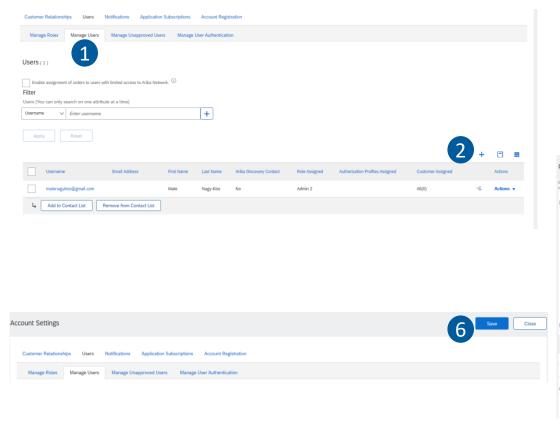
If you want to register a new user under the Company's AN account, you have to manage the roles you want to give to the user



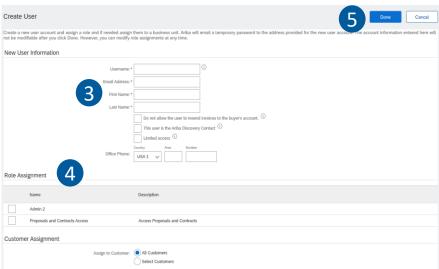
By the Admin of the AN account of the Supplier

Manage the users

After managing the roles, you can add the details of the new user



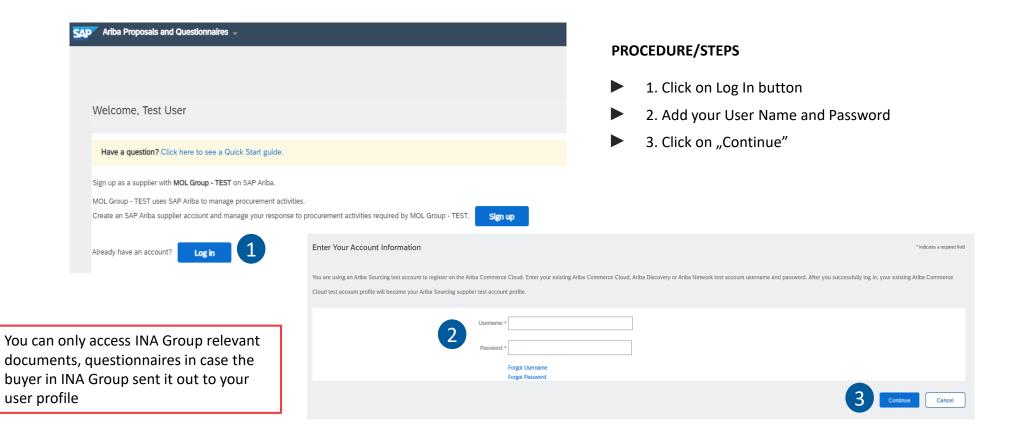
- ▶ 1. Go to "Manage Users" tab
- ▶ 2. If you want to create new user, click on the "+" button
- ▶ 3. Fill out the form
- 4. Assign the role you want to the new user
- ▶ 5. Click on "Done"



3.3. ENTERING AN WITH EXISTING USER PROFILE

From invitation e-mail

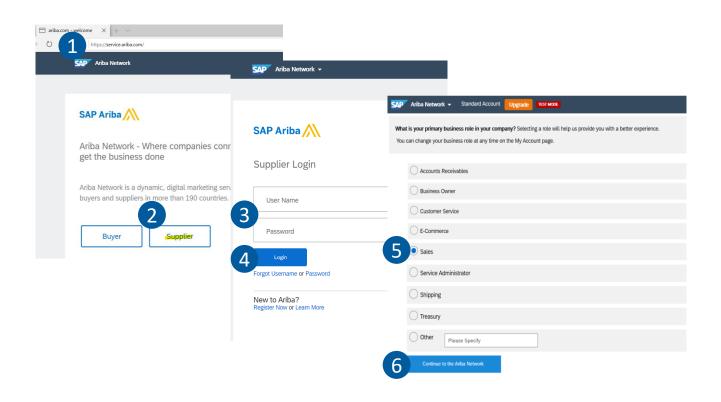
If you already have an existing Ariba Network user profile under the your Company's Ariba Network account, registered with the e-mail address where the SAP Ariba registration invitation arrived, you can simply log in your account



3.3. ENTERING AN WITH EXISTING USER PROFILE

From website

If you want to log in directly from Ariba Network webpage to access the events or questionnaires you are invited to fill out, you have to follow the next steps



PROCEDURE/STEPS

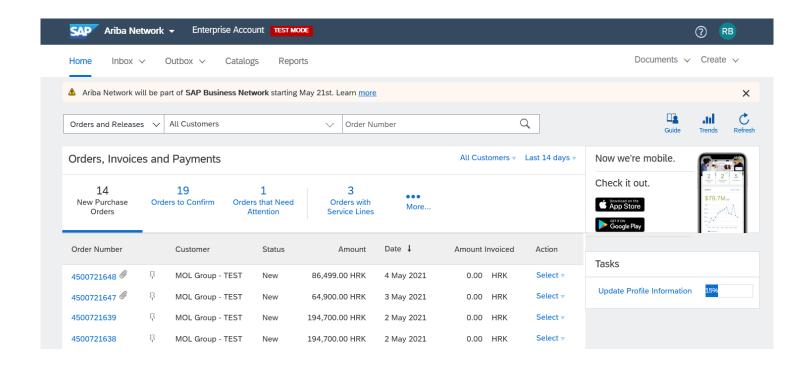
- 1. Open the https://service.ariba.com website
- 2. Choose the option "Supplier"
- 3. Add your User Name and Password
- 4. Click on "Login"

If you login for the first time, the system will ask your business role in your company

- 5. Select the relevant role
- 6. Click on Continue to the "Ariba Network"

Ariba network activities for suppliers

ARIBA NETWORK: START PAGE OF THE SUPPLIER

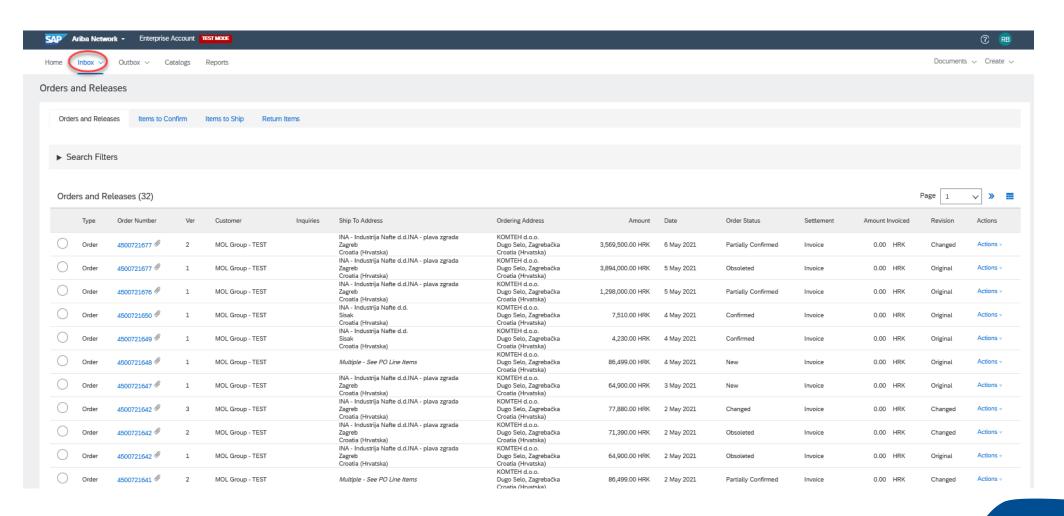


Inbox and outbox are available only for enterprise account. In case of standard account, the PO is visible from the PO notification emails.



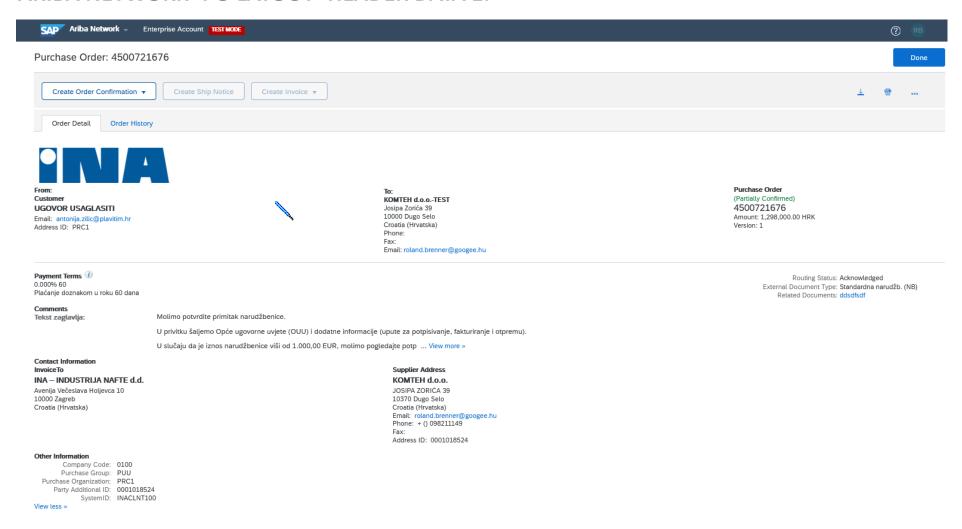
Ariba network activities for suppliers

ARIBA NETWORK ENTERPRISE ACCOUNT- THE SUPPLIER CAN SEE THE PO IN THE INBOX



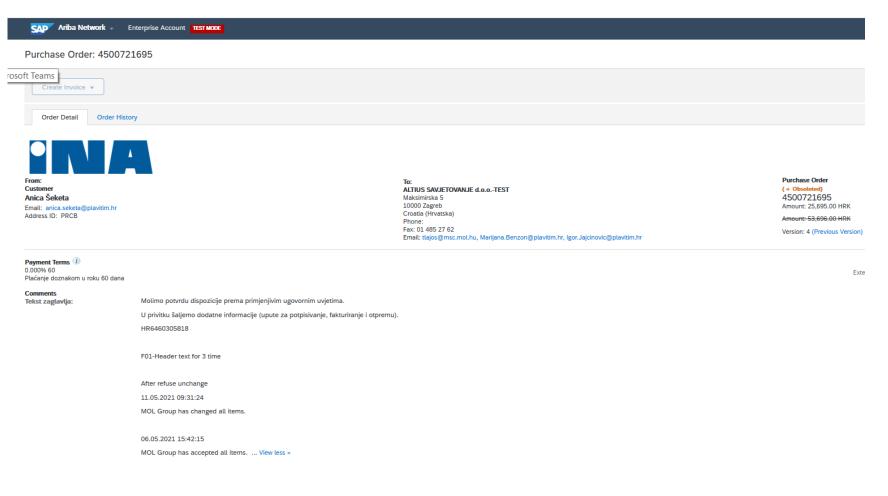
Ariba network activities for suppliers

ARIBA NETWORK- PO LAYOUT- HEADER DATA 1.



Ariba network activities for suppliers

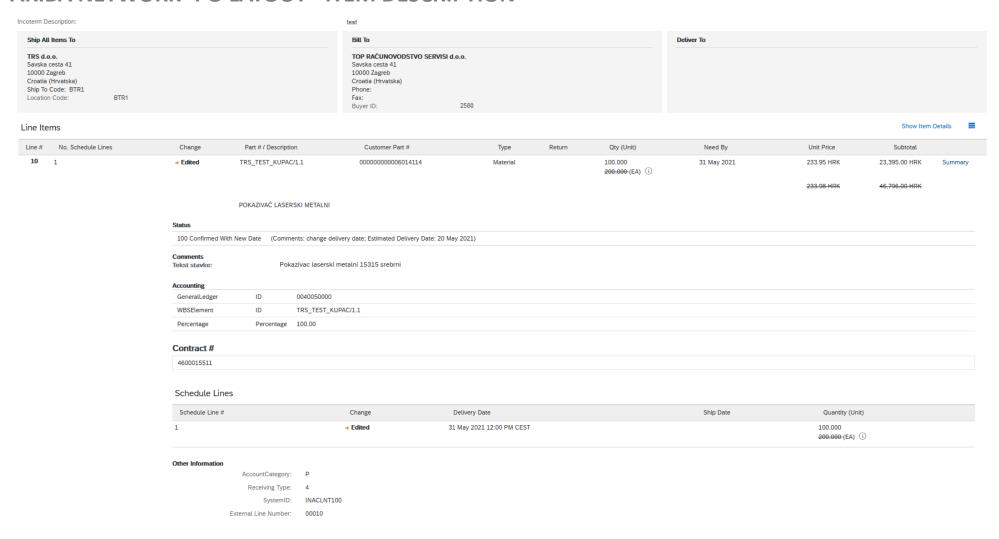
ARIBA NETWORK- PO LAYOUT- HEADER DATA 2.



Suppliers will see a quick note as a header text from the PO changes by the buyer in ZANCO

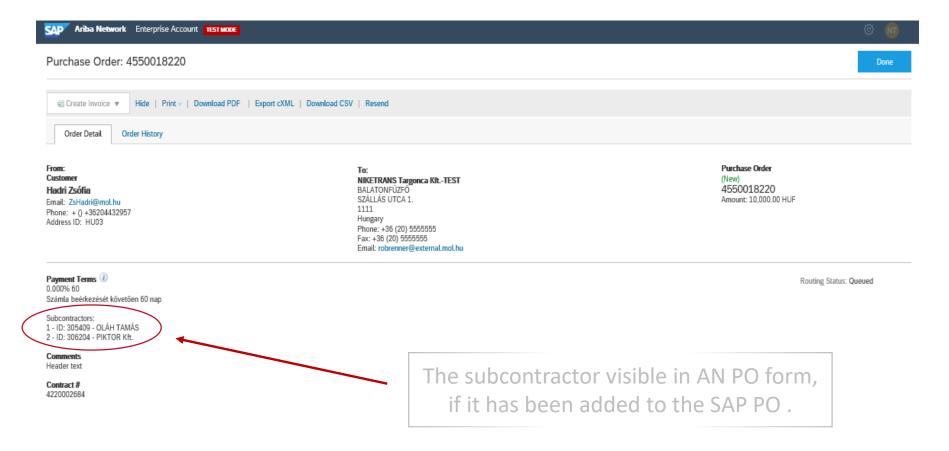
Ariba network activities for suppliers

ARIBA NETWORK- PO LAYOUT - ITEM DESCRIPTION



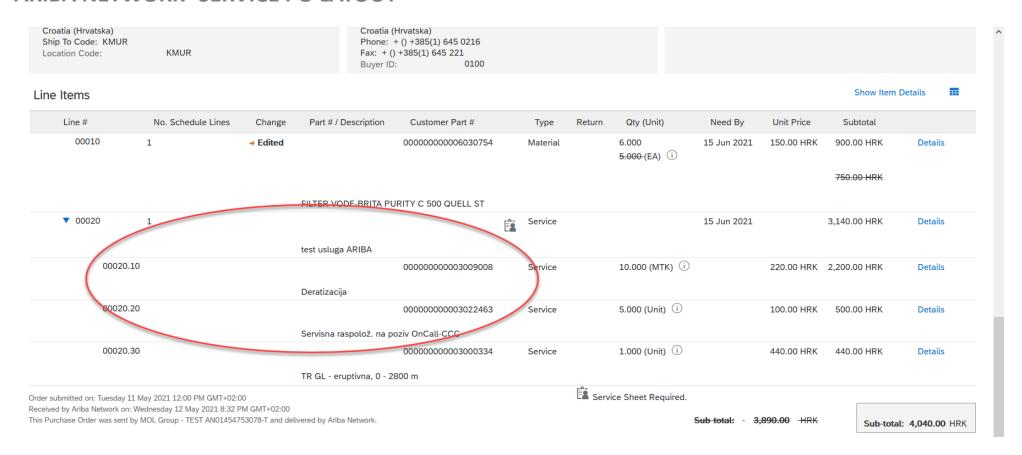
Ariba network activities for suppliers

ARIBA NETWORK- SERVICE PO LAYOUT



Ariba network activities for suppliers

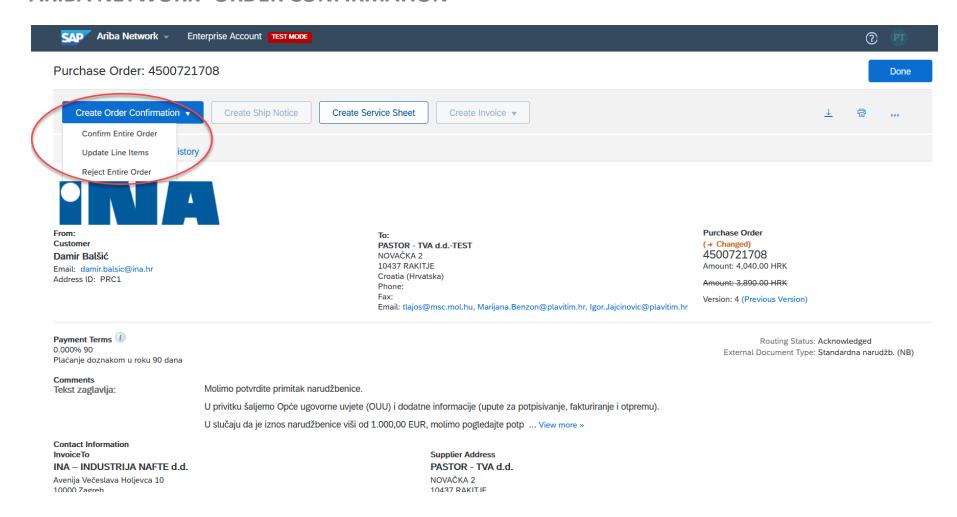
ARIBA NETWORK- SERVICE PO LAYOUT



In this case there is subitem in the PO (Service tab in the SAP PO item level), not only a main PO item.

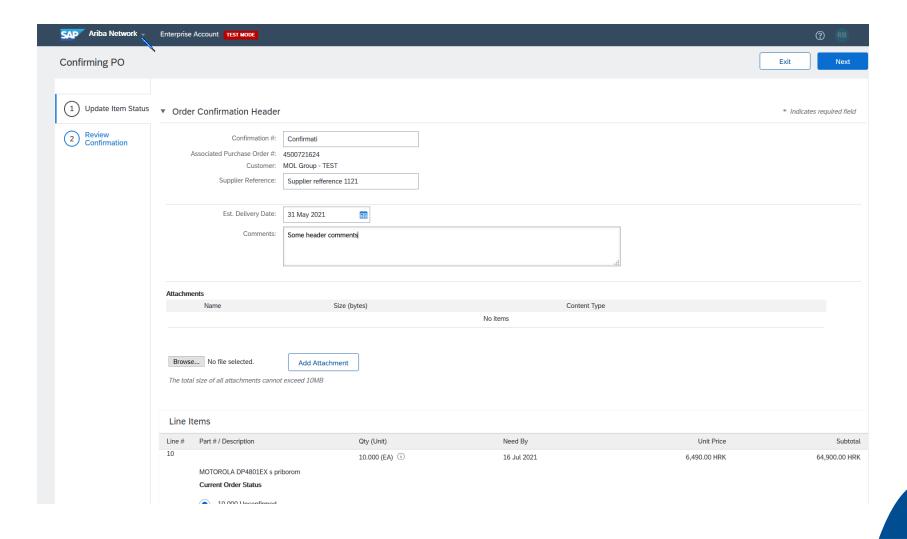
Ariba network activities for suppliers

ARIBA NETWORK- ORDER CONFIRMATION



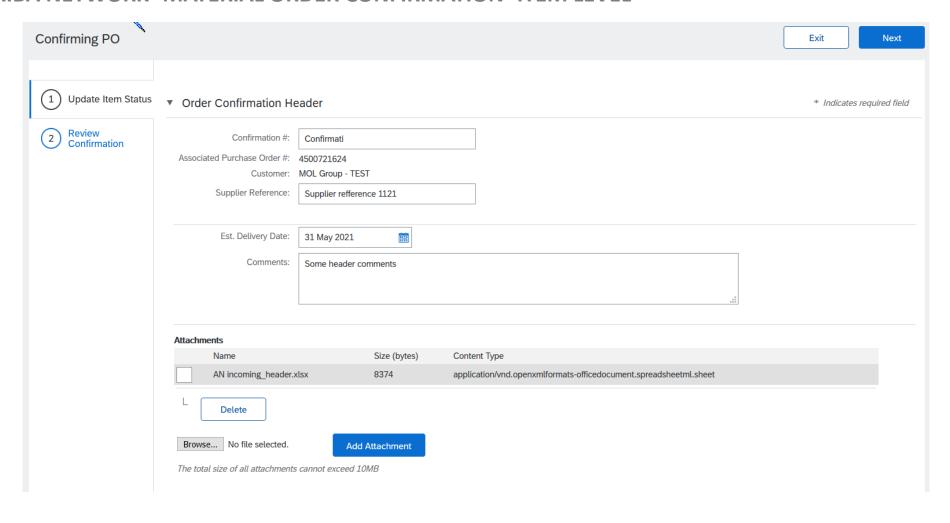
Ariba network activities for suppliers

ARIBA NETWORK- ORDER CONFIRMATION- HEADER LEVEL



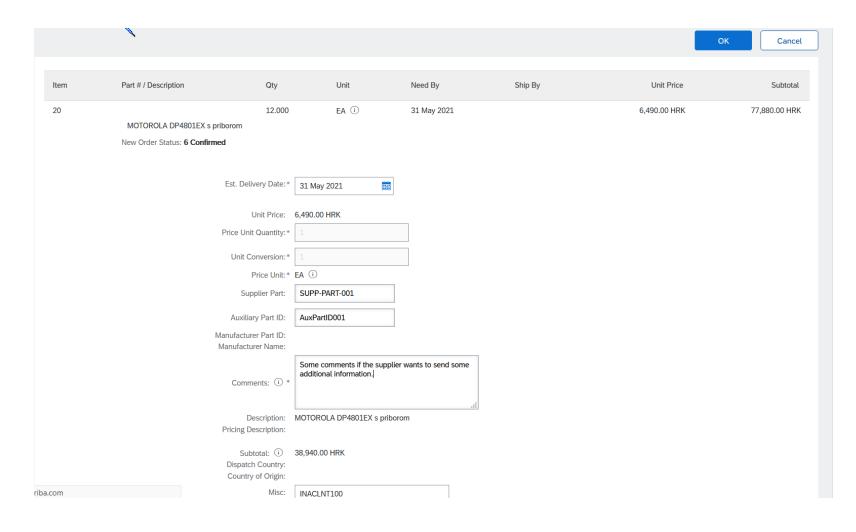
Ariba network activities for suppliers

ARIBA NETWORK- MATERIAL ORDER CONFIRMATION- ITEM LEVEL



Ariba network activities for suppliers

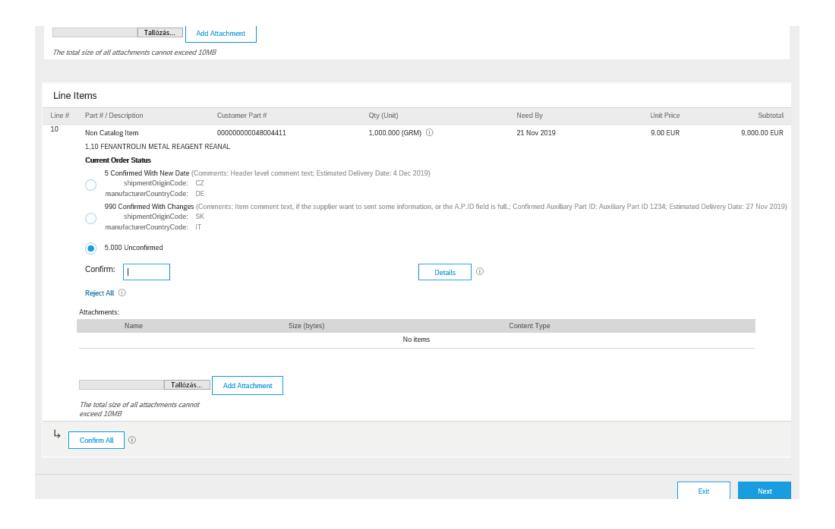
ARIBA NETWORK- MATERIAL ORDER CONFIRMATION- ITEM LEVEL



INA: the Dispatch Country and Country of Origin fields are read-only. The suppliers are not able to modify them.

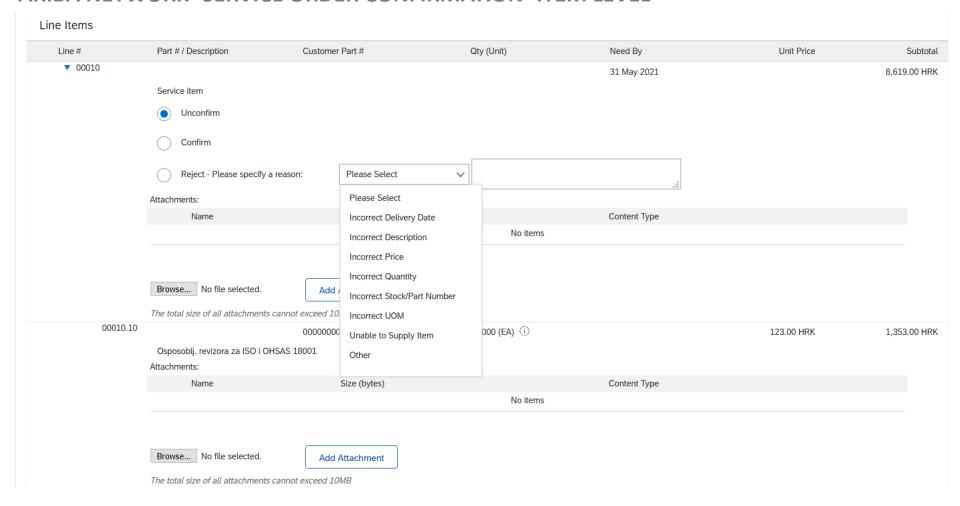
Ariba network activities for suppliers

ARIBA NETWORK- MATERIAL ORDER CONFIRMATION- ITEM LEVEL



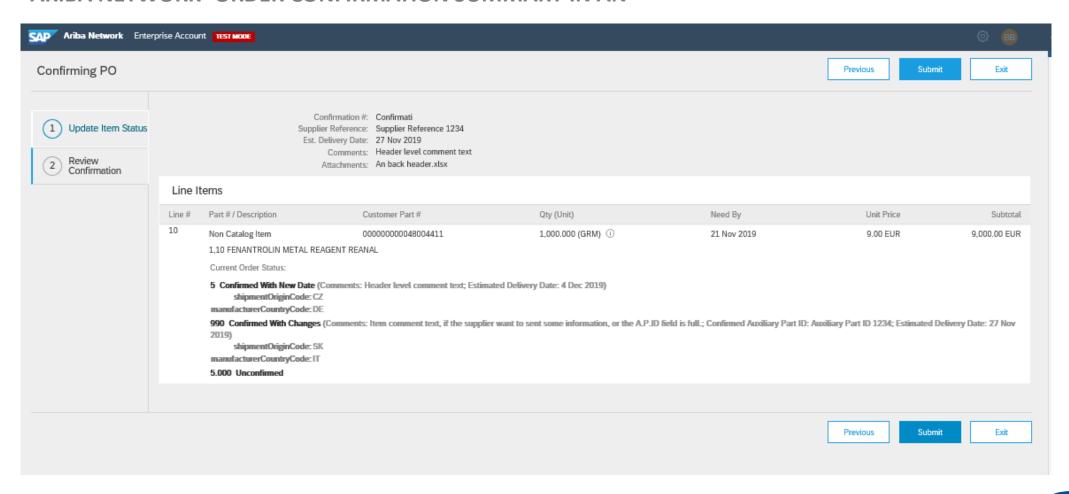
Ariba network activities for suppliers

ARIBA NETWORK- SERVICE ORDER CONFIRMATION- ITEM LEVEL



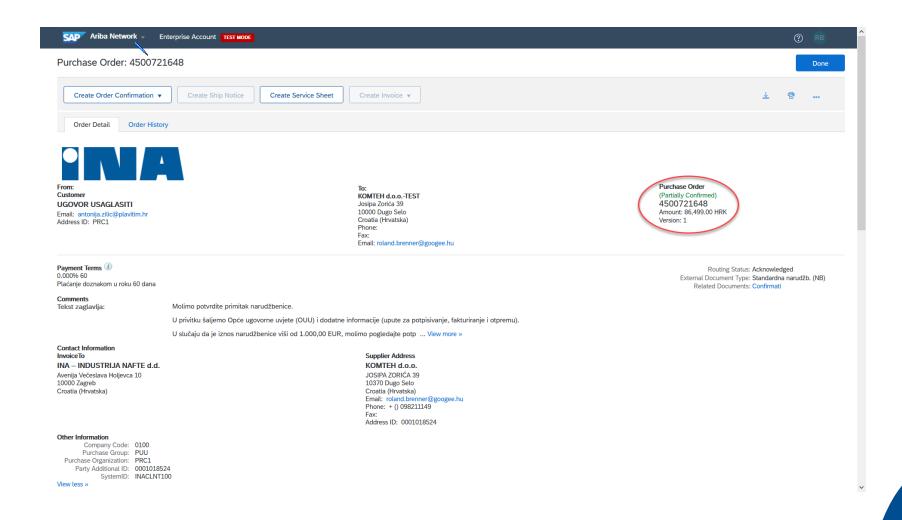
Ariba network activities for suppliers

ARIBA NETWORK- ORDER CONFIRMATION SUMMARY IN AN



Ariba network activities for suppliers

ARIBA NETWORK- THE PO STATUS CHANGED AFTER CONFIRMATION



Ariba network activities for suppliers

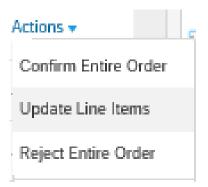
SUMMARIZE THE SUPPLIER ORDER CONFIRMATION

The supplier has 3 main option in the AN confirmation

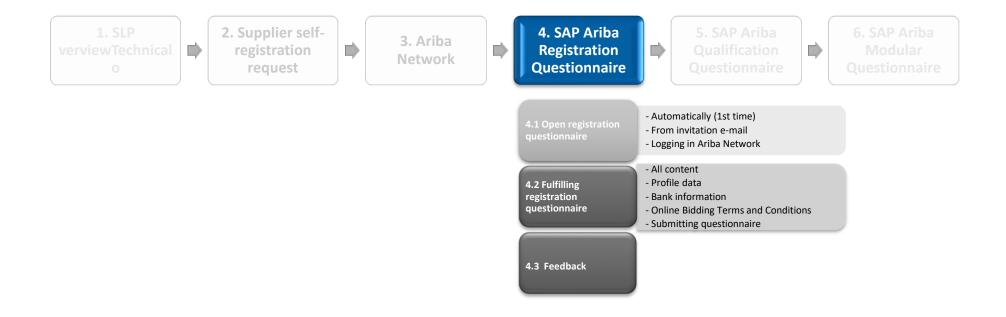
- 1. Totally confirmed
- 2. Partially confirmed (only material, and rejection line level)
- 3. Rejection with comment

Further options

- Attach documents header and item level
- Comment header and item level
- Change the delivery date
- Change the quantity (as allowed by the AN rules)
 - MOL Group: 5% underdelivery
 - INA: 5% overdelivery, 99% underdelivery
- Add the right Supplier Part ID



4. SAP ARIBA REGISTRATION QUESTIONNAIRE



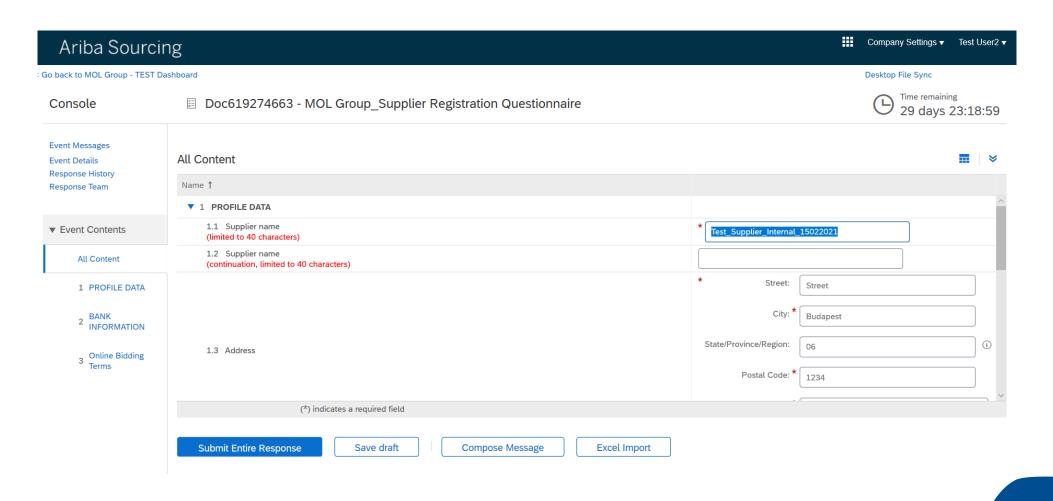
In order to participate INA Group procurement procedures, you as a Supplier have to have "Registered" status in our Ariba supplier database. For this we require to fill out a registration questionnaire that can be accessed

- in case you have an Ariba Network user account under your Company's Ariba Network company account
- and if the email address linked to your AN user account is registered as a contact detail in our Ariba supplier database.

If you do not have personal Ariba Network user account, you can register.

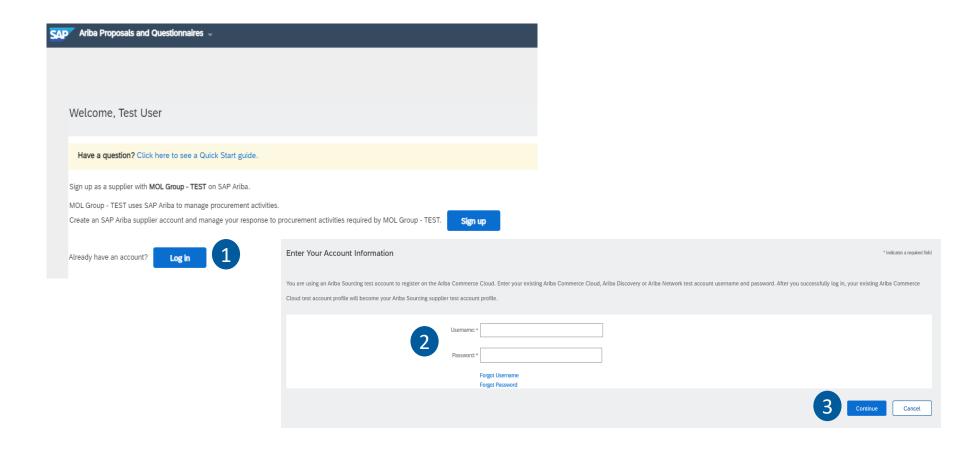
Automatically

After succesful submission of Ariba Network supplier account and/or user profile registration, the system automatically opens the SAP Ariba questionnaire



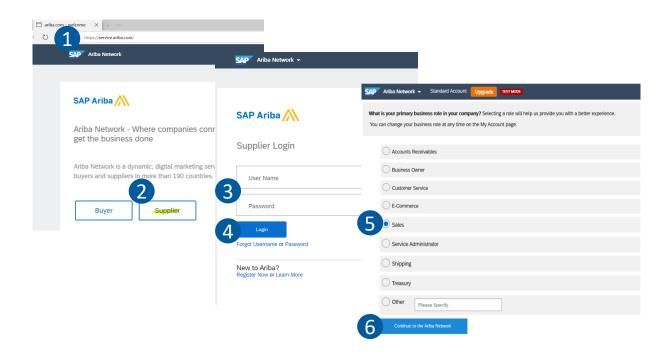
From invitation e-mail

If you have an Ariba Network account but you are not registered on SAP Ariba portal, you can access the registration questionnaire by clicking on the link in the invitation e-mail, and logging in with your existing Ariba Network user account.



Logging in Ariba Network

In case you want to fill out the questionnaire later, you can log in with your existing AN account by using the https://service.ariba.com website



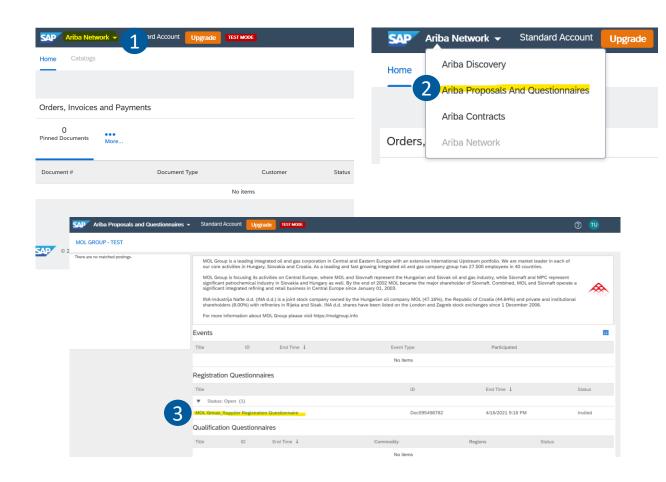
PROCEDURE/STEPS

- 1. Open the https://service.ariba.com
 website
- 2. Choose the option "Supplier"
- 3. Add your User Name and Password
- ▶ 4. Click on "Login"

If you login for the first time, the system will ask your business role in your company

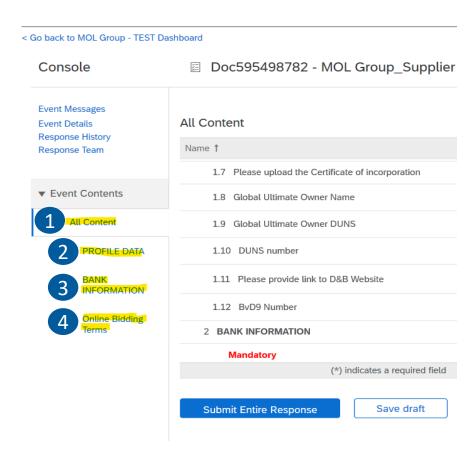
- 5. Select the relevant role
- 6. Click on Continue to the "Ariba Network"

Logging in Ariba Network



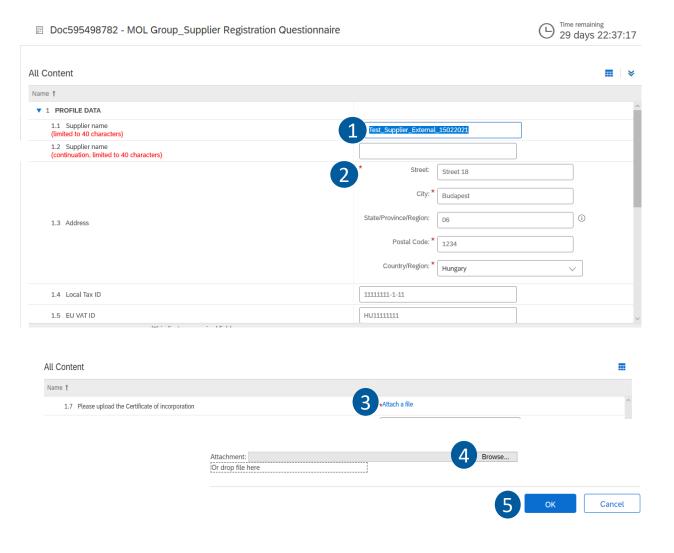
- 1. Click on the triangle near Ariba
 Network at the top left corner of the page
- 2. Select the "Ariba Proposals And Questionnaires" option
- ➤ 3. Click on the link of the questionnaire under "Registration Questionnaires"

All Content



- On the consol, you can select to see all the questions
 - ▶ 1. All content
- Or you have the possibility to open the different parts separately by clicking on their names
- 2. PROFILE DATA
- ▶ 3. BANK INFORMATION
- 4. Online Bidding Terms

1. Profile data

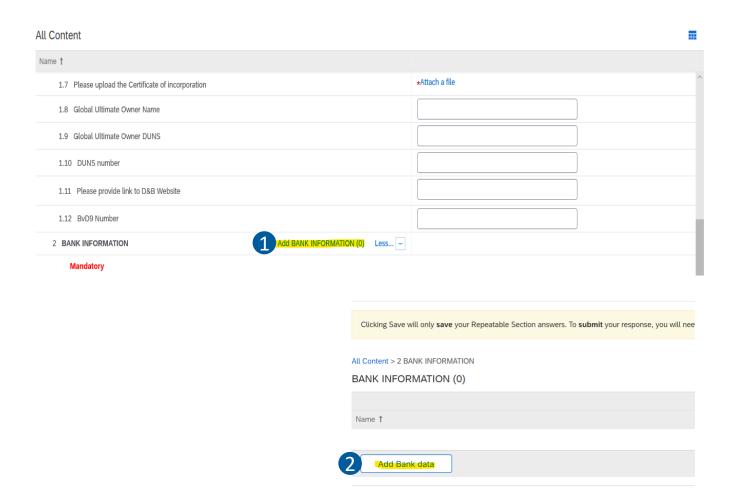


- Please check out the prepopulated data. If any modification is needed, please modify.
- 2. The questions with the "*" are mandatory
 - Supplier name
 - Address
 - Local Tax ID
 - Company registration number
 - Uploading the Certificate of Incorporation
 - 3. Click on "Attach a file"
 - ▶ 4. Browse the file from your computer
 - ▶ 5. Click "OK"

1. Profile data questions

Question (questions with * are mandatory to be filled)	Description
1.1 Supplier name (limited to 40 characters)*	The name of your Company (the field is limited to 40 characters)
1.2 Supplier name (continuation, limited to 40 characters)	The continuation of the 1.1
1.3 Address*	The address of your Company: Street, City*, State/Region, Postal code*, Country/Region*
1.4 Local Tax ID*	The local tax ID of your Company
1.5 EU VAT ID	EU VAT ID of your Company (if applicable)
1.6 Company registration number*	The Company registration number of your Company
1.7 Please upload the Certificate of incorporation*	Please attach a valid Certificate of incorporation document
1.8 Global Ultimate Owner Name	The name of the Global Ultimate Owner of your Company
1.9 Global Ultimate Owner DUNS	The identification number of your Company' Global Ultimate Owner in the Dan & Bradstreet international company database
1.10 DUNS number	The identification number of your Company in the Dan & Bradstreet international company database
1.11 Please provide link to D&B Website	Link to the public Dan & Bradstreet profile of your Company
1.12 BvD9 Number	The identification number of your Company in the Bureau van Dijk international company database

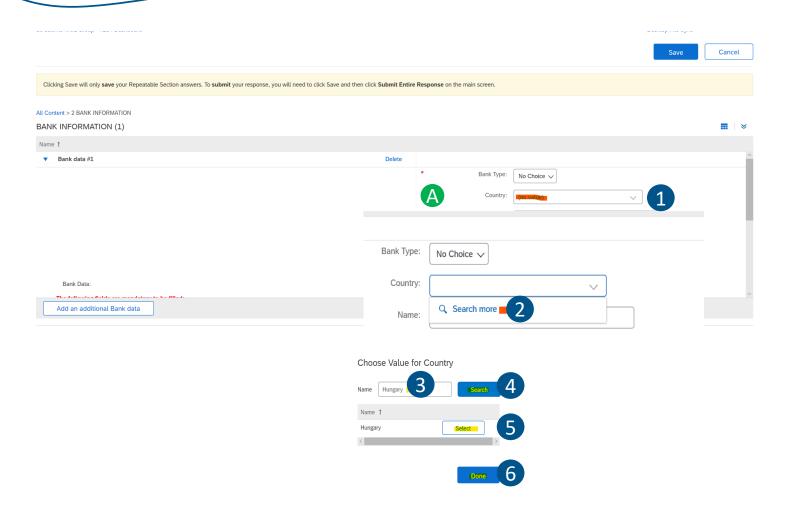
2. Bank information



PROCEDURE/STEPS - Part 1

- 1. Click on the "Add BANK INFORMATION (0) text at the bottom of the section
- 2. Click on "Add Bank data" button to add Bank information

2. Bank information



PROCEDURE/STEPS - Part 2

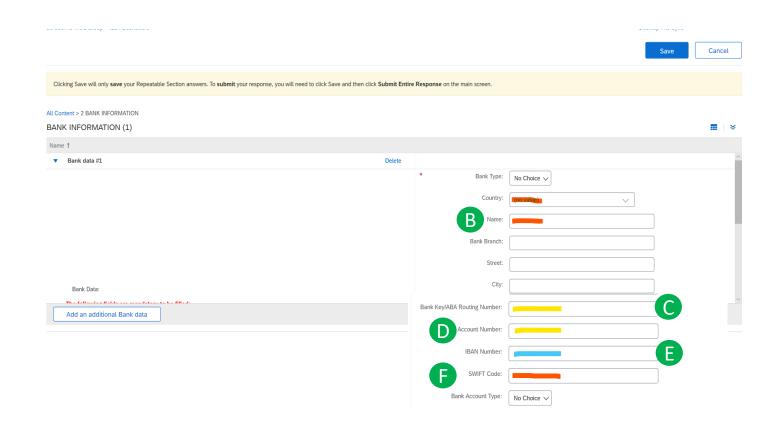
Fill out the form. Mandatory fields are:

- A) Country: Country of the Bank
 - ▶ 1. Open the drop down menu
 - 2. Select "Search more"
 - 3. Choose Value for the Country by typing the name in the "Name" field
 - 4. Click "Search"
 - ► 5. Click on "Select"
 - ▶ 6. Click on "Done

2. Bank information

PROCEDURE/STEPS - Part 3

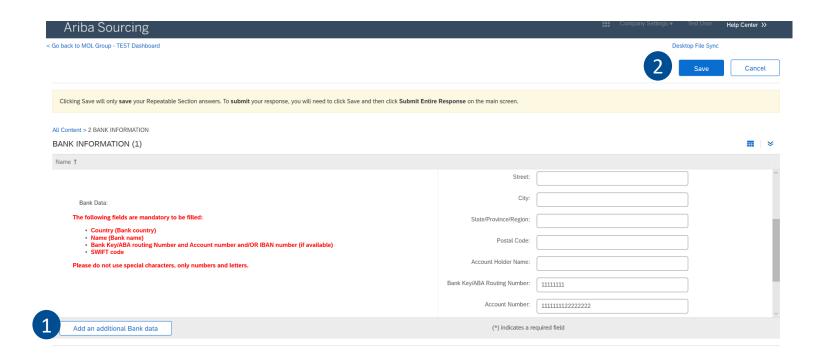
- ▶ B) Name: Name of the Bank who holds the bank account
- C) Bank key/ABA routing Number: Bank key is a country unique number, the accepted lenght depends on the Country you selected (in Hungary it is the first 8 digits of the Bank account)
- D) Account number: this links the account to the owner. The lenght depends on the Country you selected (in Hungary it is the last 8 or 16 digits of the Bank account number without any dividers)
- ► E) IBAN number: only mandatory if the Bank key and the bank account numbers are not available
- F) SWIFT code: the identifier code of the Bank



2. Bank information

PROCEDURE/STEPS - Part 4

- 1. After filling out the form, you have the possibility to add the data of an additional bank account (Optional)
- 2. If you are done with adding the bank information, click on the Save button at the top right corner of the page



2. Bank data questions

Question (questions with * are mandatory to be filled)	Description
Bank type	Type of the account holding bank (Domestic/Foreign)
Country*	Country of the account holding bank
Name*	Name of the account holding bank
Bank Branch	Branch of the account holding bank (optional)
Street	Street of the account holding bank branch (optional)
City	City of the account holding bank branch (optional)
State/Province/Region	State/Province/Region of the account holding bank branch (optional)
Postal Code	Postal code of the account holding bank branch (optional)
Account Holder Name	Name of the holder of the bank account
Bank Key/ABA Routing Number(*)	Bank key/ABA routing number of the account. Mandatory with the Account number. In case of Hungary, it is the first 8 digits of the 16/24 digit bank account number
Account Number(*)	The number of the account. Mandatory with the Bank key. In case of Hungary, it is the last 8/16 digits of the bank account number
IBAN Number(*)	Mandatory if the Bank Key/ABA routing number and the Account number cannot be filled
SWIFT Code*	Swift code of the account holder bank
Bank Account Type	Type of the Bank account (Savings/Checking/Investment) (optional)

3. Online Bidding Terms

PROCEDURE/STEP

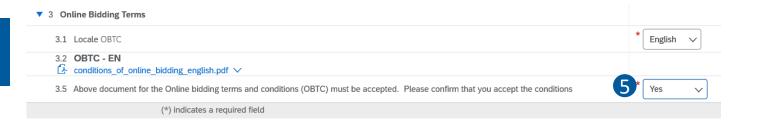
In order to be registered, you have to approve the Online Bidding Terms and Conditions



- 1. Select the language from the dropdown
- 2. Click on the filename in blue
- ▶ 3. Select the "Download this attachment" option
- ▶ 4. Read the document
- ► 5. Confirm your acceptance by selecting "Yes"



Please note that without accepting the Online Bidding Terms, you cannot be a registered supplier of INA Group



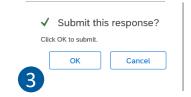
3. OBTC questions

Question (questions with * are mandatory to be filled)	Description
Locale OBTC	The language on which you want to download the Online Bidding Terms and Conditions document
File	After selecting the language, the file will appear, you can download.
Above document for the Online bidding terms and conditions (OBTC) must be accepted. Please confirm that you accept the conditions	In order to be fully registered in the SAP Ariba system, you have to accept the OBTC

Submitting questionnaire

PROCEDURE/STEP

- ► 1. After you filled the questionnaire, click on "Submit Entire Response" button
- 2. If any mandatory information is missing, the system notifies you at the relevant question(s) and at the top of the page. Complete the missing information, and click again on "Submit entire response"
- 3. Click OK



▶ 4. The system will notify you if the submission was succesful

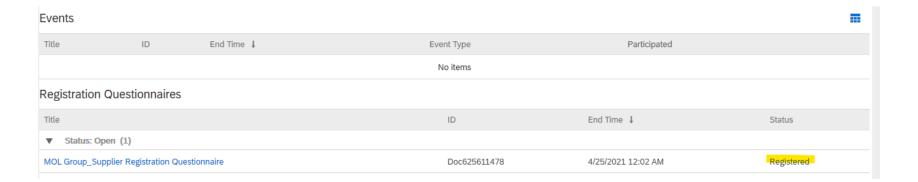
3.5 Above document for the Online bidding terms and conditions (OBTC) must be accepted. Please confirm that you accept the conditions (*) indicates a required field **Submit Entire Response** Save draft Compose Message **Excel Import** MOL Group Procuremei X □ ☆ 虚 & 腔 … + D https://s1-eu.ariba.com/Sourcing/Main/aw?awh=r&awssk=zhUpCmp7&realm=molgroup-T&passwordadapter=SourcingSupplierUser#b0 Test User ▼ Help Center >> **Ariba Sourcing** 2 < Go back to MOL Group - TEST Dashboard Time remaining 29 days 21:45:39 Console Doc595498782 - MOL Group_Supplier Registration Questionnaire Event Details All Content Response History Response Team 1.4 Local Tax ID 11111111-1-11 **▼** Event Contents 1.5 EU VAT ID You need to provide an answer to Question 1.7, 'Please upload the Certificate of incorporation'. All Content 1.6 Company registration number 1 PROFILE DATA 1.7 Please upload the Certificate of incorporation Doc595498782 - MOL Group_Supplier Registration Questionnaire √ Your response has been submitted. Thank you for participating in the event. All Content

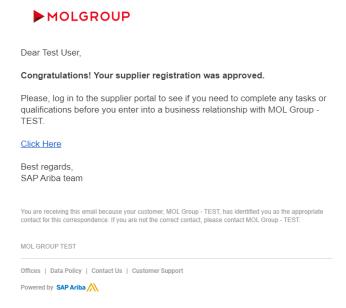
4.3. FEEDBACK

Status of the questionnaire

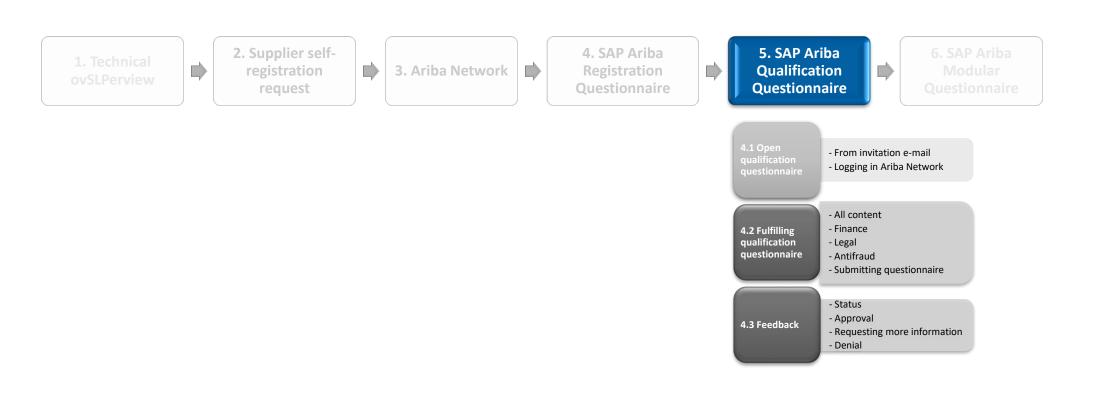
After submitting the questionnaire by clicking on the "Go back to MOL Group Dashboard" link you can check the status of all the questionnaires you were invited to fill out

After the approval of the registration questionnaire, you will receive an automatic email.





5. SAP ARIBA QUALIFICATION QUESTIONNAIRE



From invitation e-mail

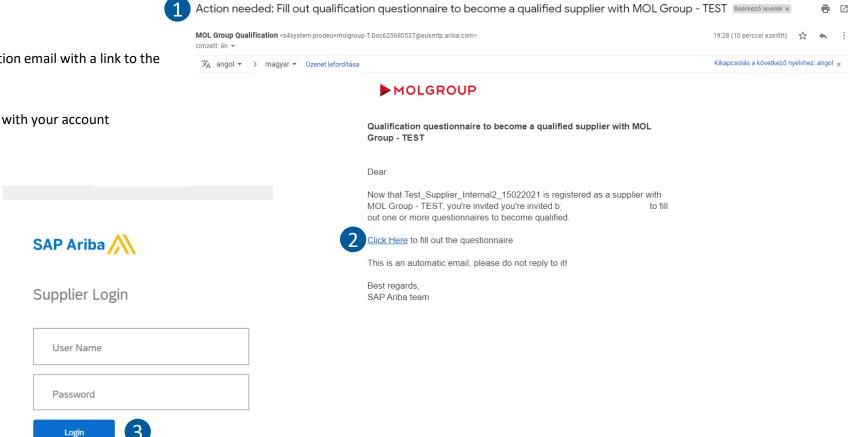
To become a qualified supplier of INA Group, you have to fill out a qualification questionnaire. This questionnaire is sent out by our buyers during tenders.

PROCEDURE/STEP

1. You will receive an invitation email with a link to the questionnaire

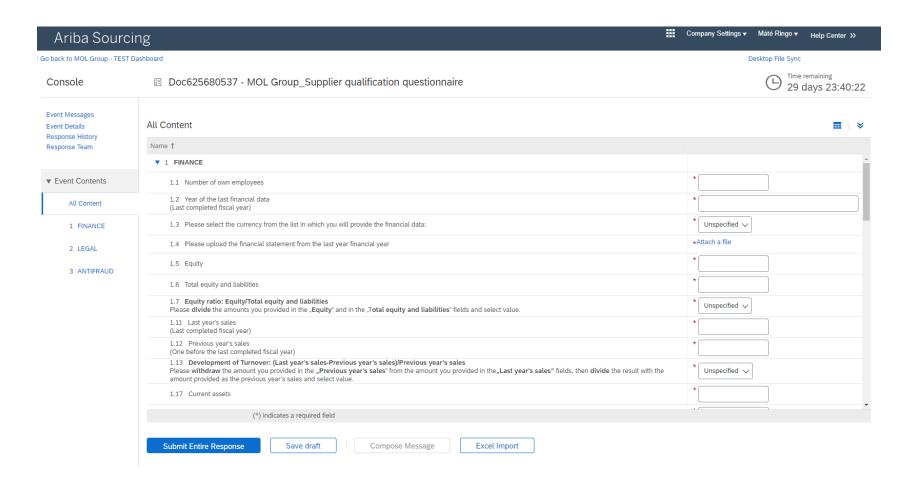
Forgot Username or Password

- 2. Click on the link
- 3. Log in the Ariba Network with your account



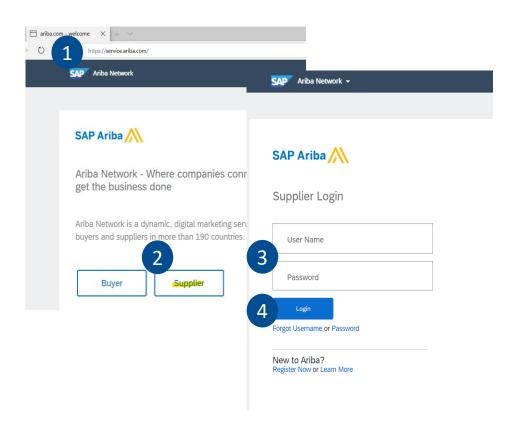
From invitation e-mail

After logging in the Ariba Network account, the system automatically opens the SAP Ariba qualification questionnaire



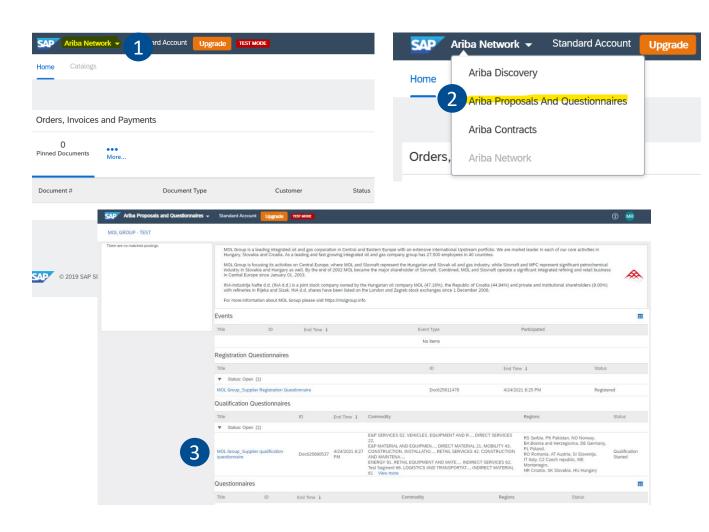
Logging in Ariba Network

In case you want to fill out the questionnaire later, you can log in with your existing AN account by using the https://service.ariba.com website



- 1. Open the https://service.ariba.com
 website
- 2. Choose the option "Supplier"
- 3. Add your User Name and Password
- ▶ 4. Click on "Login"

Logging in Ariba Network



- 1. Click on the triangle near Ariba
 Network at the top left corner of the page
- 2. Select the "Ariba Proposals And Questionnaires" option
- ➤ 3. Click on the link of the questionnaire under "Qualification Questionnaires"

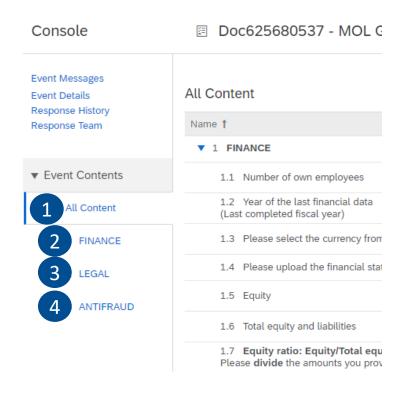
Logging in Ariba Network

Qualification	Questionnaires						
Title		ID	End Time ↓	Commodity		Regions	Status
▼ Status: Op	pen (1)						
MOL Group_Su questionnaire	pplier qualification	Doc625680537	4/24/2021 8:27 PM	E&P SERVICES 52, VEHICLES, EQUIPMENT AND R, 22, E&P MATERIAL AND EQUIPMEN, DIRECT MATERIAL CONSTRUCTION, INSTALLATIO, RETAIL SERVICES AND MAINTENA, ENERGY 91, RETAIL EQUIPMENT AND MATE, INDIR Test Segment 66, LOGISTICS AND TRANSPORTAT, I 61 View more	L 21, MOBILITY 43, 42, CONSTRUCTION ECT SERVICES 62,	RS Serbia, PK Pakistan, NO Norway, BA Bosnia and Herzegovina, DE Germany, PL Poland, RO Romania, AT Austria, SI Slovenija, IT Italy, CZ Czech republic, ME Montenegro, HR Croatia, SK Slovakia, HU Hungary	Qualification Started
Questionnai	res						
Title	ID	End Time ↓		Commodity	Regions	Status	

Under the Qualification Questionnaire section you can access the supplier qualification questionnaire. At the Commodity and the Regions column you may see commodities and regions which are irrelevant for you. As the questionnaire contains general data, every supplier is qualified for every Commodity and Region available in INA and MOL Group even if not all of them are relevant for the suppliers.

5.2. FULFILLING QUALIFICATION QUESTIONNAIRE

All Content



- On the consol, you can select to see all the questions
 - ▶ 1. All content
- Or you have the possibility to open the different parts separately by clicking on their names
 - 2. FINANCE
 - ► 3. LEGAL
 - 4. ANTIFRAUD

Finance section questions – Part 1

Question (questions with * are mandatory to be filled)	Description
1.1 Number of own employees*	How many employees did your company have in the last fiscal year
1.2 Year of the last financial data(Last completed fiscal year)*	Please add the year (in YYYY format) which is relevant for the financial data you provide in the questionnaire
1.3 Please select the currency from the list in which you will provide the financial data*	Please select the currency from the list which is relevant for the financial data you provide in the questionnaire
1.4 Please upload the financial statement from the last year financial year*	Attachment is necessary
1.5 Equity*	Please add the value of Equity of the year that you indicated in 1.2
1.6 Total equity and liabilities*	Please add the value of Total equity and liabilities of the year that you indicated in 1.2
1.7 Equity ratio: Equity/Total equity and liabilities*	Please add the Equity ratio by using the following formula: divide the amounts you provided in the "Equity" and in the "Total equity and liabilities" fields and select the value that covers the result of your calculation.
1.11 Last year's sales*	Sales value of the last completed fiscal year (the year you indicatied in 1.2)
1.12 Previous year's sales*	Sales value of the year before the last completed fiscal year (the year you indicatied in 1.2 minus 1 year)
1.13 Development of Turnover: (Last year's sales- Previous year's sales)/Previous year's sales.*	Please add the development of turnover by using the following formula: withdraw the amount you provided in the "Previous year's sales" from the amount you provided in the "Last year's sales" fields, then divide the result with the amount provided as the previous year's sales and select value.

Finance section questions – Part 2

Question (questions with * are mandatory to be filled)	Description
1.17 Current assets	Assets value in the last completed fiscal year (the year you indicatied in 1.2)
1.18 Short term liabilities	Value of short term liabilities in the last completed fiscal year (the year you indicatied in 1.2)
1.19 Liquidity: Current assets/Short term liabilities	Please add the Liquidity by using the following formula: divide the amounts you provided in the "Current assets" and in the "Short term liabilities" fields.
1.23 Net Income	Value of the net income in the last competed fiscal year (the year you indicated in 1.2)
1.24 The company's age Date of company registration	Please select the right value from the drop down
1.28 Currently, or within the last 5 years has the company been subject of any investigation, claim or proceeding relating to financial integrity, valid reporting? (low impact tax related issues excluded)	Please select the correct answer
1.31 Additional Documents	You have the possibility to attach documents to the questionnaire

Legal section questions

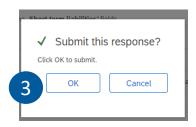
Question (questions with * are mandatory to be filled)	Possible answers
2.1 Is your company under bankruptcy, liquidation or dissolution proceedings?*	Yes/No
2.4 Is your company's tax number suspended?*	Yes/No
2.7 Is you company under law enforcement, receivership, injunction?*	Yes/No
2.10 Is any owner (private person or legal entity), subsidiary, joint venture, director, officer, employee of your company under any sanctions or international operational restrictions?*	Yes/No
2.13 Is your company or owner, director, officer of your company under any other prohibition or limitation regarding your company's business?*	Yes/No
2.16 Is or was your company involved in any lawsuit against any MOL Group member at present or in the last three years?	Yes/No
2.19 Has your company been subject of any investigation, claim or proceeding relating to anti-trust (e.g. cartel, dominant position matters etc.) or fair competition in the past 5 years?*	Yes/No
2.22 Does your company operate a competition law compliance programme or has a process to assess, detect, prevent and tackle competition law risks?*	Yes/No
2.23 Has your company been subject to any investigation, claim or proceeding relating privacy or information security breaches in the past 5 years?*	Yes/No
2.26 Does your company have company a process to assess, detect, prevent and tackle information and data security risks and breaches (including the process to report personal data breaches to the authority/data subjects, as necessary based on law) risks?*	Yes/No
2.27 Have your company's principal shareholders, subsidiaries, or any of the executives ever been subject of any investigation, claim or proceeding relating to money laundering or terrorist financing?*	Yes/No
2.30 Does your company have a process to assess, detect, prevent, document and tackle money laundering or terrorist financing risks?*	Yes/No
2.31 Additional Documents	Attachment

Antifraud section questions

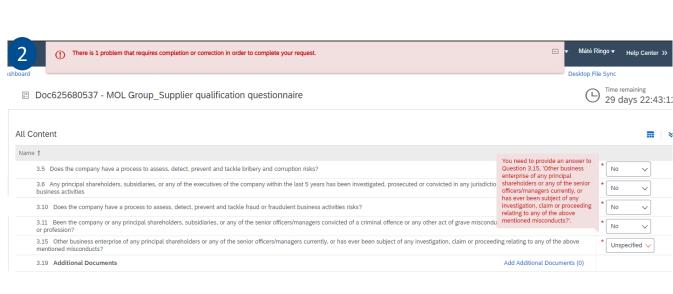
Question (questions with * are mandatory to be filled)	Possible answers
3.1 Currently, or within the last 5 years the company, principal shareholders, subsidiaries, or any of the executives has been subject of any investigation, claim or proceeding relating to bribery or corruption offences*	Yes/No
3.5 Does the company have a process to assess, detect, prevent and tackle bribery and corruption risks?*	Yes/No
3.6 Any principal shareholders, subsidiaries, or any of the executives of the company within the last 5 years has been investigated, prosecuted or convicted in any jurisdiction for fraud or fraudulent business activities*	Yes/No
3.10 Does the company have a process to assess, detect, prevent and tackle fraud or fraudulent business activities risks?*	Yes/No
3.11 Been the company or any principal shareholders, subsidiaries, or any of the senior officers/managers convicted of a criminal offence or any other act of grave misconduct in the course of your business or profession?*	Yes/No
3.15 Other business enterprise of any principal shareholders or any of the senior officers/managers currently, or has ever been subject of any investigation, claim or proceeding relating to any of the above mentioned misconducts?*	Yes/No
3.19 Additional Documents	Attachment

Submitting questionnaire

- 1. After you filled the questionnaire, click on "Submit Entire Response" button
- 2. If any mandatory information is missing, the system notifies you at the relevant question(s) and at the top of the page. Complete the missing information, and click again on "Submit entire response"
- ▶ 3. Click OK



► 4. The system will notify you if the submission was succesful



Save draft

Doc625680537 - MOL Group_Supplier qualification questionnaire

Your response has been submitted. Thank you for participating in the event

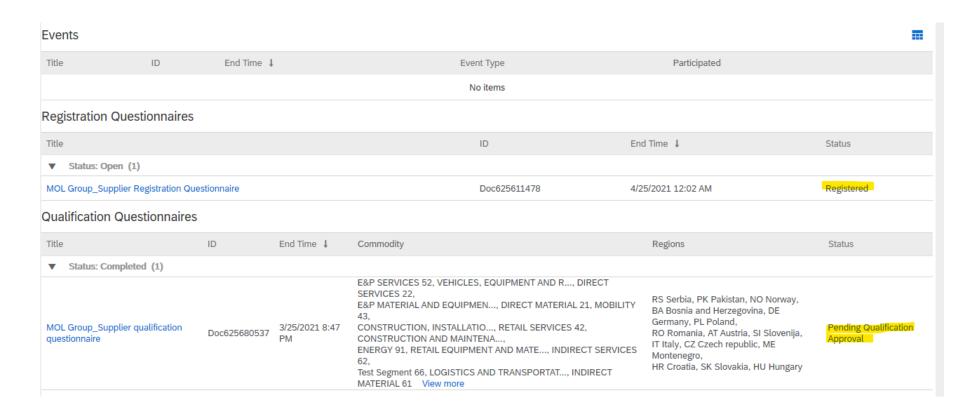
Submit Entire Response

Compose Message

Excel Import

Status of the questionnaire

After submitting the questionnaire by clicking on the "Go back to MOL Group Dashboard" link you can check the status of all the questionnaires you were invited to fill out



Approval

In case the answers on the qualification questionnaire are clear and acceptable, the experts approve your qualification. Your status is Qualified and the validity of the qualification is 1 year.

►MOLGROUP

Dear Test Test,

Congratulations! Smoke test_1124_PDD is now qualified to supply to MOL Group.

You will be notified when your attention is required in case of a procurement or sourcing process.

This is an automatic email, please do not reply to it!

Best regards, SAP Ariba team

You are receiving this email because your customer, MOL Group, has identified you as the appropriate contact for this correspondence. If you are not the correct contact, please contact MOL Group.

Offices | Data Policy | Contact Us | Customer Support



Please note that the "Qualified" status does not mean automatic awarding on a sourcing procedure!

Requesting more infomation

►MOLGROUP

Dear

Project Title: Supplier Qualification for Test_Supplier_Internal2_15022021 Project ID: WS625680527

MOL Group - TEST has reviewed your qualification questionnaire and requires additional information described in the following comments.

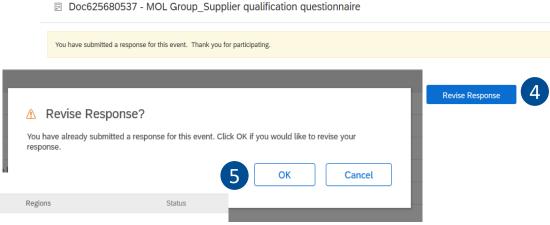
- Comments: Please provide additional information
- To provide the additional information that MOL Group TEST requires, <u>Click Here</u> to go to the qualification questionnaire.

This is an automatic email, please do not reply to it!

Best regards, SAP Ariba team

In case of any issue please contact aribaopsupport@mol.hu

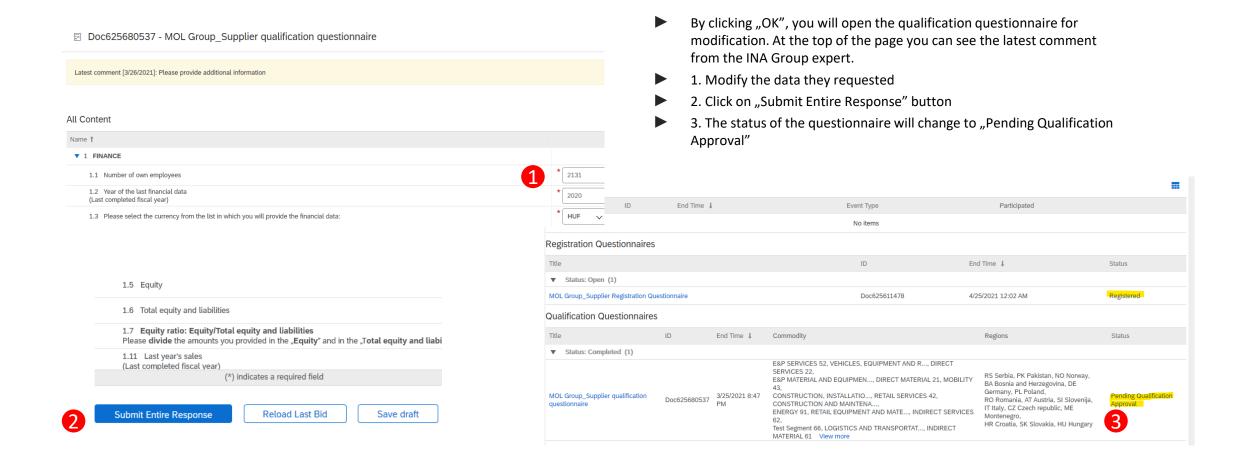
- 1. The experts are checking and validating the answers and if they need more information, they send back the questionnaire for correction with a comment
- 2. Click on the link and log in the Ariba Network profile
- 3. The system will direct you to the questionnaire. The status of the Questionnaire is "Pending Resubmission"
- 4. Click on the "Revise response" button
- ► 5. Click "OK"



Qualification Questionnaires

End Time ↓ Commodity ▼ Status: Open (1) E&P SERVICES 52, VEHICLES, EQUIPMENT AND R..., DIRECT RS Serbia, PK Pakistan, NO Norway, E&P MATERIAL AND EQUIPMEN..., DIRECT MATERIAL 21, MOBILITY 43, BA Bosnia and Herzegovina, DE Germa CONSTRUCTION, INSTALLATIO..., RETAIL SERVICES 42, MOL Group_Supplier qualification Doc625680537 CONSTRUCTION AND MAINTENA.... RO Romania, AT Austria, SI Sloveni questionnaire ENERGY 91, RETAIL EQUIPMENT AND MATE..., INDIRECT SERVICES IT Italy, CZ Czech republic, ME Montenegro. Test Segment 66, LOGISTICS AND TRANSPORTAT..., INDIRECT HR Croatia, SK Slovakia, HU Hungary MATERIAL 61 View more

Requesting more infomation



Denial

In case the answers on the qualification questionnaire are not acceptable, the experts can deny the qualification procedure. In such case you will receive an automatic email about the denial.

►MOLGROUP

Dear

Qualification request to MOL Group - TEST has been declined.

MOL Group - TEST has reviewed the qualification questionnaire responses from UAT_internal_3 and declined.

This is an automatic email, please do not reply to it!

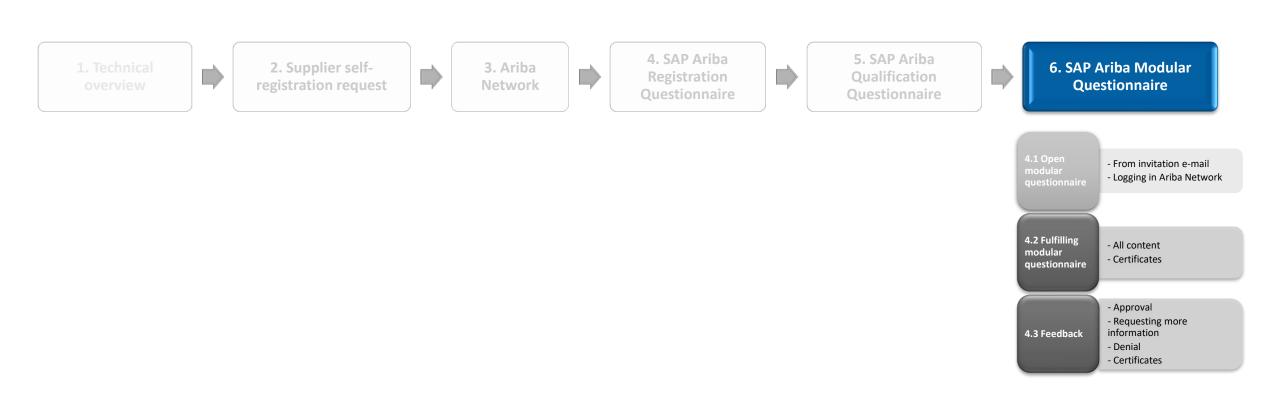
Best regards, SAP Ariba team

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

Offices | Data Policy | Contact Us | Customer Support



6. SAP ARIBA MODULAR QUESTIONNAIRE



6.1. OPEN THE MODULAR QUESTIONNAIRE

From invitation e-mail

There are procedures in case additional questionnaires have to be filled out.

In case the sourcing procedure you are participating medium or high HSE risk relevant, you have to fill out a general HSE questionnaire.

If the procedure is relevant from carriage of dangerous goods, you will receive appendicies to check and approve

PROCEDURE/STEP

- 1. You will receive an invitation email with a link to the questionnaire
- 2. Click on the link
- 3. Log in the Ariba Network with your account

▶ MOLGROUP

Dear Diana Kiss,

MOL Group - TEST has invited you to complete a questionnaire. This is required so UAT_test_external 6 can do business with MOL Group - TEST.

Questionnaire Overview

Questionnaire name: HSE_Questionnaire Respond by: Fri, 11 Dec, 2020

Submit questionnaire

This is an automatic email, please do not reply to it!

Best Regards, SAP Ariba team

You are receiving this email because your customer, MOL Group - TEST, has identified you as the approprial contact for this correspondence. If you are not the correct contact, please contact MOL Group - TEST.

Offices | Data Policy | Contact Us | Customer Support





Supplier Login

3 User Name

Password

Login

Forgot Username or Password

6.1. OPEN THE MODULAR QUESTIONNAIRE

From login to Ariba Network

You can reach out the Modular questionnaires directly from logging in the Ariba Network profile

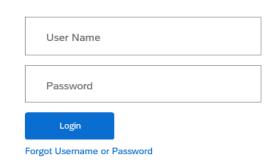
PROCEDURE/STEP

- ► 1. Log in the Ariba Network with your account
- ▶ 2. Open the questionnaire by clicking on the name



Supplier Login

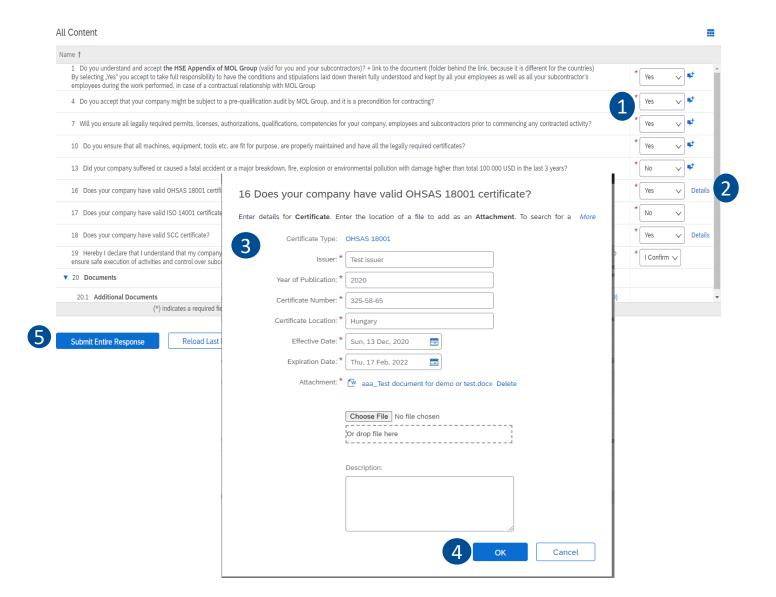
1



Questionnaires					•
Title	ID	End Time ↓	Commodity	Regions	Status
▼ Status: Completed (1)					
HSE Requirements for Carriage of Dangerous Good by Roads_MOL HU	Doc597544038	19/3/2021 15:24	(no value)	HU Hungary	Approved
▼ Status: Open (1)					
HSE_Questionnaire	Doc597544000	12/3/6104 17:38	(no value)	All All	Approved

6.2. FULFILLING MODULAR QUESTIONNAIRE

HSE questionnaire



PROCEDURE/STEP

- 1. Select the answers in the drop downs
- 2. In case of certificate type questions, if you choose "Yes" as the answer, click on "Details"
- 3. Fill out the Certificate form
 - Issuer
 - Year of Publication
 - Certificate number
 - Certificate Location
 - Effective date
 - Expiration date
 - Attachment
 - Description
- ▶ 4. Submit by clicking "OK"
- 5. Click on "Submit Entire Response" and then "OK"

6.2. FULFILLING MODULAR QUESTIONNAIRE

HSE questionnaire questions

Question (questions with * are mandatory to be filled)	Possible answers
1 Do you understand and accept the HSE Appendix (valid for you and your subcontractors)? + link to the document (folder behind the link, because it is different for the countries) By selecting "Yes" you accept to take full responsibility to have the conditions and stipulations laid down therein fully understood and kept by all your employees as well as all your subcontractor's employees during the work performed, in case of a contractual relationship with INA or MOL Group	Yes/No
4 Do you accept that your company might be subject to a pre-qualification audit by MOL Group, and it is a precondition for contracting?	Yes/No
7 Will you ensure all legally required permits, licenses, authorizations, qualifications, competencies for your company, employees and subcontractors prior to commencing any contracted activity?	Yes/No
10 Do you ensure that all machines, equipment, tools etc. are fit for purpose, are properly maintained and have all the legally required certificates?	Yes/No
13 Did your company suffered or caused a fatal accident or a major breakdown, fire, explosion or environmental pollution with damage higher than total 100 000 USD in the last 3 years?	Yes/No
16 Does your company have valid OHSAS 18001 certificate?	Yes/No (details)
17 Does your company have valid ISO 14001 certificate?	Yes/No (details)
18 Does your company have valid SCC certificate?	Yes/No (details)
19 Hereby I declare that I understand that my company can be subject to an audit from MOL Group member company in order to verify that my company operates an effective HSE Management System to ensure safe execution of activities and control over subcontractors	I confirm
20 Documents	Attachment

Approval

In case the answers on the modular questionnaire are clear and acceptable, the experts appve it. The validity of the qualification is 1 year.



Dear Attila Nagy,

MOL Group - TEST has approved the questionnaire that you completed.

Questionnaire Overview

Questionnaire name: HSE Questionnaire

You will be notified when further action is required.

Best regards, SAP Ariba team

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

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Requesting more infomation



Dear Attila Nagy,

MOL Group - TEST has reviewed your questionnaire and requires additional information.

Questionnaire Overview

Questionnaire name: HSE_Questionnaire
Commonto: Test request

Comments: Test request

For more information or if you have any questions, please contact MOL Group

2 Click

Click Here to view the questionnaire.

This is an automatic email, please do not reply to it!

Best regards, SAP Ariba team

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

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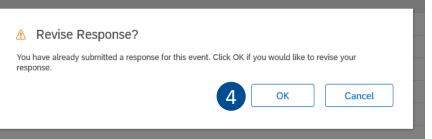
- 1. The experts are checking and validating the answers and if they need more information, they send back the questionnaire for correction with a comment
- ▶ 2. Click on the link and log in the Ariba Network profile
- 3. Click on the "Revise response" button
- ▶ 4. Click "OK"

☑ Doc625680537 - MOL Group_Supplier qualification questionnaire

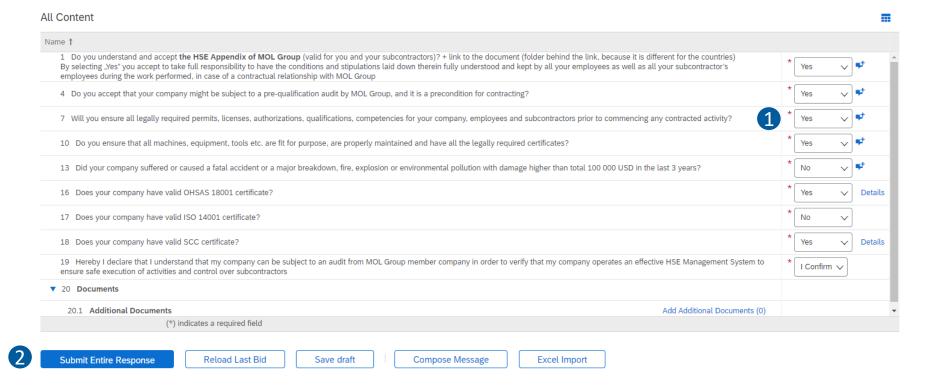
You have submitted a response for this event. Thank you for participating.

Revise Response

3



Requesting more infomation



- By clicking "OK", you will open the qualification questionnaire for modification. At the top of the page you can see the latest comment from the INA Group expert.
- ▶ 1. Modify the data they requested
- ▶ 2. Click on "Submit Entire Response" button

Denial

In case the answers on the modular questionnaire are not acceptable, the experts can deny the procedure. In such case you will receive an automatic email about the denial.



Dear Attila Nagy,

After reviewing the information, MOL Group - TEST has decided to decline the questionnaire.

Questionnaire Overview

Questionnaire name: HSE Requirements for Carriage of Dangerous Good by

Roads_MOL HU Comments: jkh

For more information or if you have any questions, please contact MOL Group - TEST.

This is an automatic email, please do not reply to it!

Best regards, SAP Ariba team

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

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Certificates

You can access the uploaded certificates directly from the Ariba Network Proposals and Questionnaires tab. You can see all the necessary information.

Certificates



Certificate Info	Effective	Expiration	Attachment	Questionnaire	Status
OHSAS 18001	12/12/2020	16/2/2022	w aaa_Test document for demo or test.docx	HSE_Questionnaire	Valid
SCC	1/2/2020	27/2/2021	w aaa_Test document for demo or test.docx	HSE_Questionnaire	Expired

In case any of your certificates is about to expire, the system will send you a reminder to upload the valid one in the HSE_Questionnaire.

Please be informed that your [CERTIFICAT_TYPE] certificate has expired.

Click Here to upload the new certificate in HSE_Questionnaire.

This is an automatic email, please do not reply to it!

Best regards,
SAP Ariba team

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

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