



NIMBI PORTAL

Vendor Navigation Manual

Developed by Accenture | 2023

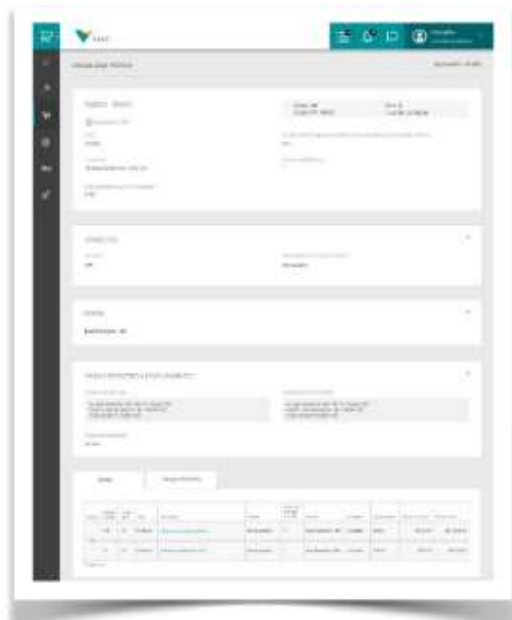


NEGOTIATE MODULE

- Introduction
- RFX – Quotation Request
 - Consult the Quotation Request
 - Accept/Refuse Quotation Request
 - Answer to Quotation Request
- Auctions
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 - Open and Closed English Auction
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Negotiate Module

What is it?



ILUSTRATIVE

Negotiate is the module that supports the supply chain quotation process, intended for receipt and response of quotations. In this module, you can:

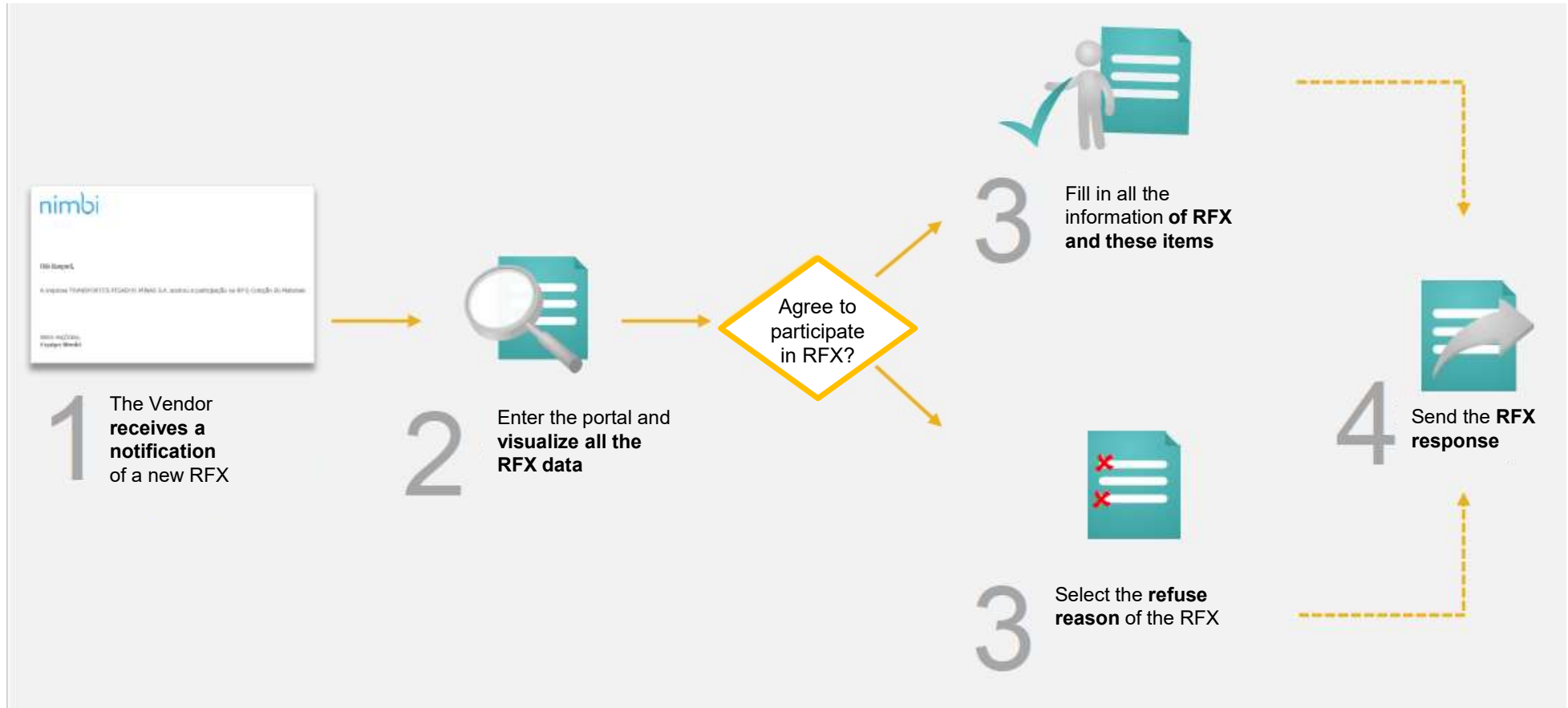
- Monitor the RFX process in real time;
- Accept and respond to quotation and auctions;
- Monitor information on the deadlines of the proceedings;
- Insert comments relevant to the process;
- Save forms already filled out to respond later.

NEGOTIATE MODULE

RFXs

Negotiate Module

The Quotation process - RFX



Negotiate Module

Dashboard

First layout - As a home page, dashboard brings a broad, process management view in each module.

- 1 On the home screen of the portal, click "Negotiate"



Negotiate Module

Dashboard

The user will be directed to the Business Module Dashboard.

2 Under "My Activities" is displayed the number of actions by status. In this case, the number of Trades is displayed by status. Statuses can be:

- Negotiations in Progress
- Closed Negotiations

3 Under "My Processes" will display the list with the last five quotations

4 To see all quotations, you must click on the "View more processes" link and will be directed to the trading search screen.

The screenshot shows the Nimbi Business Module Dashboard. The sidebar on the left contains navigation items: Nimbi Network, Nimbi Open, Certify, Negotiate, Dashboard, Received RFX, Public RFQs, Received Auctions, Buy, Catalog, Survey, Payment, IDF, Distribute, Advance, Settings, and Talk to Us. The main content area is divided into two sections: 'MY ACTIVITIES' and 'MY PROCESSES'. The 'MY ACTIVITIES' section shows two large blue boxes: one with '0 Negotiations in progress' and another with '3 Closed negotiations'. To the right of this section is an 'APPOINTMENT BOOK' for November 2019, showing a calendar grid with a '20' circled on the 20th. The 'MY PROCESSES' section displays a table with the following data:

Type	Title	Company	Owner	Start date	End	Status
Type Process 1	Title 1	Company name	Administrator	11/07/2019 14:33 (UTC-03:00) Brasilia	11/07/2019 14:43 (UTC-03:00) Brasilia	Closed
Type Process 2	Title 2	Company name	Administrator	11/07/2019 13:52 (UTC-03:00) Brasilia	11/07/2019 13:57 (UTC-03:00) Brasilia	Suspended

At the bottom of the table, there is a link labeled 'VIEW MORE PROCESSES'.

Negotiate Module

Dashboard

As a home page, dashboard brings a broad, process management view in each module.

- 5 What is a New Task?** This option is to mark reminders in your calendar, simple information such as name, date, and description will be required. This option is a way to organize your future actions.

The dashboard interface includes a sidebar with the following navigation items: Nimbi Network, Nimbi Open, Certify, Negotiate, Dashboard, Received RFX, Public RFQs, Received Auctions, Buy, Catalog, Survey, Payment, IDF, Distribute, Advance, Settings, and Talk to Us. The main content area has a search bar and three sections:

- MY ACTIVITIES:** Shows 0 Negotiations in progress and 3 Closed negotiations.
- APPOINTMENT BOOK:** A calendar for November 2019 with a 'New Task' button and a '5' notification badge.
- MY PROCESSES:** A table listing active processes.

Type	Title	Company	Owner	Start date	End	Status
Type Process 1	Title 1	Company name	Administrador	11/07/2019 14:33 (UTC-03:00) Brasilia	11/07/2019 14:43 (UTC-03:00) Brasilia	Closed
Type Process 2	Title 2	Company name	Administrador	11/07/2019 13:52 (UTC-03:00) Brasilia	11/07/2019 13:57 (UTC-03:00) Brasilia	Suspended

Negotiate Module

Dashboard

A pop-up will then appear for the creation of the new task.

- 6 Under "Title" enter the name of the task you want to add
 - 7 The name of the logged-on user will be displayed
 - 8 Select the "Start Date", "Start Time", "End Date" and "end Time" of the task
 - 9 Under "Description" describe the task you want to add
 - 10 If you want to save the task, click "Save"
- Or
- 11 Click "Cancel" if you want to cancel the action

The screenshot shows the 'CREATE TASK' pop-up form in the Nimbi application. The form is overlaid on a dashboard background. The form fields and their corresponding callout numbers are:

- 6: Title input field
- 7: Receiver Name input field
- 8: Start Date, Start Time, End Date, and End Time input fields
- 9: Description text area
- 10: SAVE button
- 11: CANCEL button

The background dashboard shows a sidebar with navigation options like 'Nimbi Network', 'Nimbi Open', 'Certify', 'Negotiate', 'Dashboard', 'Received RFx', 'Public RFQs', 'Received Auctions', 'Buy', 'Catalog', 'Survey', 'Payment', 'IDF', 'Distribute', 'Advance', 'Settings', and 'Talk to Us'. The main content area shows 'MY ACTIVITY' and 'MY PROJECTS' sections.

The Quotation Process - RFX

How to view the quotation request

There are 4 ways to view:

1 Under "My Activities" you can choose to view the list of quotation by status

Or

2 Click "Received RFX" in the left side column to see the list of quotation

Or

3 Search the list in "My Processes" for the quotation

Or

4 Under "Backlog", click the RFX invitation

The screenshot displays the Nimbi application interface. The sidebar on the left contains navigation options: Nimbi Network, Nimbi Open, Certify, Negotiate, Dashboard, Received RFX, Public RFQs, Received Auctions, Buy, Catalog, Survey, Payment, IDF, Distribute, Advance, Settings, and Talk to Us. The main dashboard is divided into two sections: 'MY ACTIVITIES' and 'MY PROCESSES'. The 'MY ACTIVITIES' section shows a search bar and two large blue boxes: '0 Negotiations in progress' and '3 Closed negotiations'. The 'MY PROCESSES' section features a table with columns for Type, Title, Company, Owner, Start date, End, and Status. The table contains two rows of data. The 'Backlog' section on the right shows a list of quotations with details such as 'VALE S.A. convidou sua empresa para participar da RFQ Serviços de Pintura. Aceite ou decline este convite.' and 'VALE S.A. convidou sua empresa para participar de uma nova rodada na RFQ Serviços Gerais (Homologação dia 4). Aceite ou decline este convite.'

Type	Title	Company	Owner	Start date	End	Status
Type Process 1	Title 1	Company name	Administrador	11/07/2019 14:33 (UTC-03:00) Brasília	11/07/2019 14:43 (UTC-03:00) Brasília	Closed
Type Process 2	Title 2	Company name	Administrador	11/07/2019 13:52 (UTC-03:00) Brasília	11/07/2019 13:57 (UTC-03:00) Brasília	Suspended

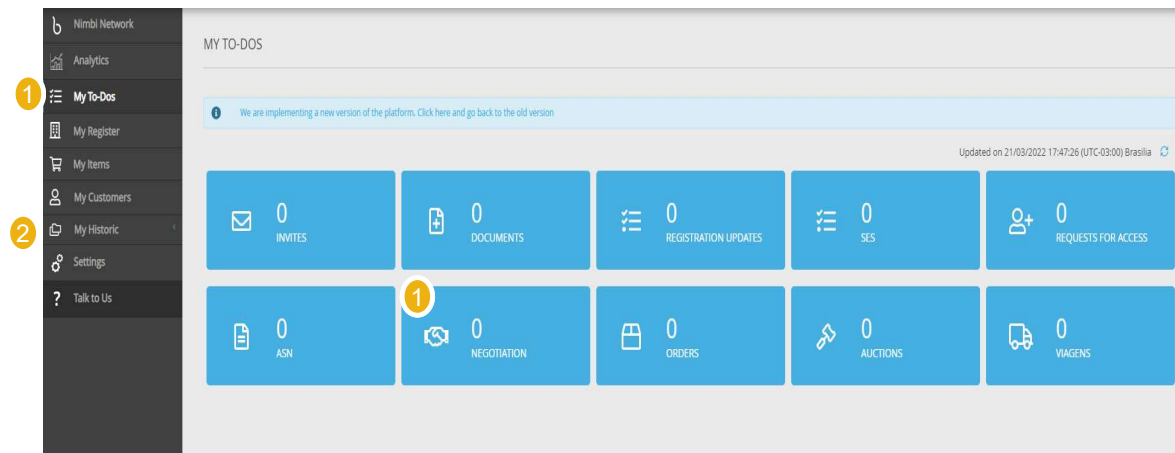
The Quotation Process - RFX

How to view the quotation request

Second layout:

1 In “My ToDos” choose the Negotiation field. This will show the documents that need your attention

2 In “My Historic” will show a list with the RFXs



The Quotation Process - RFX

How to view the quotation request

When you click Received RFX, the user will be directed to the screen with the list of quotations.

5 To perform a search, the vendor must fill the field with the quotation number, press "Enter" or click on the magnifying glass

6 The vendor can reorder the list by clicking on the following ordering criteria: "Latest" and "Title"

7 The vendor can filter the list by Status. They are:

- Deadline ended: deadline for sending RFX response ended
- In progress: RFX is within the established time by Vale
- Cancelled: RFX cancelled by Vale

The screenshot displays the Nimbi application interface. On the left is a dark sidebar menu with options: Nimbi Network, Nimbi Open, Certify, Negotiate (expanded), Dashboard, Received RFX, Public RFQs, Received Auctions, Buy, Catalog, Survey, Payment, IDF, Distribute, Advance, Settings, and Talk to Us. The main area is titled 'MY PROCESSES' and features a search bar with a magnifying glass icon and a 'Find Processes' button. Below the search bar are filters for Status (Deadline Ended), Type (RFQ), and Date (Last week, Last 30 days, Previous Month, Current Month, This Year). A table lists five quotations with columns for Quotation ID, Creation date, Cycle status, Created by, and Deadline status. A '6' in a yellow circle highlights the 'Arrange by' and 'Visualization' options in the top right of the table area.

Quotation	Creation	Cycle	Created by	Deadline
Quotation 1 RFQ2901	13/03/2018 16:57:08 (UTC-03:00) Brasilia	Answered	Vale	Deadline ended
Quotation 2 RFQ2902	06/03/2018 11:32:58 (UTC-03:00) Brasilia	Answered	Vale	Deadline ended
Quotation 3 RFQ2903	11/10/2017 10:07:54 (UTC-03:00) Brasilia	Expired	Vale	Deadline ended
Quotation 4 RFQ2904	11/10/2017 10:06:32 (UTC-03:00) Brasilia	Expired	Vale	Deadline ended
Quotation 5 RFQ2905	10/10/2017 15:53:16 (UTC-03:00) Brasilia	Waiting for Acceptance	Vale	In Progress

The Quotation Process - RFX

How to view the quotation request

8 Under "Type" the vendor can select the quotation type. For Vale it will always be RFQ

9 In the "Date" filter the vendor can filter by quotation period

The side filter by status is not fixed. The status only appears when there is at least one document with that status.

The screenshot shows the Nimbi application interface. The sidebar on the left contains navigation options: Nimbi Network, Nimbi Open, Certify, Negotiate (with sub-items: Dashboard, Received RFX, Public RFQs, Received Auctions), Buy, Catalog, Survey, Payment, IDF, Distribute, Advance, Settings, and Talk to Us. The main content area is titled 'MY PROCESSES' and features a search bar labeled 'Find Processes'. Below the search bar, there are filters for 'Status' (Deadline Ended 3) and 'Type' (RFQ 2). A 'Date' filter is also present with options: Last week, Last 30 days, Previous Month, Current Month, and This Year. The table below displays five quotations:

Quotation	Creation	Cycle	Created by	Deadline
Quotation 1 RFQ2901	13/03/2018 16:57:08 (UTC-03:00) Brasilia	Answered	Vale	Deadline ended
Quotation 2 RFQ2902	06/03/2018 11:32:58 (UTC-03:00) Brasilia	Answered	Vale	Deadline ended
Quotation 3 RFQ2903	11/10/2017 10:07:54 (UTC-03:00) Brasilia	Expired	Vale	Deadline ended
Quotation 4 RFQ2904	11/10/2017 10:06:32 (UTC-03:00) Brasilia	Expired	Vale	Deadline ended
Quotation 5 RFQ2905	10/10/2017 15:53:16 (UTC-03:00) Brasilia	Waiting for Acceptance	Vale	In Progress

The Quotation Process - RFX

How to view the quotation request

10 In each line in the list, the following information will be displayed:

- Quotation Name
- Date and time of creation of the quotation by Vale
- The user who created RFX
- Quotation status
- Quotation cycle status

The screenshot shows the 'MY PROCESSES' section of the Nimbi application. A search bar at the top right contains the text 'Find Processes'. On the left, a sidebar menu lists various navigation options, with 'Negotiate' selected. The main content area displays a table of processes. A yellow circle with the number '10' highlights the first row of the table. The table columns are: Quotation Name, Creation (Date and Time), Cycle, Created by, and Deadline.

Quotation Name	Creation	Cycle	Created by	Deadline
Quotation 1 RFQ2901	13/03/2018 16:57:08 (UTC-03:00) Brasilia	Answered	Vale	Deadline ended
Quotation 2 RFQ2902	06/03/2018 11:32:58 (UTC-03:00) Brasilia	Answered	Vale	Deadline ended
Quotation 3 RFQ2903	11/10/2017 10:07:54 (UTC-03:00) Brasilia	Expired	Vale	Deadline ended
Quotation 4 RFQ2904	11/10/2017 10:06:32 (UTC-03:00) Brasilia	Expired	Vale	Deadline ended
Quotation 5 RFQ2905	10/10/2017 15:53:16 (UTC-03:00) Brasilia	Waiting for Acceptance	Vale	In Progress

The Quotation Process - RFX

How to view the quotation request

Understanding cycle statuses:

11 The status for the accepted/refusal of vendor participation in the quotation cycle is displayed under “Cycle”

The possible statuses are:

- **Waiting for acceptance:** the vendor has not yet taken any action
- **Declined:** supplier rejected the RFX
- **Pending:** The vendor has agreed to participate but has not yet submitted the reply
- **Answered:** The supplier has already sent your reply
- **Expired:** the RFX deadline has already ended, and the supplier has not accepted or replied

The screenshot displays the Nimbi Network interface. On the left is a dark sidebar with navigation options: Nimbi Network, Nimbi Open, Certify, Negotiate, Dashboard, Received RFX, Public RFQs, Received Auctions, Buy, Catalog, Survey, Payment, IDF, Distribute, Advance, Settings, and Talk to Us. The main area is titled 'MY PROCESSES' and features a search bar 'Find Processes'. Below this is a table of processes with columns for Status, Creation, Cycle, Created by, and Deadline. A yellow circle with the number '11' is overlaid on the table. The table contains five rows of data:

Status	Creation	Cycle	Created by	Deadline
Quotation 1 RFQ2901	13/03/2018 16:57:08 (UTC-03:00) Brasilia	Answered	Vale	ended
Quotation 2 RFQ2902	06/03/2018 11:32:58 (UTC-03:00) Brasilia	Answered	Vale	ended
Quotation 3 RFQ2903	11/10/2017 10:07:54 (UTC-03:00) Brasilia	Expired	Vale	ended
Quotation 4 RFQ2904	11/10/2017 10:06:32 (UTC-03:00) Brasilia	Expired	Vale	ended
Quotation 5 RFQ2905	10/10/2017 15:53:16 (UTC-03:00) Brasilia	Waiting for Acceptance	Vale	In Progress

The Quotation Process - RFX

How to view the quotation request

12 To view the RFX sent by Vale click on the desired quotation

13 You can use the filter to facilitate demand. Filter for "In Progress" status and click the quotation with "Waiting for accepted" cycle

Or

14 Go to notifications and click on the RFX participation invitation sent by Vale

The screenshot displays the Nimbi RFX system interface. On the left is a dark sidebar with navigation options: Nimbi Network, Nimbi Open, Certify, Negotiate, Dashboard, Received RFX, Public RFQs, Received Auctions, Buy, Catalog, Survey, Payment, IDF, Distribute, Advance, Settings, and Talk to Us. The main area is titled 'MY PROCESSES' and includes a search bar and filters for Status (Deadline Ended), Type (RFQ), and Date (Last week, Last 30 days, Previous Month, Current Month, This Year). A table lists five quotations:

Quotation	RFQ ID	Creation	Cycle	Created by	Deadline
Quotation 1	RFQ2901	13/03/2018 16:57:08 (UTC-03:00) Brasilia			
Quotation 2	RFQ2902	06/03/2018 11:32:58 (UTC-03:00) Brasilia			
Quotation 3	RFQ2903	11/10/2017 10:07:54 (UTC-03:00) Brasilia	Expired	Vale	Deadline ended
Quotation 4	RFQ2904	11/10/2017 10:06:32 (UTC-03:00) Brasilia	Expired	Vale	Deadline ended
Quotation 5	RFQ2905	10/10/2017 15:53:16 (UTC-03:00) Brasilia	Waiting for Acceptance	Vale	In Progress

Annotations: A yellow circle '12' points to the 'Quotation 5' row. A yellow circle '13' points to the 'Status' filter dropdown. A yellow circle '14' points to the notification panel on the right, which contains several messages from Vale S.A. regarding RFX participation invitations.

The Quotation Process - RFX

Accept/Refuse RFX

The user must accept or decline the quotation invitation. To do this, review the RFX.

- 1 The first panel displays the name of the quotation as well as the general data, such as:
 - **Type:** being "RFX Vale" or "RFX per plant" (has repeated items with different delivery addresses).
 - **Code. ERP:** SAP code
 - **Code. Reference:** Indicates whether it is the first RFX or a new round. When the codes are identical it means it's the first.

The screenshot shows the Nimbi interface for accepting an RFQ. The left sidebar contains navigation options: Nimbi Network, Certify, Negotiate (selected), Dashboard, Received RFx, Public RFQs, Received Auctions, Buy, Catalog, Survey, Payment, IDF, Distribute, Settings, and Talk to Us. The main content area is titled 'ACCEPT RFQ' and 'In Progress'. A yellow circle with the number '1' highlights the 'Quotation1' section. The 'Quotation1' section displays the following information:

Type	RFX	Will the delivery and invoicing data be the same for all items? No, each item will have its delivery and invoicing data.	
Code ERP	0000000000000	Code Reference	0000000000000
Responsible			

Below the quotation details is a 'SCHEDULE' section:

Start (DD/MM/YYYY)	End (DD/MM/YYYY)
02/12/2019 12:11 (UTC-03:00) Brasilia	19/12/2019 18:45 (UTC-03:00) Brasilia

The Quotation Process - RFX

Accept/Refuse RFX

2 Also in the first panel, the "Responsible" field refers to the user who first accepted the quotation. If necessary, the person responsible for the quotation may be changed (as directed further in this material)

3 The "Schedule" (start and end) of the quotation is displayed

The screenshot shows the Nimbi Network interface for the 'ACCEPT RFQ' process. The interface is divided into a sidebar and a main content area. The sidebar on the left contains navigation options: Nimbi Network, Certify, Negotiate (with sub-options: Dashboard, Received RFX, Public RFQs, Received Auctions), Buy, Catalog, Survey, Payment, IDF, Distribute, Settings, and Talk to Us. The main content area is titled 'ACCEPT RFQ' and shows 'In Progress' status. It displays 'Quotation1' with a 'Code: 35578'. The 'Type' is 'RFX'. A question 'Will the delivery and invoicing data be the same for all items?' is followed by the answer 'No, each item will have its delivery and invoicing data.' The 'Code ERP' is '0000000000000' and the 'Code Reference' is '0000000000000'. The 'Responsible' field is highlighted with a yellow circle and the number '2'. Below this, the 'SCHEDULE' section is highlighted with a yellow circle and the number '3'. It shows 'Start (DD/MM/YYYY): 02/12/2019 12:11 (UTC-03:00) Brasilia' and 'End (DD/MM/YYYY): 19/12/2019 18:45 (UTC-03:00) Brasilia'.

The Quotation Process - RFX

Accept/Refuse RFX

- 5 If applicable, attachments and comments can be viewed in these panels

The following panels displays the order details:

- 6 The first panel displays the general cycle information, such as:
- Cycle name and number
 - Proposal expiration: RFX completion date
 - Items: Number of items included
 - The total value of RFX
 - The status of the supplier's acceptance of the RFX

The screenshot displays the Nimbi Network interface. The left sidebar contains navigation options: Nimbi Network, Certify, Negotiate (with sub-items: Dashboard, Received RFX, Public RFQs, Received Auctions), Buy, Catalog, Survey, Payment, IDF, Distribute, Settings, and Talk to Us. The main content area is divided into two sections. The top section, labeled '5', is titled 'ANNEXES' and shows 'No attachments to show'. Below it is a 'COMMENTS' section with two entries, each marked as 'Public'. The first comment is 'Created By' with 'Incoterm: CIF - CIF MZ'. The second comment is 'Created By Silva in 03/12/2019 - 17:18 (UTC-03:00) Brasilia' with 'Identification: C0510321', 'Name:', 'Telephone:', and 'E-mail:'. Below the comments, it says '2 records'. The bottom section, labeled '6', is a table with columns: Cycle 01, Proposal Expiry Date, 3 Items, MZN MT\$ 0,00 Total, and Waiting Acceptance. Below the table is a 'FEATURES' section with 'Incoterm: CIF' and 'Incoterm location: CIF MZ', and a field for 'Incoterm Additional Information'.

The Quotation Process - RFX

Accept/Refuse RFX

5 “Features” displays more information about order “Incoterm” (freight type)

6 In “Currency” you can check which currencies the quotation can be answered

The screenshot displays the Nimbi RFX system interface. The left sidebar contains navigation options: Nimbi Network, Certify, Negotiate (selected), Dashboard, Received RFX, Public RFQs, Received Auctions, Buy, Catalog, Survey, Payment, IDF, Distribute, Settings, and Talk to Us. The main content area shows details for 'Cycle 01', including 'Proposal Expiry Date', '3 Items', and 'MZN MT\$ 0,00 Total'. The 'Features' section is highlighted with a yellow circle '5' and shows 'Incoterm: CIF' and 'Incoterm location: CIF MZ'. The 'Currency' section is highlighted with a yellow circle '6' and shows a table of available currencies for answering the quotation.

Currency	Code
Mozambican metical	MZN

The Quotation Process - RFX

Accept/Refuse RFX

- 9 The "Items" panel displays the detail of the quotation items
- 10 You can perform one search per item. To do this, type the item name in the search field and click the magnifying glass or press "Enter"
- 11 The general information of the item is displayed in the item grid
- 12 Click on the item description to view more details

The screenshot shows the Nimbi RFX interface. On the left is a navigation menu with options: Nimbi Network, Certify, Negotiate (with sub-items: Dashboard, Received RFX, Public RFQs, Received Auctions), Buy, Catalog, Survey, Payment, IDF, Distribute, Settings, and Talk to Us. The main area is titled 'ITEMS' and contains a search bar labeled 'Search Items'. Below the search bar is a table with 12 columns: Group, Client Code, ERP Line, Type, Description, Delivery CNPJ, Delivery deadline in days, Currency, Unit, Quantity, Unit Price, and Total Price. The table contains three rows of data, each with 'ITEM DESCRIPTION' in the Description column. A magnifying glass icon is overlaid on the first row's Description cell. Below the table, there are sections for 'ANNEXES' (No attachments to show) and 'COMMENTS' (No comments to show). At the bottom right, there are 'REFUSE' and 'ACCEPT' buttons.

Group	Client Code	ERP Line	Type	Description	Delivery CNPJ	Delivery deadline in days	Currency	Unit	Quantity	Unit Price	Total Price
	10000000	0000000001	Goods	ITEM DESCRIPTION	----			I	100,00		
	10000000	0000000002	Goods	ITEM DESCRIPTION	----			I	200,00		
	10000000	0000000003	Goods	ITEM DESCRIPTION	----			I	300,00		

The Quotation Process - RFX

Accept/Refuse RFX

13 Under "Item Information" you can view the following fields:

- **Item code:** Vale's internal code
- **Description:** product/service description
- **Long description:** detailed description of the item
- **Type:** can be service or product
- **Unit:** unit of measure
- **Amount**
- **Unit price**
- **Delivery time in days:** total days that supplier needs to deliver
- **Currency:** Currency set for transaction
- **Total price**

The screenshot displays the Nimbi RFX system interface. A modal window titled "VIEW ITEM" is open, showing details for item "00000000 - Item Description". The modal has tabs for "Item information", "Delivery and Invoicing Data", "Comments", "Annexes", and "More". The "Item information" tab is active, displaying a table with the following data:

Code	Description
00000000	Item Description
Long Description	Type
	Goods
Unit	Quantity
I	100,00
Unit Price	Delivery deadline in days
-	-
Currency	Total Price
	0,00

The background interface shows a sidebar with navigation options like "Negotiate", "Buy", "Catalog", "Survey", "Payment", "IDF", "Distribute", "Settings", and "Talk to Us". The main content area shows a list of items with columns for "Group" and "Client Code". At the bottom right of the modal, there are "REFUSE" and "ACCEPT" buttons.

The Quotation Process - RFX

Accept/Refuse RFX

14 You will find the information for "Delivery and Invoicing Data" on this tab

15 Under "Comments" you can view additional information about the item

The screenshot displays the Nimbi RFX interface. A 'VIEW ITEM' modal window is open, showing details for an item with ID '00000000000000000000'. The modal has tabs for 'Item Information', 'Delivery and Invoicing Data' (highlighted with a yellow circle and labeled '14'), 'Comments' (highlighted with a yellow circle and labeled '15'), 'Annexes', and 'More'. The 'Delivery and Invoicing Data' tab shows fields for 'Delivery Address' and 'Invoicing Address', and a 'Payment Mode' of '15 Days after the B/L date'. The 'Comments' tab is currently empty. The background interface shows a list of items with columns for 'Group', 'Client Code', and 'ERP Lin'. Below the list, there are sections for 'ANNEXES' (No attachments to show) and 'COMMENTS' (No comments to show). A table with columns 'Unit', 'Quantity', 'Unit Price', and 'Total Price' is visible on the right. At the bottom right, there are 'REFUSE' and 'ACCEPT' buttons. The sidebar on the left contains navigation options: Nimbi Network, Certify, Negotiate (with sub-options: Dashboard, Received RFX, Public RFQs, Received Auctions), Buy, Catalog, Survey, Payment, IDF, Distribute, Settings, and Talk to Us. The top bar includes the VALE logo, a user profile dropdown, and navigation icons.

The Quotation Process - RFX

Accept/Refuse RFX

16 In the "Attachments" tab you can view the attached files

17 In the "More" tab you can view:

- Tax information
- Attributes - the Nature of the Operation

This field will be filled by buyer at the time of the creation of RFX. The options that will appear here can be:

- Industrialization / resale
- Use and consumption
- Permanent assets
- Chemicals
- ERP line: Internal SAP Vale code
- Group Code: internal code

The screenshot displays the Nimbi Network interface. On the left is a navigation sidebar with options like 'Nimbi Network', 'Certify', 'Negotiate', 'Dashboard', 'Received RFX', 'Public RFQs', 'Received Auctions', 'Buy', 'Catalog', 'Survey', 'Payment', 'IDF', 'Distribute', 'Settings', and 'Talk to Us'. The main area shows a list of items with columns for Group, Client Code, and ERP Line. A 'VIEW ITEM' dialog box is open, showing 'Item: 00000000000000 - Item Description'. The dialog has tabs for 'Item Information', 'Delivery and Invoicing Data', 'Comments', 'Annexes', and 'More'. The 'Annexes' tab is selected and shows 'No attachments to show'. The 'More' dropdown menu is open, showing 'Tax Information' and 'Features'. At the bottom right of the interface are 'REFUSE' and 'ACCEPT' buttons.

The Quotation Process - RFX

Accept/Refuse RFX

- 18 At the end of the page, click "Accept" if you want to participate in RFX or "Refuse" if you have no interest in participating

The screenshot shows the Nimbi interface for the RFX process. The sidebar on the left contains the following navigation items: Nimbi Network, Certify, Negotiate (expanded), Dashboard, Received RFX, Public RFQs, Received Auctions, Buy, Catalog, Survey, Payment, IDF, Distribute, Settings, and Talk to Us. The main content area is titled 'ITEMS' and features a search bar labeled 'Search Items'. Below the search bar is a table with the following columns: Group, Client Code, ERP Line, Type, Description, Delivery CNPJ, Delivery deadline in days, Currency, Unit, Quantity, Unit Price, and Total Price. The table contains three rows of data, all with 'ITEM DESCRIPTION' in the Description column. Below the table, it indicates '3 records'. Underneath the table are sections for 'ANNEXES' (No attachments to show) and 'COMMENTS' (No comments to show). At the bottom right of the interface, there are two buttons: 'REFUSE' and 'ACCEPT'. A yellow circle with the number '18' is positioned to the left of the 'ACCEPT' button.

Group	Client Code	ERP Line	Type	Description	Delivery CNPJ	Delivery deadline in days	Currency	Unit	Quantity	Unit Price	Total Price
	10000000	0000000001	Goods	ITEM DESCRIPTION	----			I	100,00		
	10000000	0000000002	Goods	ITEM DESCRIPTION	----			I	200,00		
	10000000	0000000003	Goods	ITEM DESCRIPTION	----			I	300,00		

The Quotation Process - RFX

Accept/Refuse RFX

19 If you choose to refuse to participate in RFX, a pop-up will appear to include the reasons for the refusal

20 When you're done, click "Confirm" to confirm the action

WARNING: When you decline an RFX, you won't be able to participate in it again.

The screenshot shows the Nimbi RFX interface. A pop-up dialog titled "DECLINE RFQ" is displayed over the main content. The dialog has a close button (X) in the top right corner. It contains a dropdown menu for "Select the ground for refusal:" with the selected option "THE REQUESTED MATERIAL OR SERVICE IS NOT PROVIDED". Below this is a text area for justification with the prompt "By choosing decline, your participation in this negotiation will be canceled. Please justify if you want to decline the invitation:". At the bottom of the dialog are "CANCEL" and "CONFIRM" buttons. The background interface shows a sidebar with navigation options like "Nimbi Network", "Certify", "Negotiate", "Dashboard", "Received RFX", "Public RFQs", "Received Auctions", "Buy", "Catalog", "Survey", "Payment", "IDF", "Distribute", "Settings", and "Talk to Us". The main area displays an "ITEMS" table with columns for Group, Client Code, ERP Line, Type, Currency, Unit, Quantity, Unit Price, and Total Price. The table contains three records. Below the table are sections for "ANNEXES" and "COMMENTS", both showing "No attachments to show" and "No comments to show" respectively. At the bottom right of the interface are "REFUSE" and "ACCEPT" buttons.

The Quotation Process - RFX

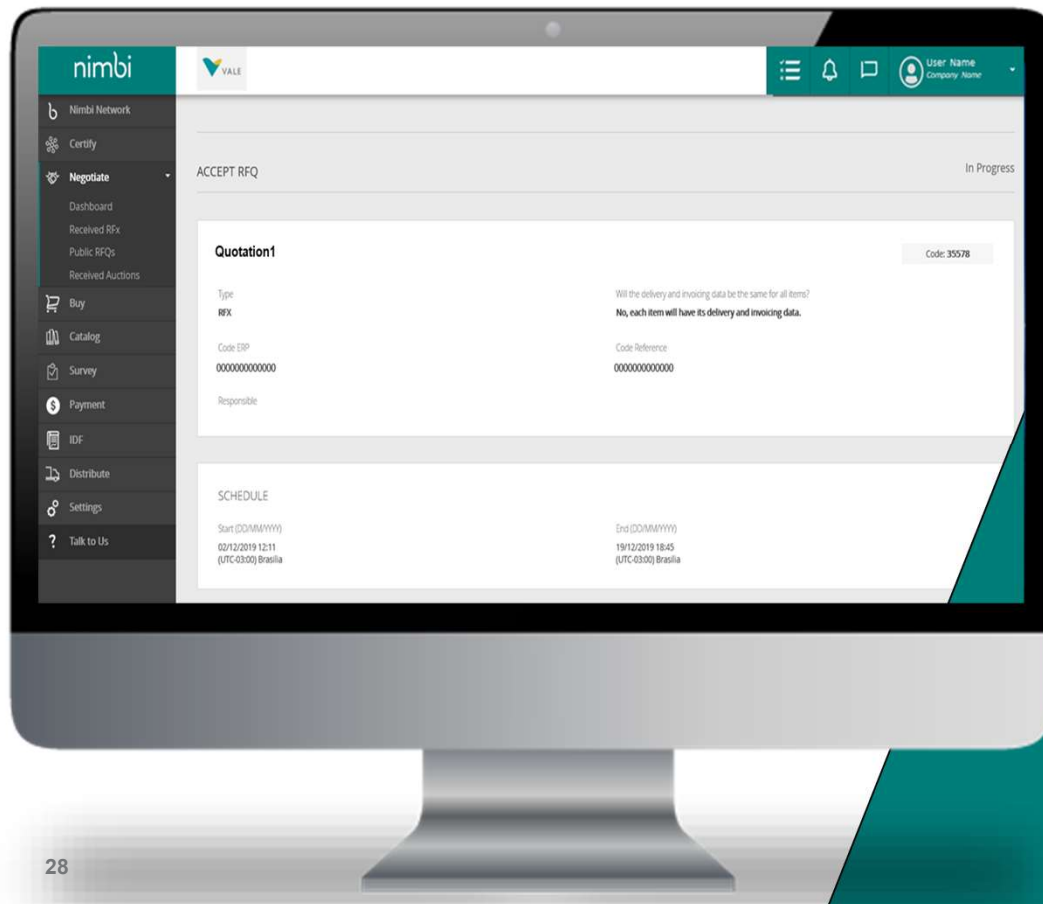
Accept/Refuse RFX

- 21 When you accept RFX, a confirmation message will be displayed for acceptance of the invitation
- 22 The action changes to "Answer RFX", indicating that the next user action will be to respond
- 23 Status will continue as "In Progress" until the RFX deadline ends

IMPORTANT: After the RFX acceptance the vendor has the option to individually decline each item.

The screenshot shows the Nimbi Network interface. On the left is a sidebar with navigation options: Nimbi Network, Certify, Negotiate, Dashboard, Received RFX, Public RFQs, Received Auctions, Buy, Catalog, Survey, Payment, IDF, Distribute, Settings, and Talk to Us. The main content area is titled 'ANSWER RFX' and features a green confirmation message: 'Your invitation(s) was(were) successfully accepted!'. Below this, there is a section for 'Cotação 1' with a code of 35578. The details include: Type: RFX; Code ERP: 00000000000000; Code Reference: 00000000000000; Responsible: (blank). A question is asked: 'Will the delivery and invoicing data be the same for all items?' with the answer: 'No, each item will have its delivery and invoicing data.' Below this is a 'SCHEDULE' section with the following information: Start (DD/MM/YYYY): 02/12/2019 12:11 (UTC-03:00) Brasilia; End (DD/MM/YYYY): 19/12/2019 18:45 (UTC-03:00) Brasilia. The status is 'In Progress'.

IMPORTANT



All users of the company will receive Vale's quotations.

The first user accepting RFX will be set as the "responsible". The others will only see the quotation. If necessary, any administrator may change the responsible.

The Quotation Process - RFX

How to change the person responsible for the reply?

- 1 To change the person responsible for replying to a RFX click on "Change"
- 2 A pop-up will be displayed
- 3 Enter the user's name or email in the search field and click the magnifying glass or press "Enter"
- 4 The user searched in the field below will be displayed
Click "Save" to complete the action

The screenshot displays the Nimbi Network interface. On the left is a navigation menu with options like 'Nimbi Network', 'Certify', 'Negotiate', 'Buy', 'Catalog', 'Survey', 'Payment', 'IDF', 'Distribute', 'Settings', and 'Talk to Us'. The main content area shows 'ANSWER RFQ' with details for 'Cotação 1', including 'Type: RFX', 'Code ERP: 0000000000000', and 'Responsible: Change'. A 'CHANGE PERSON RESPONSIBLE' pop-up dialog is centered, featuring a search field, a table with columns 'Name', 'E-mail', and 'Responsible', and a 'SAVE' button. The dialog also includes an 'Attention' section with instructions: 'Only a user can be responsible for answering this RFQ. The new user selected will receive a notification informing that he is responsible for this RFQ.'

The Quotation Process - RFX

Reply to an RFX

Pop-up will appear with the item details. Click on the tabs if you want to view all the information.

- 5 Under Item Information fill the unit price and the deadline in days for delivery of the item.**

Depending on the type of item, there may be more required fields. ALL will be marked with a red asterisk.

IMPORTANT: There is no limit on items in the quotation, but the vendor response must reply each item.

The screenshot shows the NIMBI system interface. A 'VIEW ITEM' pop-up window is open, displaying the following details:

- Item: 00000000000000 - Item Description
- Code: 15040224
- Description: (empty)
- Long Description: (empty)
- Type: Goods
- Unit: I
- Quantity: 100,00
- Unit Price: 0,00 (marked with a red asterisk)
- Delivery deadline in days: 0 (marked with a red asterisk)
- Currency: Mozambican metical - MZN
- Total Price: 0,00

The background interface shows a list of items with columns for Group, Client Code, and ERP Line. Below the list, there are 'ANNEXES' and a table with columns for Unit, Quantity, Unit Price, and Total Price. The table contains three rows of data:

Unit	Quantity	Unit Price *	Total Price
etical - MZN I	100,00		
etical - MZN I	200,00		
etical - MZN I	300,00		

The Quotation Process - RFX

Reply to an RFX

Pop-up will appear with the item details. Click on the tabs if you want to view all the information.

- 6 Under “Delivery and Invoicing Data” you can view delivery and billing data and payment method.

The screenshot displays the Nimbi system interface. A 'VIEW ITEM' pop-up window is open, showing details for item '00000000000000-6'. The pop-up has tabs for 'Item Information', 'Delivery and Invoicing Data', 'Comments', 'Annexes', and 'More'. The 'Delivery and Invoicing Data' tab is selected, showing fields for 'Delivery Address', 'Invoicing Address', and 'Payment Mode' (15 Days after the B/L date). The background shows a list of items and a table with columns for Unit, Quantity, Unit Price, and Total Price.

Unit	Quantity	Unit Price *	Total Price
	100,00		
	200,00		
	300,00		

The Quotation Process - RFX

Reply to an RFX

7 In the "Comments" tab include the required comments (3,000 characters limit) and click "Post Comment"

8 Below will be displayed the history with the previous comments and the user who included them

The screenshot displays the Nimbi RFX interface. On the left is a navigation menu with options like 'Nimbi Network', 'Certify', 'Negotiate', 'Buy', 'Catalog', 'Survey', 'Payment', 'IDF', 'Distribute', 'Settings', and 'Talk to Us'. The main area shows the 'VIEW ITEM' modal for 'Item: 00000000000000 - Item Description'. The 'Comments' tab is active, showing a text input field labeled 'Insert Comment' and a 'SAVE COMMENT' button. Below the input field, it says 'No comments to show'. In the background, a table lists items with columns for Unit, Quantity, Unit Price, and Total Price. The table contains three rows of data.

	Unit	Quantity	Unit Price *	Total Price
metical - MZN	I	100,00		
metical - MZN	I	200,00		
metical - MZN	I	300,00		

The Quotation Process - RFX

Reply to an RFX

- 9 In the “Annexes” tab upload the necessary documents (limit of 100MB and can be in any format except .bat and .exe) by clicking on the upload area or dragging the files

The screenshot displays the Nimbi platform interface. On the left is a navigation menu with options like 'Nimbi Network', 'Certify', 'Negotiate', 'Buy', 'Catalog', 'Survey', 'Payment', 'IDF', 'Distribute', 'Settings', and 'Talk to Us'. The main area shows the 'ITEMS' section with a 'Proposal Expiry Date' field and a search bar. A modal window titled 'VIEW ITEM' is open, showing the 'Annexes' tab for an item with ID '0000000000000000 - Item Description'. The modal includes an 'Add file' button and a warning message: 'Attention! The size of the file and your internet connection speed can significantly increase the time to upload the attachment.' Below the modal, there is a table with columns 'Unit', 'Quantity', 'Unit Price', and 'Total Price'. The table contains three rows of data. At the bottom right, there is another 'Add file' button.

Unit	Quantity	Unit Price *	Total Price
tical - MZN	1	100,00	
tical - MZN	1	200,00	
tical - MZN	1	300,00	

The Quotation Process - RFX

Reply to an RFX

- 9 In “Tax Information” fill in the applicable taxes for the item

The screenshot displays the Nimbi system interface. A central dialog box titled 'VIEW ITEM' is open, showing the 'Tax Information' tab. The dialog box contains a search bar for 'Item: 00000000000000 - Item Description' and a 'Total taxes' input field. The background interface shows a list of items with columns for Group, Client Code, and a table with columns for Unit, Quantity, Unit Price, and Total Price. A yellow circle with the number 9 highlights the 'Tax Information' tab in the dialog box.

Unit	Quantity	Unit Price *	Total Price
mbican metical - MZN	1	100,00	
mbican metical - MZN	1	200,00	
mbican metical - MZN	1	300,00	

The Quotation Process - RFX

Reply to an RFX

All quotation items must be filled in so that the user can submit the response.

10 Under "Features" you can view:

- **Nature of operation:** This field will be filled by buyer at the time of the creation of RFX. The options that will appear here can be:
 - Industrialization / resale
 - Use and consumption
 - Immobilized assets
 - Chemicals
- **ERP line**
- **Group Code:** Nimbi's internal code

11 To finish, click "Save"

The screenshot displays the Nimbi RFX system interface. A 'VIEW ITEM' modal window is open, showing a form for item details. The form includes fields for 'Supplier code', 'Vendor code', 'Vendor', 'Nature of the operation', 'ERP Line' (with value 0000000001), and 'Group Code'. A 'Cost of freight' field contains '0,00'. Navigation buttons '< PREVIOUS', 'SAVE', and 'NEXT >' are visible at the bottom of the modal. A yellow circle with the number '10' highlights the 'More' dropdown menu in the modal header. In the background, a table of quotation items is visible with columns for Currency, Unit, Quantity, Unit Price, and Total Price. A yellow circle with the number '11' highlights the 'SAVE' button in the bottom right corner of the main interface.

Currency	Unit	Quantity	Unit Price *	Total Price
Mozambican metical - MZN	I	100,00		
Mozambican metical - MZN	I	200,00		
Mozambican metical - MZN	I	300,00		

The Quotation Process - RFX

Reply to an RFX

You can choose to answer the quotation offline.

12 For this, click “Answer Offline”

13 A pop-up will be displayed to download the template and, after filled, upload the spreadsheet, as directed on the screen

The screenshot displays the Nimbi system interface. A pop-up window titled "OFF-LINE ANSWER" is centered on the screen. The pop-up contains the following text and options:

OFF-LINE ANSWER

Select an option

13 (circled in yellow)

TEMPLATE DOWNLOAD

Download here the template with this RFQ's items for an off-line answer.

FILLED-OUT TEMPLATE UPLOAD

After filling out the template, upload here the file with the answered items.

12 (circled in yellow) Answer Off-line

CLOSE

The background interface shows a sidebar with navigation options like "Negotiate", "Buy", "Catalog", etc. The main area displays "ITEMS" with a table containing columns for Group, Client Code, and ERP L. The table has three rows of data.

Group	Client Code	ERP L
15040224	00000	
15040224	00000	
15040224	00000	

The Quotation Process - RFX

Reply to an RFX

- 14 The "Comments" and "Attachments" panels will also be available on the main quotation screen if the user chooses to send general comments and attachments. You can include comments and attachments* for an RFX as a whole or for each item

IMPORTANT: *The attachment file can be up to 100MB and may be in any format (except .bat and .exe). In comments, the maximum limit is 3,000 characters.

The screenshot displays the Nimbi Network interface for replying to an RFX. The sidebar on the left contains navigation options: Nimbi Network, Certify, Negotiate (expanded), Dashboard, Received RFX, Public RFQs, Received Auctions, Buy, Catalog, Survey, Payment, IDF, Distribute, Settings, and Talk to Us. The main content area shows the 'ANNEXES' section for a specific RFX item. It includes an 'Attention!' warning about file size and upload speed, an 'Add file' button, and a 'No attachments to show' message. Below this is the 'COMMENTS' section with an 'Insert Comment' text area and a 'SAVE COMMENT' button. At the bottom of the main content area, there are 'SAVE PROPOSAL' and 'SUBMIT PROPOSAL' buttons. The bottom of the interface shows a 'CHANGE HISTORY' section.

The Quotation Process - RFX

Reply to an RFX

- 15 The last panel displays RFX change history, and you can perform a field or value search
- 16 Click "Save" to save the changes you make or click "Send" to submit the response with the quotation proposal

VERY IMPORTANT: Clicking Save will not send the proposal to Vale. You must click Send for the quotation to be submitted and received by the requester.

The screenshot displays the Nimbi RFX interface. On the left is a dark sidebar with the 'nimbi' logo and a menu including: Nimbi Network, Certify, Negotiate (with sub-items: Dashboard, Received RFX, Public RFQs, Received Auctions), Buy, Catalog, Survey, Payment, IDF, Distribute, Settings, and Talk to Us. The top right of the main area features a 'VALE' logo, a hamburger menu, a notification bell, a chat icon, and a user profile dropdown labeled 'User Name' and 'Company Name'. The main content area is divided into sections: 'ANNEXES' with an 'Add file' button and a warning about file size; 'COMMENTS' with an 'Insert Comment' text area and a 'SAVE COMMENT' button; and 'CHANGE HISTORY' at the bottom, which is highlighted with a yellow circle '15'. At the bottom right of the main area, there are two buttons: 'SAVE PROPOSAL' and 'SUBMIT PROPOSAL', with the latter highlighted by a yellow circle '16'.

The Quotation Process - RFX

Reply to an RFX

- 17 When responding, the status of the cycle will change to "Answered"

IMPORTANT: After submitting the response the vendor may change it until the RFX deadline is terminated. Changes made by the vendor will be recorded in the history.

The screenshot displays the Nimbi platform interface. On the left is a navigation sidebar with options like Nimbi Network, Negotiate, Dashboard, and Buy. The main area shows 'MY PROCESSES' with a search bar and filters for Status (Deadline Ended), Type (RFQ), and Date. A table lists five quotations:

Quotation	Creation	Cycle	Created by	Deadline
Quotation 1 RFQ2901	13/03/2018 16:57:08 (UTC-03:00) Brasilia	Answered	Vale	ended
Quotation 2 RFQ2902	06/03/2018 11:32:58 (UTC-03:00) Brasilia	Answered	Vale	ended
Quotation 3 RFQ2903	11/10/2017 10:07:54 (UTC-03:00) Brasilia	Expired	Vale	ended
Quotation 4 RFQ2904	11/10/2017 10:06:32 (UTC-03:00) Brasilia	Expired	Vale	ended
Quotation 5 RFQ2905	10/10/2017 15:53:16 (UTC-03:00) Brasilia	Answered	Vale	In Progress

The Quotation Process - RFX

Modify an answered RFX

As mentioned, after replying to an RFX, it may be amended before the deadline closes.

- 1 In the RFX list, click on the one you need

The screenshot displays the Nimbi RFX management interface. On the left is a navigation sidebar with options like 'Nimbi Network', 'Negotiate', 'Dashboard', and 'Settings'. The main area shows 'MY PROCESSES' with a search bar and filters for Status, Type, and Date. A table lists five quotations, with 'Quotation 5' (RFQ2905) highlighted by a yellow circle with the number '1'.

Quotation	RFQ ID	Creation	Cycle	Created by	Deadline
Quotation 1	RFQ2901	13/03/2018 16:57:08 (UTC-03:00) Brasilia	Answered	Vale	Deadline ended
Quotation 2	RFQ2902	06/03/2018 11:32:58 (UTC-03:00) Brasilia	Answered	Vale	Deadline ended
Quotation 3	RFQ2903	11/10/2017 10:07:54 (UTC-03:00) Brasilia	Expired	Vale	Deadline ended
Quotation 4	RFQ2904	11/10/2017 10:06:32 (UTC-03:00) Brasilia	Expired	Vale	Deadline ended
Quotation 5	RFQ2905	10/10/2017 15:53:16 (UTC-03:00) Brasilia	Answered	Vale	In Progress

The Quotation Process - RFX

Modify an answered RFX

The screen will appear with the details of an RFX. Scroll down to the side scroll bar to view the Cycle.

- 2 Click the arrow to open and view the cycle details

The screenshot displays the Nimbi interface for a RFX. The left sidebar contains navigation options: Nimbi Network, Certify, Negotiate (with a dropdown arrow), Dashboard, Received RFX, Public RFQs, Received Auctions, Buy, Catalog, Survey, Payment, IDF, Distribute, Settings, and Talk to Us. The main content area shows the RFX details, including the Incoterm, creation information (Created By S&via in 03/12/2019 - 17:18 (UTC-03:00) Brasilia), and identification details (Name, Telephone, E-mail). Below this, a table lists the cycles:

Cycle	Proposal Expiry Date	Items	Total	Status
Cycle 01	30/01/2020	3	MZN MT\$ 6,00	Answered

The 'Answered' status in the table is highlighted with a yellow circle containing the number 2. Below the table is a 'CHANGE HISTORY' section. The footer of the interface includes 'All Rights Reserved - Nimbi - 2019' and 'Powered by nimbi'.

The Quotation Process - RFX

Modify an answered RFX

The screen will appear with the details of an RFX. Scroll down to the side scroll bar to view the Cycle.

- 3 Click "Edit" at the bottom of the page

The screenshot shows the Nimbi interface for managing RFXs. The sidebar on the left contains navigation options: Nimbi Network, Certify, Negotiate (with sub-items: Dashboard, Received RFX, Public RFQs, Received Auctions), Buy, Catalog, Survey, Payment, IDF, Distribute, Settings, and Talk to Us. The main content area features a search bar, a table with 3 records, and sections for ANNEXES and COMMENTS. The table has columns for Group, Client Code, ERP Line, Type, Description, Delivery CNPJ, Delivery deadline in days, Currency, Unit, Quantity, Unit Price, and Total Price. The ANNEXES and COMMENTS sections both show "No attachments to show" and "No comments to show" respectively. An "EDIT" button is located at the bottom right of the main content area, with a yellow circle containing the number "3" next to it.

Group	Client Code	ERP Line	Type	Description	Delivery CNPJ	Delivery deadline in days	Currency	Unit	Quantity	Unit Price	Total Price
	00000000	0000000001	Goods	ITEM DESCRIPTION	----			I	100,00		
	00000000	0000000002	Goods	ITEM DESCRIPTION	----			I	200,00		
	00000000	0000000003	Goods	ITEM DESCRIPTION	----			I	300,00		

The Quotation Process - RFX

Modify an answered RFX

The screen will appear with the details of an RFX. Scroll down to the side scroll bar to view the Cycle.

- 4 Make the necessary changes and click "Publish" to complete the action. At this time, the RFX will be updated

The screenshot displays the Nimbi web application interface. On the left is a dark sidebar with navigation options: Nimbi Network, Certify, Negotiate (expanded), Dashboard, Received RFX, Public RFQs, Received Auctions, Buy, Catalog, Survey, Payment, IDF, Distribute, Settings, and Talk to Us. The main content area is white and contains several sections: 'No attachments to show', 'COMMENTS' (with an 'Insert Comment' text box and a 'SAVE COMMENT' button), 'No comments to show', and 'CHANGE HISTORY'. At the bottom right of the main area are 'CANCEL' and 'POST' buttons, with a yellow circle containing the number '4' next to the 'POST' button. The top of the interface features the 'nimbi' logo, the 'VALE' logo, and user information including 'User Name' and 'Company Name'. The footer includes 'All Rights Reserved - Nimbi - 2019' and 'Powered by nimbi VALE'.

NEGOTIATE MODULE

E-AUCTION

Electronic Negotiation

E-Auction Functionality: How to find the-Auction for which you were invited to?

- 1 Click on “Negotiate”
- 2 Click on the submenu “Received Auctions” you can verify the Auctions to which your company were invited to
- 3 You can also search for an Auction using the search bar
- 4 Or search by the name of the Auction
- 5 Or search by the name of the Auction in the notifications bar

The screenshot displays the Nimbi platform interface. On the left is a dark sidebar with navigation options: Nimbi Network, Certify, Negotiate (highlighted with a yellow circle 1), Dashboard, Received RFx, Public RFQs, Received Auctions (highlighted with a yellow circle 2), Buy, Catalog, Payment, Settings, and Talk to Us. The main content area is titled 'RECEIVED AUCTIONS' and features a search bar labeled 'Find Auctions' (highlighted with a yellow circle 3). Below the search bar, there are filters for Status (Closed: 108, Suspended: 23, Preview: 1) and Type (English Auction: 106, Dutch Auction: 17, Japanese Auction: 10). The main list shows three auction entries: 'Sealed English Auction Simulation' (English Auction - - 20525, Creation: 31/08/2020), 'Sealed English Auction Simulation' (English Auction - - 20495, Creation: 21/08/2020), and 'Teste_Itens' (English Auction - - 20487, Creation: 19/08/2020). On the right, a notification dropdown is open, showing several notifications from 'Vale S.A.' with dates and times, and a 'Show All' button at the bottom. The top right of the interface shows a blue header with a menu icon (6), a notification bell (8), and a chat icon.

Electronic Negotiation

E-Auction Functionality: How to find the-Auction for which you were invited to?

- On the day and time of the Electronic Negotiation defined in the notice, you can enter the Auction room by clicking on the Auction name
A preview period will be defined in which the participant can already access the Electronic Negotiation page, but the placing of bids won't be available yet
- You can enter the Auction room by clicking on the Auction notification
- In both cases you will be directed to this screen. Click on "Accept" to access the Electronic Negotiation page

The screenshot displays the Nimbi platform interface. The top navigation bar includes the 'nimbi' logo, a search bar for 'Find Auctions', and notification icons. The main content area is divided into two sections:

- RECEIVED AUCTIONS:** This section shows a list of auctions. A red box highlights the 'Sealed English Auction Simulation' (English Auction - 20525) with a yellow circle '6' next to it. The status is 'Preview'.
- ACCEPT NEGOTIATION:** This section shows the 'ACCEPT NEGOTIATION' screen for the 'Sealed English Auction Simulation'. It features 'ACCEPT' and 'DECLINE' buttons, with a yellow circle '8' next to the 'ACCEPT' button. The auction details include the date '31/08/2020' and the type 'English Auction Reverse'. A 'Preview' button is also visible in the top right corner of this section.

The left sidebar contains navigation options such as 'Nimbi Network', 'Certify', 'Negotiate', 'Dashboard', 'Received RFX', 'Public RFQs', 'Received Auctions', 'Buy', 'Catalog', 'Payment', 'Settings', and 'Talk to Us'. The right sidebar shows a list of notifications, with a yellow circle '7' next to the notification 'Vale S.A. invited you for an Auction.' and a 'Preview' button.

Electronic Negotiation

E-Auction Functionality: How to find the-Auction for which you were invited to?

- 9 If you are using the new layout, you can access the auction by clicking on “My Historic” and then “Received Auctions”. A Preview period will be set up, during this time the bidder can access the auctions environment, but will not be able to submit bids
- 10 Then, you can visualize the desired auction
- 11 When you click on the auction, you will be directed to the screen where you should click on “Accept” to access the auction environment

The image displays two screenshots of the Nimbi platform interface. The top screenshot shows the 'MY TO-DOS' dashboard with a notification banner at the top: "We are implementing a new version of the platform. Click here and go back to the old version". Below the banner are several blue cards representing different metrics: 0 INVITES, 0 DOCUMENTS, 1 REGISTRATION UPDATES, 0 SES, 1 REQUESTS FOR ACCESS, 0 ASN, 0 NEGOTIATION, 0 ORDERS, 0 AUCTIONS, and 0 VIAGENS. The bottom screenshot shows the 'RECEIVED AUCTIONS' page with a search bar and a list of auctions. The list includes two 'Japanese Auction' entries and one 'English Auction' entry. A yellow circle with the number 11 is overlaid on the first 'Japanese Auction' entry. The left sidebar of both screenshots contains a navigation menu with items like 'Nimbi Network', 'Analytics', 'Nimbi Open', 'My To-Dos', 'My Register', 'My Documents', 'My Items', 'My Customers', 'My Historic', 'Invites', 'Documents', 'SES', 'Request Access', 'ASNs', 'Negotiations', 'Orders', 'Received Auctions', 'Follow-Up', 'Invoices', and 'Payments'. A yellow circle with the number 9 is next to 'My Historic' in the top screenshot, and a yellow circle with the number 10 is next to 'Received Auctions' in the bottom screenshot.

Be careful

This view is only for the new layout, but if you prefer the old layout just click on the message at the top of the page “We are implementing a new version of the platform. Click here and go back to the old version”.

Sealed English Auction

What is it?

The features of Sealed-bid Auction are:

- Bidders will be able to view **ONLY** their own bid;
- Bidders will be able to submit new bids on the Electronic Negotiation platform if the amount is lower (in a reverse Auction).
- A minimum bid decrement (in a reverse Auction) percentage will be set, and the bidder will need to apply the minimum bid decrement when submitting new bids.



English Auction

What is it?

The features of the English Auction are:

- Bidders will be able to view their own bid and one or both of the following information:
 - Rank position (bidder's position regarding their opponents);
 - "Hot/Cold" thermometer (bidder's position regarding the best bid).
- Bidders will be able to submit new bids on the Electronic Negotiation platform if the amount is lower (in a reverse Auction).
- A minimum bid decrement (in a reverse Auction) percentage will be set, and the bidder will need to apply the minimum bid decrement when submitting new bids.



Electronic Negotiation

E-Auction Functionality: Bids Submission

- 1 In the "General Data" field you will find the basic information about the process
- 2 In "Auction Summary" will be located the stopwatch
This is a regressive stopwatch, which will start at the time informed by Vale's responsible person
When the timer reaches zero, it means that the auction in question has ended, and no new bids will be accepted.

The screenshot displays two main sections of an E-Auction interface:

- GENERAL DATA:** This section contains a table with the following information:

Type	Code	Description
English Auction		

Accepted currencies	Total Items	Schedule
USD	2	Start on 07/03/2022 18:42:00h (UTC-03:00) Brasilia Closing forecast on 07/03/2022 18:47:00h (UTC-03:00) Brasilia

Attachments
- NEGOTIATION SUMMARY:** This section features a large circular stopwatch showing a remaining time of 05:00 (5 minutes and 00 seconds). To the right of the stopwatch is a "Notification Panel" with the text "There isn't any notes".

Be careful

The Auction "Schedule" field will show the duration time for the negotiation, but if there are new bids in the last minutes of it the platform will perform some extensions according set by the responsible person. For this extension happens any bidder must bid in the last minutes, otherwise the auction time will end in the previously set time.

Electronic Negotiation

E-Auction Functionality: Bids Submission

- 3 Below the stopwatch will be located the item or items that are being traded at auction. When you enter the bid in the "New Bid" field and click on "Bid" the pop-up will be displayed requesting confirmation of the offer. The attendee must click "Ok" or "Confirm" to have their bid processed.

The screenshot displays the VALE electronic negotiation interface. A dark pop-up window is centered on the screen, asking "Are you sure you want to confirm the offer?" with "OK" and "Cancel" buttons. A yellow circle with the number "3" is positioned to the left of the "OK" button. Below the pop-up, the interface shows a table with columns: Ranking, Item, Last bid, Best bid, Hot/Cold, Currency, and New bid. The table contains one row for "Item O1" with a "New bid" field and an "Offer" button. Below the table, there are fields for "Código", "Quantity", "Unit", and "Minimum decrement".

Ranking	Item	Last bid	Best bid	Hot/Cold	Currency	New bid
-	Item O1	-	-	- 5%	Dólar	<input type="text"/> Offer

Código	Quantity	Unit	Minimum decrement
1	1	Unit	2%

Electronic Negotiation

E-Auction Functionality: Bids Submission

4	Ranking	Item	Last bid	Best bid	4	Hot/Cold	Currency	New bid
	2°	Item 01	U\$ 384.160,00	-		↑ 5%	Dólar	<input type="text"/> <input type="button" value="Offer"/>
	1°	Item 02	U\$ 80.000,00	-		↑ 5%	Dólar	<input type="text"/> <input type="button" value="Offer"/>

- 4 In the "Open English" mode, you will see your latest offer and your ranking and/or "hot-cold" thermometer. If the "Hot or Cold" thermometer parameter is set, in the "Hot or Cold" quadrant there will be an arrow pointing upwards, this indicates that your current offer is within the defined "Hot or Cold" limit, and if in the "Hot or Cold" quadrant the arrow is pointing down, this indicates that your current offer is outside the set limit.

In "Sealed English" mode, you can see ONLY your own bid.

Electronic Negotiation

E-Auction Functionality: Bids Submission

- 5 Below the field with the item or items it will be possible to view the "Bid History" that were performed during the auction

5 BID HISTORY

Filter by item
All the items

Code	Item	Currency	Value	Bid date	Bid status	User	Comment
2	Item 02	USD	U\$ 80.000,00	07/03/2022 18:47:16 (UTC-03:00) Brasilia	✓	negociacaoeletronica@accenture.com	-
2	Item 02	USD	U\$ 86.436,00	07/03/2022 18:46:29 (UTC-03:00) Brasilia	✓	negociacaoeletronica@accenture.com	-
1	Item 01	USD	U\$ 384.160,00	07/03/2022 18:46:29 (UTC-03:00) Brasilia	✓	negociacaoeletronica@accenture.com	-
2	Item 02	USD	U\$ 88.200,00	07/03/2022 18:45:15 (UTC-03:00) Brasilia	✓	negociacaoeletronica@accenture.com	-

Dutch Auction

What is it?

The features of the Dutch Auction are:

- The duration of the rounds and the increment will be determined previously.
- The negotiation ends immediately when a bidder accepts the proposed price for that round.



Japanese Auction

What is it?

The features of the Japanese Auction are:

- The negotiation is opened with a proposed price and all bidders that wish to supply the service/material at that price must accept the offer in order to participate in the next round.
- At each round the asking price decreases (in a reverse Auction). Bidders choose to accept the new proposed price or not.
- Bidders that do not accept the proposed price won't participate in the next rounds. Auction rounds have a set time duration.



Electronic Negotiation

Bids Submission – Dutch and Japanese

1 In the "Dutch" and "Japanese" modalities, Dashboard will present the number and value of the round

2 By clicking Offer, you accept the amount of the round. In the "Dutch" mode, the first to offer ends the negotiation
In the "Japanese" mode, the suppliers that accepted that offer follow for the next round

The screenshot displays the NIMBI electronic negotiation interface for VALE. The main content area is titled "NEGOTIATION SUMMARY" and features a large teal box with the following information:

- Round Number: 1
- Round Value: US 10.000,00

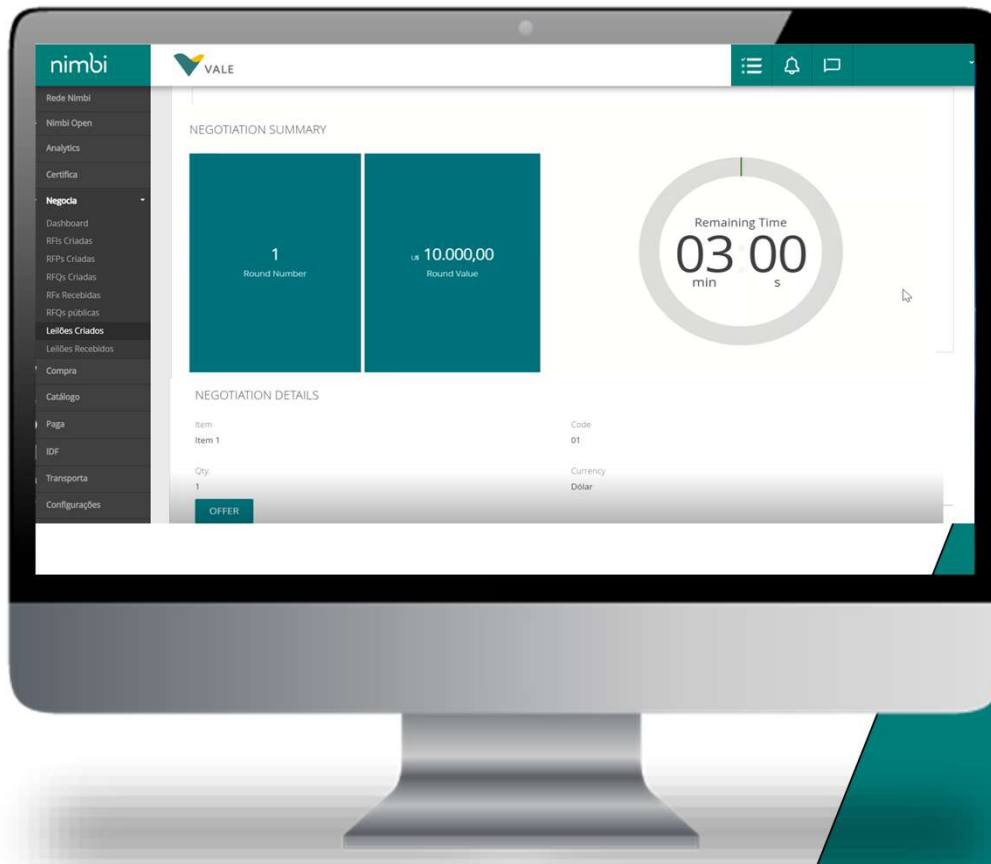
A yellow circle with the number "1" is positioned over the round value. To the right of this box is a circular timer showing "Remaining Time 03:00" with "min" and "s" indicators.

Below the summary is the "NEGOTIATION DETAILS" section, which contains a table with the following information:

Item	Qty.	Code	Currency
Item 1	1	01	Dólar

A yellow circle with the number "2" is positioned over the "Qty. 1" cell. At the bottom of the details section is a blue "OFFER" button.

IMPORTANT



Carefully read the notice before accepting to participate in the auction. This is where the participation and posting of bids rules will be arranged.

The fact that the participant finishes the auction in first place does not characterize him as the winner of the bidding process. The final winner will be announced by Vale.



Congratulations!
**You've completed the
training**
