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Note: to quickly go to the section you want, press Ctrl + the line you want to go to.

Definitions

Negotiation Event

A Negotiation event is the term used for Bid Events within Oracle Cloud

Amendment

Amendment to the Negotiation Event would occur when new information is added or changed to a Negotiation Event that is in progress (e.g. Bid Addenda)

Lines

Lines refers to the bid line(s) in the Negotiation Event

Access the Williams Portal

Welcome Note

We are thrilled to have you as a valued supplier and believe that the Williams Supplier Portal will enhance our collaboration and streamline our partnership. Through this portal, you will have access to a wealth of resources, including questionnaires, company information, order management, and invoice processing.

Vendor access includes:

- 1. Orders View PO Details; Who is the Buyer/ Invoice & Receiving Data Agreements
- 2. Invoices and Payments (Create Invoice Without PO is not functional)
- 3. Negotiations (RFP)
- 4. Qualifications
- 5. Company Profile

Thank you for joining us on this exciting journey. Should you have any further questions or require additional support, feel free to reach out to \underline{us} . We are committed to your success as our trusted partner.

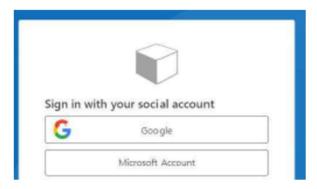
Portal URL

Navigate to the Williams Portal Link using Microsoft Edge or Chrome:

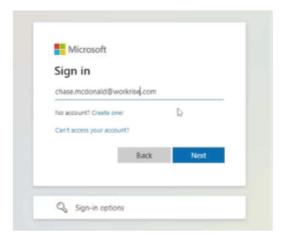
https://ejyq.fa.us2.oraclecloud.com/fscmUI/faces/FndOverview?fndGlobalItemNodeId=itemNod

Portal Access

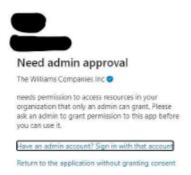
1. Select Google or Microsoft 365. If you do not have either, skip to Microsoft Work Account



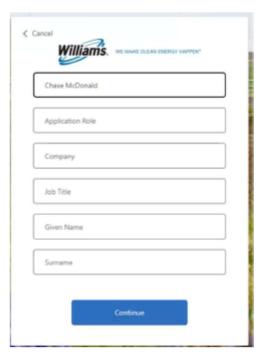
2. Enter your email address. Ensure it is the same that Williams set up on their Supplier record. Click Next.



- 3. Enter your password. It is the password you use to log in to your company network (because you are logging into it.)
- 4. If you get this message, skip to Note to Vendor IT. If not, proceed to next step.



5. Enter Your Name (First/Last) and Select Continue



As an added layer of security, Williams will prompt you to scan a QR code or enter a number to access it. You will need your smartphone for these steps.

- 6. You will be asked to choose Phone, Email, or Microsoft Authenticator
- 7. Select which you prefer. Choosing phone is the fastest and easiest way.

Phone

- 1. If you choose phone, the system will ask you to input your phone number
- 2. The system will send a code to your phone via text message
- 3. Enter the code
- 4. Click Verify Code, then you should be in the portal

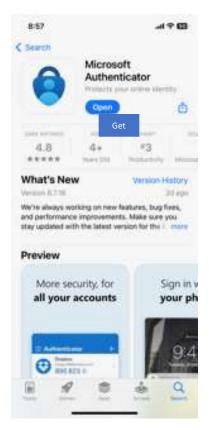
Email

- 1. If you choose email, the system will ask you to input your email address
- 2. The system will send a code to your email account
- 3. Enter the code

4. Click Verify Code, then you should be in the portal

Microsoft Authenticator

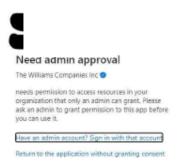
- 1. If you already have the Microsoft Authenticator app installed and your account set up on your smartphone, proceed to Oracle Login if you have the login screen. If you still do not have the login screen, proceed to step 4 in this section.
- 2. Download the Microsoft Authenticator app onto your smartphone



- 3. Follow the instructions to set up your account/identity using the same email address you are using for the Williams portal.
- 4. If you already have the Microsoft Authenticator app, navigate to the bottom right of the app, select "Verified IDs," and scan the QR code to add the Williams authenticator.
- 5. You should now have access.

Note to Vendor IT

If your IT department has customized your access settings, you may encounter additional steps that require their assistance. If you receive the below notification, we recommend reaching out to your IT team for any necessary support during this stage.



You can provide them with the following information:

Williams has moved away from using and storing local accounts, including usernames and passwords, for external authentication. We've implemented Azure AD B2C as a solution for external authentication. Users can sign in using two identity providers: Microsoft or Google. Thus, Williams is no longer responsible for storing sensitive information and users can sign in with their own credentials. Microsoft and Google are only acting as identity providers, allowing users to authenticate against their own active directories. We are only requesting read-only basic profile info such as first name, last name, and email address.

You, Vendor IT, can grant the request without signing in with admin credentials (but are welcome to). The request will be under Entra ID > Enterprise Applications > Admin consent requests. The application will be called 'Williams B2C'.

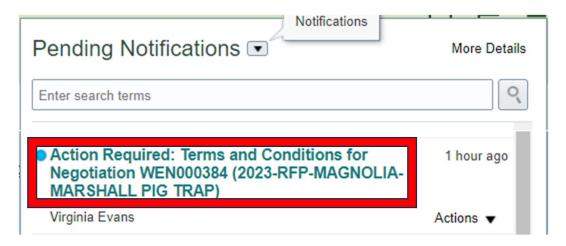
Assistance

We understand that getting acquainted with a new portal can sometimes be challenging. Our dedicated support team is here to help you every step of the way. If you have any questions or encounter any issues while accessing the portal, please don't hesitate to reach out to our friendly supplier support team at mailto:supplierportal@williams.com. They will be delighted to assist you and ensure a smooth experience.

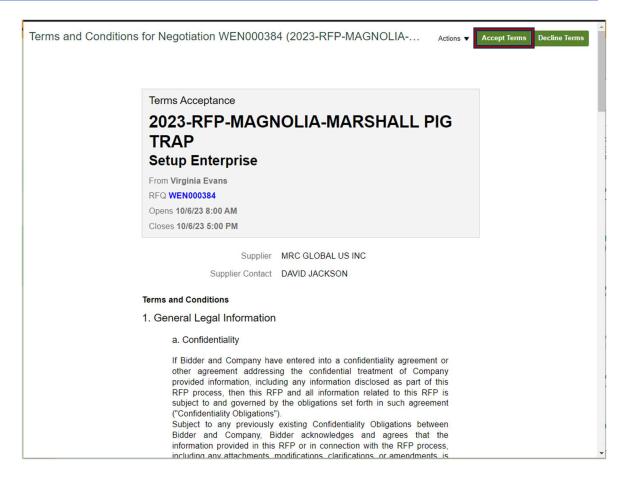
Access the Negotiation Event

T&C of Oracle Cloud Use

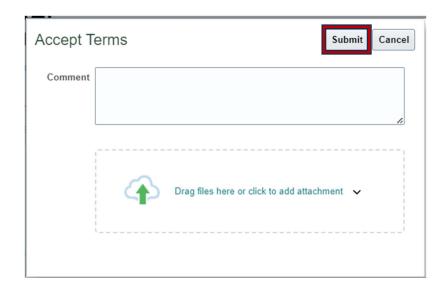
- 1. Click on the Notifications icon in the top right corner skip to step 1 of the Negotiation Event. Once you access the event, you will be asked to accept the Terms and Conditions of Oracle Cloud use.
- 2. Click on the notice heading



- 3. Read the Terms and Conditions of Oracle Cloud use that need to be accepted to participate.
- 4. Click the Accept Terms box in the top right to proceed

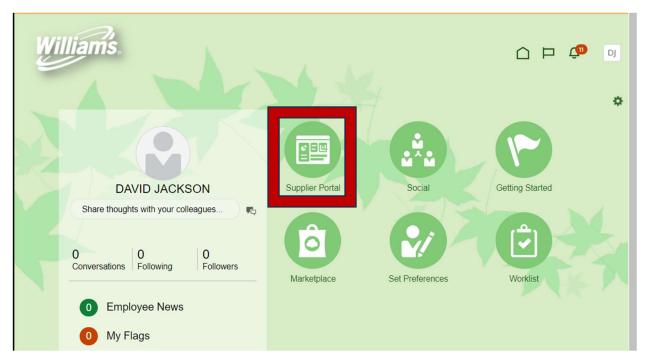


5. Insert any comment (optional), the click Submit

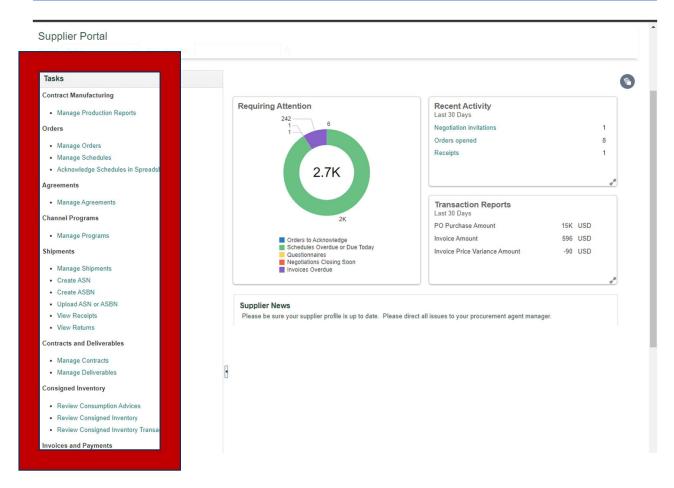


Negotiation Event

1. You are now on the home page, click Supplier Portal



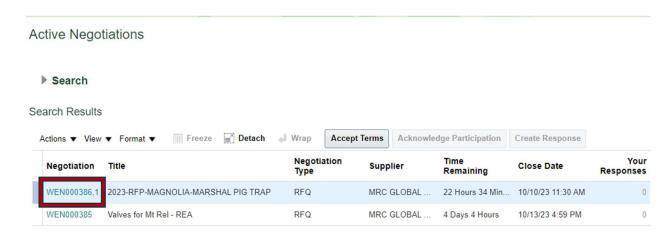
2. From this screen, you can access Negotiation events, Invoices, POs if your system access allows it by using the hyperlinks on the left side menu



3. In the Recent Activity box, click on Negotiation Invitations hyperlink

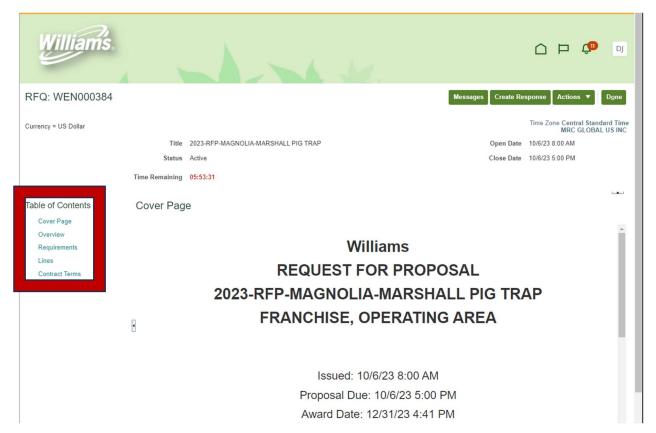


4. If you have more than 1 invitation, click the hyperlink (Negotiation number) of the one you want to bid on. If you only have 1 invitation, that invitation will automatically open to the cover page of that negotiation.

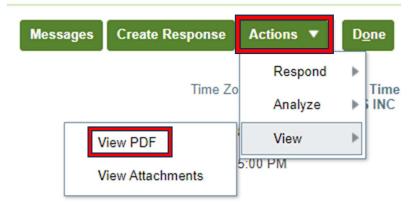


Review and Print the Negotiation Event

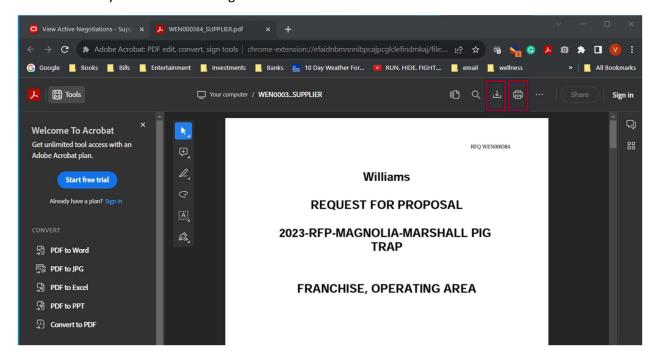
1. You can view the event online by navigating the hyperlinks listed in the Table of Contents but we recommend following steps 2-6 in this section instead.



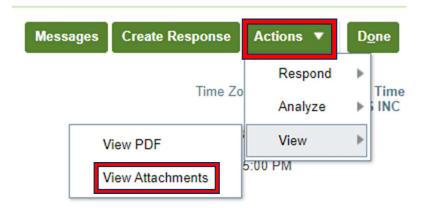
2. Or you can view it in PDF by clicking on Actions, then View, then View PDF



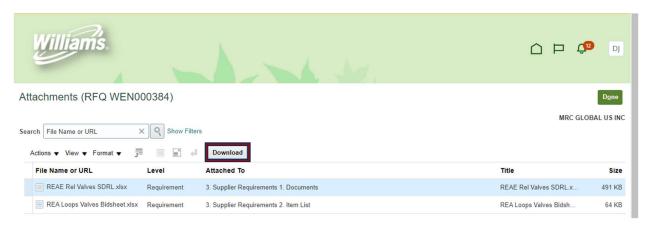
3. The Request for Proposal will open in your internet browser. You can download it or print it to share with your coworkers using the browser icons



4. When you navigate back to the Negotiation event, you can view or download the attachments by clicking on Actions, then View, then View Attachments which takes you to a screen listing all the attached documents



5. Highlight the file you want to view/print, then click the download button. Repeat for all the attachments.



6. The files will download as ZIP files so you will need to unzip them

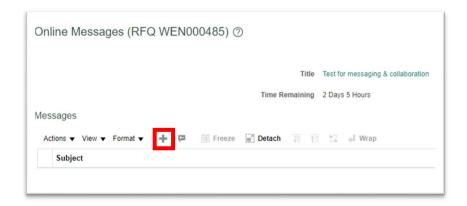
Messaging

You may use the messaging feature to communicate with the Williams' employee requesting your quote

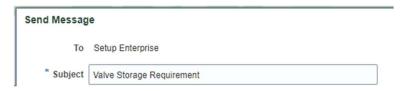
1. Click on the Messages button on the top right within the Negotiation



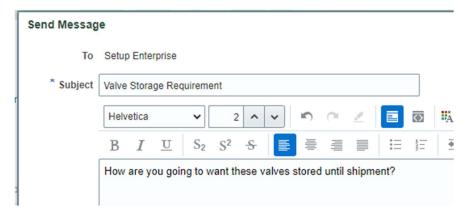
2. Select the + icon to add a message



3. Enter your Subject



4. Enter your Message



- 5. Attach any file you want to attach, if applicable by clicking the + icon next to None in the Attachment area
- 6. Click Send

Respond to the Negotiation Event

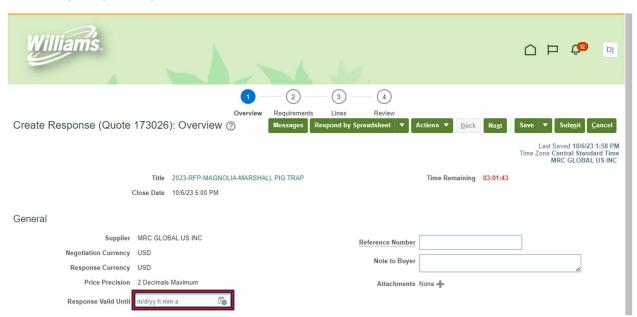
- 1. The system will not allow the Supplier to enter a response after the event has closed
- 2. You can start a response, save it, then finish it later. If you do, when you next address your response, see Edit your Response
- 3. Have your documentation in files ready to upload
- 4. Depending on the Setting the Buyer selected, you may be able to revise your bid after submission as long as it is before the bid window closes
- 5. Click Create Response to go to the Overview page



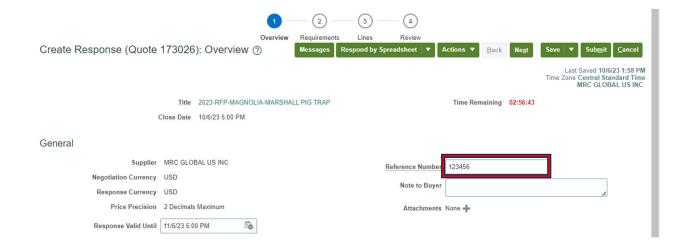
6. If you are responding to an amended Negotiation event, you will need to acknowledge the amendment. See <u>Acknowledge an Amended Negotiation</u> for instructions. If you are responding to an unamended Negotiation event, proceed to the Overview instructions.

Overview

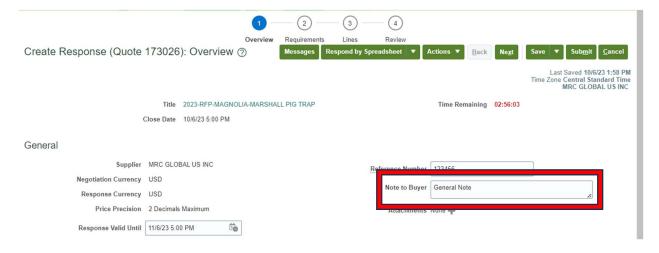
1. Enter your quote expiration date and time



2. Enter your Quote Reference Number



3. Enter any general note to the Buyer and any attachments you may have which were not specifically asked for in the Requirements section (usually unnecessary).

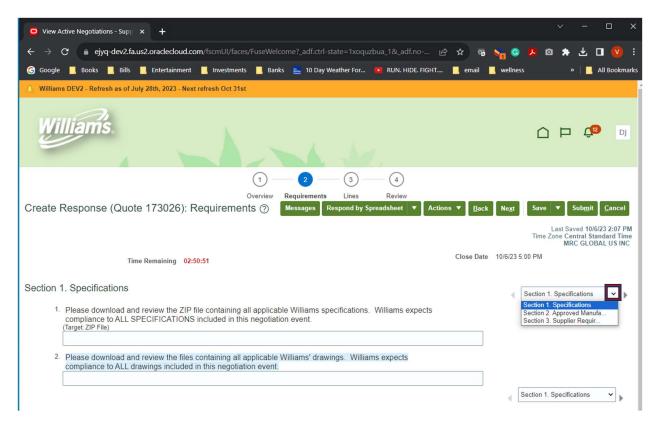


- 4. Click Save
- 5. Click Next

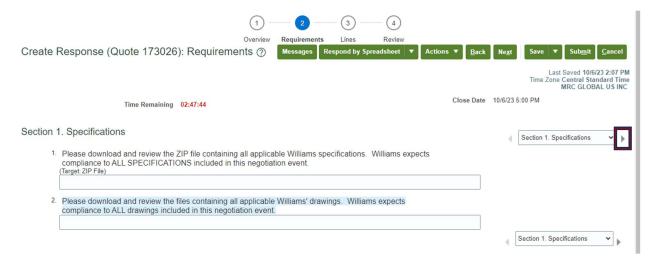
Requirements

Navigation

1. To Navigate through all the Requirements, you can use the dropdown menu



Or the click the arrow to the right



Ensure you navigate to all the requirements to respond completely to the RFP.

Review and Respond to the Requirements

Download and review the Specification files. See <u>Download instructions</u>.

Section 1. Specifications

1. Please download and review the ZIP file containing all applicable Williams specifications. Williams expects compliance to ALL SPECIFICATIONS included in this negotiation event.

3. Click the AML hyperlink and review Williams' AML

Section 2. Approved Manufacturers List (AML)

1. Williams requires bids adhere to Williams' AML. Please use the below link and information to access the Williams most up-to-date AML. If you need login credentials, please contact Brian. Hullman@williams.com.

https://clients.intelex.com/Login3/WilliamsExternal/Application/GoodsServicMgmt

If you have previously downloaded our AML, it is probably not current as our AML is continuously updated. Please refer to the AML at the listed hyperlink.

4. Review and follow the instructions in Section 3 Supplier Requirements

Section 3. Supplier Requirements

1. Please refer to the attached List showing what documents Williams requires you to submit to us and the submittal timing. Attach any documents required at quote submission here. (Target: XLSX File)
Attachments REAE Rel Valves SDRL.xlsx

Response Attachments None -

Please download the attached Excel spreadsheet. Williams requests answers in each field. Supplier may edit spreadsheet minimally.

Supplier must upload response in Excel format using this attached spreadsheet. *Please do not PDF this response.*

(Target: XLSX File) Attachments REA Loops Valves Bidsheet.xlsx

Response Attachments None +

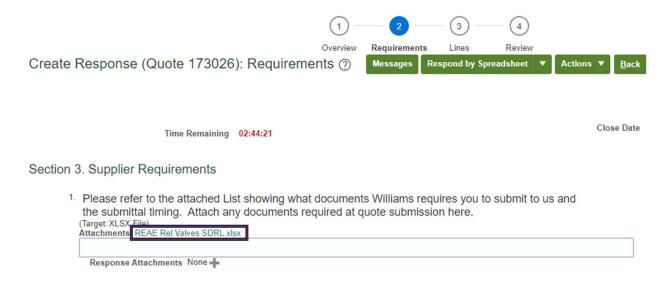
Please upload Supplier proposal in PDF here. (This is NOT to include Supplier Bid / Quote spreadsheet required in Section 3.2)

Response Attachments None +

Note: there may be more sections and requirements than what is listed here. The key is to respond to each as necessary.

Download an Attachment

5. To download an attachment, click on the Attachments hyperlink



6. Click on the File Name hyperlink



- 7. Open your downloaded file
- 8. When navigate back to the Negotiation event, click OK

Upload an Attachment

- 9. Click on the Response Attachments + sign
 - Please download the attached Excel spreadsheet. Williams requests answers in each field. Supplier may edit spreadsheet minimally.

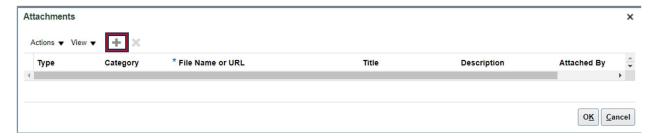
Supplier must upload response in Excel format using this attached spreadsheet. *Please do not PDF this response*.

(Target: XLSX File)

Attachments REA Loops Valves Bidsheet.xlsx

* Response Attachments None

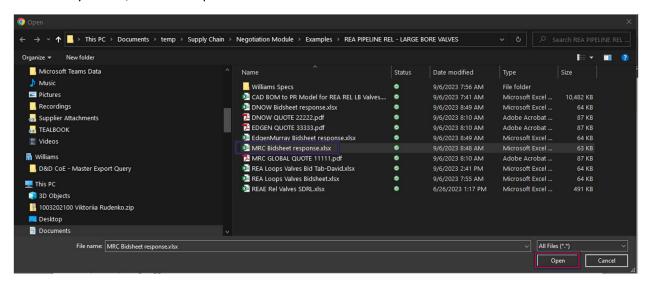
10. Click the + sign



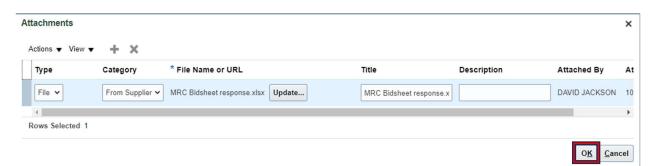
11. Select Choose File



12. Select your file, then click Open



13. Click OK



14. When done, you will see the file is uploaded in Response Attachments

Please download the attached Excel spreadsheet. Williams requests answers in each field. Supplier may edit spreadsheet minimally.

Supplier must upload response in Excel format using this attached spreadsheet. *Please do not PDF this response.*



- 15. Click Save
- 16. Click Next

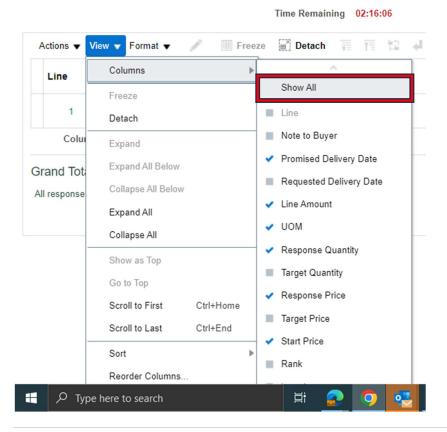
Lines

Change your View

17. Change your view by clicking on View, then Columns, then Show All.

Create Response (Quote 173026): Lines ③

Currency = US Dollar



Enter Total Price of Goods or Services

18. Enter your total quote price in the Response Price **for the line item**. Remember to perform this step for each line.



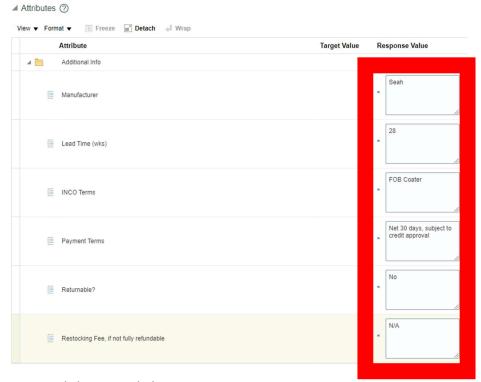
19. For Goods, Ignore the Promised Delivery Date we will be relying on your Lead Time info. For Services, xxx. Remember to perform this step for each line.

Enter Attribute Details, if applicable

20. Click on the Required Details Icon



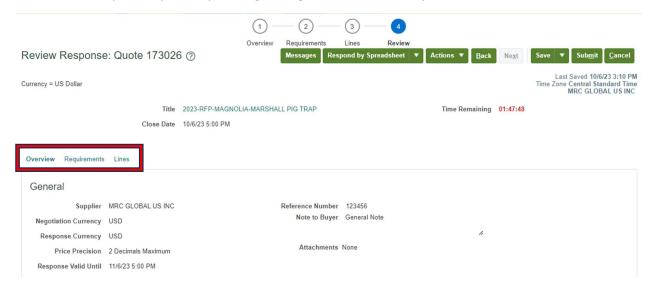
- 21. Scroll down to the Attributes section
- 22. Populate the fields. Remember to complete steps 20-22 for each line.



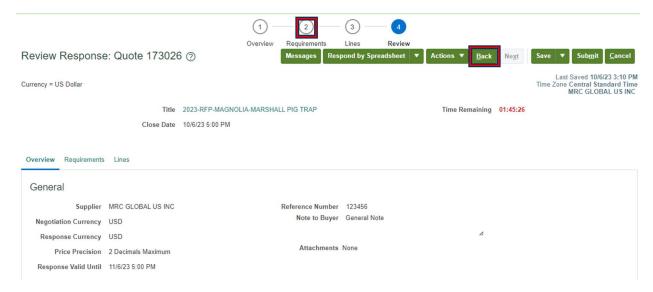
- 23. Click Save and Close
- 24. Click Save
- 25. Click Next

Review

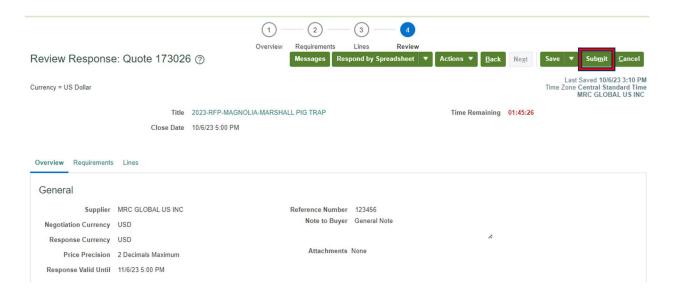
1. Review your response by clicking through the Overview, Requirements, and Lines tabs.



2. If you need to edit something, you can click the Back button or the numbered circle to get back to the page you need to edit.



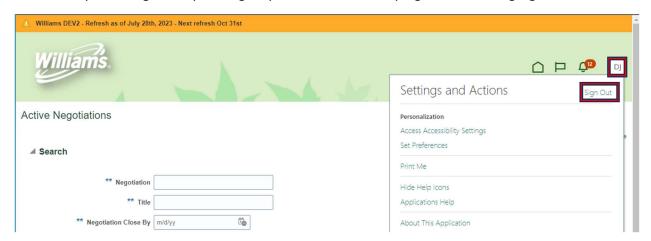
3. When it all looks good, click Submit



4. You should get a confirmation that your response was submitted. Click OK.



- 5. Click Done
- 6. You can click Done to go back to the Supplier Portal Dashboard to perform other activities
- 7. OR you can sign out by clicking on your initials on the top right and selecting Sign Out



Edit your Response

You can revise your response before and after submission as long as it is **prior** to the close date/time of the negotiation event

1. From the Supplier Portal Dashboard, Select Manage Responses

Supplier Portal

Channel Programs

Manage Programs

Shipments

- · Manage Shipments
- Create ASN
- Create ASBN
- · Upload ASN or ASBN
- · View Receipts
- View Returns

Contracts and Deliverables

- Manage Contracts
- · Manage Deliverables

Consigned Inventory

- · Review Consumption Advices
- · Review Consigned Inventory
- · Review Consigned Inventory Transactions

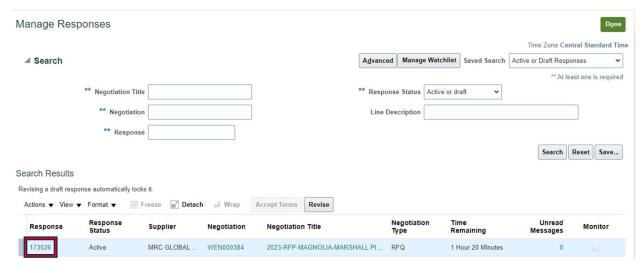
Invoices and Payments

- · Create Invoice
- · Create Invoice Without PO
- · View Invoices
- View Payments

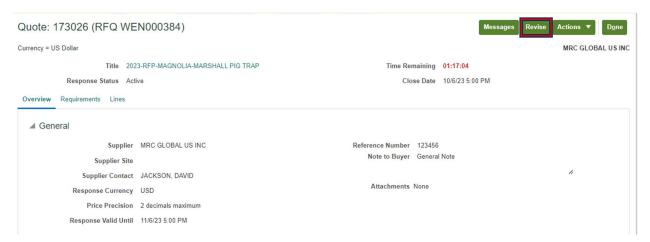
Negotiations

- · View Active Negotiations
- · Manage Responses
- 2. Click on the Response Number of the Response you wish to edit/revise

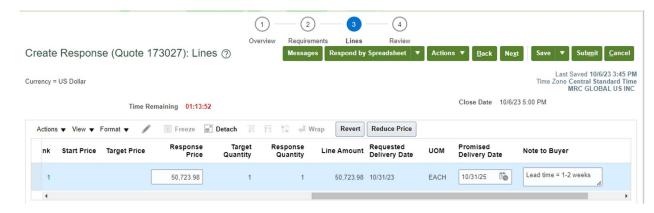




3. Click the Revise button



- 4. Navigate to the section you want to add to or revise by clicking Next or the relevant numbered circle.
- 5. Make your edits



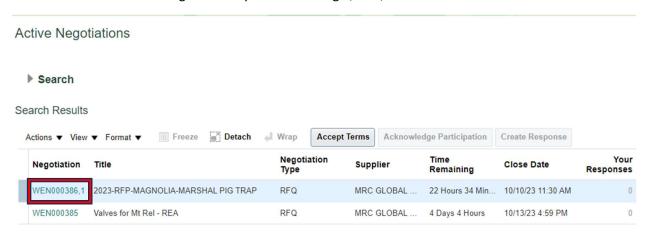
6. Click Save

- 7. Navigate to the Review section so you can review your revised response before submitting it.
- 8. Click Submit
- 9. You'll get another Confirmation Response



Acknowledge an Amended Negotiation

You can tell an amended Negotiation by it's numbering: ,1 or ,2 etc.



1. Click yes when the system asks you to acknowledge all amendments.



2. Review the changes-amendment. It will show you the changes:



And/Or changes to the requirements:



- 3. Download and review any added attachments.
- 4. When you are ready to respond to this RFP, click the checkbox acknowledging the amendment



5. Click submit and you will get a confirmation, click Yes to continue



6. Go to the Overview page within these instructions

Pain Points

PAIN POINT	WORKAROUND	
Can be difficult to access the Williams Portal	For those who do not already have a Microsoft	
	Work Account, you will need to set one up. You	
	will also need to download the Microsoft	
	Authenticator app to your smartphone.	
Only the Supplier employee the negotiation was	We suggest you <u>view</u> the negotiation in PDF,	
sent to can view the negotiation in the Supplier	download the attachments, then share them with	
Portal even if other employees have access to the	e coworkers as needed.	
Supplier Portal		
It is possible to miss responding to all	Because multiple requirements are not all shown	
Requirements in the negotiation	on the Requirements page, you must <u>use the</u>	
	arrows to scroll through all of them.	
Cannot enter a \$0.00 price for a no bid on a line	Enter \$0.01 instead and input "No bid" in the	
	Notes field	
Cannot see a notes field in my Lines view	Adjust your <u>view</u> to show all columns	