



NSG 2.0 Request For Quotes

April 2017

Presented by:

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DRILLING
OPERATIONS

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EQUIPMENT



NABORS



NOTE: The Oracle Portal should only be used to access documents from NABORS CORPORATE SERVICES, NABORS ALASKA or NABORS CANADA. To access documents from any other Nabors entity (NLF2, Canrig etc.) the User should log in to the NSG portal.

Request for Quotes (RFQ) continued



Users with the appropriate responsibility to respond to a Request for Quote (RFQ) issued by a Nabors buyer will receive an email notification.

From **THOMAS, CASEY**
To **GRIFFIN165@NABORS.COM**
Sent **03/21/2017 16:34:45**
Due **03/26/2017 00:00:00**
ID **16021089**

Company **Nabors Industries Ltd**
Title **For Training Purposes**
Number **23059**

Negotiation Preview **March 21, 2017 04:34 pm Central Time**
Negotiation Open **March 21, 2017 04:34 pm Central Time**
Negotiation Close **March 26, 2017 12:00 am Central Time**
Supplier **AIRGAS INC**
Supplier Site

To acknowledge your intent to participate, press the Yes button on this page. To decline the invitation, press the No button. You may enter a note to the buyer in the space below before acknowledging or declining.

If not logged in, please go to [Login and view Negotiation Details](#) page or If already logged in, Please go to [Negotiation Details](#) page if you want to view the document before acknowledging intent to participate and/or to enter a response.

Action History

Num	Action Date	Action	From	To	Details
1	03/21/2017 21:34:45	Submit	THOMAS, CASEY	GRIFFIN165@NABORS.COM	

Please click on one of the following choices to automatically generate an E-mail response. Before sending the E-mail response to close this notification, ensure all response prompts include a desired response value within quotes.

Does your company intend to participate?: [Yes](#) [No](#)

All of the pre-programmed layout slides are available with this text box for footnotes.
You can insert any pertinent notes or comments (6-8 pt. text) if applicable, or delete the text box if necessary.

Request for Quotes (RFQ) continued

To review the Request for Quote, before the decision to accept or reject participation, you can select the line titled Login and view Negotiation Details page. If already logged in to the portal the User can navigate to the Negotiation responsibility and select the Sourcing Home Page.

The screenshot displays the Oracle E-Business Suite interface. At the top, the Oracle logo and 'E-Business Suite' are visible on the left, and 'Favorites', 'Logout', 'Preferences', and 'Help' are on the right. Below this, the user is logged in as 'JAMES.HALLS@NABORS.COM'. The main content area is divided into several sections:

- Worklist:** A table with columns 'From', 'Subject', and 'Sent'. It contains two rows of tips: 'TIP Vacation Rules - Redirect or auto-respond to notifications.' and 'TIP Worklist Access - Specify which users can view and act upon your notifications.'
- Navigator:** A sidebar menu with a 'Personalize' button. It lists 'NI_SUPP_NEGOTIATIONS' and 'NI_SUPP_USER_ADMIN'. Under 'NI_SUPP_NEGOTIATIONS', there is a 'Sourcing' section with links for 'Sourcing Home Page' and 'Worklist'. This entire section is circled in red.
- NABORS Supplier Announcements:** A section with an 'Announcement Description' table containing 'Downtime' (System would be down for patch application on 06/30. Please plan your activities accordingly) and 'Certifications' (It is time to renew the certifications).
- Favorites:** A section with a 'Personalize' button and a message: 'You have not selected any favorites. Please use the "Personalize" button to set up your favorites.'

Request for Quotes (RFQ) continued



All open invitations to participate in an Request for Quote event will be displayed from the Negotiations Home page. To review the RFQ click on the Negotiation Number

ORACLE Sourcing

Home Logout Help Preferences

Search Open Negotiations

Welcome, James Halls.

Your Active and Draft Responses

Press Full List to view all your company's responses.

Response Number	Response Status	Supplier Site	Negotiation Number	Title	Type	Time Left	Monitor	Unread Messages
No results found.								

Your Company's Open Invitations

Supplier Site	Negotiation Number	Title	Type	Time Left
	23059	For Training Purposes	RFQ	4 days 7 hours
	23055	Testing 03212017	RFQ	4 days 7 hours
	23058	Testing 321A	RFQ	4 days 7 hours

Quick Links

Manage

- Drafts
- Personal Information

View Responses

- Active
- Disqualified
- Awarded
- Rejected

Request for Quotes (RFQ) continued

You will be asked to accept the Terms and Conditions (T&Cs) of participating in the RFQ process.

ORACLE Sourcing

Navigator Favorites Home Logout Help Preferences

Negotiations

Negotiations >

Terms and Conditions

The following terms and conditions must be accepted before a quote is placed in this RFQ.

Purchase Order

1. Sole Agreement: 1.1 This purchase order (Purchase Order) and the documents, specifications and drawings referred to herein (including any master service agreement entered into between the Buyer, either directly or as principal through an agent, and the Seller (the Master Service Agreement) the terms of which are incorporated herein by reference) are all made a part of this Purchase Order and constitute the entire agreement between the Buyer and the Seller (each a Party and collectively the Parties). In the event of a conflict, inconsistency or ambiguity between this Purchase Order and the Master Service Agreement the terms of the Master Service Agreement shall govern over the conflicting terms of this Purchase Order. The Buyer objects to and shall not be bound by any past or future terms and conditions not set forth herein or forming part of this Purchase Order, including any additional or inconsistent terms shown on the Seller sales confirmation, shipping documents or invoices, and any additions or inconsistencies therein with the provisions hereof shall be null and void. All prior negotiations, quotations, proposals and documents not forming part of but pertaining to this Purchase Order, are superseded and neither Party shall have a claim or remedy in respect of misrepresentation (whether negligent or otherwise) or untrue statement made by the other Party, provided, however, that nothing in this Section shall operate or excuse liability for fraud. Any reference to invitations, quotations, bids or proposals does not imply acceptance of any terms, conditions or instruction contained in such document. Except as specifically provided for herein, no change, modification, amendment, waiver, renewal, rescission, termination, discharge or abandonment of the terms of this Purchase Order shall be binding unless in writing, signed by a duly authorized representative of the Buyer and confirmed by such a representative of the Seller.

1.2 This Purchase Order becomes a binding agreement between the Buyer and the Seller upon the execution of this Purchase Order by the Buyer and the Seller.

1.3 Unless provided in writing by the Buyer, any approval, consent, instruction, comment, advice and the like given to the Seller in connection with this Purchase Order or during the performance of the Seller's obligations by or on behalf of the Buyer shall not relieve the Seller from any of its obligations under this Purchase Order.

1.4 Where the Seller comprises more than one company, the liability of the companies comprising the Seller shall be joint and several.

1.5 The Seller is and shall be at all times an independent contractor and at no time shall the relationship between the Parties constitute or be deemed to constitute a partnership. Neither the Seller nor anyone employed by the Seller shall (i) have power or authority to act for, represent or bind the Buyer, in any manner whatsoever, or (ii) have the authority to engage or hire any person or entity on behalf of the Buyer, and any persons whom it may engage or hire shall be deemed to be solely the employees or contractors of the Seller or its personnel, as the case may be or (iii) be

Attachments

Title	Type	Description	Category	Last Updated By	Last Updated	Usage	Update	Delete	Publish to Catalog
No results found.									

* I have read and accepted the terms and conditions

Request for Quotes (RFQ) continued



Select the acceptance statement on the bottom left hand of the page by clicking on the box next to the asterisk and then the Accept button on the right side of the page

Title	Type	Description	Category	Last Updated By	Last Updated	Usage	Update	Delete	Publish to Catalog
No results found.									

* I have read and accepted the terms and conditions

Request for Quotes (RFQ) continued

After accepting the T&Cs you will be routed to the review page. Please note that there are 3 tabs to review Header, Lines and Controls.

ORACLE Sourcing Navigator Favorites Home Logout Help Preferences

Negotiations
Negotiations >
RFQ: 23059

Actions: Acknowledge Participation [Go]

Open Date: 03/21/2017 16:34:40
Close Date: 03/26/2017 00:00:00

Header | Lines | Controls

Title: **For Training Purposes**
Status: **Active**
Time Left: **3 days 14 hours**

Buyer: **THOMAS, CASEY**
Quote Style: **Blind**
Description:

Outcome: **Standard Purchase Order**
Event:

Forms

Bill-To Address: [102-C STREET](#)
Ship-To Address: [102-C STREET](#)
FOB: **ORIGIN**

Payment Terms: **STD**
Carrier: **MOTOR FREIGHT**
Freight Terms: **PREPAID & ADDED**

Currency

RFQ Currency: **USD**
Price Precision: **Any**

Requirements

Request for Quotes (RFQ) continued



The Header information includes the Open and Close dates of the RFQ as well as general information regarding Bill To, Ship To, Payment Terms, Freight Terms etc.

Negotiations			
Negotiations >			
RFQ: 23059			
Actions <input type="button" value="Acknowledge Participation"/> <input type="button" value="Go"/>			
Title	For Training Purposes	Open Date	03/21/2017 16:34:40
Status	Active	Close Date	03/26/2017 00:00:00
Time Left	3 days 14 hours		
Header Lines Controls			
Buyer	THOMAS, CASEY	Outcome	Standard Purchase Order
Quote Style	Blind	Event	
Description			
Terms			
Bill-To Address	102-C STREET	Payment Terms	STD
Ship-To Address	102-C STREET	Carrier	MOTOR FREIGHT
FOB	ORIGIN	Freight Terms	PREPAID & ADDED
Currency			
RFQ Currency	USD	Price Precision	Any

Request for Quotes (RFQ) continued



The Lines tab will contain the item(s) that require pricing and availability information. Note at this point the User is still reviewing the RFQ so that the documents is in a read only status.

Negotiations
 Negotiations >
 RFQ: 23059

Actions

Title **For Training Purposes**
 Status **Active**
 Time Left **3 days 14 hours**

Open Date **03/21/2017 16:34:40**
 Close Date **03/26/2017 00:00:00**

Header **Lines** **Controls**

Display Rank As **No indicator displayed**
 Ranking **Price Only**

Cost Factors **Supplier**
 Suppliers see their quote price transformed
 Price Tiers **None**

Lines

Line	Item, Rev	Category	Unit	Quantity	Need-By From	Need-By To	Best Price (USD)	Active Responses	Time Left
1	UNION,HAMMER;FIG 602,90...	27.12.16.04.HYDRAULIC CYLINDER OR COMPONEN	EACH	20	03/27/2017 16:29:10	03/31/2017 16:29:14	Blind	Blind	3 days 14 hours

To review more details you can select the Item description

Navigator | Favorites | Home | Logout | Help | Preferences

Negotiations
 Negotiations > RFQ: 23059 >
 Line: 1 (RFQ 23059)

Item **1000001**
 Rev
 Description **UNION,HAMMER;FIG 602,9000PSI;CONN THREADED;SZ 1IN**
 Category **27.12.16.04.HYDRAULIC CYLINDER OR COMPONEN**
 Unit of Measure **EACH**
 Quantity **20**
 Ship-To Address **102-C STREET**

Currency **USD**
 Price Precision **Any**
 Start Price **1**
 Target Price
 Need-By From **03/27/2017 16:29:10**
 Need-By To **03/31/2017 16:29:14**

Attributes

Attribute	Group	Attribute Type	Value Type
OEM Manufacturer	General	Required	Text
OEM Part Number	General	Required	Text
Supplier Item	General	Required	Text
Country of Origin	General	Required	Text
Shipping Location	General	Optional	Text
Shipping Weight	General	Optional	Text

Request for Quotes (RFQ) continued

Finally the Controls tab will give you general information regarding this quoting process.

The screenshot displays the Oracle Sourcing interface for an RFQ. The top navigation bar includes the Oracle Sourcing logo, a home icon, a Navigator dropdown, a Favorites icon, and links for Home, Logout, Help, and Preferences. The main content area shows the RFQ details for RFQ: 23059. The title is 'For Training Purposes', the status is 'Active', and the time left is '3 days 14 hours'. The open date is '03/21/2017 16:34:40' and the close date is '03/26/2017 00:00:00'. The 'Controls' tab is selected, showing a 'Schedule' section with preview and open dates, and a 'Response Rules' section with several checked and unchecked options. The bottom navigation bar includes 'Return to Negotiations', 'Negotiations', 'Home', 'Logout', 'Help', and 'Preferences'. The footer contains a 'Privacy Statement' link and a copyright notice for Oracle.

ORACLE Sourcing

Home Logout Help Preferences

Negotiations

Negotiations >

RFQ: 23059

Actions Acknowledge Participation Go

Title **For Training Purposes**
Status **Active**
Time Left **3 days 14 hours**

Open Date **03/21/2017 16:34:40**
Close Date **03/26/2017 00:00:00**

Header Lines Controls

Schedule

Preview Date **03/21/2017 16:34:40** Open Date **03/21/2017 16:34:40**
Close Date **03/26/2017 00:00:00** Award Date **03/27/2017 16:34:34**

Response Rules

- Negotiation is restricted to invited suppliers
- Suppliers are allowed to respond to selected lines
- Suppliers are required to respond with full quantity on each line
- Suppliers are allowed to provide multiple responses
- Buyer may close the negotiation before the Close Date
- Buyer may manually extend the negotiation while it is open

Return to Negotiations

Actions Acknowledge Participation Go

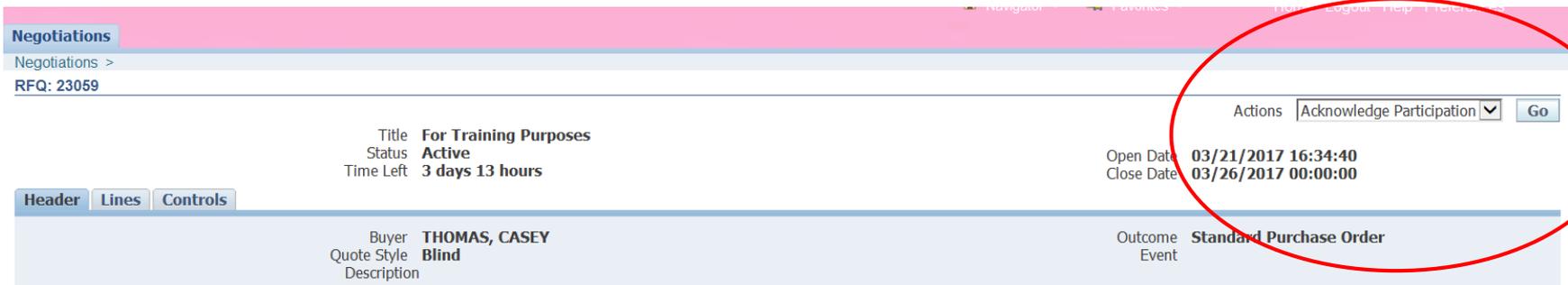
Negotiations Home Logout Help Preferences

Privacy Statement

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Request for Quotes (RFQ) continued

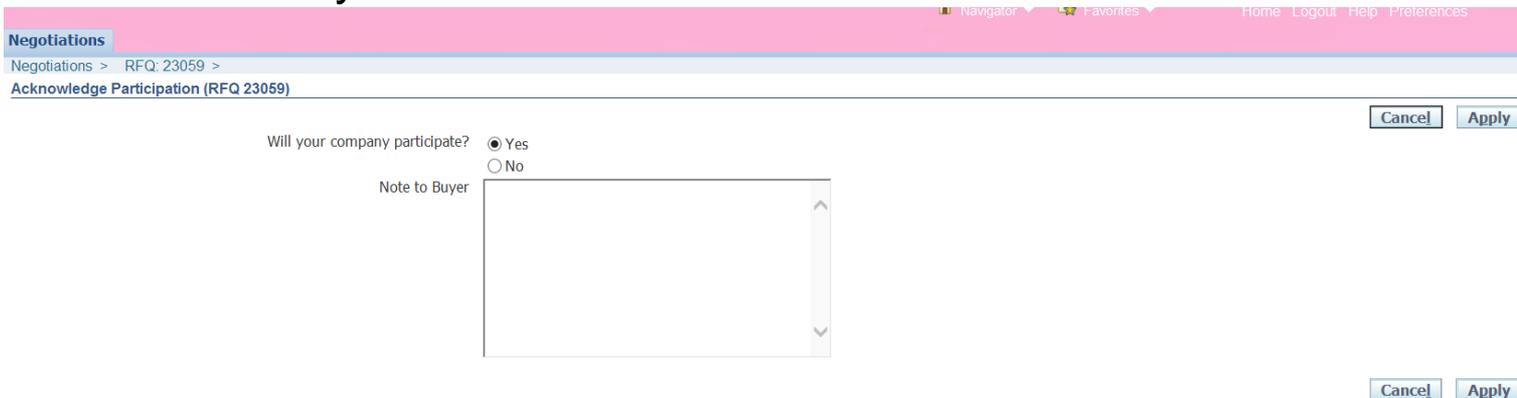
After reviewing, please note your wish to participate by selecting the Action “Acknowledge Participation” and selecting Go.



The screenshot shows the 'Acknowledge Participation' screen for RFQ 23059. The 'Actions' dropdown menu is set to 'Acknowledge Participation' and the 'Go' button is highlighted with a red circle. The screen displays the following information:

Title	For Training Purposes	Open Date	03/21/2017 16:34:40
Status	Active	Close Date	03/26/2017 00:00:00
Time Left	3 days 13 hours		
Buyer	THOMAS, CASEY	Outcome	Standard Purchase Order
Quote Style	Blind	Event	
Description			

The User will need to acknowledge participation by answering the question “Will your company participate?” You will also be given the opportunity to leave a note for the buyer



The screenshot shows the 'Acknowledge Participation (RFQ 23059)' form. The question 'Will your company participate?' has radio buttons for 'Yes' (selected) and 'No'. Below the question is a text area labeled 'Note to Buyer'. The 'Cancel' and 'Apply' buttons are visible at the bottom right of the form.

Request for Quotes (RFQ) continued

Once you have completed this process please select the Apply option on the right hand side of the page.

Will your company participate? Yes
 No

Note to Buyer

Cancel Apply

Cancel Apply

You are now able to create the sales quote. For further instructions please see the document titled NSG 2.0 Sales Quote.