

Supplier Collaboration Portal

Operative Manual – Vendor Qualification

Version 2.0

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Introduction

The Pirelli **Supplier Collaboration Portal** (in the following 'Pirelli Portal') is an internet portal dedicated to the companies whose activities are related to the fields of interest for Pirelli, and who are willing to join the vendor pool already existing or to consolidate the commercial relationships already established with Pirelli.

Through the completion of **questionnaires specific for each product/service categories**, the suppliers will be given the opportunity to be registered in the corresponding Pirelli **Vendor List**, hence assuming the status 'Qualified Vendor' for the specific category. .

In particular, the Pirelli Portal will allow:

■ The new suppliers ('prospect') willing to join Pirelli

to apply as potential products/services suppliers, according to the requirements and quality/sustainability standards established by Pirelli.

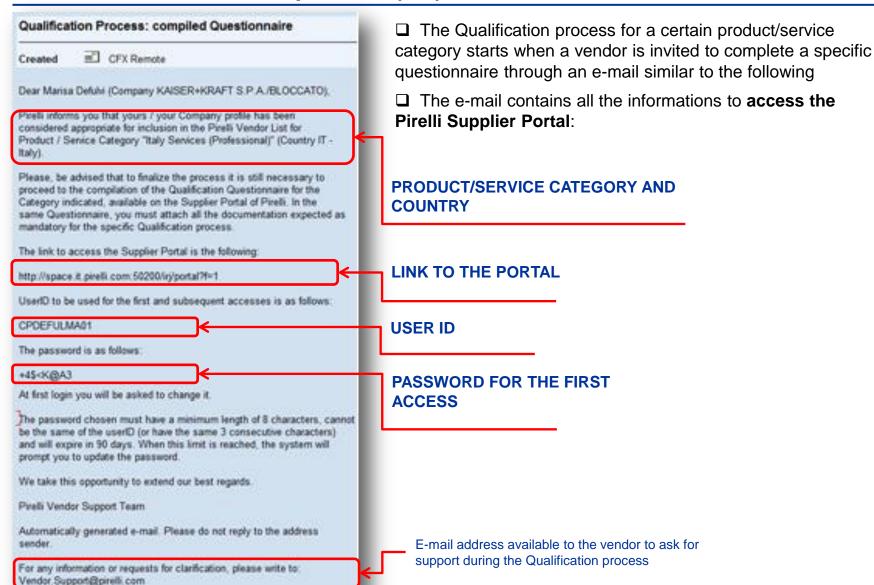
■ To the suppliers already joining Pirelli

to auto-certify the specific competencies and specializations, according to the requirements established by Pirelli, expressed through questions aimed to gather the informations and the documentation relative to the supplies.

This manual is dedicated to the following vendors:
□ vendors already joining the Pirelli suppliers pool
□ vendors who passed the self-application phase and has been subsequently invited by Pirelli to carry out the Qualification phase.



1. Start the Qualification process (1/2)

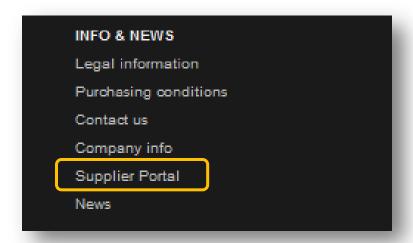




1. Start the Qualification process (2/2)

The Supplier Portal is accessible through the Pirelli internet website, at the following link: http://www.pirelli.com

From the home page of the website, clicking on the link "Business Partners" (in the lower right corner) it is possible to access an informative page containing the basic instructions and links useful for the first completion and the following updates of the Qualification questionnaire of interest:



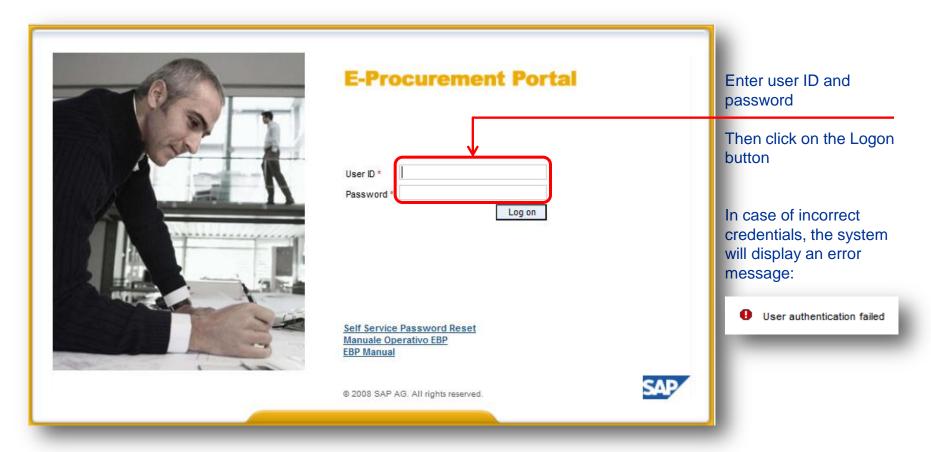
In the page, two links are available:

- "First Registration": link to the initial page for the completion of the Self-Application questionnaire (page of no interest for those already owning a user ID and a password)
- "Access to the Supplier Portal": link to the logon page. Entering the access credentials, it is possible to compile/update the Qualification questionnaire of interest.



2. First access to the system (1/2)

To access the Pirelli Supplier Portal it is necessary to enter the **user ID** and the **first access password** received by e-mail:



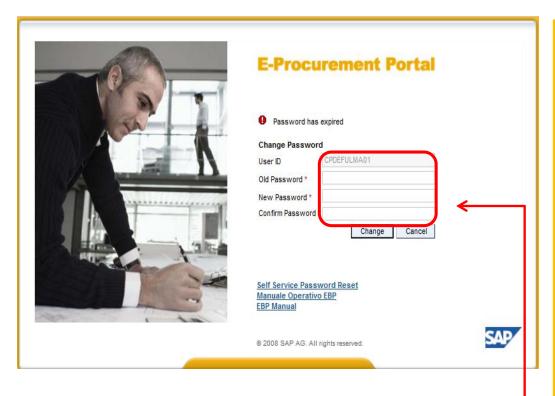


It is advisable to use the key-combinations to copy (CTRL+C) and paste (CTRL+V) the credentials received by the e-mail, in order to avoid typing errors.



2. First access to the system (2/2)

At the first access, the user **must modify** the password received by e-mail choosing a new one. For security issues, in fact, the system will inform that the initial password is **expired**, and hence no longer usable:



The **new password**:



- · Must be at least 8-char long
- Will be valid for 90 days, starting from the vendor's first authenticated connection to the portal. After that period, the system will ask to change the password.
- Cannot be identical to the user ID assigned to the vendor
- Cannot have more than 3 consecutive chars derived from the user's account name or from the name displayed.
- Will be blocked after 5 failed attemps to logon. In this case the user must contact the Pirelli Vendor Support Team for the unlock of the userID and the eventual reset of the password.

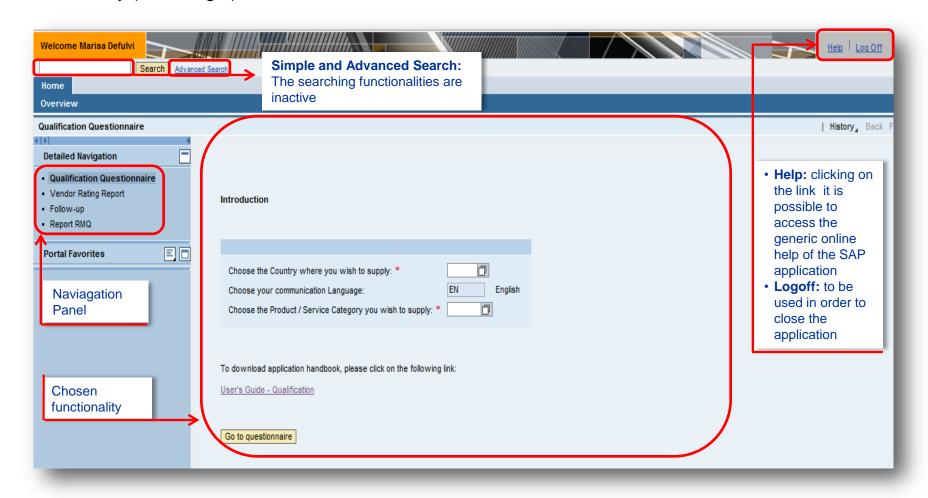


The new password can be used for each subsequent access, up to the new expiring date.



3. Home Page and Navigation Panel (1/2)

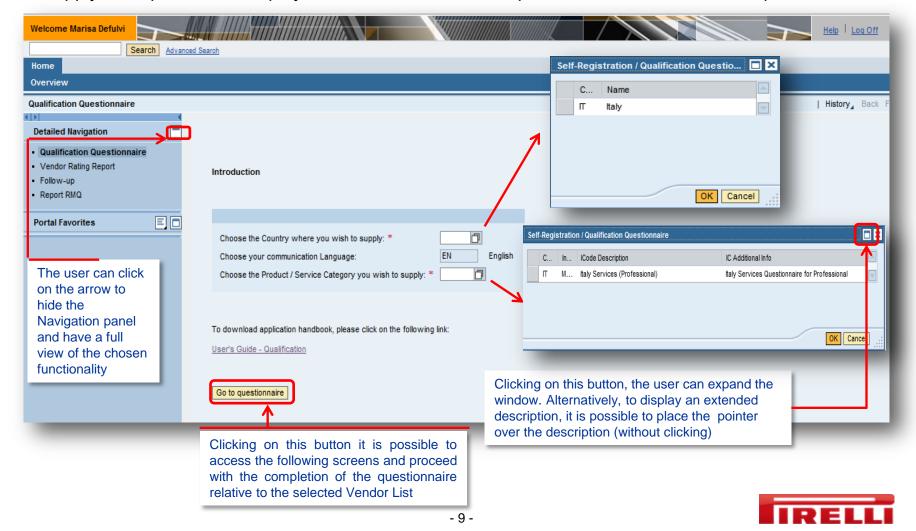
When the logon procedure is completed, the system will display the Home Page of the Portal, composed of a "**Navigation Panel**" (on the left) with the available functionalities, and an area dedicated to the chosen functionality (on the right).





3. Home Page and Navigation Panel (2/2)

To display all the Vendor Lists for which he is activated, the vendor can enter preliminarly the Country of interest. Afterwards, through the search help of the field "Select Product/Service Category you are wiling to supply", it is possible to display all the Vendor Lists and open the relative Qualification questionnaire.



4. Qualification Questionnaire: starting the completion (1/2)

To proceed with the completion of the questionnaire, click on the button Vai al Questionario

The Qualification questionnaire is **organized into six areas**: (in the following "tabs"):

General Company data Sustainability and HSE data Business/Financial data Industry Specific data Documents Information

General Company data

This tab reports the fiscal data of the company, the address of the legal and operative base of the company (if the two are different) and the personal data of the Contact Person.

The data in this section will be retrieved by the system from the Self-Application questionnaire, and cannot be modified by the user

Business / Financial data

The informations required in this tab allow to characterize the vendor in terms of company dimension, products/services of interest and the reference markets

Sustainability and HSE data

This tab is devoted to the gathering of informations about the company approach to social responsibility, health, safety and environment issues

Industry Specific data

In this tab the user is required to give informations about the company management of the activities provided, the resources employed and the quality system in use.



4. The Qualification questionnaire: starting the completion (2/2)

General Company data Business/Financial data Sustainability and HSE data Industry Specific data Documents Information

Documents

In this tab the vendor can:

- Display the list of the mandatory/optional documents necessary for the Qualification process
- Access the exchange area (for the specific Vendor List) where it is possible to upload the required documentation

□ Information

In the last tab it is possible to specify other product/service categories or countries of interest of the Vendor, in terms of potential supply relationship with Pirelli.



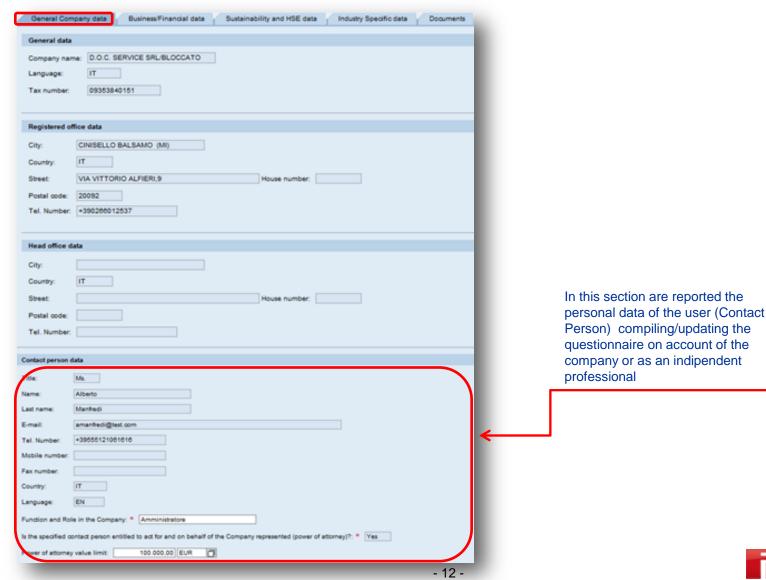
It is suggested to read **preliminarly** all the questions of the questionnaire, in order to gather all the necessary informations (even those not available yet) **before** proceeding with the completion.

To avoid the loss of the data inserted (due to *time-out* of the system), **save frequently the questionnaire** clicking on the button "Save".



5. The Qualification questionnaire: the «General Company data» tab (1/3)

The «General Company data» tab is organized as shown below:





5. The Qualification questionnaire: the «General Company data» tab (2/3)

In the the «General Company data» tab a section is provided where the vendor can notify to Pirelli all the eventual changes in the personal data stored in the system (e.g. e-mail, telephone, fax, etc...):



In case of success, at the end of the sending process the following message will be shown:





5. The Qualification questionnaire: the «General Company data» tab (3/3)

Compliance clauses

In the the «General Company data» tab is provided a section where the user can declare to have read and accepted the general conditions established by Pirelli as far as Sustainability and Supply are concerned.

The documentation to be consulted for an aware choice can be found by clicking on the links reported near each requirement:

On I have read and accept the Terms of Sustainability stated by Pirelli, accessible via the following link: * Sustainability clauses I have read and accept the General Conditions of Supply stated by Pirelli, accessible via the following link Purchasing General Conditions



- ☐ The acceptance of the clauses relative to Sustainability is mandatory, while accepting the General Supply Conditions contributes to the Qualification score.
- ☐ The acceptance given in this phase is non-reversible and will be considered valid in all the future commercial relationships with Pirelli.

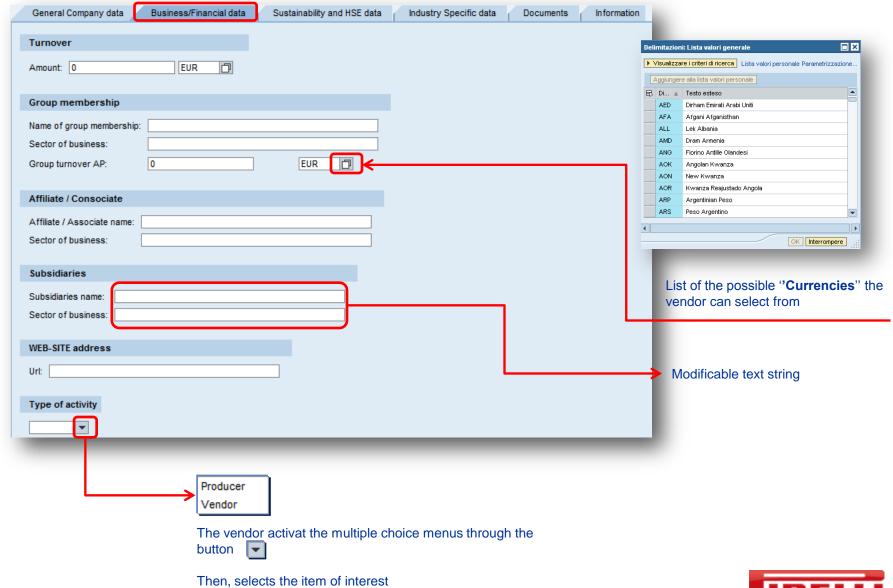
In general, the fields marked with a red star (*) **must** be filled in.

If one of more fields are left empty or if the values entered do not comply with the format of the field (for instance, a text in a 'data' or 'numeric' field), the system will display an error message.

The errors can be removed entering or correcting the requested informations.

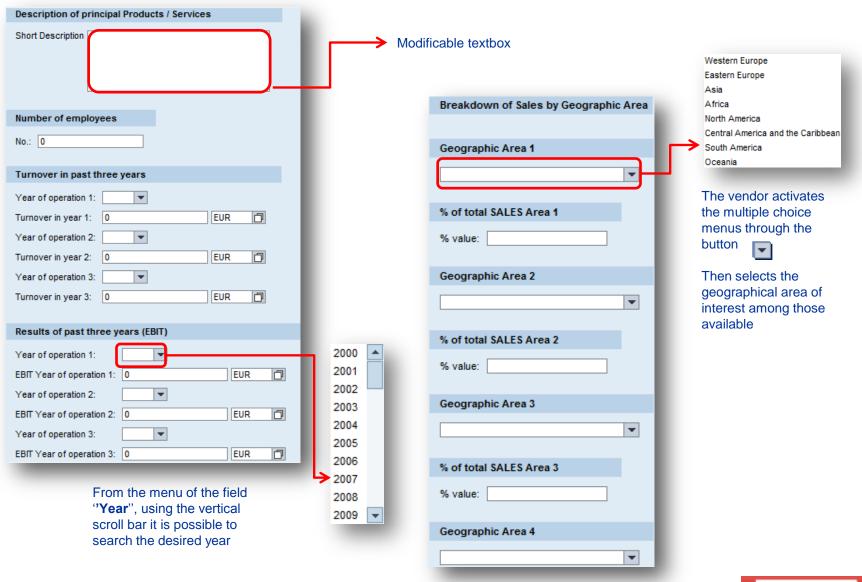


5. The Qualification questionnaire: «Business / Financial data» tab (1/2)



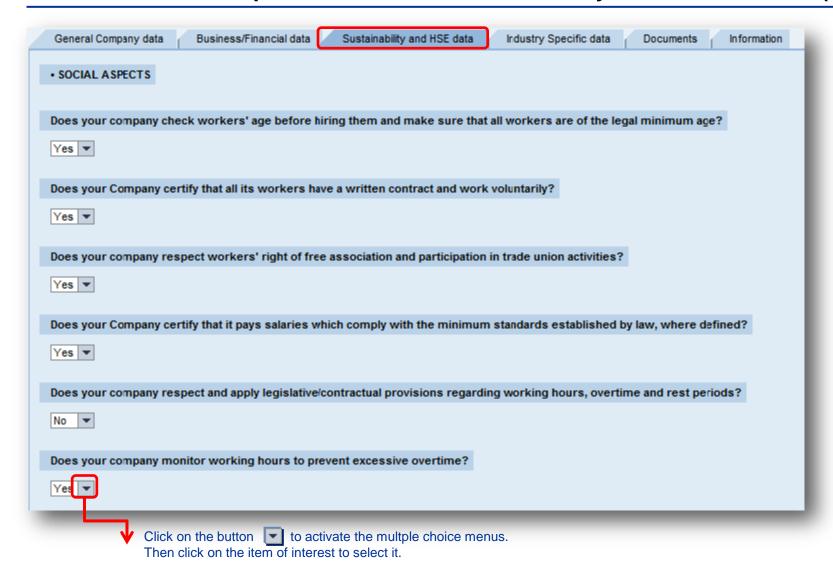


5. The Qualification questionnaire: «Business / Financial data» tab (2/2)



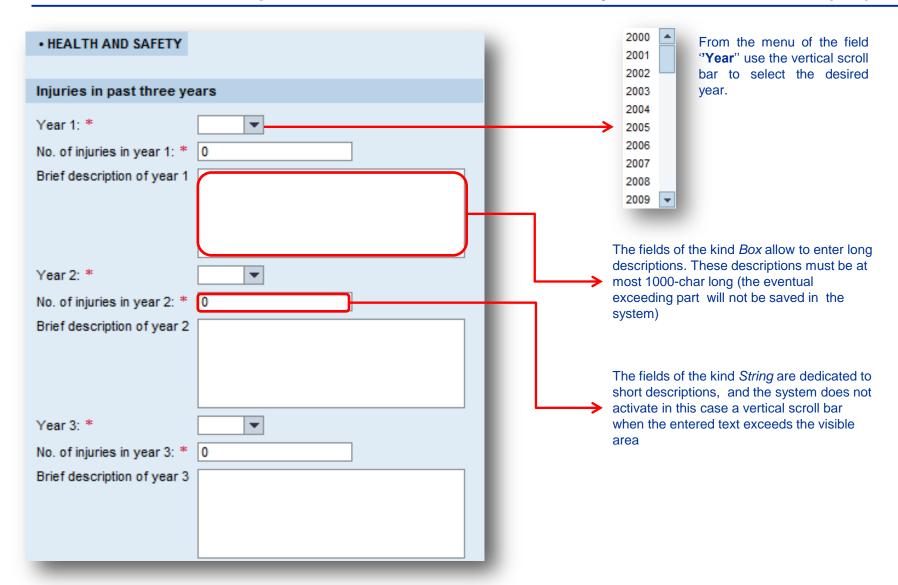


5. The Qualification questionnaire: the «Sustainability and HSE data» tab (1/3)





5. The Qualification questionnaire: the «Sustainability and HSE data» tab (2/3)





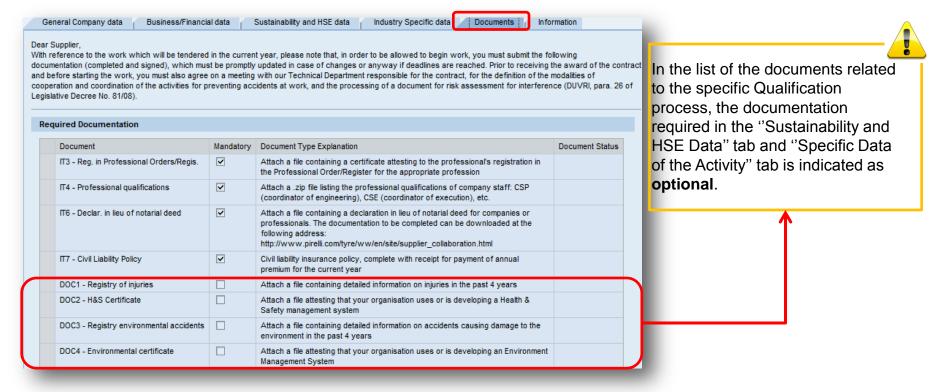
5. The Qualification questionnaire: the "Sustainability and HSE data" tab (3/3)

The "Sustainability and HSE data" tab requires to provide a detailed documentation in the following situations:

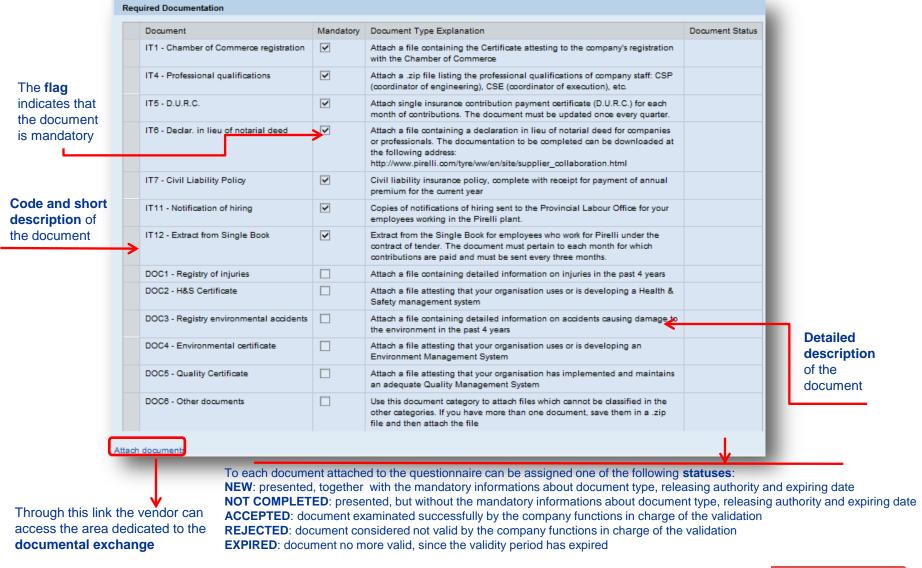
If you have a certified Environmental Management System, attach the certificate

If there have been injuries, attach detailed documentation

In these cases, if the conditions are fulfilled, the user must attach the relative documentation, as explained in the slides of this manual dedicated to the "Document" tab.







Access to the documental exchange area (1/2)

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ENGLISH - German version below

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When the Contact Person accesses for the first time the questionnaire, he must accept the Copyright SAP (in english and german).

Scroll the document down and select ACCEPT

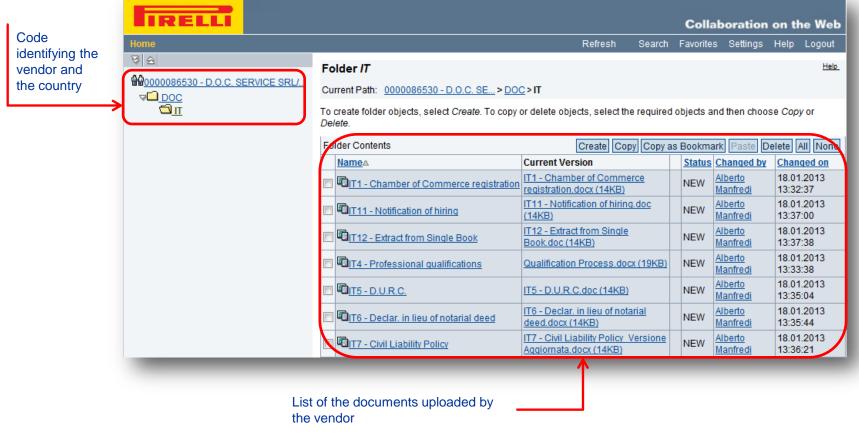




Access to the documental exchange area (2/2)

Once the Copyright has been accepted, the vendor can access the documental exchange area represented by folders (one for each country) and can insert and manage the documentation relative to the Qualification process.

This documentation is accessible only to the authorized company functions and in any case only in display mode.

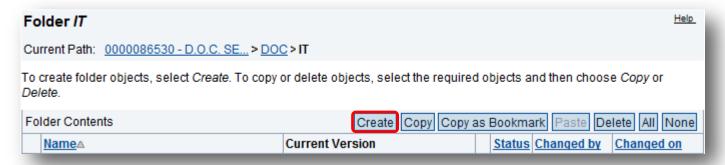




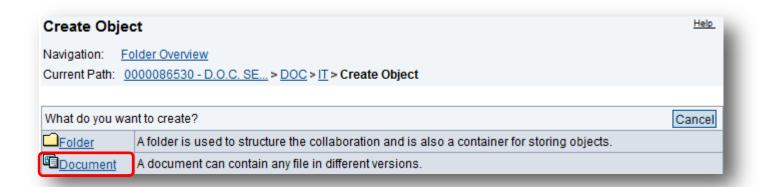
Uploading a new document (1/8)

To submit a new document the following steps are required:

1) Click on the button "Create":



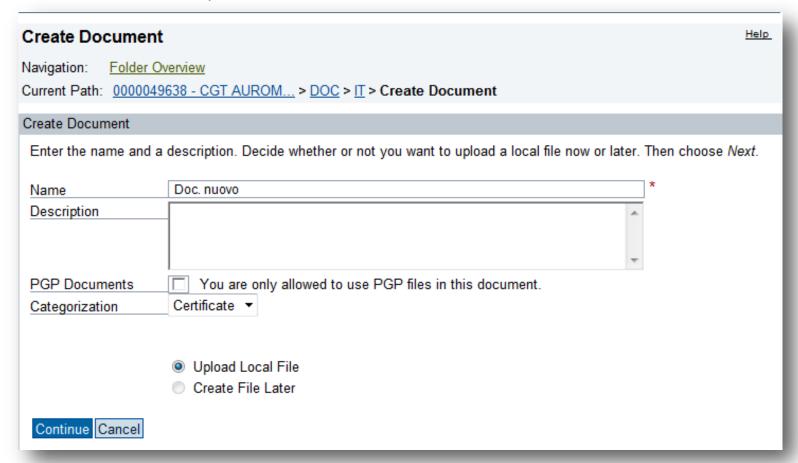
2) Click on the link "Document":





Uploading a new document (2/8)

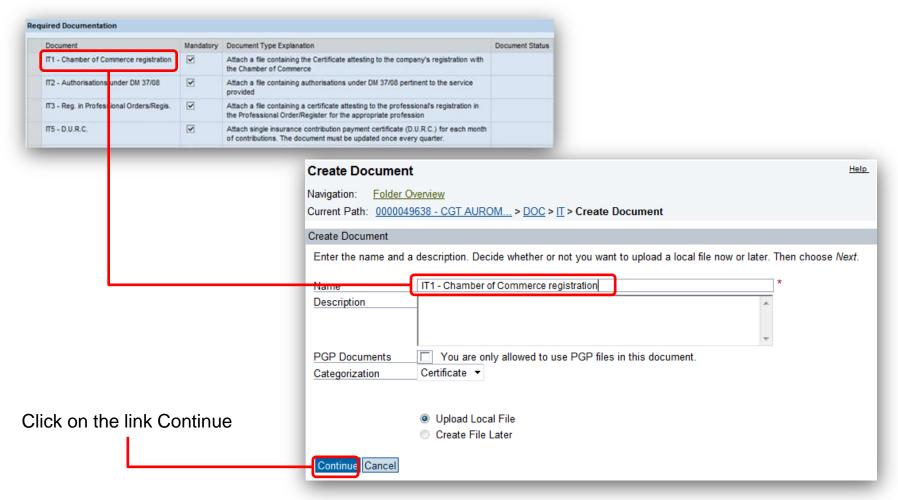
3) In the Create Document tab, it is possible to overwrite the default description Doc. New in the field Name with a short description of the document.





Uploading a new document (3/8)

It would be appropriate, in order to facilitate the immediate identification of the document by the buyer approver, enter the name assigned to the document in the Documents tab, for example:



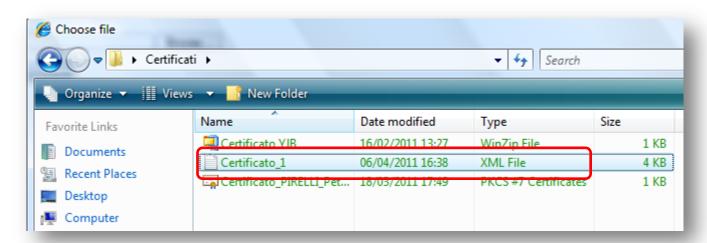


Uploading a new document (4/8)

4) Search the file on your computer through the link "Browse...":



5) Double-click on the desired file:





Uploading a new document (5/8)

6) Click on the button "Save":



7) The next screen shows the following situation:

(Optional step) Clicking on the link "Refresh" it is possible to display the status assigned by the system to the document just uploaded:

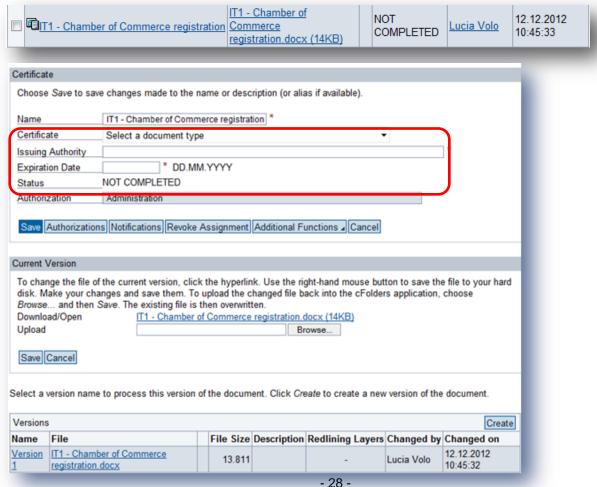




Uploading a new document (6/8)

8) The status **NOT COMPLETED** indicates that some mandatory data for the specific document are still missing, for instance the document type, the releasing authority or the expiring date.

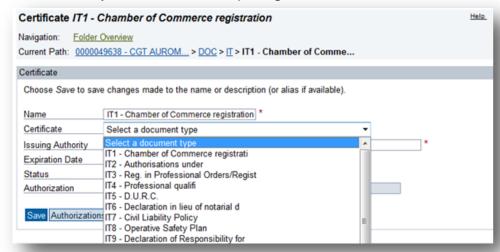
To enter these informations, click on the name of the document just uploaded:

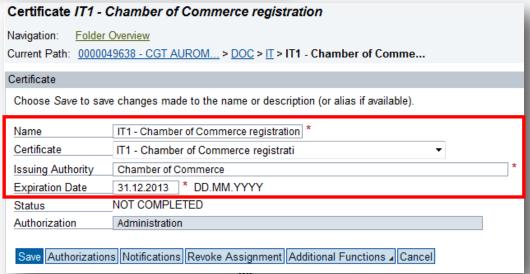




Uploading a new document (7/8)

From the menu relative to the field "Certificate" select the document type and specify the releasing authority and and the expiring date:

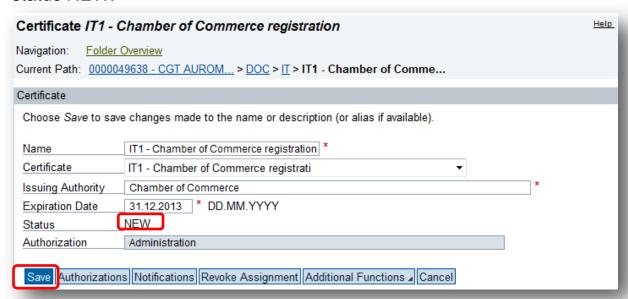


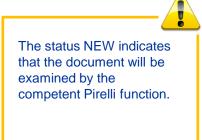


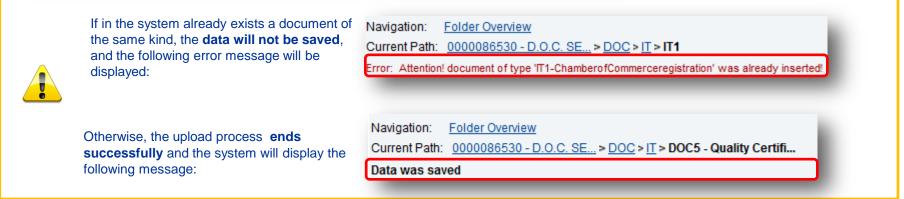


Uploading a new document (8/8)

9) At the end of the process, click on the button "Save". The document will be automatically set in the status NEW:









Uploading a new version of an existing document (1/3)

To submit a new version of an existing document, in the status EXPIRED or REJECTED the steps required are the following:

1) From the document list, click on the document to update:

Сс	ntenuto cartella	Creare Copiare Copiare co	Inserire Cancellare Tutti Ness.		
	<u>Nome</u> △	Versione attuale	<u>Stato</u>	Autore modifica	Data modifica
	T1 - Iscrizione Camera di Commercio	IT1 - Iscrizione camera di Commercio.doc (14KB)	ACCEPTED	Oreste Nisi	29.11.2012 14:09:37
	T11 - Comunicazione di assunzione	IT11 - Comunicazione di assunzione.doc (14KB)	ACCEPTED	Oreste Nisi	30.11.2012 10:45:28
	T12 - Estratto del Libro Unico	IT12 - Estratto del Libro Unico.doc (14KB)	ACCEPTED	Oreste Nisi	30.11.2012 10:45:43
	T4 - Titoli professionali	IT4 - Titoli professionali.doc (14KB)	ACCEPTED	Oreste Nisi	30.11.2012 10:43:39
	© <u>IT5 - DURC</u>	IT5 - D.U.R.C.doc (14KB)	REJECTED	Oreste Nisi	30.11.2012 10:44:38
	T6 - Dichiar. sostitutiva Atto Notorio	IT6 - Dichiar. sostititiva Atto Notorio.doc (14KB)	ACCEPTED	Oreste Nisi	30.11.2012 10:44:56
	T7 - Polizza Responsabilità Civile	IT7 - Polizza Responsabilità Civile.doc (14KB)	ACCEPTED	Oreste Nisi	30.11.2012 10:45:11

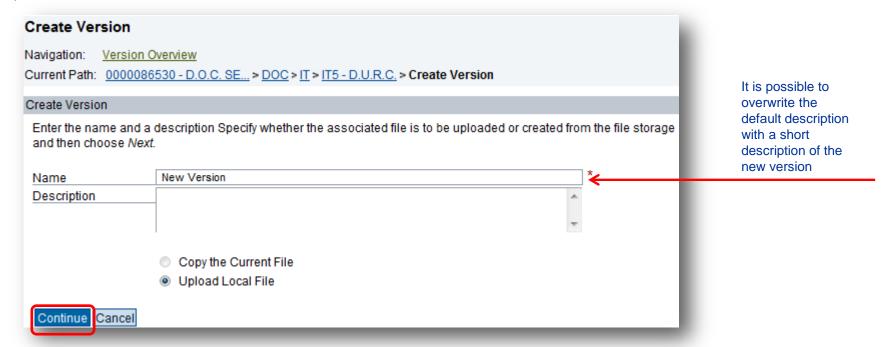
2) In the detailed view, click on the button "Create":

Versions								
Name	File	File Size	Description	Redlining Layers	Changed by	Changed on		
Version 1	IT5 - D.U.R.C.doc	13.811		-	Alberto Manfredi	18.01.2013 13:35:04		



Uploading a new version of an existing document (2/3)

3) Give a name to the document and click on the button "Continue":

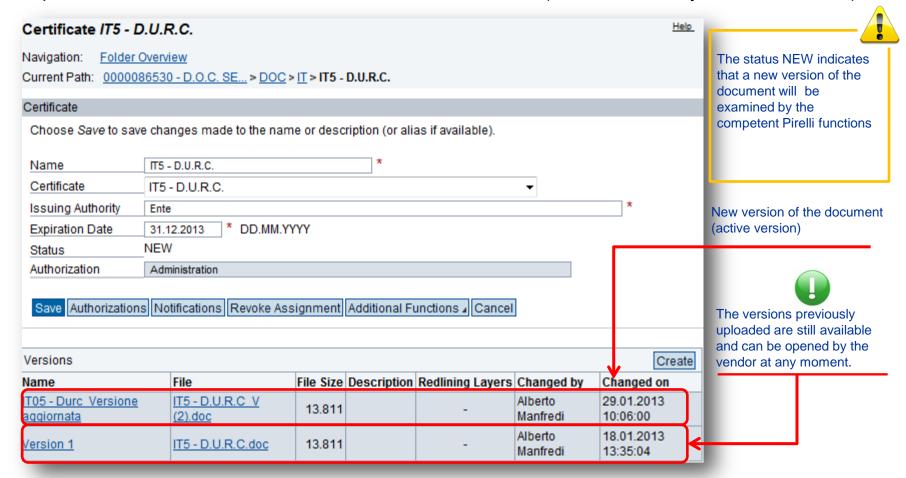


4) Load the new version of the document by selecting the file from your PC.



Uploading a new version of an existing document (3/3)

5) At the end of the process, the document will be automatically set in the status NEW and the file just uploaded will become the new active version of the document (it is not necessary to click on "Save"):

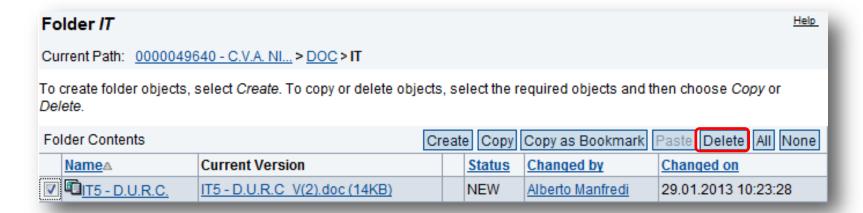




Delete a document (1/2)

It is possible to delete documents in status NEW loaded in cFolders, in the case where the associated questionnaire has not yet been submitted.

To delete the document enter the flag "v", and click "Delete":



Click OK:





Delete a document (2/2)

You will see the error message:

Folder IT

Current Path: 0000049640 - C.V.A. NI... > DOC > IT

Deletion successfully performed

If the documents status is NEW or NOT COMPLETED, but the questionnaire is submitted, you will see the message:

It is not possible to delete the document" ..." Because The questionnaire has Already been submitted.

If documents are selected with status other than NEW or NOT COMPLETED, it shows the message:

It is not possible to delete the document "..." due to its state, please only choose documents with status NEW or NOT COMPLETED.



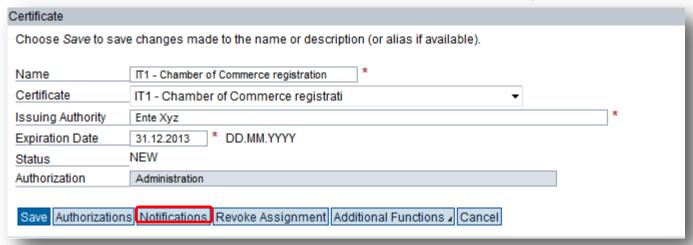
Sending a message to the competent Pirelli referent (1/4)

The user can transmit e-mail communications to the Pirelli referent directly from the detailed view of a document.

This functionality can be used to make easier the communication between Vendors and the Pirelli responsible for the Qualification process.

The steps to send the message are the following:

1) In the detailed view of the document, click on the button "Messages":



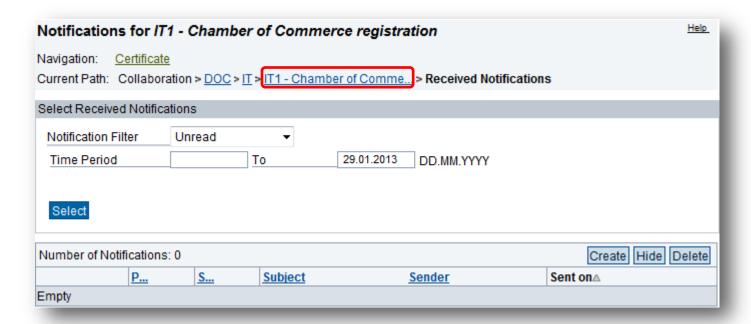


It is not necessary to send a message after the submission of a new document or a new version of an already existing one. In this case, in fact, the system automatically sends an e-mail to the Pirelli responsible for the approval of the document. Instead, this functionality can be used to transmit other communications related to the specific document (e.g. changes of the previous version, etc...)



Sending a message to the competent Pirelli referent (2/4)

2) The system displays the summary view with the history of the messages sent/received about the specific document:



3) In this view it is possible to display the received messages, set the searching criteria, sort the messages, etc...

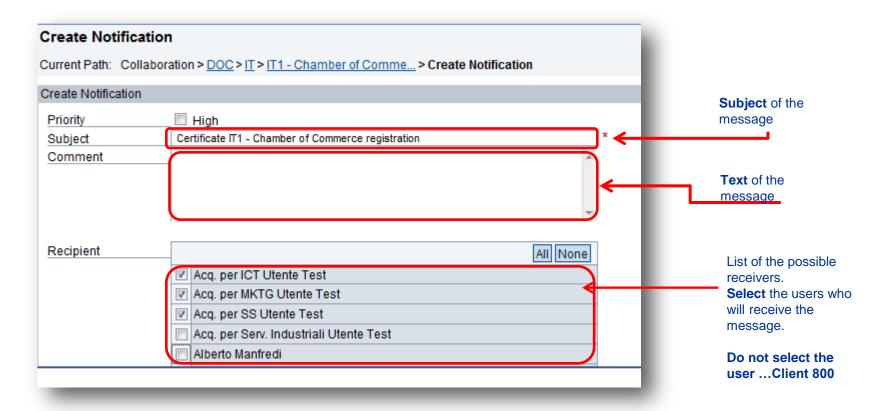
To create a new message, click on the button "Create":





Sending a message to the competent Pirelli referent (3/4)

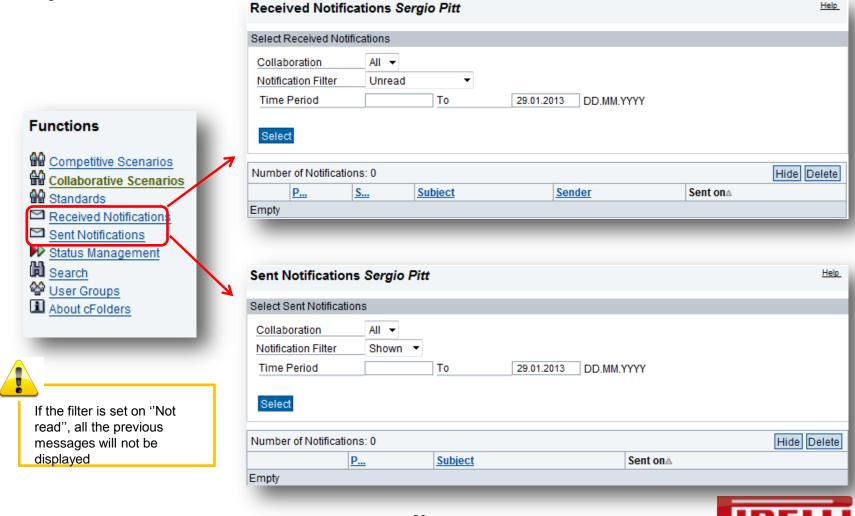
4) Enter the subject and the text of the message. Then, select the receiver and finally click on the button "Send":



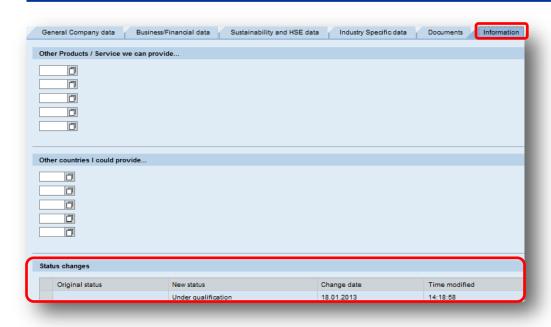


Sending a message to the competent Pirelli referent (4/4)

From the menu of the application (available by clicking on the button on the upper left corner) it is possible to choose "Sent Messages" or "Received Messages" to check the exchange of the messages with Pirelli:



5. The Qualification questionnaire: the "Information" tab



The tab "Information" of the Qualification questionnaire contains an additional section (if compared to the Self-Application questionnaire). This tab is relative to the changes of the status of the Vendor related to the specific Vendor List (identified by the combination Country – Product/Service Category)

Each vendor can be in one of the following statuses:

- NEW Assigned by the system to those vendors whose score in the Self-Application phase was higher then the minimum threshold
- **REJECTED** Assigned automatically by the system if the vendor's score is lower than the minimum Qualification score (or assigned by the Buyer considering not to qualify the vendor for the specific Vendor List)
- UNDER QUALIFICATION Assigned to a vendor during the Qualification phase (Qualification questionnaire not submitted yet)
- **WAITING** This status is assigned to the vendor after the submission of the Qualification questionnaire (the vendor is waiting for the approval of the document)
- QUALIFIED NOT VERIFIED Assigned to the vendor after passing the Qualification (exceeding the minimum Qualification score and approval of the documents submitted) but not validated yet by the Buyer
- QUALIFIED VERIFIED It is the status assumed by the vendor explicitly validated by the reference Buyer
- SUSPENDED Is the status assumed by the vendor who has been suspended by the Buyer. A vendor in this status is temporarily non-usable for the specific Vendor List
- UN-HOMOLOGATED This status is assigned by the Buyer to a vendor in "black list". This status is valid on all Vendor Lists and is non-reversible.

6. The Qualification questionnaire: control and submission

During the completion of the questionnaire, it is possible to control at any moment the correctness and completeness of the documents submitted. To start the control of the document, click on the button

Check

If no errors are found, the system confirms that the control ended successfully, displaying the following message:

When the information entered are thought to be definitive, proceed with the submission of the application request by clicking on the button and wait for the ending of the control and transmission processes.

If no errors are found, the system confirms that the transmission process ended successfullly with the following message:

Your Qualification request has been submitted

In the Qualification questionnaire (differently from the Self-Application questionnaire) it is possible to **save** a **draft** of the entered data at any moment. In this way, the vendor could submit the questionnaire afterwards.

To save the changes, click on the button

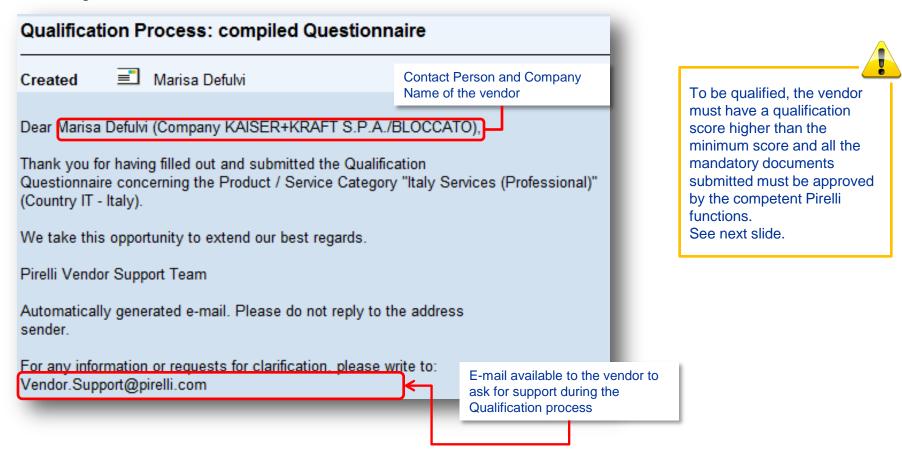
If no errors are found, the system confirms that the data have been saved with the following message:

Questionnaire stored in the database



7. Notification of the receipt of the questionnaire

When the questionnaire is submitted by the vendor, the system computes automatically the **Qualification score**. If the score obtained is **higher than the minimum threshold** established by Pirelli for the Qualification process, the Contact Person of the vendor receives an e-mail similar to the following:





8. Notification of the result of the process: obtaining the Qualification

If the score obtained is **higher than the minimum threshold** and **all the mandatory documentation has been approved**, the Contact Person specified in the questionnaire is informed about **the positive result** of the process with an e-mail similar to the following:



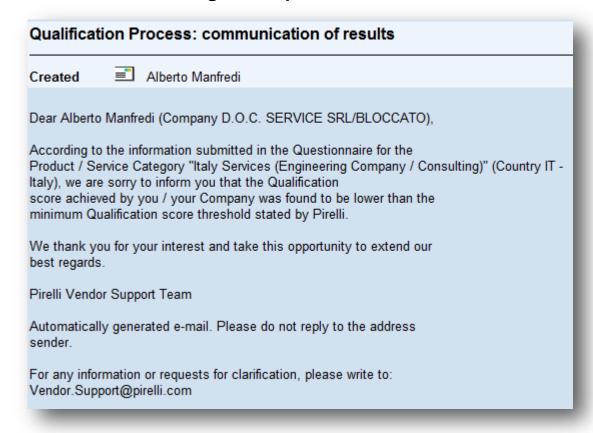


When both the conditions are fulfilled, (exceeding of the minimum score and approval of the documentation submitted) the vendor assumed automatically the status QUALIFIED (NOT VERIFIED) for the specific Vendor List



8. Notification of the result of the process: failing the Qualification

If the score obtained is **lower than the minimum threshold**, the Contact Person specified in the questionnaire is informed about the **failing of the qualification** with a an e-mail similar to the following:





8. Notification of the result of the process: changes of the vendor status

If any of the **documents** submitted by the vendor during the Qualification procedure are expired or some **changes** to the **questionnaire** caused the lowering of the score below the minimum threshold, the user receives an e-mail similar to the following:

