

GROUP DGP PROCUREMENT





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Objectives

The purpose of this document is to provide an overview and step-by-step training to navigate through Lapasar Vendor Portal for PETRONAS Catalogue as well as the capability to perform procurement functions on the marketplace.

The contents curated in this document allows the suppliers to achieve the following:

- To obtain an understanding on how to **navigate** through the new B2B procurement platform and its functionalities.
- To be equipped with sufficient knowledge to **use the system** based on the functions and features available.
- To recognise the high level benefits of the system and the **new** ways of working around it.



OVERVIEW & NEW WAYS OF WORKING

Introduction to



Lapasar.com is a B2B Procurement Marketplace, integrated with a sophisticated procurement system which simplifies and optimises procurement efficiency. Lapasar strive to bring together a streamlined experience for corporate buyers and suppliers.

Increase sales by having immediate access to registered corporate buyers.

Localized approach with buyers & suppliers all over Malaysia.

Manage your orders from everywhere with a free Mobile App for suppliers.

Lapasar's team provides dedicated support to suppliers

Fast and timely payment process for suppliers



New Ways of Working

Cross Functional Collaboration



Proactive Ownership



Embrace **Technology**



The online and integrated B2B procurement platform provides suppliers the opportunity to collaborate with PETRONAS more efficiently.

Suppliers are empowered to manage their own accounts, including product, price, shipping and other settings.

Suppliers are encouraged to adopt an open mindset and actively utilise the new platform to drive procurement activities and elevate ways of working.

PETRONAS Supplier Eligibility & Verification

1

Supplying goods or products to PETRONAS are strictly restricted to suppliers that have a valid registration and/or valid license issued by PETRONAS.

2

Suppliers are only **allowed to supply products** within the categories they have registered for and listed under the relevant **SWECs**.

3

Suppliers must also be prepared to submit the **proof of Registration or License certificate with PETRONAS** for verification purposes before onboarding Lapasar.com.



APPLICATION DEEP DIVE

General Functions

- 1 Account Registration
- Product Upload
- Product Edit & Manage Inventory
- 4 Product Approval Status
- 5 Delivery Term & Delivery Location
- 6 Accepting & Managing Orders
- 7 User Roles

- New suppliers registration to onboard Lapasar as a PETRONAS supplier.
- To activate auto-invoicing system that simplifies payment processes.
- To be able to view, upload & submit products on Lapasar with the correct product details.
- To be able to edit uploaded products details upon submission & approval.
- Manage product inventory on Lapasar in order to align with supplier's actual product inventory.
- To monitor the product(s) approval status upon submission of uploaded products.
- Mandatory for suppliers to input both delivery terms & available delivery locations for PETRONAS Catalogue.
- To accept and manage orders received more effectively and efficiently.
- Suppliers are able to create unlimited user roles with varying levels of access on Lapasar Vendor Portal.

APPLICATION DEEP DIVE

General Functions

- 1 Account Registration
- 2 Product Upload

- 3 Product Edit & Manage Inventory
- 4 Delivery Term & Delivery Location
- Accepting & Managing Orders
- 6 User Roles
- 7 Full PETRONAS Catalogue

General Functions

The system general functions and features are covered in this section.

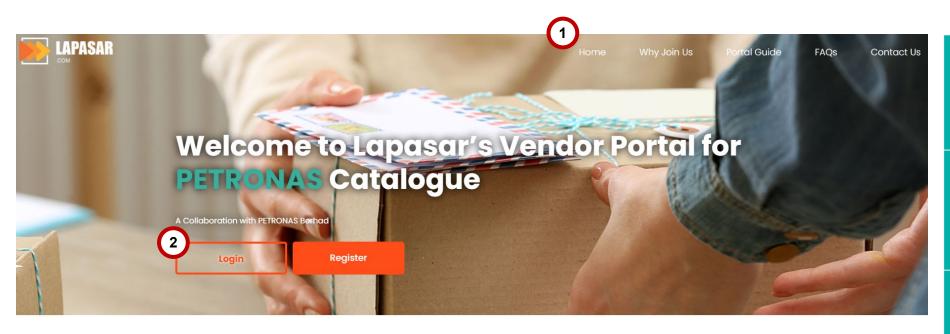
LEARNING OBJECTIVES

Suppliers will learn the basic system features and familiarise themselves with the interface to capably navigate Lapasar Vendor Portal for PETRONAS Catalogue.



Landing Page

This is the landing page of Lapasar Vendor Portal for PETRONAS Catalogue



Join Us to Connect with PETRONAS Catalogue Today!

Lapasar.com is a B2B Procurement Marketplace, integrated with a sophisticated procurement system which simplifies and optimises procurement efficiency. Lapasar strives to digitize and bring together a streamlined experience for corporate buyers and suppliers.

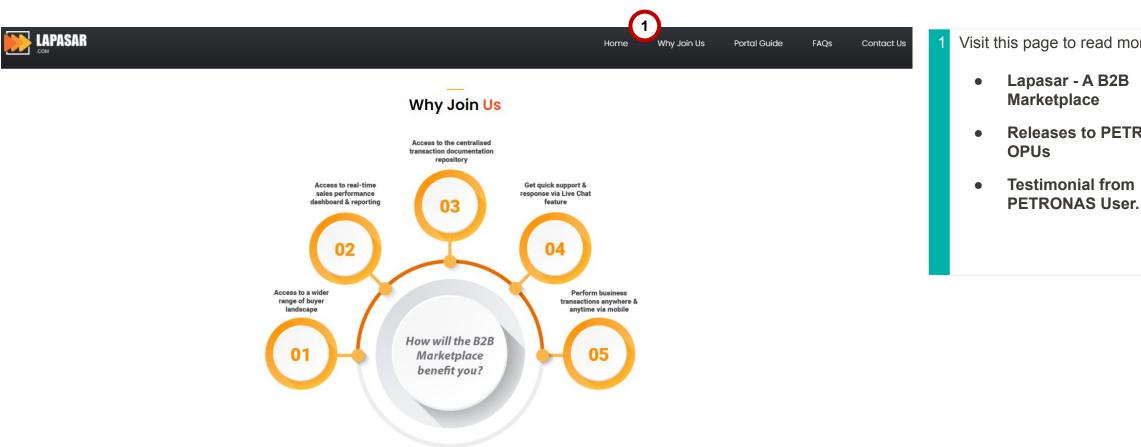
Click on "**Home**" to visit this landing page.

- Click on "Login" / "Register" to login to your seller account or register a seller account on this portal.
- 3 Scroll down to read the latest announcement / updates related to Lapasar Vendor Portal for PETRONAS Catalogue.

Why Join Us

Landing Why FAQ Contact **Portal** Join Us Page Guide Us

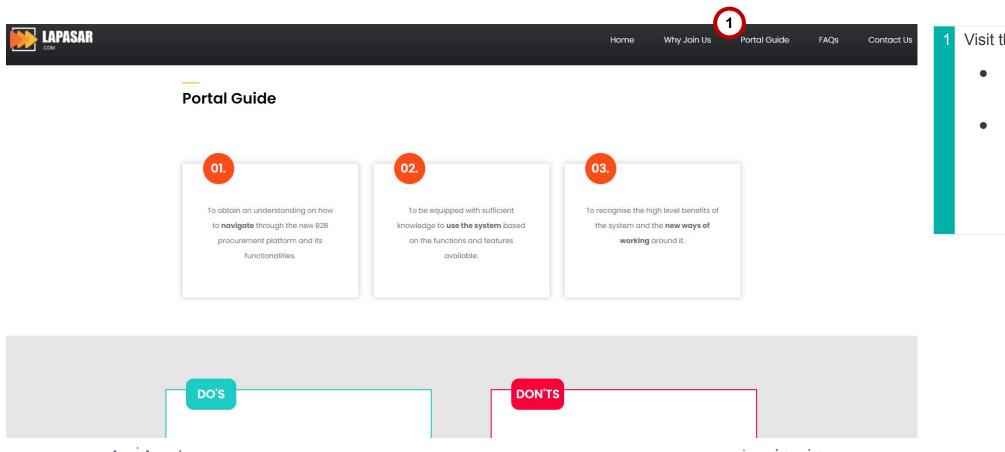
The section contains an overview of Lapasar and our collaboration with **PETRONAS**



- Visit this page to read more about:
 - **Releases to PETRONAS**

Portal Guide

The section contains an overview of the supplier's status.

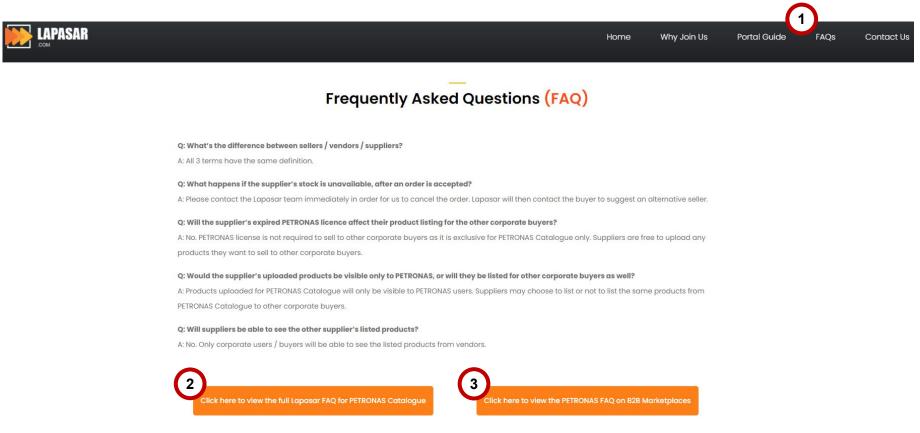


- Visit this page to:
 - View the full vendor portal guide
 - Other guidelines to follow as a vendor for PETRONAS Catalogue.

Frequently Asked Questions (FAQ)

Landing Why Portal FAQ Contact Page Join Us Guide Us

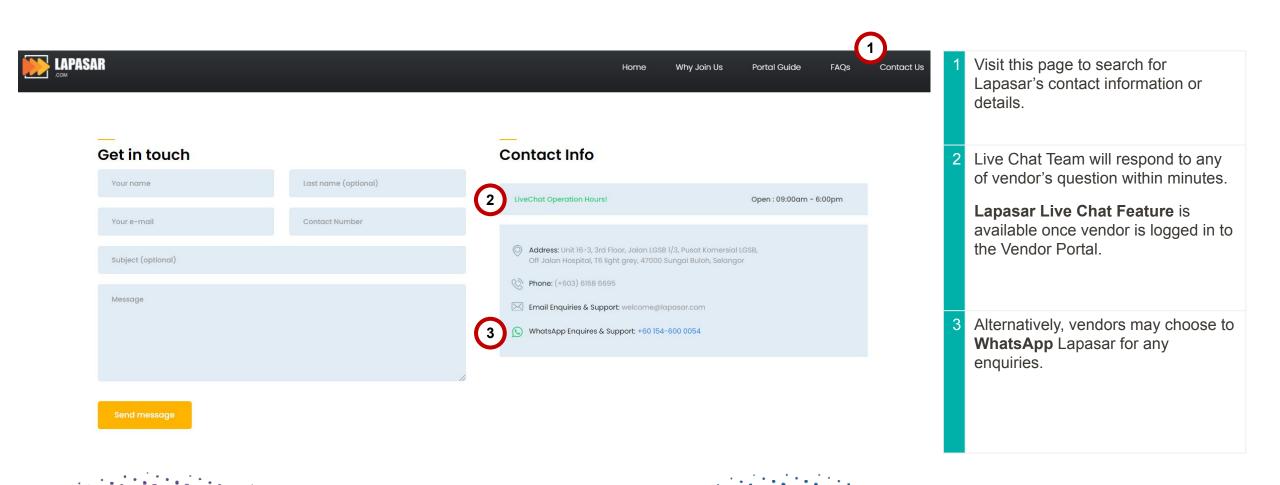
The section contains the FAQ regarding Lapasar and B2B Marketplaces for PETRONAS Catalogue



Visit this page to read through all **Frequently Asked Questions** (FAQs) Click here to view the full Lapasar **FAQ** for PETRONAS Catalogue. Click here to view the **PETRONAS** FAQ on B2B Marketplaces.

Contact Us

The section contains the information to contact Lapasar.com



APPLICATION DEEP DIVE

General Functions

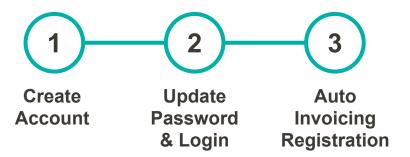
- 1 Account Registration
- 2 Product Upload
- 3 Product Edit & Manage Inventory
- 4 Product Approval Status
- Delivery Term & Delivery Location
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- 7 User Roles

Account Registration for PETRONAS Catalogue

Suppliers will receive a confirmation email from Lapasar upon registering to assign a new password for the account.

LEARNING OBJECTIVES

Suppliers will be able to register an account on Lapasar Vendor Portal for PETRONAS Catalogue and register for auto-invoicing for receiving payment purposes.



Create Account

Click here (Registration Link) to register on Lapasar Vendor Portal for PETRONAS Catalogue.

Register Now		
Please fill up the registration form be	elow and make sure you upload the latest PETRONAS License Certificate (with New SWEC Code) to ensure a smooth sign up process. You will then receive a registration confirmation email	
from Lapasar, which you will be required to set your account password before logging in.		
1)		
Company Name	Company Name	
PIC Name	Person Incharge Name	
Contact Number	Contact Number	
Email Address	E-mail	
PETRONAS License Certificate	Choose File No file chosen Please upload your latest PETRONAS License Certificate with the new SWEC codes	
PETRONAS License Certificate	dd/mm/yyyy 📋	
Expiry Date	Please input the expiration date as per your PETRONAS License Certificate here	
☐ I have read, understood and agreed to abide by <u>Terms and Conditions.</u>		
	3	
	Submit Registration	

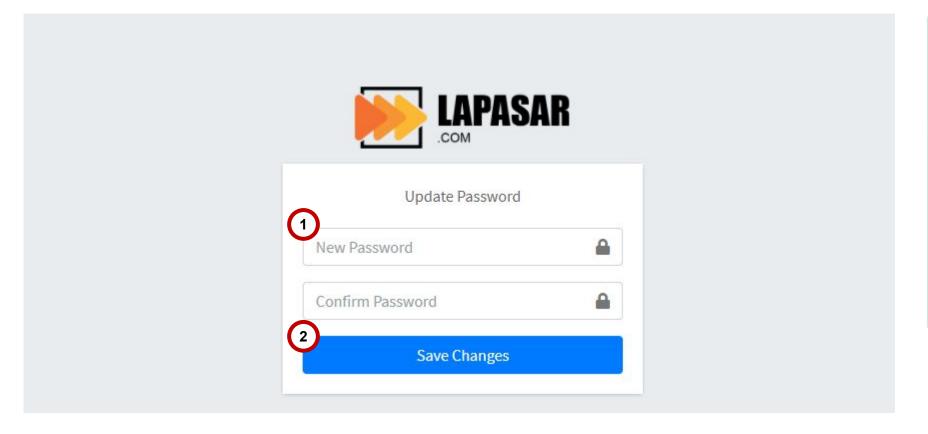
- Fill in the details required:
- Company Name
- PIC Name
- PIC Mobile Number
- PIC Email
- 2 Upload supplier's latest PETRONAS
 License Certificate & input the
 License Certificate Expiry Date
 (DD/MM/YYYY)
- Click on 'Submit Registration' upon ticking on the T&C checkbox.



Visit <u>PETRONAS Licensing Management System (PLMS)</u> to download your latest PETRONAS License Certificate.

Update Password & Login

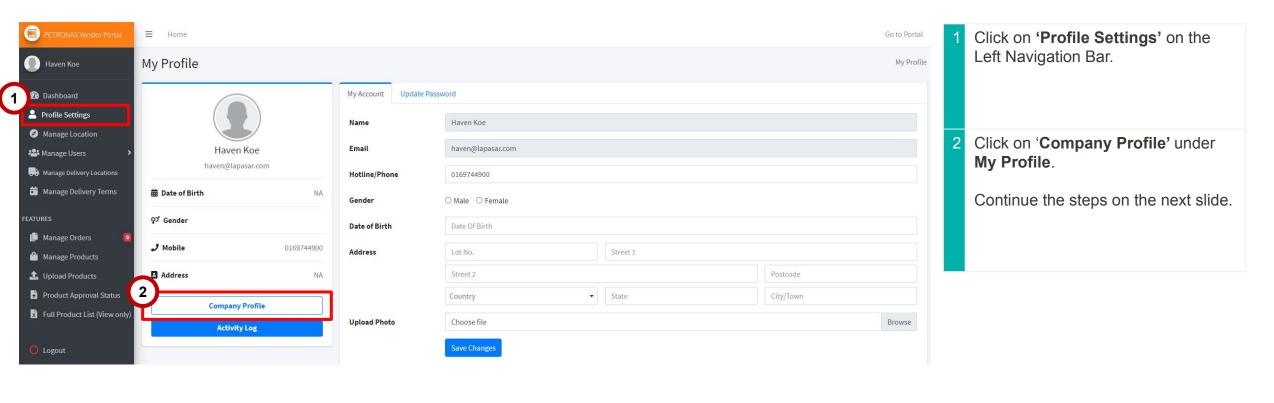
You will receive an email from welcome@lapasar.com with the title "Welcome to Lapasar.com". Click on the link in the email and you will be directed to this page to set your password.



Enter a new password and confirm that the password matches.
 Click on "Save Changes" to save the new password for this Vendor Portal Account for PETRONAS Catalogue.
 Supplier will then be directed to the Login Page for Lapasar Vendor Portal.

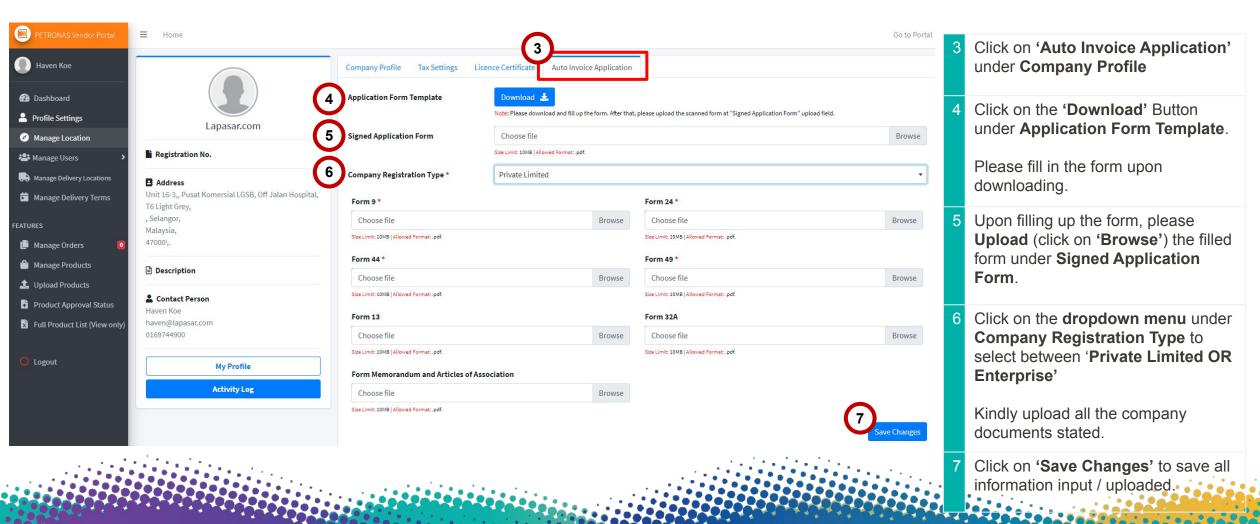
Auto-Invoicing Registration (A)

Lapasar uses an auto-invoicing system, enabled through a one-time registration. On the Lapasar platform, we do not require invoices from suppliers in order to release payments.



Auto-Invoicing Registration (B)

Suppliers will be able to activate auto-invoicing system on Lapasar by providing mandatory company documents.



APPLICATION DEEP DIVE

General Functions

- 1 Account Registration
- Product Upload
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- Delivery Term & Delivery Location
- Accepting & Managing Orders
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Product Upload

This section allows supplier to view, quote and submit products quoted for approval.

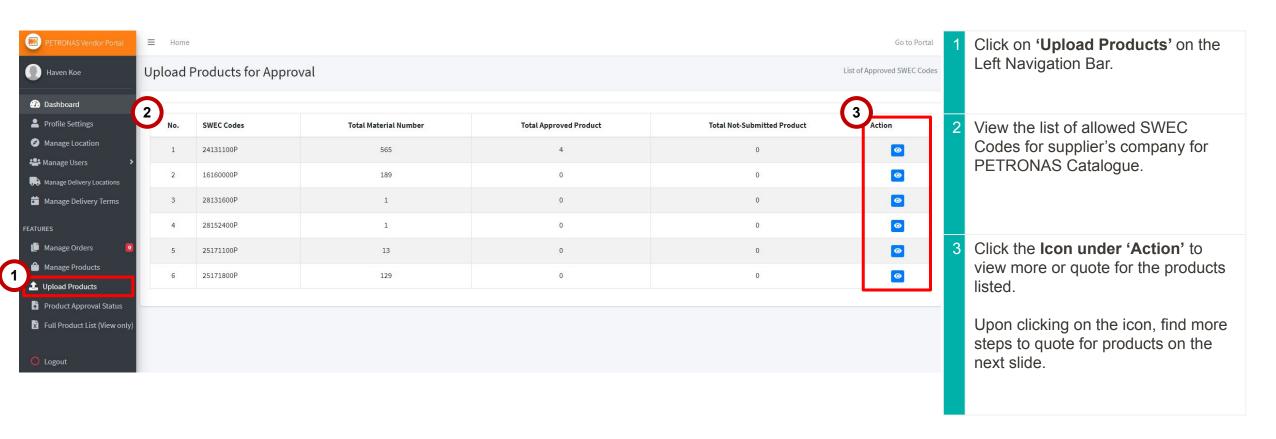
LEARNING OBJECTIVES

Suppliers will be able to view, upload and submit quoted products for PETRONAS Catalogue through this Lapasar Vendor Portal.



View SWECs Allowed to Quote

This section will display a list of SWECs allowed for supplier's company to quote for PETRONAS Catalogue. *Do find the full list of SWECs available for PETRONAS Catalogue Here (Link).

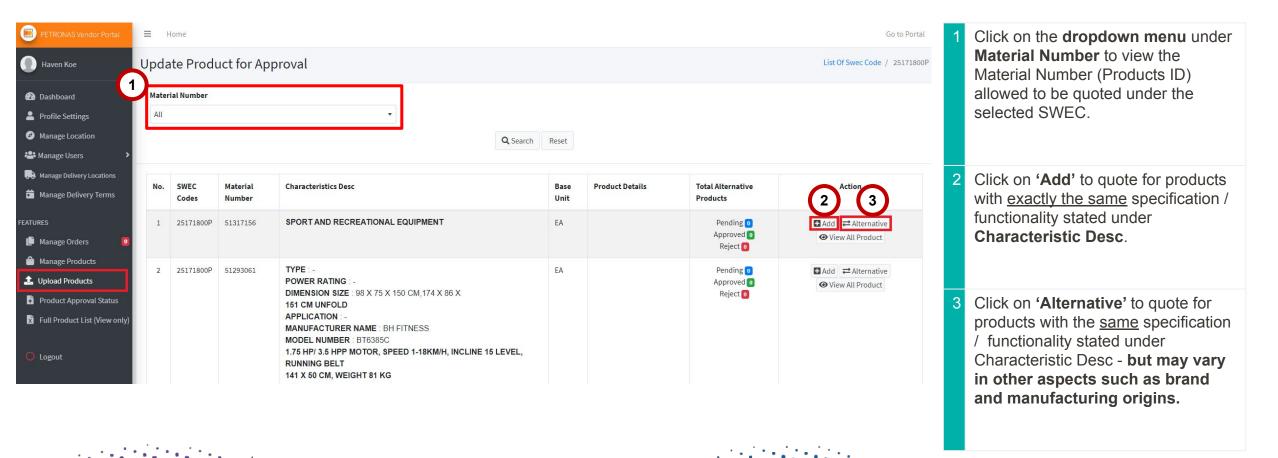




Please contact **Lapasar Live Chat Team** or **Lapasar WhatsApp** if there are any missing / extra SWECs available to be quoted on your list.

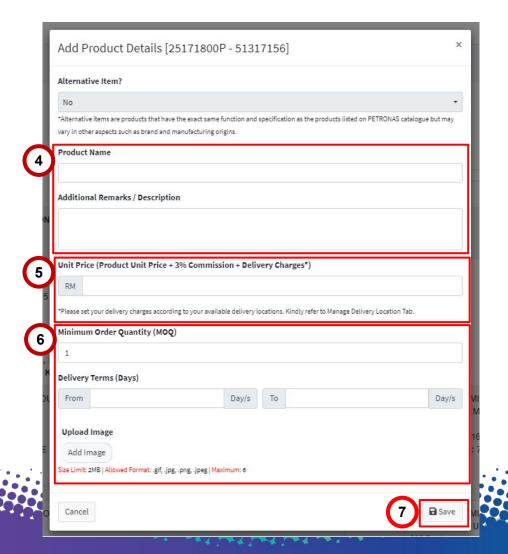
Upload Products (A)

This section allows suppliers to view product listing details & upload products accordingly. Suppliers will be directed to this page upon clicking on the eye icon for a selected SWEC Code.



Upload Products (B)

This section allows suppliers to view product listing details & upload products accordingly. Click on 'Add' and this window will pop up for supplier to input product details.



Input 'Product Name' & 'Additional Remarks / Description' for the product accordingly. Input 'Unit Price' - must be inclusive of Product Unit Price + 3% Commission + Delivery Charges* *Set the delivery charges according to supplier's available delivery locations. Refer to the slides for Manage Delivery Location. Input accordingly for item quoted: **Minimum Order Quantity Delivery Terms** (Days) Upload the exact image(s) Kindly confirm the details inputted and click on 'Save'.



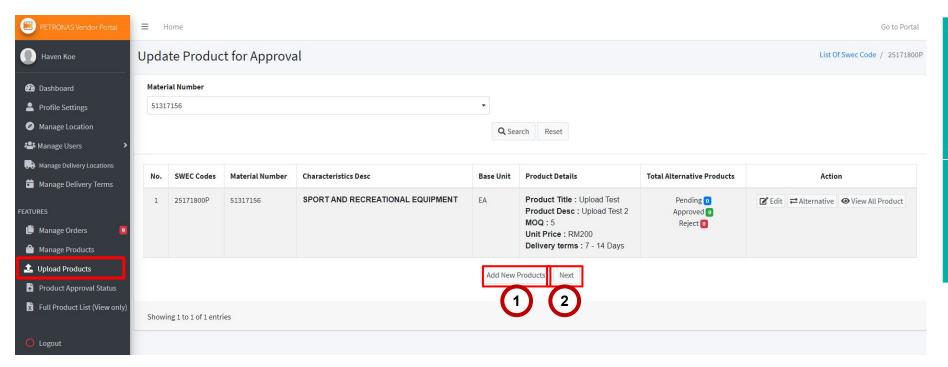
Submit Uploaded Products

Upload

Products

Submit Uploaded Products (A)

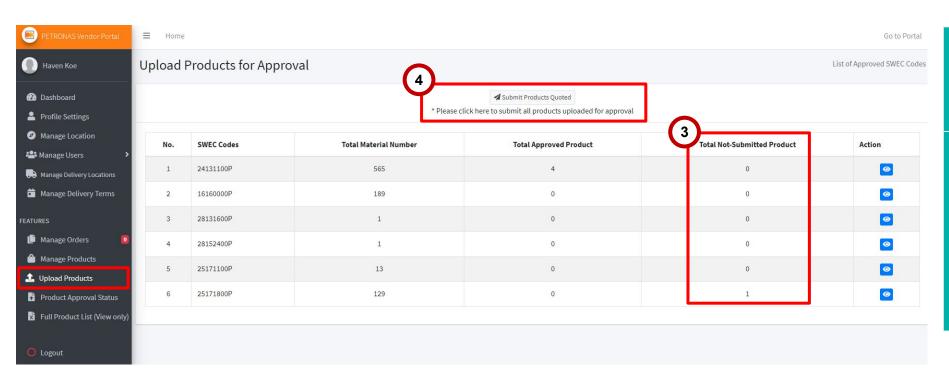
This section allows suppliers to view product details uploaded & submit for approval. Upon clicking on 'Save' from the last slide, supplier will be directed to this page.



- Click on 'Add New Products' if you wish to upload more products before submitting products uploaded for approval.
- 2 Click on 'Next' to proceed with submitting products uploaded for approval.

Submit Uploaded Products (B)

This section allows suppliers to view product details uploaded & submit for approval. Upon clicking on 'Save' from the last slide, supplier will then be directed to this page.



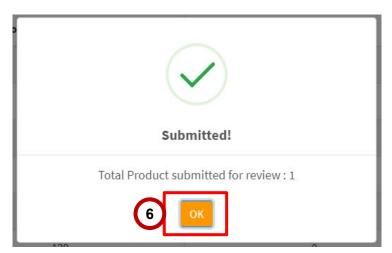
- 3 Supplier may view the numbers of products quoted under 'Total Not-Submitted Product'
- Click on 'Submit Products Quoted' button to submit all products quoted for this round.

Supplier may quote & submit their products quoted anytime - even if it's just submitting 1 product at a time.

Submit Uploaded Products (C)

This section allows suppliers to submit products uploaded for approval. Upon clicking on 'Submit Products Quoted' from the last slide, a window will pop up.





- Click on 'Submit Now' to confirm the submission of the product(s) uploaded this round.
- Then, another window will pop up to display the product submission confirmation & the total products submitted for approval.

Click on 'OK' to close the window.

APPLICATION DEEP DIVE

General Functions

- 1 Account Registration
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Product Edit & Manage Inventory

This section allows suppliers to edit products details and manage product inventory through Lapasar Vendor Portal for PETRONAS Catalogue.

LEARNING OBJECTIVES

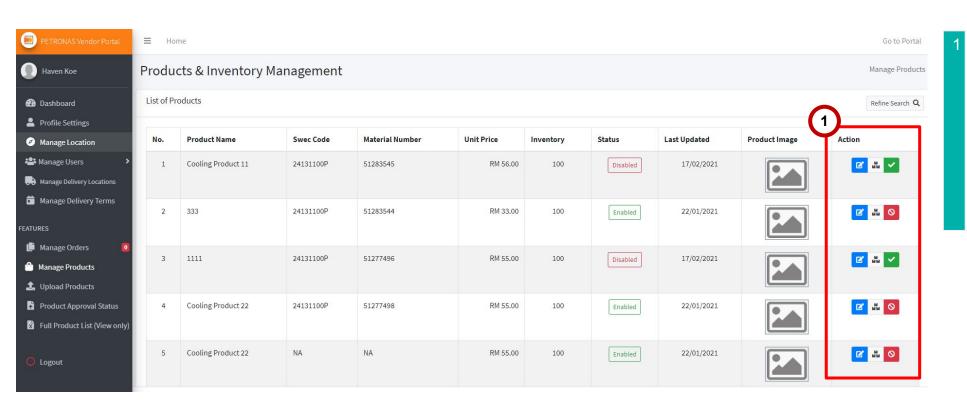
Suppliers will be able edit products details uploaded, as well as manage inventory on the platform so that it would be aligned to supplier's actual product inventory.



Manage & Manage Edit Product Inventory Details

Manage & Edit Product Details (A)

This section allows suppliers to edit products details approved by Lapasar Admin.



Suppliers may click on the icons under 'Action' for each products to perform certain actions - in order to manage and edit products approved.

Please find the icon descriptions on the next slide.

Manage & Edit Product Details (B)



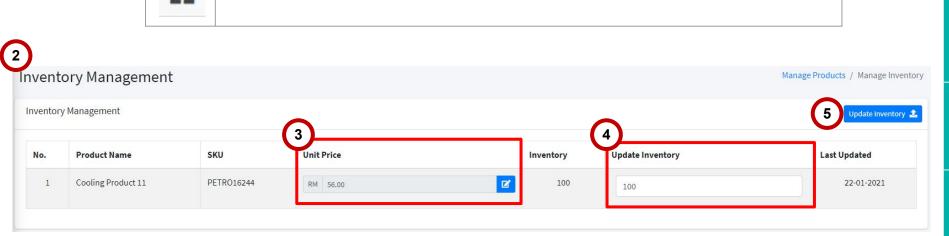
This section allows suppliers to understand each icon descriptions under Manage Products.

(2		
		Click on this icon to Edit Product Details.
	MM	Click on this icon to Manage Inventory & Edit Product Unit Price.
	0	Click on this icon to Disable Products that are not sellable / unavailable (Hide item temporarily from PETRONAS Catalogue).
	~	Click on this icon to Enable Products that has been disabled earlier on.

Find the descriptions of each icons (under 'Action') for Manage Products as stated.

Manage Inventory

This section allows suppliers update inventory, as well as price adjustment for each product.



Click on this icon to **Manage Inventory & Edit Product Unit Price**.

- On the same page (from previous slide), click on this icon under 'Action'. The icon description is as stated on the left.
 Supplier will be directed to the 'Inventory Management' page.
- Edit the unit price of the product under 'Unit Price'.
- 4 Edit the Inventory for the product under '**Update Inventory**'.
- 5 Click on '**Update Inventory'** to save the changes made.

APPLICATION DEEP DIVE

General Functions

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Product Approval Status

This section allows supplier to monitor their product approval status upon submitting their uploaded products for PETRONAS Catalogue.

LEARNING OBJECTIVES

Suppliers will be able to monitor & edit their products submitted (with 3 status).

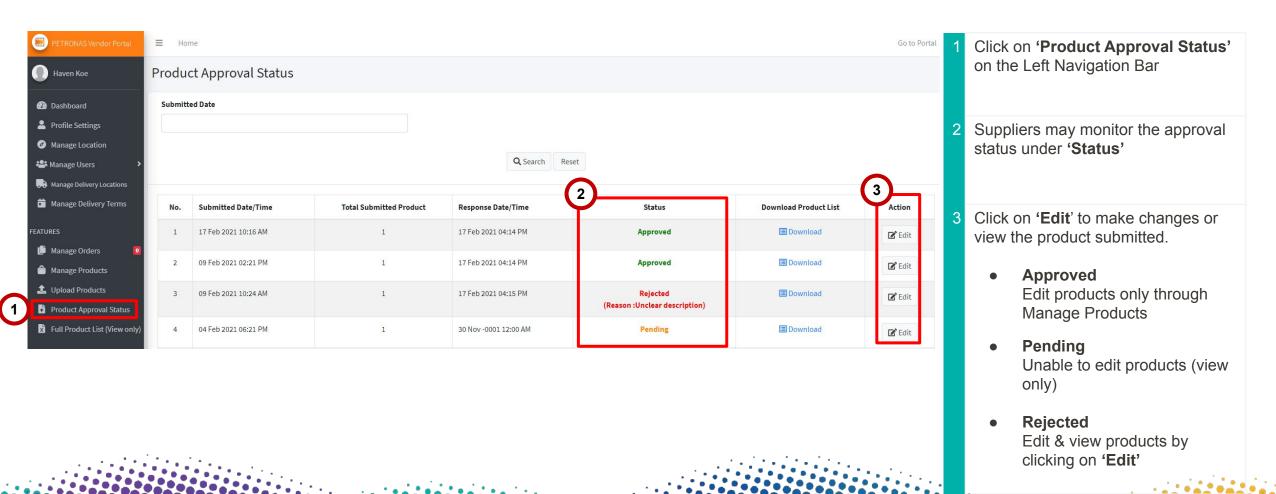


Product Approval Status

Product Approval Status

Product Approval Status

This section allows supplier to monitor their product approval status upon submitting their uploaded products for PETRONAS Catalogue.



APPLICATION DEEP DIVE

General Functions

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Delivery Term & Delivery Location

This section allows supplier set their general delivery term and delivery location for PETRONAS Catalogue (Both are mandatory to input).

LEARNING OBJECTIVES

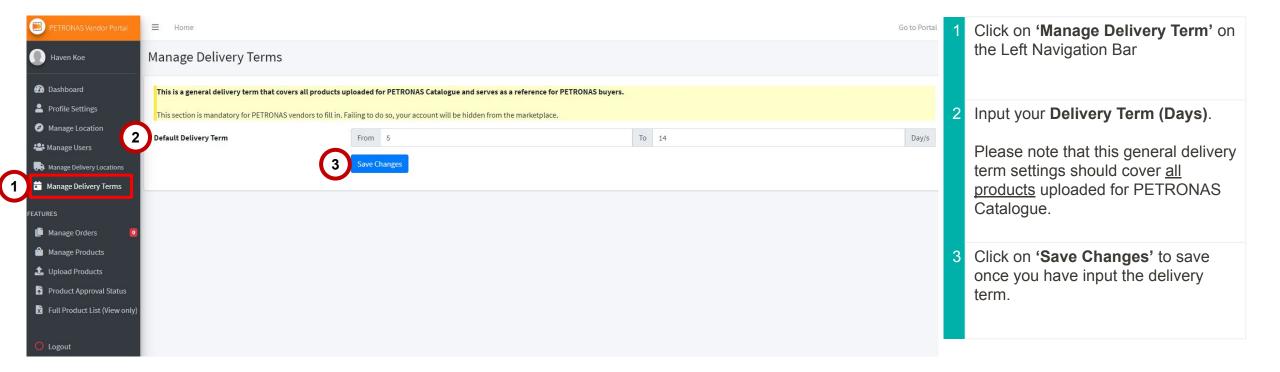
Suppliers will be able to set and edit their general delivery term and delivery location exclusively for PETRONAS Catalogue.



General Delivery Term



This section allows suppliers to set and edit the general delivery term that covers all products uploaded for PETRONAS Catalogue - serves as a reference for PETRONAS Buyers.

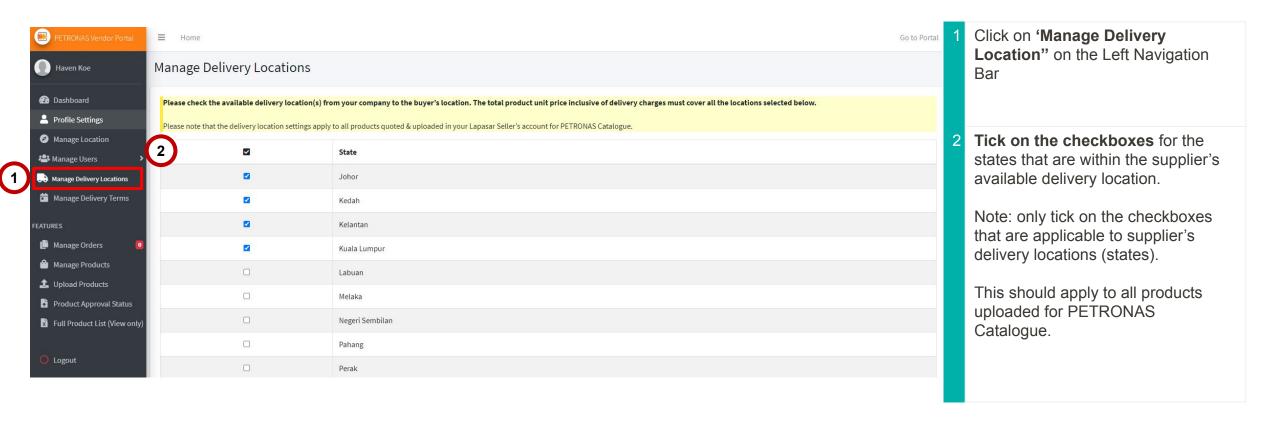




This is mandatory for PETRONAS Vendors to input. Failing to do so will result in your e-store being hidden from PETRONAS Catalogue.

Delivery Location

This section allows suppliers to set the supplier's available delivery location(s). The total product unit price inclusive of delivery charges must cover all the locations selected.





Please note that the delivery location settings apply to all products quoted & uploaded in your Lapasar Seller's account for PETRONAS Catalogue.

APPLICATION DEEP DIVE

General Functions

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Accepting & Managing Orders

This section allows suppliers to accept (fulfillment) and manage orders from PETRONAS buyers.

LEARNING OBJECTIVES

Suppliers will be able to accept orders received from PETRONAS as well as managing them.

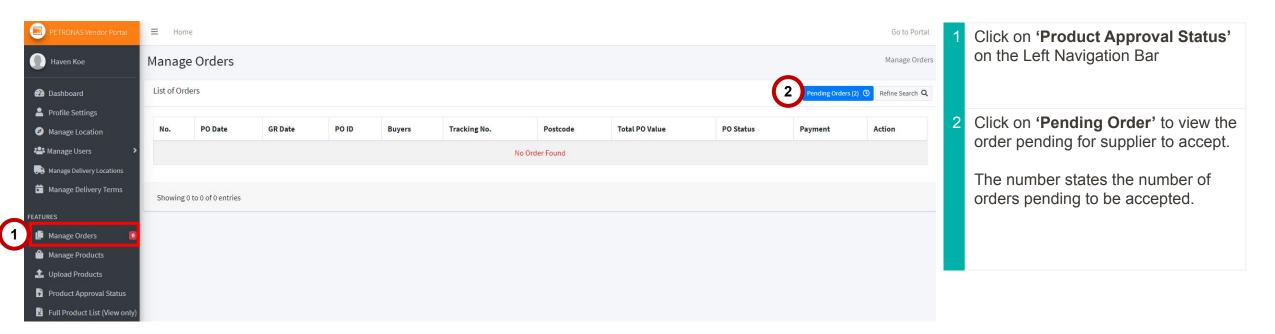


Accepting & Managing Orders

Accepting & Managing Orders



This section allows suppliers to accept (fulfillment) and manage orders from PETRONAS buyers.





Please contact **Lapasar Live Chat Team** or **Lapasar WhatsApp** for any enquiries regarding accepting order(s) from PETRONAS.

APPLICATION DEEP DIVE

- 5 Delivery Term

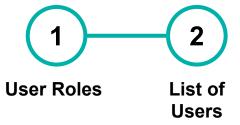
7 User Roles

User Roles

This section allows suppliers to create unlimited user roles with varying levels of access on Lapasar Vendor Portal for PETRONAS Catalogue.

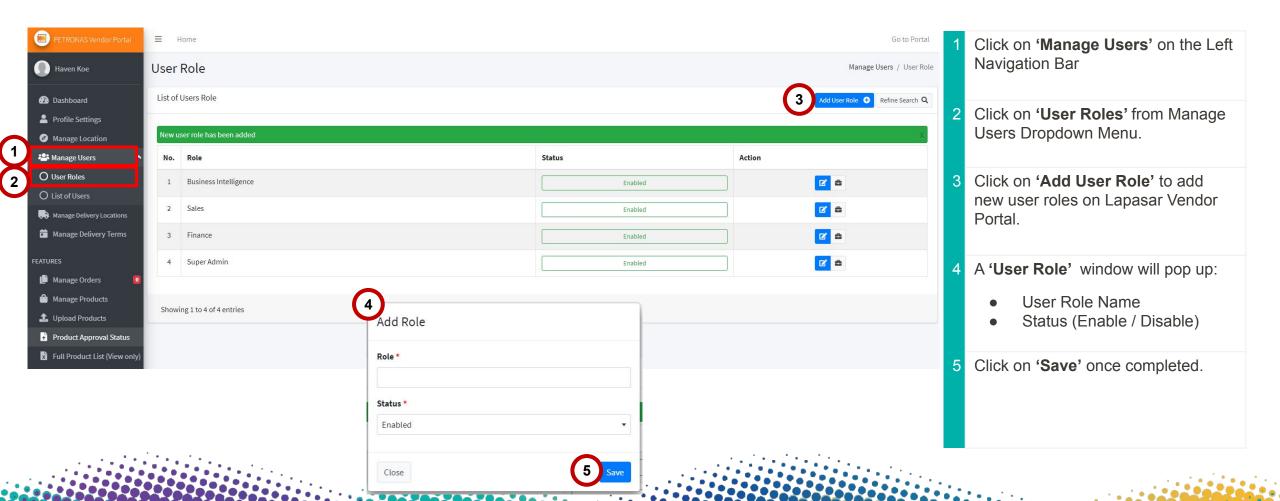
LEARNING OBJECTIVES

Suppliers will be able to create user roles & view list of users with different level of access on Lapasar Vendor Portal.



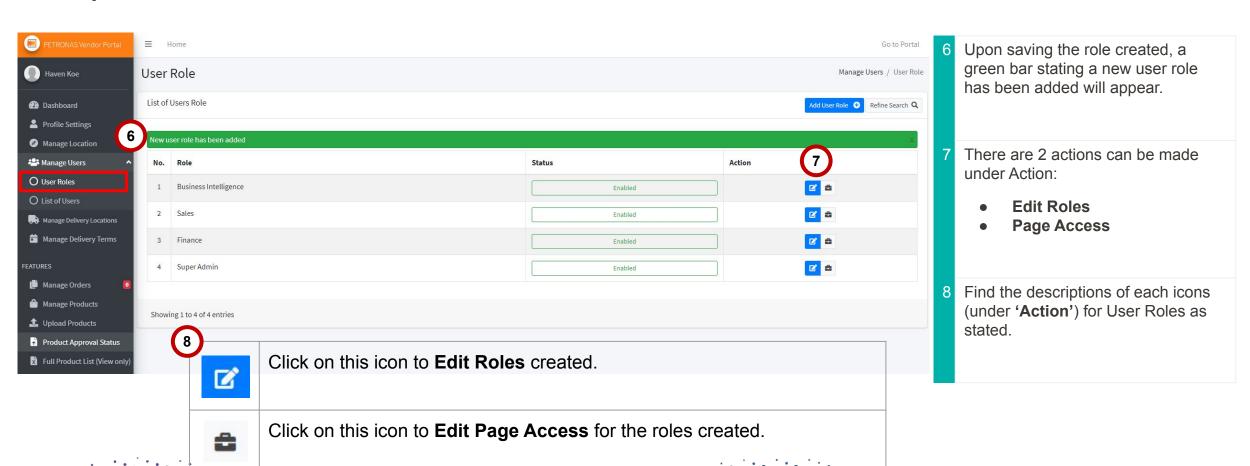
User Roles (A)

This section allows suppliers to create user roles and the different levels of access on Lapasar Vendor Portal.



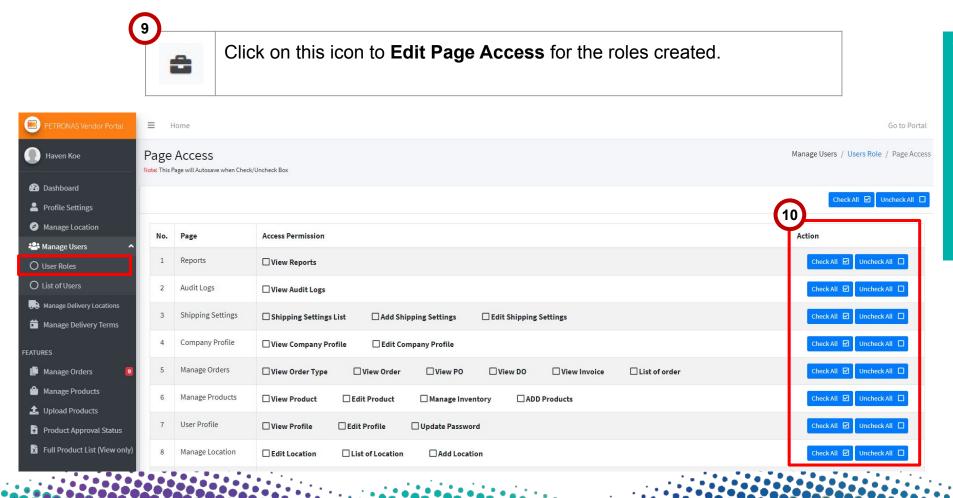
User Roles (B)

This section allows suppliers to create user roles and the different levels of access on Lapasar Vendor Portal.



User Roles (C)

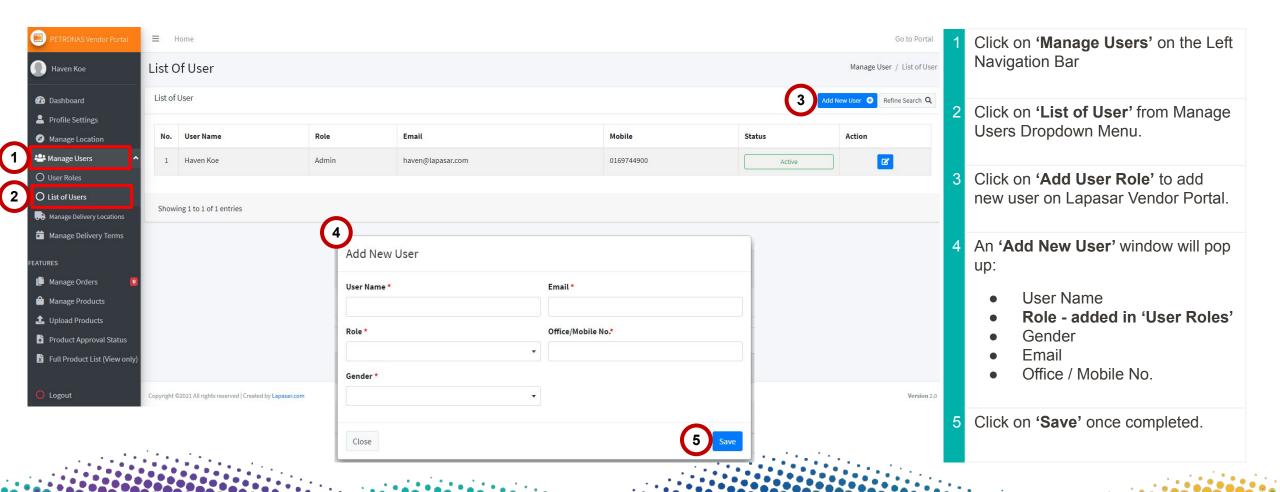
This section allows suppliers to create user roles and the different levels of access on Lapasar Vendor Portal.



- On the same page (from previous slide), click on this icon under 'Action'. The icon description is as stated on the left.
- Supplier will be directed to 'Page Access' and able to allow varying access to different roles created.

List of Roles

This section allows suppliers to create and view list of users created on Lapasar Vendor Portal.



Petronas-Lapasar DO'S & DON'TS







Have a designated Person in Charge that will take care of the onboarding and the fulfillment of the first few orders.



Do not set prices that are above reasonable market price average.



Leverage on our team to help you set up. Product uploads, account setting and more.



Do not be hesitant to reach out for help! You can reach Lapasar via the Live Chat function, via Call or via Email!



Download the respective marketplace App to be notified on your incoming orders & manage them easily.



Do not forget to update your product inventory and prices if there are any changes.



SUPPORT CONTACT

Support Contact

Should you require any support, please reach out to us via the following channels:



E-MAIL:

welcome@lapasar.com



CALL:

03-6144 6686



LIVE CHAT:

https://petronas.lapasar.com/app/

petronas/ (Upon Login)



WHATSAPP:

+60 154-600 0054

THANK YOU