



# Plateforme d'achats de Hitachi

## Négociation du contrat

1. Accompagnement étape par étape
2. Tableau de messagerie

## 1. Accès/Écran d'accueil du fournisseur

12:43 WET - Western Europe Time

PREPRODUCTION ENVIRONMENT

Welcome LAUREN CAMMELL

Main Dashboard

MY BID COLLECTORS WITH PENDING RESPONSES

MY EDITABLE ASSESSMENTS

MY RFIS WITH PENDING RESPONSES

MY ACTIONS LIST

CONTRACTS IN NEGOTIATION

TITLE	CODE	END/DELIVERY DATE
<a href="#">Hitachi Rail Limited / Supplier - 2-way NDA</a>	con_2500	

MY RFQS WITH PENDING RESPONSES

TITLE	BUYER ORGANISATION	TIME TO CLOSE	RFQ CLOSING DATE/TIME	RESPONSE STATUS
<a href="#">Hitachi Test RFQ</a>	HITACHI	04:16:30	04/03/2022 17:00	No Response Prepared

RECEIVED ACTION COLLABORATIONS

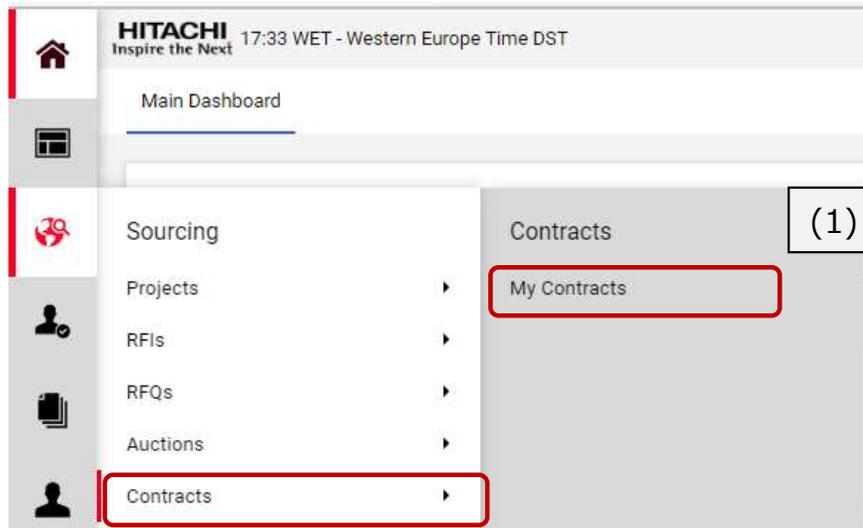
MY RUNNING SURVEYS

SURVEY TYPE	SURVEY OBJECT	SCORECARD TITLE	BUYER ORGANISATION	SURVEY DEADLINE	LAST SAVED ON
Risk Scorecard	--	--	HITACHI	08/03/2022 09:00	

OPEN AND PENDING AUCTIONS

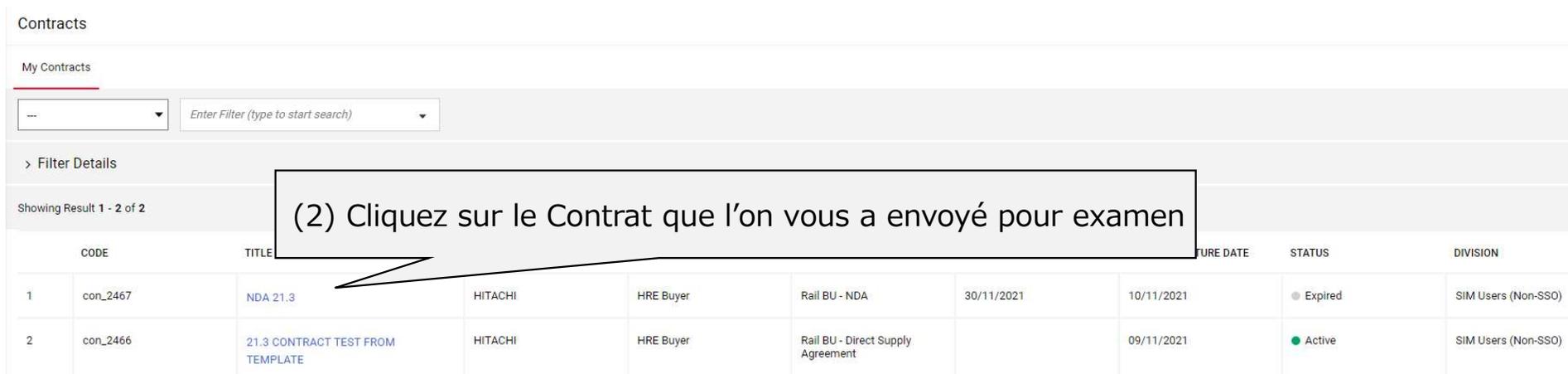
(1) Vous pouvez accéder au contrat auquel vous avez été envoyé  
(2) par le biais du tableau de bord, une fois connecté

### 1.1,1. Vous pouvez aussi naviguer jusqu'aux Contrats dans le système



(1) Cliquez sur « Achats » > « Contrats » > sous-menu « Mes contrats »

### 1.1,2. Ouvrez le Contrat auquel vous avez été invité



(2) Cliquez sur le Contrat que l'on vous a envoyé pour examen

	CODE	TITLE				CREATION DATE	START DATE	STATUS	DIVISION
1	con_2467	NDA 21.3	HITACHI	HRE Buyer	Rail BU - NDA	30/11/2021	10/11/2021	● Expired	SIM Users (Non-SSO)
2	con_2466	21.3 CONTRACT TEST FROM TEMPLATE	HITACHI	HRE Buyer	Rail BU - Direct Supply Agreement		09/11/2021	● Active	SIM Users (Non-SSO)

## 1.1,3. Révision du Contrat

← Contract: con\_2114 - Contract\_XXXX ● Published

Details Contents Management Messages (Unread 0)

Settings Associated Users Actions (0)

→| **Overview**

**Code**  
con\_2114

**Description**  
The supply of goods relating to X for X project

**Contract Enabled for Procurement**  
No

**End/Delivery Date Type**  
Fixed

**Start/Signature Date**  
24/07/2020 00:00

**Total Price**

**Status**  
Published

**Division**  
Hitachi Rail Limited (UK)

**Title**  
Contract\_XXXX

**Reference**

**End/Delivery Date**  
22/07/2022 23:59

**Currency**

**Contract Manager**  
HRL L&D Buyer

(3) Les informations de base du Contrat apparaîtront sous Détails > Paramètres

### 1.1,4. Révision du Contrat

← Contract: con\_2114 - Contract\_XXXX Published

Details Contents Management Messages (Unread 0)

Additional Information Prices (←) **MCD (Sent To Main Contractor)**

→ Approved MCD

No Approved MCD Present

Last Proposed MCD Accept/Decline Proposal Create Counter Proposal

MCD PROPOSAL 1

Original Proposal Sent to Main Contractor View Document

Created on 22/07/2020 11:15:19 by: HRL L&D Buyer	Approval Type Main Contractor (Counter Proposal Enabled)
Requested on 22/07/2020 11:38:06 by: HRL L&D Buyer	Proposal Comment Please review and confirm.
Approved on	Approval Comment

(4) Accédez à Gestion des contenus > MCD

(5) Cliquez sur Afficher le document pour ouvrir le contrat et commencer à le passer en revue

(6) Une fois le contrat examiné, cliquez soit sur « Accepter », soit sur « Refuser », **ou bien si** vous avez eu la possibilité de le faire, vous pouvez « Créer une contre-proposition »

## 1.1,5. Révision du Contrat

Contract: con\_2114 - Contract\_XXXX Published Highlight Changes Create Counter Proposal

Proposal #: 1 Sent to Main Contractor

Clause

- cls\_183 - [HRL] L Agreement (IEP\_ASR\_WoE\_TPE\_Hull)\_1\_F...
- cls\_226 - [HRL] Lite Supply Agreement (IEP\_ASR\_WoE\_TPE\_Hull)\_2\_F...

(9) Une fois examiné, cliquez sur « Retour »

(8) Vous pouvez mettre en évidence les changements en cliquant ici

(7) Après avoir cliqué sur « Afficher le document » comme affiché sur la page précédente, vous pouvez examiner le document en détail

(1)	HITACHI RAIL LIMITED
-	And-
(2)	HRE TEST SUPPLIER 1

## 1.1,6. Renvoyer le contrat

← Contract: con\_2114 - Contract\_XXXX Published

Details Contents Management Messages (Unread 0)

Additional Information Prices (-) **MCD (Sent To Main Contractor)**

→ Approved MCD

No Approved MCD Present

Last Proposed MCD

MCD PROPOSAL 1

Original Proposal Sent to Main Contractor [View Document](#)

Created on 22/07/2020 11:15:19 by: HRL L&D Buyer	Approval Type Main Contractor (Counter Proposal Enabled)
Requested on 22/07/2020 11:38:06 by: HRL L&D Buyer	Proposal Comment Please review and confirm.
Approved on	Approval Comment

Accept/Decline Proposal Create Counter Proposal

(10) Vous êtes alors en mesure d'« accepter ou refuser » la proposition

## 1.1,7. Renvoyer le contrat

Contract: con\_2114 - Contract\_XXXX Published Cancel Decline Accept

→ MCD Proposal Details. Send your Counter Proposal to the Contract Manager

Comment

(11) Ajoutez tout commentaire éventuel

Characters available 512

(12) Approuvez ou rejetez le contrat

MCD PROPOSAL 1

Original Proposal Sent to Main Contractor View Document

<b>Created on</b> 22/07/2020 11:15:19 by: HRL L&D Buyer	<b>Approval Type</b> Main Contractor (Counter Proposal Enabled)
<b>Requested on</b> 22/07/2020 11:38:06 by: HRL L&D Buyer	<b>Proposal Comment</b> Please review and confirm.

### 1.1,8. Création d'une contre-proposition

← Contract: con\_2114 - Contract\_XXXX Published

Details Contents Management Messages (Unread 0)

Additional Information Prices (←) **MCD (Sent To Main Contractor)**

→| Approved MCD

No Approved MCD Present

Last Proposed MCD Accept/Decline Proposal Create Counter Proposal

MCD PROPOSAL 1

Original Proposal Sent to Main Contractor View Document

Created on 22/07/2020 11:15:19 by: HRL L&D Buyer Approval T Main Contr

Requested on 22/07/2020 11:38:06 by: HRL L&D Buyer Proposal Comment Please review and confirm.

Approved on Approval Comment

(13) Si vous avez la possibilité de créer une contre-proposition, et que vous souhaitez le faire, cliquez sur « Créer une contre-proposition »

### 1.1,9. Création d'une contre-proposition

Contract: con\_2114 - Contract\_XXXX Published Highlight Changes

Proposal #: 1 Sent to Main Contractor

**Clause**

- cls\_183 - [HRL] Lite Supply Agreement (IEP\_ASR\_WoE\_TPE\_Hull)\_1\_F...
- cls\_226 - [HRL] Lite Supply Agreement (IEP\_ASR\_WoE\_TPE\_Hull)\_2\_F...

Dated 2020

(1) HITACHI RAIL LIMITED

**This site is trying to open Word (desktop).**  
https://hitachi-prep.bravosolution.com wants to open this application.

Always allow hitachi-prep.bravosolution.com to open links of this type in the associated app

Open Cancel

(14) Cliquez sur « Modifier »

(15) Confirmer l'ouverture dans Word pour commencer à modifier la contre-proposition

## 1.1,10. Création d'une contre-proposition

(17) Une fois que vous avez terminé, cliquez ici  
Cela chargera les mises à jour dans l'outil

(18) Vous pouvez ensuite le fermer

(16) Votre document s'ouvrira alors dans Word,  
vous pourrez ainsi effectuer vos modifications

(19) Une fois Word fermé,  
« Enregistrer » les modifications dans  
la Plate-forme d'Achats

The Clause Editing session in Word has finished. To confirm your changes click Save or click Cancel to discard the changes made in Word.

Cancel Save

Page 6 of 41 15106 words

9777985af5e80ec3 - Word

you want to do...

bBcCd AaBbCcDd AaBbCcD AaBbCcD

Emphasis h7 h8 h9 Normal Strong Subtitle Select

Styles Editing

(b) the cessation or material impairment of the ability of any device, functional unit of equipment, system, software or component with respect to such Equipment to perform its intended function where such cessation or material impairment arises from any failure or deficiency of the relevant device, functional unit of equipment, system or component;

(c) any other defect, failure or fault in any such Equipment, or any part thereof or anything installed therein, which is attributable to defective design, defective workmanship or defective materials or is otherwise attributable to any failure by the Supplier to perform its obligations in accordance with this Agreement;

“Fault Notice” means, in respect of any such Equipment, a notice given by the Customer to the Supplier, in accordance with the terms of the Agreement, to inform the Supplier of a failure (as defined in the Agreement) in such Equipment.

Force majeure Event means the occurrence after the date of this Agreement of any of the following:

(a) war, armed conflict or civil war (whether declared or undeclared);

(b) riot or civil unrest or commotion;

## 1.1,11. Renvoyer une contre-proposition

← Contract: con\_2114 - Contract\_XXXX ● Published

Details Contents Management Messages (Unread 0)

Additional Information Prices (→) MCD (Sent To Main Contractor)

→ Approved MCD

● No Approved MCD Present

Last Proposed MCD ⋮ [Send Counter Proposal](#)

MCD PROPOSAL 1

Original Proposal	View Document
<b>Created on</b> 22/07/2020 11:15:19 by: HRL L&D Buyer	<b>Approval Type</b> Main Contractor (Counter Proposal Enabled)
<b>Requested on</b> 22/07/2020 11:38:06 by: HRL L&D Buyer	<b>Proposal Comment</b> Please review and confirm.

Counter Proposal	
<b>Created on</b> 25/05/2022 18:06:59 by: HRE TEST Supplier1	
<b>Responded on</b>	<b>Main Contractor Comment</b>
<b>Approved on</b>	<b>Approval Comment</b>

(20) Vous pouvez ensuite renvoyer la contre-proposition à Hitachi

## 1.1,12. Renvoyer une contre-proposition

Contract: con\_2114 - Contract\_XXXX ● Published Cancel Send Counter Proposal

→| 1 MCD Proposal Details. Send your Counter Proposal to the Contract Manager

(22) Envoyer la contre-proposition

Comment

(21) Ajoutez tout commentaire éventuel

Characters available 512

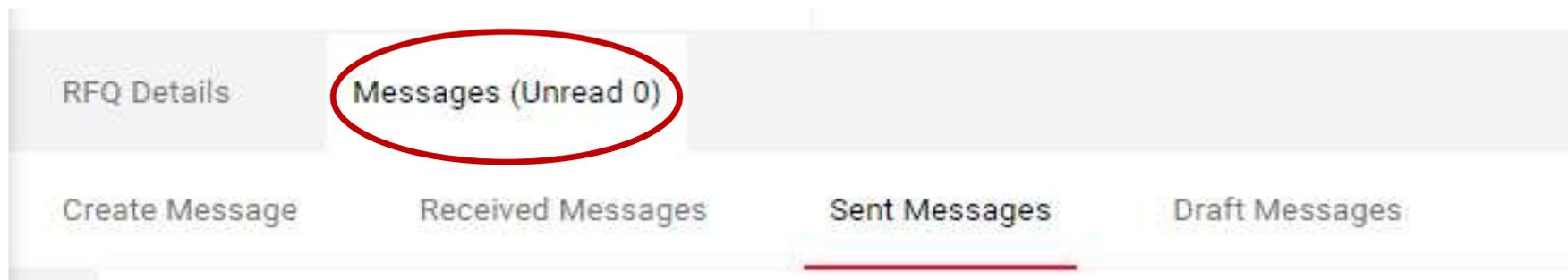
MCD PROPOSAL 1

<p>Original Proposal <span>View Document</span></p> <p>Created on 22/07/2020 11:15:19 by: HRL L&amp;D Buyer</p>	<p>Approval Type Main Contractor (Counter Proposal Enabled)</p>	<p>Counter Proposal <span>● Sent to Main Contractor</span> <span>View Counter Proposal</span></p> <p>Created on 25/05/2022 18:06:59 by: HRE TEST Supplier1</p>
<p>Requested on 22/07/2020 11:38:06 by: HRL L&amp;D Buyer</p>	<p>Proposal Comment Please review and confirm.</p>	<p>Responded on Main Contractor Comment</p>

## 2. Tableau de messagerie

### Pour les demandes de support relatives aux contrats

Veillez utiliser le tableau de messagerie de la Plate-forme d'achats Hitachi pour les requêtes, plutôt que pour les e-mails, car cela permet une réponse suivie et cohérente de la part de la bonne personne responsable du Contrat.



### 2.1. – Utiliser les outils Messagerie Board

The screenshot shows the 'Messages (Unread 0)' section of the Hitachi messaging board. The interface includes a navigation bar with 'Create Message', 'Received Messages', 'Sent Messages', and 'Draft Messages'. Below this, the 'Create Message' form is displayed for RFQ: rfq\_1687 - Hitachi Test RFQ. The form has a 'Subject' field containing 'Question for Q1.1.3' and a 'Message' body containing 'Dear Hitachi, I would like to clarify question 1.1.3, this is not clear to us. Regards, [Name]'. The 'Attachments' section is currently empty, and the 'Recipients' list shows 'HITACHI'. A 'Send Message' button is visible in the top right corner.

(1) Accédez à la zone Messages > Créer un message

(2) Entrez le titre du sujet

(3) Entrez le corps du message

(4) Joindre toutes les pièces jointes

(5) Envoyer le message

**HITACHI**  
Inspire the Next 