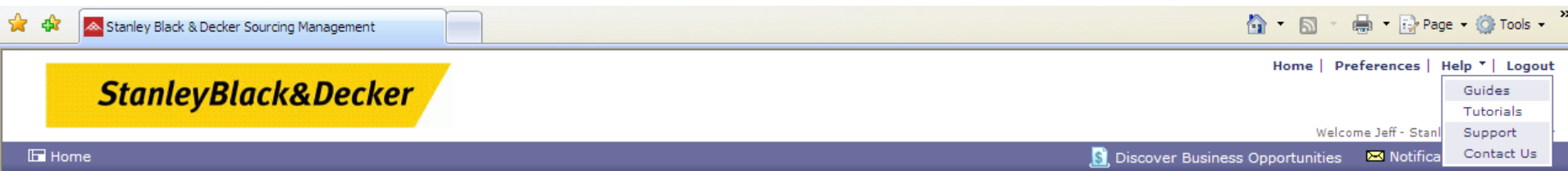


Supplier Responding to New Products RFP Event

This presentation contains instructions focused on the required steps needed for suppliers to respond to a RFP request made from the New Products group.

For more general information on how to respond to other events and/or other functionality of the Ariba system please see the Guide and Tutorials section under the Help link on the Stanley Black & Decker Sourcing Management website.

If you have issues with you password and/or other login issues please contact the Ariba support center at one of the numbers below. Support is provided from 8:00pm ET Sunday - 8:00pm ET Friday so you can speak to them live during your work hours.



North/South America+1 412 222 6153
Europe/Middle East/Africa+44 20 7187 4144
Asia Pacific+65 6311 4745

The following numbers are toll-free if dialed from the country. If these numbers do not work, please use one of the main numbers above

Australia -1800 766 694	Brazil - 0800 891 3988	China – North - 10800 650 0343
China – South - 10800 265 0343	France - 0800 945 115	Germany - 0800 101 1989
Hong Kong - 800 900 856	India - 000800 650 1193	Indonesia - 001803 657 588
Italy - 800 124 723	Japan - 00531 650 252	Malaysia - 1800 80 1448
Mexico - 001 866 663 5127	New Zealand - 0800 44 6018	Philippines - 1800 1651 0376
Portugal - 800 780 106	Russia - 8 10 8002 4494011	Singapore - 1800 311 4600
South Korea - 00308 651 1405	Spain - 900 801 255	Sweden - 020 160 5734
Taiwan - 0080 165 1582	Thailand - 001800 656 402	The Netherlands - 0800 0200 582
United Kingdom - 0800 358 3556	United States - 1 866 218 2155	

Supplier Responding to New Products RFP Event

When you are invited to an RFP event you will receive an automated e-mail notification similar to the one below.
The e-mail will provide you with:

Event Name (A)

Event Start Date/Time (B)

Link to access the event (C)

Your username (D) [this name should stay constant for all Ariba events you are invited to]

Link for you to reset your password (E) if you have forgotten it

(A) Stanley Black & Decker invites you to participate in the Event
Doc22228790 000000-01 9-22-2010. The event is set to begin on Wednesday, September 22, 2010 at 12:45 PM, Eastern Daylight Time. (B)

For details, including details (D), please follow the instructions below:

1. Access http://stanleyworks_supplier.ariba.com/ad/webjumper?itemID=ABXgAHSzkRoLC&awcharset=UTF-8 (C)
2. Log on using your user name (TowsonTest) and password.
3. View the event details and if you choose to participate in the event, you must Review and Accept the agreement.

If you don't want to respond to this event, please click on the below mentioned link:

http://stanleyworks_supplier.ariba.com/ad/declinetorespond/EventDeclinetorespondProjectCreationAction?passwordadapter=SourcingSupplierUser&SupplierId=TowsonTest&EventId=Doc22228790

If you have questions about the event, please contact Jeff McDonald via
telephone at 410-847-6954 or via e-mail at jeff.mcdonald@bdk.com.

If you are unable to log in because you have forgotten your password please click on
the following link to reset your password. This URL is only valid for 30 days.

http://stanleyworks_supplier.ariba.com?awsso_tkn=34thyuERJE4c9a3139ffffffd86d6f8344 (E)

NOTE: If clicking the above link does not take you to the password reset screen,
copy and paste the URL into your browser's address bar. If the URL spans multiple
lines, copy all lines and ensure there are no spaces between the parts that you paste
together.

We look forward to working with you!

Stanley Black & Decker

Stanley Black & Decker sourcing site, Event Doc22228790: 000000-01 9-22-2010, Realm: stanleyworks, Message Id: MSG3695449, http://stanleyworks_supplier.ariba.com/ad/webjumper?itemID=ABXgAHSzkRoLC&awcharset=UTF-8

Supplier Responding to New Products RFP Event

If you use the link within the automated e-mail, you will be directed to the Ariba login page. To log in without using the link go to URL: <http://stanleyworks.supplier.ariba.com>

Enter your User Name (1)

Enter your Password (2)

Click the Login button (3)

User Name: set by user when they self registered for account

Password: sent by e-mail when account setup

Note: Both the username and password are case sensitive

Note: If the supplier does not have an existing Ariba account for SBD they will need to self-register for an Ariba account. See the Supplier Registration Instructions for details.

Stanley Black & Decker Sourcing Management

StanleyBlack&Decker A R I B A[®] SPEND MANAGEMENT

User Name:

Password:

Login

Forgot your [user name](#) or [password](#)?

[Register as a new Supplier](#)

Spend Management

Latest Updates from Ariba Exchange

Small Business Credit: "Easier" does NOT equal "easy" 6 days ago
Among the many sometimes contradictory signs that the economy is/may be/is not recovering from the financial crisis of the past few years is this report from the Huffington Post whose headline states ... [more](#)

Live Webcast: Double-Digit Revenue Growth. How Others Achieve It? 7 days ago
Struggling to determine which sales and marketing tactics are actually moving the eCommerce needle? If so, join Kevin Govin, CEO at MarkMaster and discover how you can leverage eCommerce as a strateg... [more](#)

Live Webcast: Double-Digit Revenue Growth. How Others Achieve It? 7 days ago
Struggling to determine which sales and marketing tactics are actually moving the eCommerce needle? If so, join Kevin Govin, CEO at MarkMaster and discover how you can leverage eCommerce as a strateg... [more](#)

Total Cost vs. Transformational Bidding Faceoff 12 days ago
Do you use Transformational Bidding or Total Cost Bidding as part of your bidding strategy? Do you know the differences between the two? If not, then hopefully this post will clear up confusion you ... [more](#)

New SupplyWatch Report is Available 15 days ago
The Q3 issue of SupplyWatch is posted and includes detailed category breakdowns for... MetalsPlastics, Rubber & Raw MaterialsTransportationElectronics, Electrical & IT HardwarePaper &... [more](#)

Buyer and Supplier Collaboration - Alternative Bidding! 19 days ago
We always hear from customers - both buyers and suppliers - that they want to work together more collaboratively to drive cost savings, efficiency and innovation for both parties. Conceptually it alw... [more](#)

The Secret to Maximizing Customer Retention, Revenue, and Wallet Share 20 days ago
Is your customer retention lower than you'd like? Can your sales team cost-effectively drive maximum value from your customer base? Do you have a successful strategy to find and retain more high-value... [more](#)

Supplier Responding to New Products RFP Event

If you use the link within the automated e-mail, you will be taken directly into the event (go to next page). If you login without using the link, the screen below will display showing all events you have been invited to.

Click on the Event Name (4) for the event you want to access

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Welcome Jeff - Stanley Black & Decker

[Home](#)

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[Update Profile](#)

Welcome to The Stanley Works Sourcing Management site. This site assists in identifying world class suppliers who are market leaders in quality, service, and cost. Ariba, Inc. administers this site in an effort to ensure market integrity

Events

Title	ID	End Time ↓	Event Type
▼ Status: Open (2)			
000000-01 9-22-2010	Doc22228790	9/30/2010 12:45 PM	RFP
000000-99 09-20-2010	Doc22228795	9/28/2010 12:50 PM	RFP
▼ Status: Pending Selection (20)			
000000-01 9-15-2010	Doc22228785	9/22/2010 12:50 PM	RFP
Supplier Operational Survey - Testing - Jeff	Doc21397465	9/17/2010 3:07 PM	RFI
TESTING - Capacity	Doc21297994	9/3/2010 10:37 AM	RFI
FINAL TEST - HHG	Doc21134104	8/17/2010 4:33 PM	Auction

(4) →

Supplier Responding to New Products RFP Event

The clock in the upper right corner (F) indicates how much time is remaining until the event is closed. **All** responses must be entered before this time lapse.

Click the Review Prerequisites button (5)

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Event Details

Doc22228790 - 000000-01 9-22-2010

Time remaining **7 days 23:36:54**

Event Messages
Download Tutorials

▼ Checklist

✓ 1. Review Event Details

■ 2. Review and Accept Prerequisites

3. Submit Response

▼ Event Contents

All Content

1 General Instructions

2 Pricing

Review and respond to the prerequisites. Prerequisite questions must be answered before you can view event content or participate in the event. Some prerequisites may require the buyer to review and accept your responses before you can continue with the event. If you decline the terms of the prerequisite, you cannot view the event content or participate in this event.

Review Prerequisites Decline to Respond Print Event Information

Event Overview and Timing Rules

Owner:	Jeff McDonald	Currency:	US Dollar
Event Type:	RFP	Commodity:	All commodities All
Publish time:	9/22/2010 12:39 PM		
Response start date:	9/22/2010 12:45 PM		
Due date:	9/30/2010 12:45 PM		

Supplier Responding to New Products RFP Event

Click the "I accept the terms of this agreement" option (6)

Click the OK button (7)

Click the OK button on the pop-up window (8)

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Help

Welcome Jeff - Stanley Black & Decker

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Prerequisites

Doc22228790 - 000000-01 9-22-2010

Checklist

✓ 1. Review Event Details

2. Review and Accept Prerequisites

3. Submit Response

 Prerequisites must be completed prior to participation in the event.

In consideration of the opportunity to participate in on-line events ("On-Line Events") held and conducted by the company sponsoring this On-Line Event ("Sponsor") on the web site (this "Site") hosted by Ariba, Inc. ("Site Owner"), your company ("Participant" or "You") agrees to the following terms and conditions:

1. Bids. If the On-Line Event invites you to submit a bid for a potential transaction, Sponsor reserves the right to amend, modify or withdraw this On-Line Event. Sponsor reserves the right to accept or reject all or part of your proposal. Submission of a bid does not create a contract or any expectation by Participant of a future business relationship. Rather, by submitting a bid, you are making a firm offer which Sponsor may accept to form a contract, subject to section 2 below. Sponsor is not liable for any costs incurred by Participant in the preparation, presentation or submission of a bid. Bids submitted through the On-Line Events are legally valid quotations without conditions or obligations established by the Site and Sponsor.
2. Price Quotes. Except to the extent Sponsor reserves the right to reject a bid, all bids submitted through the On-Line Events are legally valid quotations without conditions or obligations established by the Site and Sponsor.
3. Procedures and Rules. Participant further agrees to follow the rules and procedures established by the Site and Sponsor.
4. Confidentiality. Participant shall keep all information received from the Site and/or Sponsor, and all bids provided by itself or another participating organization in confidence.
5. Bids through Site only. Participant agrees to submit bids only through the on-line bidding mechanism supplied by the Site and not to submit bids via any other mechanism including, but not limited to, post, courier, fax, E-mail, or orally unless specifically requested by Sponsor.
6. Ethical Conduct. All parties will prohibit unethical behavior and are expected to notify the Site (by contacting the appropriate support number that can be found at the bottom of the home page) if they witness practices that are counter-productive to the fair operation of the On-Line Events.
7. LIMITED LIABILITY. PARTICIPANT HEREBY RELEASES SPONSOR AND THE SITE OWNER FROM ANY LIABILITY ARISING FROM OR CONNECTED WITH ACCESS TO OR USE OF THIS SITE OR THE ON-LINE EVENTS, INCLUDING ANY CONDUCT OF THE SITE OR ANY PARTICIPATING ORGANIZATION IN THE ON-LINE EVENTS, REGARDLESS OF WHETHER SUCH LIABILITY ARISES UNDER CONTRACT, TORT OR ANY OTHER THEORY.
8. WARRANTIES. THIS SITE IS PROVIDED "AS IS." SPONSOR MAKES NO WARRANTIES, EXPRESS OR IMPLIED, AS TO THE OPERATION OF THIS SITE OR THE CONTENT OR PRODUCTS ON THIS SITE, INCLUDING WITHOUT LIMITATION, THE IMPLIED WARRANTIES OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE, TITLE AND/OR NON-INFRINGEMENT.



- (6) ☒ I accept the terms of this agreement.
☐ I do not accept the terms of this agreement.



Supplier Responding to New Products RFP Event

Click the Select Lots button (9)

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HomeDiscover Business OpportunitiesNotificationsPrint

Event Details

Doc22228790 - 000000-01 9-22-2010

Time remaining 7 days 23:29:47

Download ContentReview PrerequisitesSelect LotsPrint Event Information

General Instructions

Choose the lots in which you will participate. You can modify your choices at any time.

Section 1 of 2Next >>

1 General Instructions

1.1 You must answer all mandatory questions in the RFP Questionnaire in order to submit your response.

1.2 Do not provide attachments as your response to a question unless explicitly asked to do so.

1.3 Use the comments section of your response to provide additional details for Yes/No questions if needed.

1.4 This is not an order. You must respond to this RFP/RFQ using the online sourcing system for your response be considered for this RFP/RFQ.

1.5 Specifications Questions:
Questions regarding the specifications of the parts, Terms and Conditions, and any other information included in this RFP should be directed to The Project Manager utilizing electronic the Collaboration functionality of the online system.

>> Next Section: Pricing

Event Overview and Timing Rules

Owner:	Jeff McDonald	Currency:	US Dollar
Event Type:	RFP	Commodity:	All commodities All
Publish time:	9/22/2010 12:39 PM		
Response start date:	9/22/2010 12:45 PM		
Due date:	9/30/2010 12:45 PM		

Supplier Responding to New Products RFP Event

Click the check box next to all items you want to quote on (10)

Click the Submit Selected Lots button (11)

Note: For most New Project events there will only be one part per event; however for other events there may be multiple part numbers

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Select Lots

Doc22228790 - 000000-01 9-22-2010

Cancel

Choose the lots in which you will participate. You can cancel your intention to participate in a lot until you submit a response for that lot; once you submit a response you ...

▼ Checklist

- ✓ 1. [Review Event Details](#)
- ✓ 2. [Review and Accept Prerequisites](#)
- 3. **Select Lots**
- 4. [Submit Response](#)

Select Lots

Select Using Excel

Lots Available for Bidding

☒ Name

☒ 2.4 000000-01

Test part 01

L [Submit Selected Lots](#)

(10)

(11)

Cancel

Supplier Responding to New Products RFP Event

You are now presented with the RFP information consisting of the General Instructions section (G), general comments in the Pricing section (H), and the part specifications (I)

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Console

 Doc22228790 - 000000-01 9-22-2010

Time remaining **7 days 23:24:22**

[Event Messages](#)
[Response History](#)

▼ Checklist

- ✓ 1. [Review Event Details](#)
- ✓ 2. [Review and Accept Prerequisites](#)
- ✓ 3. [Select Lots](#)
- 4. [Submit Response](#)

▼ Event Contents

[All Content](#)

[1 General Instructions](#)

[2 Pricing](#)

All Content

Name ↑	Price
▼ 1 General Instructions	
1.1 You must answer all mandatory questions in the RFP Questionnaire in order to submit your response.	
1.2 Do not provide attachments as your response to a question unless explicitly asked to do so.	
1.3 Use the comments section of your response to provide additional details for Yes/No questions if needed.	
1.4 This is not an order. You must respond to this RFP/RFQ using the online sourcing system for your response be considered for this RFP/RFQ.	
1.5 Specifications Questions: Questions regarding the specifications of the parts, Terms and Conditions, and any other information included in this RFP should be directed to The Project Manager utilizing electronic the Collaboration functionality of the online system.	
▼ 2 Pricing	
2.1 All ESL/MSL Sample Lot pricing quoted must be valid for 1 year from submission date; however pricing is contingent on raw material pricing changes, currency changes and design changes.	
2.2 All Production pricing quoted must be valid for 1 year from submission date; however pricing is contingent on raw material pricing changes, currency changes and design changes.	
2.3 Note: All references to Quantity refer to Annual Volume.	
2.4 000000-01	Less... *
Test part 01	
	1.1 B&D Plant Location [Where will the item ship to?] :
	Reynosa, Mexico
	1.2 Average Weekly Requirement:
	100
	1.3 Peak Weekly Requirement:
	1500
	1.4 ESL Target Date:
	Wed, 22 Sep, 201

* indicates required field

Supplier Responding to New Products RFP Event

Note: Depending on the resolution of your screen you may need to scroll to the right using your lower scroll bar (12) to see all of the available information including Quantity (J).

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Console

 Doc22228790 - 000000-01 9-22-2010

Time remaining **00:27:31**

[Event Messages](#)
[Response History](#)

▼ Checklist

- ✓ 1. [Review Event Details](#)
- ✓ 2. [Review and Accept Prerequisites](#)
- ✓ 3. [Select Lots](#)
- 4. [Submit Response](#)

▼ Event Contents

[All Content](#)

- 1 [General Instructions](#)
- 2 [Pricing](#)

All Content

	Price	Quantity	Extended Price	Total Cost
In order to submit your response,				
explicitly asked to do so.				
Emails for Yes/No questions if needed.				
The sourcing system for your response be considered for this				
and any other information included in this RFP should be directed to the online system.				
			\$24.52 USD	\$24.52 USD
submission date; however pricing is contingent on raw material				
on date; however pricing is contingent on raw material pricing				
Less...	* \$0.02 USD	1,226 each	\$24.52 USD	
1.1 B&D Plant Location [Where will the item ship to?]	Reynosa, Mexico			
1.2 Average Weekly Requirement:	100			
1.3 Peak Weekly Requirement:	1500			
1.4 ESL Target Date:	Wed, 22 Sep, 2010			

(12)

(I)

(J)

* indicates required field

Supplier Responding to New Products RFP Event

The first part of the part specifications section includes information you need in order to submit your quote

SBD plant the item will ship to

Average Weekly Requirement

Peak Weekly Requirement

ESL Target Date

MSL Target Date

Launch Quantity

Drawings

Notes regarding the item

To view the drawings click the drawing file (typically a PDF) click on the file name (13) and choose Download this Attachment option from the dropdown (14)

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Console

Doc22228790 - 000000-01 9-22-2010

Time remaining **7 days 23:15:35**

[Event Messages](#)
[Response History](#)

▼ Checklist

- ✓ 1. [Review Event Details](#)
- ✓ 2. [Review and Accept Prerequisites](#)
- ✓ 3. [Select Lots](#)
- 4. [Submit Response](#)

▼ Event Contents

- [All Content](#)
- 1 [General Instructions](#)
- 2 [Pricing](#)

All Content

Name ↑	Price	Quantity	Extended Price	Total Cost
pricing changes, currency changes and				
2.2 All Production pricing quoted must include raw material pricing changes, currency changes and design				
2.3 Note: All references to Quantity r				
2.4 000000-01	Less... *	USD	1,226 each	
Test part 01				
1.1 B&D Plant Location [Where will the item ship to?]	Reynosa, Mexico			
1.2 Average Weekly Requirement:	100			
1.3 Peak Weekly Requirement:	1500			
1.4 ESL Target Date:	Wed, 22 Sep, 2010			
1.5 MSL Target Date:	Thu, 14 Oct, 2010			
1.6 Launch quantity :	2000			
1.7 Drawing attachment:	000000-01.pdf			
1.8 Notes to Supplier:				
sample Lot (ESL) Samples in Weeks. has or other non number characters]:	*			
2.2 Please enter ESL Piece Price				

Download this attachment
Download all attachments

(13)

(14)

* indicates required field

Supplier Responding to New Products RFP Event

The second part of the part specifications section includes questions you need to answer as part of your response

Note: Questions with an asterisk (*) are required questions and must be answered or the system will not accept the response

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Console

 Doc22228790 - 000000-01 9-22-2010

Time remaining **7 days 23:00:36**

[Event Messages](#)
[Response History](#)

▼ Checklist

- ✓ 1. [Review Event Details](#)
- ✓ 2. [Review and Accept Prerequisites](#)
- ✓ 3. [Select Lots](#)
- 4. **Submit Response**

▼ Event Contents

- [All Content](#)
- 1 [General Instructions](#)
- 2 [Pricing](#)

All Content

	Price	Quantity
	<input type="text"/>	<input type="text"/>
2.1 Please enter Lead Time for Engineering Sample Lot (ESL) Samples in Weeks. [Enter numbers only, no dashes or other non number charters]	* <input type="text"/>	
2.2 Please enter ESL Piece Price (If there is no piece cost enter "0") [Enter numbers and decimal only, no currency symbols]	* <input type="text"/> USD	
2.3 Please enter Set-up charge for ESL Sample Run (If there is not set-up cost enter "0") [Enter numbers and decimal only, no currency symbols]	* <input type="text"/> USD	
2.4 Please enter Lead Time for Manufacturing Sample Lot (MSL) Samples. [Enter numbers only, no dashes or other non number charters]	* <input type="text"/>	
2.5 Please enter MSL Piece Price (If there is no piece cost enter "0") [Enter numbers and decimal only, no currency symbols]	* <input type="text"/> USD	
2.6 Please enter Set-up charge for MSL Sample Run (If there is not set-up cost enter "0") [Enter numbers and decimal only, no currency symbols]	* <input type="text"/> USD	
3.1 Our Standard pay terms are Net 90. If you are basing your pricing on any pay terms other then our standard enter the Net Payment Days. [Enter numbers only]	* <input type="text"/>	

* indicates required field

Supplier Responding to New Products RFP Event

You can save the information you entered and come back to complete the response by clicking the Save button (15)
Once you have entered your unit price and answered all of the mandatory questions, click the Submit Entire Response button (16) to finalize and submit your quote

If you try to submit your response without having answered all mandatory questions the system will display a message (K) and place a red asterisk (*) besides the individual questions (L)

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There is 1 problem that requires completion or correction in order to complete your request.

Home | Preferences | Help | Logout

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Discover Business Opportunities | Notifications | Print

Console

Doc22228790 - 000000-01 9-22-2010

Time remaining 7 days 22:56:17

All Content

	Price	Quantity
sign changes.		
y refer to Annual Volume.		
Less...	* \$0.02 USD	1,226
1.1 B&D Plant Location [Where will the item ship to?]	Reynosa, Mexico	
1.2 Average Weekly Requirement:	100	
1.3 Peak Weekly Requirement:	1500	
1.4 ESL Target Date:	Wed, 22 Sep, 2010	
1.5 MSL Target Date:	Thu, 14 Oct, 2010	
1.6 Launch quantity :	2000	
1.7 Drawing attachment:	000000-01.pdf Update file Delete file	
1.8 Notes to Supplier:		
2.1 Please enter Lead Time for Engineering Sample Lot (ESL) Samples in Weeks. [Enter numbers only, no dashes or other non number charters]:	*	
2.2 Please enter ESL Piece Price (If there is no piece cost enter "0") [Enter numbers and decimal only, no currency symbols]:	* \$0.0550 USD	

(K)

(L)

(15)

(16)

Submit Entire Response | Update Totals | Save | Compose Message | Excel Import

Supplier Responding to New Products RFP Event

Once you click the Submit Entire Response button and all mandatory questions have been answered, a confirmation box will appear, click the OK button (17) and your response will be submitted.

The screenshot shows a web application interface for submitting a response. On the left, there is a sidebar with 'Event Contents' including 'All Content', '1 Introduction', '2 Commercial Terms', and '3 Questions'. The main area displays a list of questions: 3.6, 3.7, 3.8, and 3.9. Question 3.9 is expanded, showing sub-questions 3.9.1 and 3.9.2. To the right of the questions are input fields for answers. A modal dialog box titled 'Submit this response?' is centered over the questions. It contains the text 'Click OK to submit.' and two buttons: 'OK' and 'Cancel'. A red arrow labeled '(17)' points to the 'OK' button.

If you find that you made an error in your response you can click the Revise Response button (18) and edit and re-submit your response.

Note: you can only revise your response if there is still time remaining in the event (M)

The screenshot shows the 'Stanley Black & Decker Sourcing Management' interface. At the top, there is a navigation bar with 'Home', 'Preferences', 'Help', and 'Logout'. Below this is a banner for 'Stanley Black & Decker'. The main content area is titled 'Doc21389523 - Supplier Operational Survey - Testing - Jeff'. A yellow banner states 'You have submitted a response for this event. Thank you for participating.' Below this banner is a 'Revise Response' button, which is highlighted with a red arrow labeled '(18)'. To the right of the banner, there is a 'Time remaining' section showing '9 days 23:08:57'. A red arrow labeled '(M)' points to the 'Time remaining' section. The left sidebar contains a 'Checklist' with '1. Review Event Details' and '2. Submit Response', and an 'Event Contents' section with 'All Content', '1 Introduction', '2 Commercial Terms', and '3 Questions'. The main content area also has an 'All Content' section with a list of items: 1.1, 1.2, 1.3, and 2.1.