

Coupa

S2C (Sourcing) – Suppliers Version 1.02



Version History

| Version | Date | Author | Description |
|---------|-------------|----------|---------------------|
| 1.0 | May 2022 | BRENNTAG | Document creation |
| 1.01 | June 2022 | BRENNTAG | Document refinement |
| 1.02 | August 2023 | BRENNTAG | Document revision |

Training content

01 Introduction 02 Accessing a Coupa Event **03** Responding to RfQ-type Events **04 Submit Responses via Excel 05** Responding to Auctions



Introduction

Coupa sourcing for suppliers

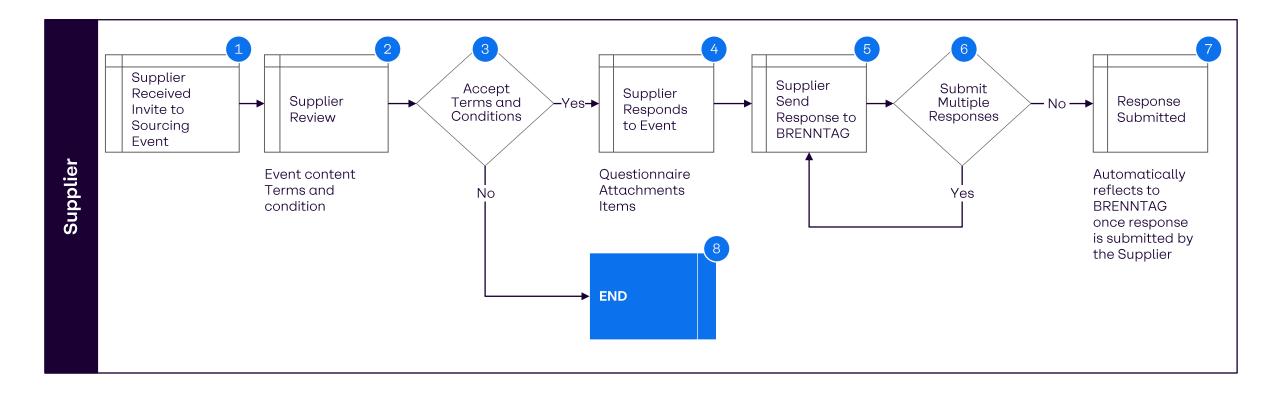
These training materials will enable you to ...

Respond to the Brenntag sourcing event via Coupa Sourcing Response Portal

Please keep in mind ...

- Sourcing Events by BRENNTAG will be received by you via E-Mail and answered directly from this E-Mail
- No additional accounts will need to be created
- Sourcing Events cannot be seen in the CSP (Coupa Supplier Portal)

Sourcing event - supplier response process



Supported browsers for Coupa

Browsers

The latest Coupa Release (R33) supports the latest versions of these web browsers. Please make sure to open your events in one of the following three browsers:

- Google Chrome 99.0
- Mozilla Firefox 98.0
- Microsoft Edge 99.0

Coupa support contact details

All questions regarding any running event should be asked using the event message board (bottom left of the event within Coupa Sourcing Portal):

| : | ■ Items and Services | |
|----------|-----------------------------|-------------|
| | Name | My Capacity |
| | Items Not In Lots (2 items) | |
| | 🛒 Item A | |
| | 🛒 Item B | |
| Messages | 1 ^ | |

Having technical issues?

Contact sourcing.support@coupa.com

Also, see Coupa's list of local phone numbers: <u>https://success.coupa.com/Support/Contact_Us</u>

Accessing a Coupa Event

Responding to a sourcing event: Logging In

1

Click **"I intend to participate"** button if you want to participate in a sourcing event.

Click **"view event"** button if you wants to view the sourcing event.

| | | Powered by Scoup | | | | |
|----------|---|--------------------------------|--|--|--|--|
| | | | | | | |
| | Brenntag has invited you to the sourcing event: Pa | ackaging_EMEA_RfQ_Plastic Can. | | | | |
| BRENNTAG | If you intend to participate, review the event timeline and accept the terms and conditions of the event, if applicable. Click the "My Responses" tab to provide your response, which may include Attachments, Forms, and Items and Services. | | | | | |
| | Response due date: Friday, 06 May 2022 07:47 AM | MCEST | | | | |
| | Want to participate later? | Need more info? | | | | |
| | fruit to participato fatori | | | | | |

03 Responding to RfQ-type Events

Responding to a sourcing event: Event Info Page

When you click the event link, you are taken to the login page. After logging in and opening the event, suppliers will see the event page where they can see the following:

EVENT INFO TAB

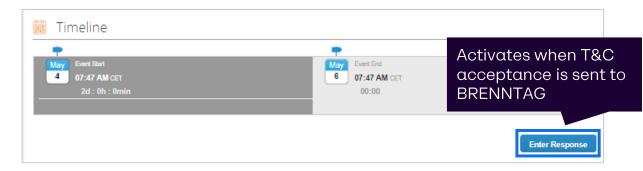
- Terms and Condition
- Brenntag Attachments-Bidding Rules
- Event Timeline

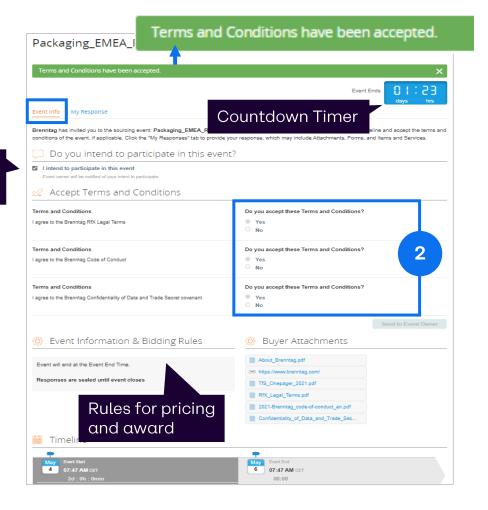
MY RESPONSE TAB

- Attachments
- Forms
- Items and Lots

Indicates interest to participate

Accept Brenntag Terms and Conditions under the Event Info tab.





Responding to a sourcing event: my Response Page

3

Go to **"My Responses tab"** and populate the mandatory fields from Attachments, Forms and Lot/Items (only visible after the Terms & Conditions have been accepted previously).

| Can Tender Questionnaire | Response to Can Tender Questionnaire |
|--|---|
| Instructions Please complete and upload here [THIS IS AN ALTERNATIVE TO THE BELOW CAPACITY FORM] | Attachment * Add File |
| Attachment None | |
| | |
| Brenntag Purchase T&Cs / Contract Template | Response to Brenntag Purchase T&Cs / Contract Template |

 Brenntag Purchase T&Cs / Contract Template
 Response to Brenntag Purchase T&Cs / Contract Template

 Instructions
 Note: Only minor changes will be accepted

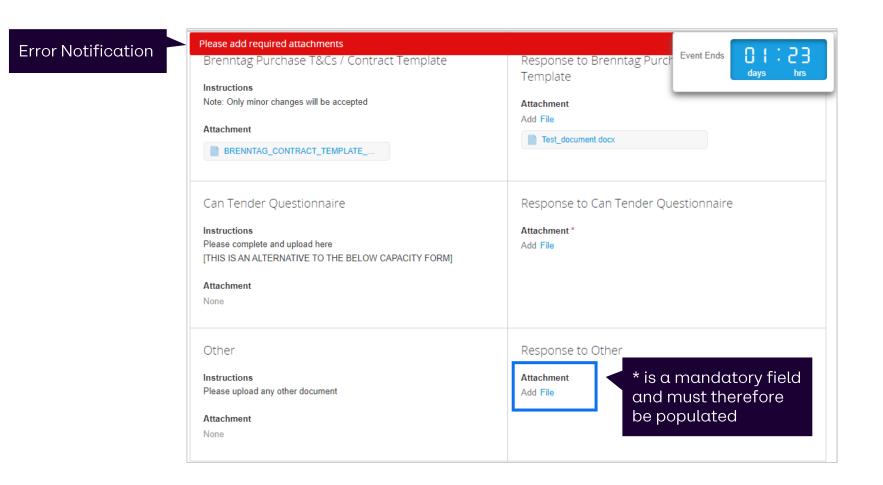
 Attachment
 Attachment

 BRENNTAG_CONTRACT_TEMPLATE_...
 Browse

 Can Tender Questionnaire
 Can Tender Questionnaire

| Attachments | Event Ends |
|---|---|
| Provided by Calvin Nobleza | Your response |
| Eunctional / Technical Specification Attachment None | Response to Functional / Technical Specification |
| Scope of Tender nstructions Please read carefully Attachment None | Response to Scope of Tender |
| Brenntag Purchase T&Cs / Contract Template Instructions Note: Only minor changes will be accepted Attachment None | Response to Brenntag Purchase T&Cs / Contract Template Attachment Add File |
| Others Instructions Please upload any other document Attachment None | Response to Others Attachment Add File |

Responding to a sourcing event: potential Error Messages



Responding to a sourcing event: Forms

| In case the buyer added forms to the | Forms | | Event Ends 01:23 |
|--|-------------------------------------|--|------------------|
| event, an answer needs to be provided by | _ 1. Generic Su | pplier Questionnaire_v2 | days hrs |
| typing in the text in the respective fields. | Please answer the quest | ions below. | |
| | 4 | SUPPLIER QUESTIONNAIRE | |
| | | Please fill in the questionnaire below | |
| | | CONTACT INFORMATION | |
| Everaple of | Company Name | | |
| Example of Sourcing Form | Legal Entity | | |
| Sourcing Form | Address Company Website | | |
| | Name of contact | | |
| | person and position Phone number | | |
| | Email address | | |
| | | | |
| | | INFORMATION ABOUT YOUR BUSINESS AND (| OPERATIONS |
| | Ownership | | |
| | DUNS number | | |
| | Parent/Holding Company | | |
| | A brief overview of your company | | |

Responding to a sourcing event: Items and Services section

This section is where you will specify and price your offer. You need to click each item to be able to see all bid fields.

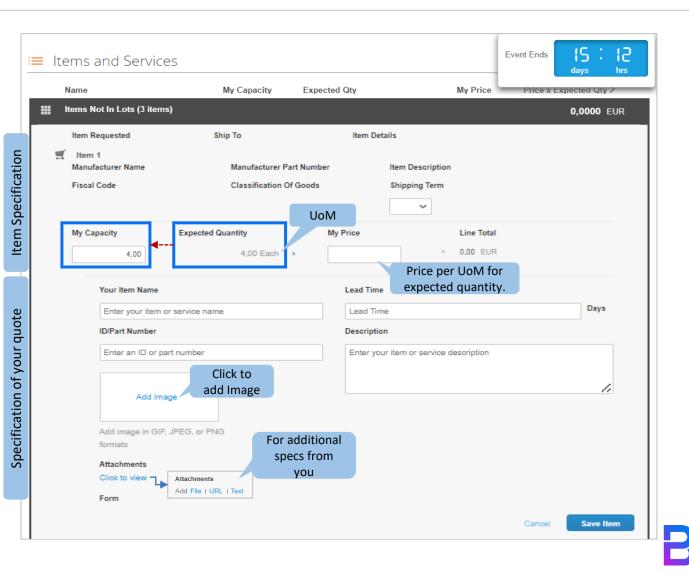
The fields that the Buyer have set to be mandatory are marked by red asterisk(*).

My Capacity

- an editable field which is initially defaulted from the buyer's requested quantity.
- Should not be greater than the expected quantity.

Make sure to populate all the mandatory fields. Otherwise, you will receive an error message upon submission, and your response will not be sent off to the Buyer.

Note: Please provide detailed product descriptions and related info as much as possible.



Responding to a sourcing event: Full Capacity Bid

Full Capacity Bid indicates that you can supply the expected quantity with Brenntag.

I can supply this item and I want to bid. How to do it?

- If you can provide full capacity for Brenntag, then there's no need for you to modify My Capacity as it is defaulted from the Expected Quantity.
- Provide your price per units of measure (UoM) under My Price.
- Next is to populate all the remaining fields.
- Once you are done, please click on Save Item.

| | Name | My Capacity | Expecte | d Qty | My Price | Price x Expected Qty > | ŀ |
|---|-----------------------------------|------------------------------|------------|-------------------------|----------------------------|------------------------|---|
| | Items Not In Lots (3 items) | | | | | 392,0000 EUR | R |
| | Item Requested | Ship To | | Item Details | | | |
| đ | Item 1 Manufacturer Name | Manufacturer Pa | art Number | Item Descri | ption | | |
| | Fiscal Code Full Capacity | Classification Of | f Goods | Shipping Te | rm | | |
| | My Capacity Ex | pected Quantity 4,00 Each | My × | Price 98,00 | Line Total = 392,00 EUR | | |
| | Your Item Name | | | Lead Time | | | |
| | Brenntag Item#1 | | | Lead Time | | Days | |
| | ID/Part Number | | | Description | | | |
| | Brenntag-YY-12345 | | | Enter your item or serv | vice description | | |
| | Add Image | | | | | 5 | |
| | Add image in GIF, JPEG formats |), or PNG | | | | | |
| | Attachments | | | | | lick to save | |
| | Click to view | | | | q | uote for this | |
| | | | | | | item | |

Responding to a sourcing event: Partial Bid

• **Partial Bid** indicates that you can only provide less than the required quantity of the items or services that Brenntag wants to source.

I want to submit bid on this specific item. However, I can only supply the partial requirement. How to do it?

- Please put the quantity that you can provide under My Capacity.
- Provide your price per units of measure (UoM) under My Price.
- Next is to populate all the remaining fields.
- Once you are done, please click on Save Item.

| | | My Capacity | Expecte | d Qty | My Price | Price x Expected | Qty > |
|-------|----------------------------------|---|---------|-----------------------------------|--------------------------|------------------|-------|
| Items | Not In Lots (3 item: | 5) | | | | 392,0000 | EUR |
| Item | Requested | Ship To | | Item Details | | | |
| | n 1 Ifacturer Name Il Code | Manufacturer Part N Classification Of Go | | Item Description Shipping Term | | | |
| My C | apacity 2,00 | Expected Quantity 4,00 Each × Less than the | My | Price = | Line Total 392,00 EUR | | |
| | Your Item Name | Expected quantity | | Lead Time | | | |
| | Brenntag Item#1 | | | Lead Time | | Day | 5 |
| | ID/Part Number | | | Description | | | |
| | Brenntag-YY-123 | 45 | | Enter your item or service d | lescription | | |
| | Add Imag | ge | | | | | 1. |
| | | | | | | 5 | |
| | Add image in GIF, | JPEG, or PNG | | | | | |
| | formats | | | | C | Click to sav | 'e |
| | Attachments Click to view | | | | q | uote for th | is |
| | | | | | | item | |
| | Form | | | | | | |

Responding to a sourcing event: No Bid

• <u>No Bid</u> is where you will not submit quote because you cannot supply the items or services that Brenntag wants to source.

I cannot supply this item. Therefore, I don't want to submit bid or quote on this specific item or services. How to do it?

- You will put zero (0) under My capacity to indicate that you don't want to bid on this item or lot.
- You may skip My Price and all the other fields since you will not submit bid on this item.
- Once you are done, please click on Save Item.

| Name | My Capacity | Expected Qty | My Price | Price x Expected Qty > |
|-------------------------------|-------------------------|----------------------|--------------------|------------------------|
| Items Not In Lots (3 ite | ems) | | | 392,0000 EUR |
| Item Requested | Ship To | Item Details | | |
| f ltem 1 Manufacturer Name | Manufacturer P | art Number Item Des | cription | |
| Fiscal Code | Classification C | rf Goods Shipping | | |
| My Capacity | Expected Quantity | My Price | Line Total | |
| 0 | 4,00 Each Please put | x | = 0,00 EUR | |
| Your Item Name | Zoro (0) horo | Lead Time | | |
| Enter your iter | m or service name | Lead Time | | Days |
| ID/Part Number | · | Description | | |
| Enter an ID or | part number | Enter your item or s | ervice description | |
| Add I | mage | | | |
| Add image in G | GIF, JPEG, or PNG | | | 5 |
| formats | | | _C | lick to save |
| Attachments Click to view | | | | iote for this item |
| Form | | | | |

Responding to a sourcing event

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Click **submit response to buyer** button to send your quotes to BRENNTAG.

| Items and Services | | | | | ~ |
|-------------------------------------|-------------------|-----------------------------|----------|------------------------|----------|
| Name | My Capacity Ex | xpected Qty | My Price | Price x Expected Qty > | |
| Items Not In Lots (2 items) | | | | 0.0000 EUR | |
| 🛒 TEST ITEM A | | 1 (Each) × | | * = 0.00 EUR | |
| 🛒 TEST ITEM B | | 2 (Each) × | | * = 0.00 EUR | |
| | | | | Total 0.00 EU | R |
| Export to Excel | Import from Excel | Load History | Save | Submit Response to Bu | uyer |
| ltems and Services | | | | | |
| Name | My Capacity Ex | xpected Qtv | My Price | Price x Expected Oty > | * |
| Name Items Not In Lots (2 items) | My Capacity Ex | xpected Qty | My Price | Price x Expected Qty > | • |
| | My Capacity Ex | xpected Qty 1 (Each) × ✓ | My Price | | • |
| Items Not In Lots (2 items) | My Capacity Ex | | | 526.0000 EUR | • |
| items Not In Lots (2 items) | My Capacity Ex | 1 (Each) 🗴 🧳 | 120.00 | 526.0000 EUR | 2 |

Responding to a sourcing event

This notification informs you that your quote is now visible to Brenntag.

| Packaging_EMEA_RfQ_Pla Event # | 111 Active |
|---|--|
| Response submitted to Buyer | × |
| Event Info My Response | Event Ends |
| Responded on 05/04/22 | Edit Response |
| Attachments Provided by Almira Sacriz | Your response |
| Functional / Technical Specification Instructions Please read carefully | Response to Functional / Technical Specification |
| Attachment Can_Tender_RFQ_Spreadsheet.xlsx | |

Pausing of events

BRENNTAG can pause an active sourcing event. When the event is paused ...

Suppliers can:

- Log in to Coupa
- Accept BRENNTAG Terms and Conditions
- Add Attachments
- Answer Questionnaires
- Enter quotes
- Save response (but not submit the responses to BRENNTAG)

Suppliers cannot:

imes Submit responses to BRENNTAG

04 Submit Responses via Excel

Exporting Items/Lots into Excel

1

Below the **My response** tab Click **"Export to Excel"**.

This will automatically export all items and lots to a standardized Excel sheet so that you can populate the values offline.

| ≔ Items and Services | | | | ~ |
|-----------------------------|----------------|------------------|----------|--------------------------|
| Name | My Capacity | Expected Qty | My Price | Price x Expected Qty > |
| Items Not In Lots (2 items) | | | | 526.0000 EUR |
| ع TEST ITEM A | | 1 (Each) × | / 120.00 | * = 120.00 EUR |
| TEST ITEM B | | 2 (Each) × | 203.00 | * = 406.00 EUR |
| Click | | | | Total 526.00 EUR |
| 1 Export to Excel | Import from Ex | cel Load History | Save | Submit Response to Buyer |

Note: This is recommended by Brenntag so that you can easily capture item price and form questions for large events in one go.

Populating Quotes in Excel

2

Populate the Item pricing and the questionnaires/ forms in the excel file downloaded.

You can edit all the white cells. Be aware of the **decimal rules** on your local Laptop and set in Coupa.

| Execupa | NOTE: This Excer life is focked to ensure it uploads conectay, and you must suit elek submit alter uploading to submit: | | | | | | | | |
|------------------------------|---|---|------------------|------|--|----------------------------|---------------------|---------------------------------|-------------|
| From: Brenntag Field name | Event: RFX Template – Required | Event Type – Category Name – Region Your Responses | Quantity | ПОМ | Start date | End date | Information / Hints | Field Type | Need by dat |
| Items Not in Lots (Below) | N Nothing Regi | | Qualitity N/A | N/A | N/A | N/A | | гіена туре | N/A |
| Your Unit Price for "B": | Y* 1 | in eu | 1 | Each | N/0 | 17 | | Unit Price (amount) | 170 |
| Your Item's File: | Y* Test_docume | ant.docx | | a | tem Attachments cannot be dded or edited in Excel and nust be edited in the applicat | File in Attachment section | 1050 | | |
| Your Capacity: | N 1 | | | | | | | Item Capacity (number) | |
| Currency: | Y* EUR | | | | | | | Currency (currency code) | |
| Your Item Name: | Y* AA | | | | | | | Item Name (text) | |
| Your ID/Part Number: | Y* AA | | | | | | | Item Part Number (text) | |
| Your Description: | Y* AA | | | | | | | Item Description (long text) | |
| Your Lead Time: | N 5 | | | | | | | Lead Time (number) | |
| Your Unit Price for "A": | Y* 2 | | 1 | Each | | | | Unit Price (amount) | |
| Your Item's File: | Y* Test_docume | ant.docx | | a | tem Attachments cannot be dded or edited in Excel and nust be edited in the applicat | File in Attachment section | 1051 | | |
| Your Capacity: | N 1 | | | | | | | Item Capacity (number) | |
| Currency: | Y* EUR | | | | | | | Currency (currency code) | |
| Your Item Name: | Y* AA | | | | | | | Item Name (text) | |
| Your ID/Part Number: | Y* AA | | | | | | | Item Part Number (text) | |
| Item Pricing | Forms (+) | | | | | : • | | Item Description | |

Considerations for working with Excel

Please be aware that within the downloaded Excel sheet you **CANNOT**

- 1. Change the file name prior to loading it
- 2. Add columns
- 3. Change the sequence of columns
- 4. Change the lines.
- 5. Change the sequence of lines

Otherwise, you may encounter issues with re-uploading the file into Coupa.

RFX Template – Event T... - Excel Upload Steps for uploading your response in Excel 1. Download the Response Template (Note: This template will only work for this event) 2. Fill in or update the Excel file. · Fields marked with a "*" are mandatory. Do not unlock/unprotect the Excel file if you plan to upload it. Values in the uploaded file will replace anything currently saved to your response. · Once you click "Start Upload" values in the excel file will be saved, but not submitted Once upload is complete, review your response and click ' til you do so. Sample file 3. Load the updated file Brenntag-Event#211 Choose File en-GB#Bre ... vent#211.xlsx Uploading will only save your response. You must click "Submit" to send it to the buyer. Start Upload Excel file could not be imported. Please validate the file format (xls or xlsx) and name.

Error message notification

Importing quotes from Excel to Coupa (1/2)

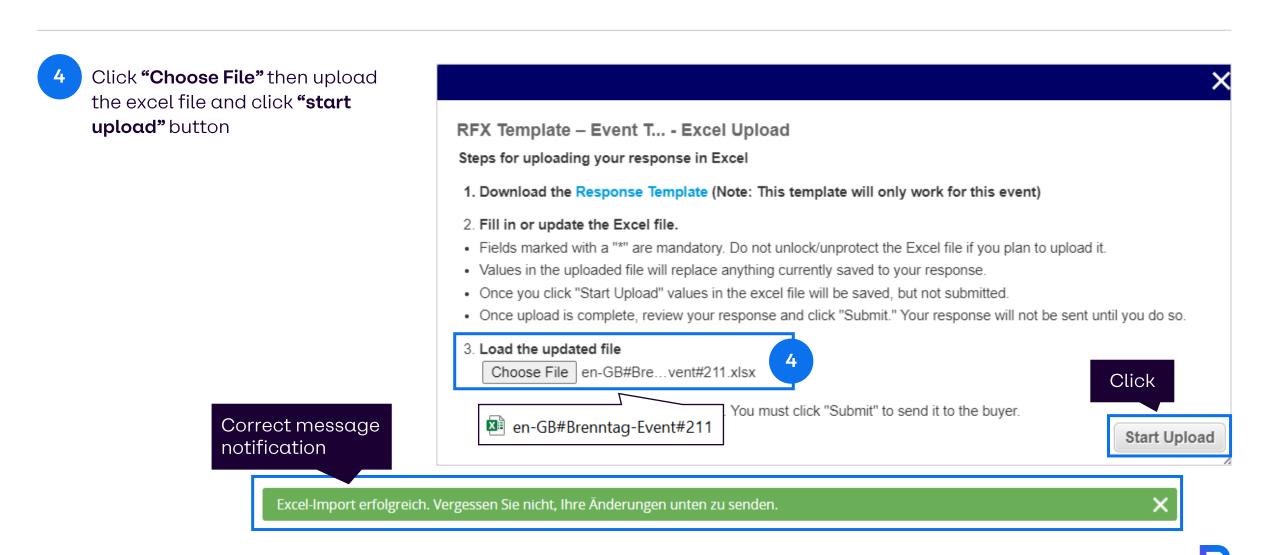
3

After saving the Excel sheet locally, click **"Import to Excel"**.

This re-uploads your response into Coupa.

| = Ite | ems and Services | | | | ~ |
|-------|-----------------------------|-----------------|------------------|----------|--------------------------|
| I | Name My Capacity Ex | | Expected Qty | My Price | Price x Expected Qty > |
| | Items Not In Lots (2 items) | | | | 526.0000 EUR |
| 1 | TEST ITEM A | | 1 (Each) × | / 120.00 | * = 120.00 EUR |
| 1 | TEST ITEM B | | 2 (Each) × | 203.00 | * = 406.00 EUR |
| | | Klic | k | | Total 526.00 EUR |
| | Export to Exc 3 | Import from Exc | cel Load History | Save | Submit Response to Buyer |

Importing quotes from Excel to Coupa (2/2)



Edit Response and Load History Button

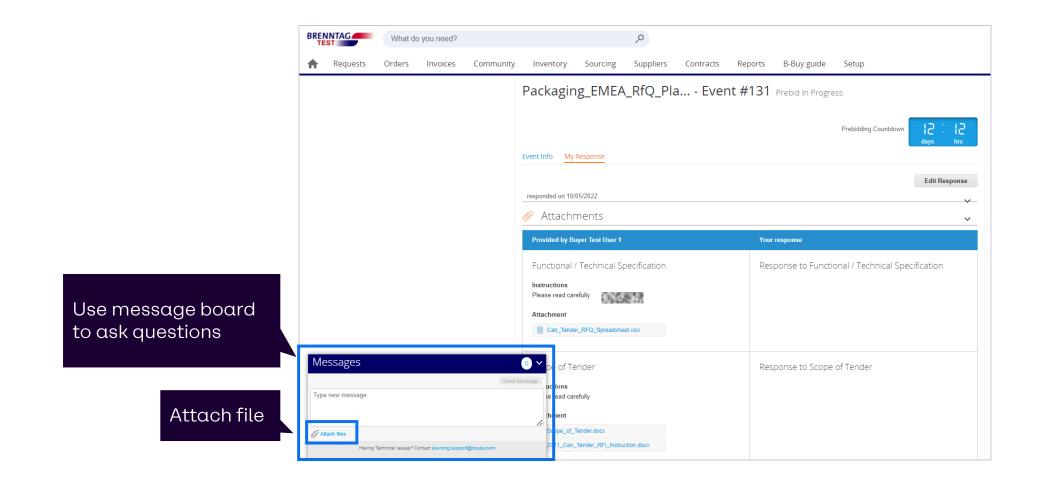
NOTE:

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you can update bids until the event ends.

| Items and Services | | | | ~ |
|-----------------------------|-------------|---|--------------|--|
| Name | My Capacity | Expected Qty | My Price | Price x Expected Qty > |
| Items Not In Lots (2 items) | | | | 328.0000 EUR |
| I TEST ITEM A | | 1 (Each) × | 98.00 |)*= 98.00 EUR |
| ITEST ITEM B | | 2 (Each) × | 115.00 |)*= 230.00 EUR |
| | | | | Total 328.00 EUR |
| | | L | Load | d History Edit Response |
| | | | | |
| | | Load Histo Visibility of the event r | n changes in | Edit Response button Allows to edit/change responses |

Responding to a sourcing event



B

Responding to Auctions

eAuction types in Coupa

English Reverse Auction

- An English reverse auction is characterized by the direct feedback on a submitted quote.
- Your Rank is dynamically displayed in Coupa.
- The best (lowest) quote at the end of the event is the awarded one.
- Based on bid status, the bid time may be extended.

Dutch Reverse Auction

- Dutch auction is a type of clock auction where the price is changing with time by a preset amount or percentage.
- The price starts low and is increased step-by-step over time.
- The first participant to accept the call-out price wins the item.

Japanese Reverse Auction

- A Japanese auction is a type of clock auction where the price is decreasing over time.
- The price starts higher and is decreased step-by-step over time.
- Each participant has to accept the total cost at each step. If not, the event is closed for them. Prices are decreased until there is only one active participant left, or until the auction ends after the preset number of steps.

Responding to a sourcing event (Auction)

During the **Pre-Bid phase** of an auction, you can already send a pre-bid response to Brenntag. At this point, no ranking will be displayed and other Auction-related functionalities also won't be in place.

For English Auctions, during the **Bidding**, suppliers will see their **ranks** if they submitted a pre bid response. Otherwise, they will see their ranks once they submit a new bid response to Brenntag.

During the competitive Bidding, you can update the responses and resubmit to Brenntag.

For Dutch Auctions, there only is the possibility to accept the current price which will lead to a direct end of the auction (since there can be only one winner).

For Japanese Auctions, you also see the current price/ steps and can then either accept it – or refrain from doing so (which means you will not be considered for the Auction anymore).

| Sourcing - Event #127 Bidding in Progress | | | | | | |
|---|-------------|--------------|---|--|--|--|
| | | | Bidding Countdown | | | |
| Event Info My Response | | | | | | |
| ≔ Items and Service | S | | ~ | | | |
| Cancel Submit Bids | | | | | | |
| Name | My Capacity | Expected Qty | My Price Price x Expected Qty > | | | |
| items Not In Lots (1 item | is) | | | | | |
| ₩ ~ | | 1 (Each) | × 199.00 * = 199.00 USD Your Rank Is 1 of 1 | | | |
| | | | Total 199.00 USD Your Rank Is 1 of 1 | | | |

Removal of bids on behalf of suppliers (reverse auction)

When suppliers accidentally submitted an incorrect quote, they can send a message to the Brenntag buyer to remove the quote.

The Brenntag buyer can delete the latest submission on behalf of the supplier.

Removal of the submission is recorded in the event history on both sides.

Thank you!

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