Instructions for alternative bids (variants) in SAP Ariba

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Purpose of this document:
These instructions are intended to help create alternatives (variants) in SAP Ariba.

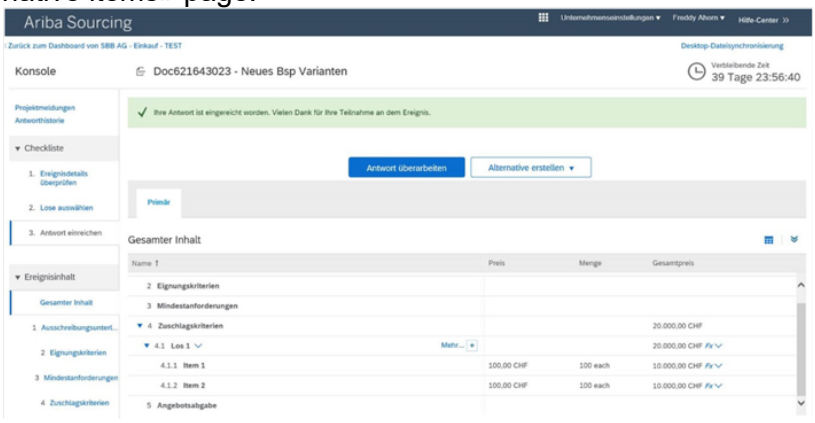
1. Alternative bid submission in SAP Ariba allows you to submit variants, after you have sub-mitted a primary bid based on the event as defined by SBB AG. Alternative bids are intended to provide additional suggestions regarding prices and the way in which the goal will be achieved. The con-tracting parties can then review the primary and alternative bids (variants) and decide which best suits their requirements.

2. You can only place an alternative bid for the items you have already bid on in your primary bid.

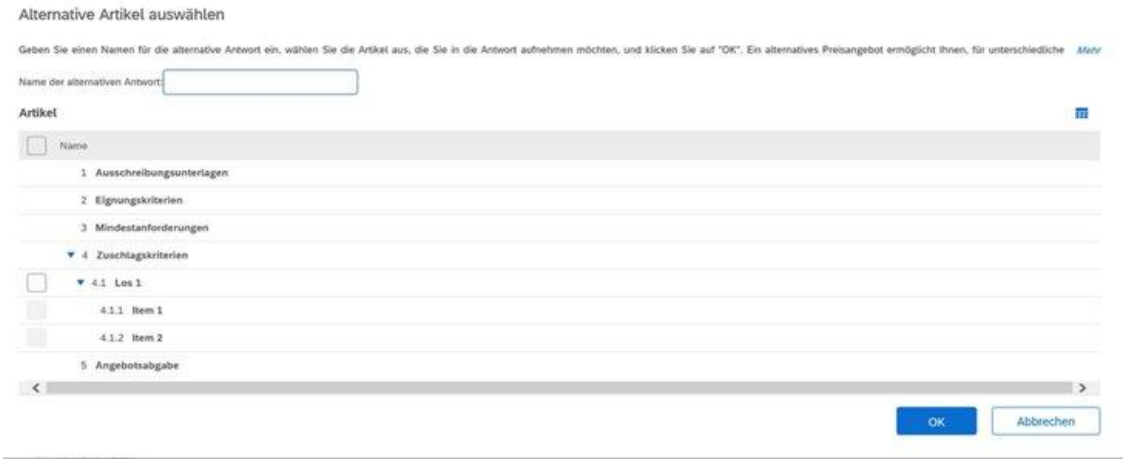
3. Navigate to the review event details page for an event for which you have already submitted a primary response:

   a. If you do not see the event yet, open the table «Events for a purchaser».
   b. Click on the event name in the events table.
   c. Go to the event checklist on the left, and click on «Review event details».

4. Select «Create alternative/alternative price offer». SAP Ariba displays the «Select alternative items» page.



5. Enter a value in the field for the name of the alternative response.



6. If the event has been configured so as to allow the selection of currencies in alternative bids, select a currency from the dropdown «Bid currency» list. To assign a different bid currency to each lot or line item, select the «Use different currencies for different lots» option.

7. Select the items to be included in your alternate bid.

   Note:
   You cannot duplicate items in the same bid with alternate pricing.

8. Click «OK» when you have finished selecting your items.
   SAP Ariba displays the alternative price offer as a new tab. The value you entered in the field for the name of the alternative response will now be displayed as the «Tab name».

   Note:
   The bid with alternative pricing includes the row and section hierarchy from the primary bid, but the questions and items you did not select are not displayed.

   Edit your alternate bid if necessary. Consider the following when creating your alternative price offer:

   Click «Update total amounts» to update your alternate bid total amounts.