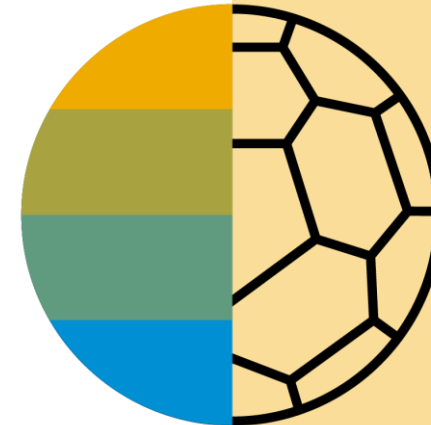


Arabian Drilling Company Supplier Communication

No dial-in required – Audio is available through your computer speakers or headphones.

PUBLIC



Introductions



Sourcing Team
Vendor Relationship Officer
ADC



Abdulraouf Shanti
Network Deployment Lead
SAP Ariba



Arabian Drilling **COMPANY**

Procurement with SAP ARIBA

Background:

We are pleased to announce that **ADC** is partnering with SAP Ariba® to manage its procurement processes with all suppliers. SAP ARIBA is a cloud-based application, which would enable **ADC** and its suppliers to perform B2B purchasing transactions electronically.

We will be using the following modules of ARIBA to perform its day to day purchasing transactions with suppliers.

Supplier Lifecycle and Performance - Enables suppliers to maintain their master data by themselves in the cloud at Ariba network and keep the data up to date in **ADC's** supplier portal. This includes new supplier registration and updating master data of the existing suppliers.

Sourcing - Enables suppliers to receive requests to participate in sourcing events viz. RFI, RFP & Auction through this platform. Suppliers will be able provide the quote, techno-commercial proposal and price through this sourcing platform.

Commerce Automation - Enables suppliers to receive purchasing orders from **ADC** and send order confirmation, advance shipping notices, post invoices through to **ADC** via the Ariba platform. Suppliers can maintain all the transactions including related communication and purchasing documents in a single platform.



Expectations – What should suppliers do next?

- Suppliers are required to register on Ariba Network after they receive the invitation link from ADC.
- Ariba is web-based platform , therefore all you require to access the platform is an internet connection and a standard internet browser.
- Joining Ariba Network is **free** by default.
- **The Onboarding** will start from **TBA** please prepare the below documents for the registration:
 1. Commercial Registration/Trade License Certificate.
 2. Social Insurance Certificate GOSI (Local suppliers only).
 3. Zakat Certificate (Local suppliers only).
 4. VAT certificate (Local suppliers only).
 5. Official letter from the bank (the name must be in English),
 1. and letter Must be authenticated from Chamber of commerce (Local Suppliers only)

Compliance – Will this change be required?

It's **mandatory** for all supplier to register on Ariba Network post go-live.

***All New transactions prior going live is required to happen on Ariba network otherwise the invoices will processed**

Implementation Approach/ Timeline:

Webinar Sessions – 18th – 21st Oct (Attendance is Mandatory**)**

Go-live of this project is planned as follows:

Supplier Lifecycle and Performance – Supplier registration is planned to start on **Q4**

Sourcing – Tendering is planned to start on **Q4**

Commerce Automation – Transaction is planned to start on **Q4**

For any assistance please contact us on : @arabdrill.com

Suppliers Ariba Sessions – 18th – 21st Oct (**Attendance is Mandatory**)

[Click here](#) – 18th Oct 11 AM – 1 PM

[Click here](#) – 19th Oct 4 PM – 6 PM

[Click here](#) – 20th Oct 11 AM – 1 PM

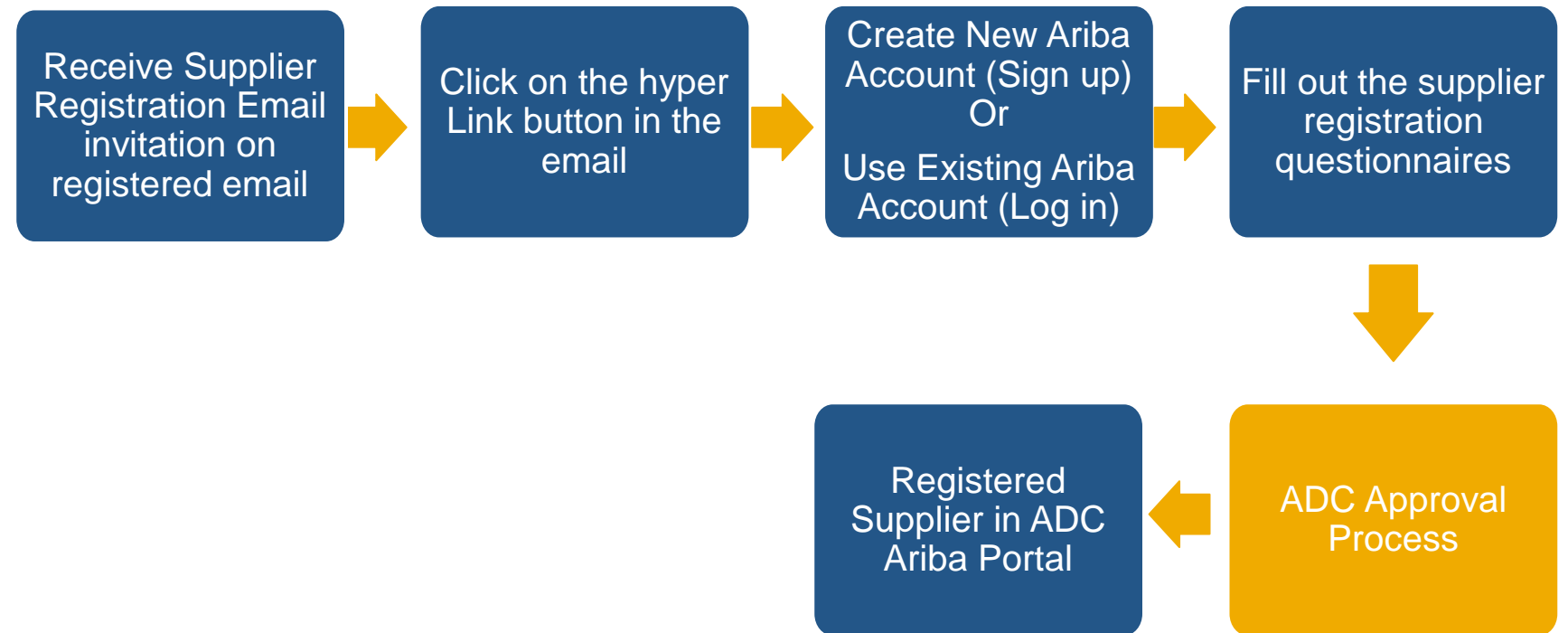
[Click here](#) – 21st Oct 4 PM – 6 PM

Supplier Registration, Proposal Submission and Transaction Process Flow

PUBLIC

Supplier Registration Flow

- **Invited** – Supplier is invited.
- **In Registration** – Supplier started filling the questionnaires.
- **Pending Approval** – Supplier Submitted the questionnaires and awaiting Buyer Approval.
- **Pending Re-Submission** – The initial Submission is rejected or missing some information and the supplier is requested to resubmit their response.
- **Registered** – Supplier questionnaire is approved



RFx Submission Flow

- **Open** – Supplier is invited to the event and the event is open for submission.
- **Pending Selection**– The event is closed for responses and the pending buyer awarding selection.
- **Completed** – The event is completed and buyer can no longer open or edit the event (Award process is completed)



Purchase Order Process Flow

- **New** – Supplier Received the PO.
- **Confirmed** – The supplier Submitted the order confirmation document
- **Shipped** – The Supplier Submitted the advanced ship notice document.
- **Serviced** – The supplier Submitted the service entry sheet document.
- **Received** – The Supplier received the goods receipt document.
- **Invoiced** – The supplier Submitted the invoice document.
- **Changed** – The buyer did some changes to the PO.
- **Obsolete** – The status of the old revision of the PO after changes.



Thank you.