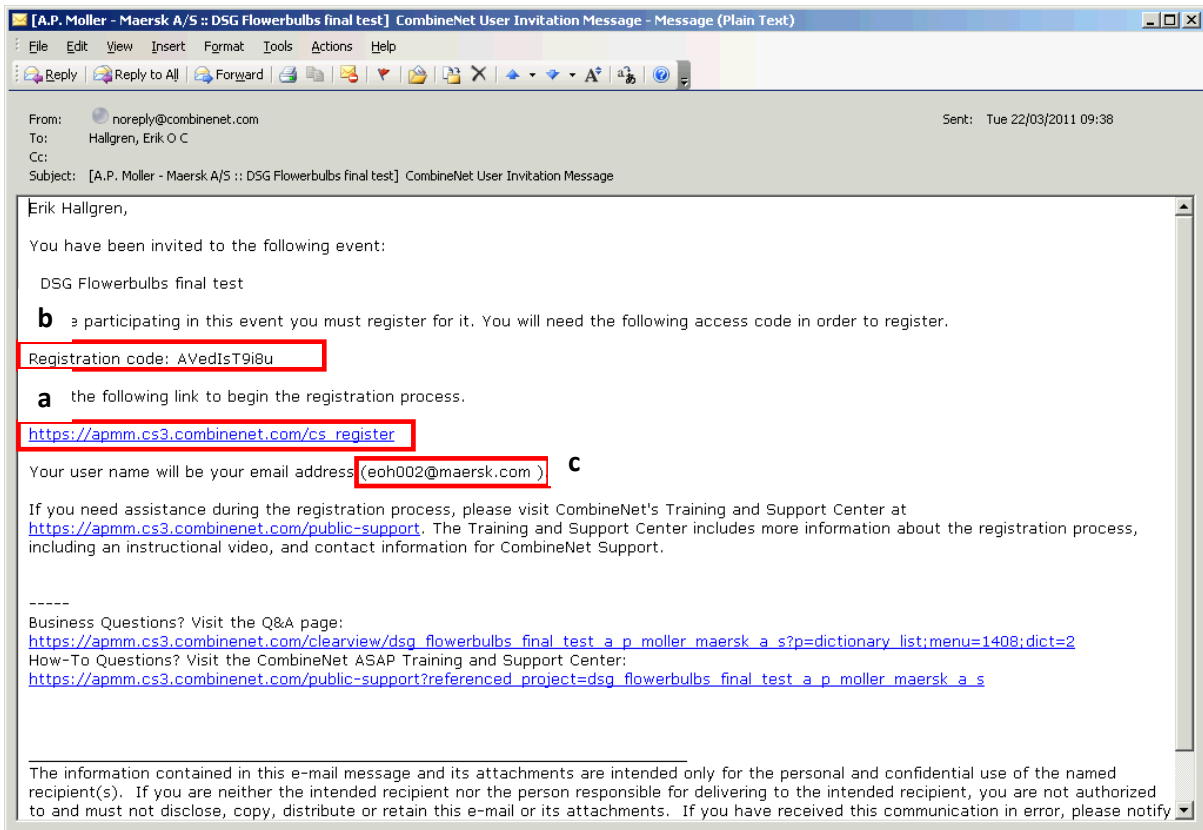


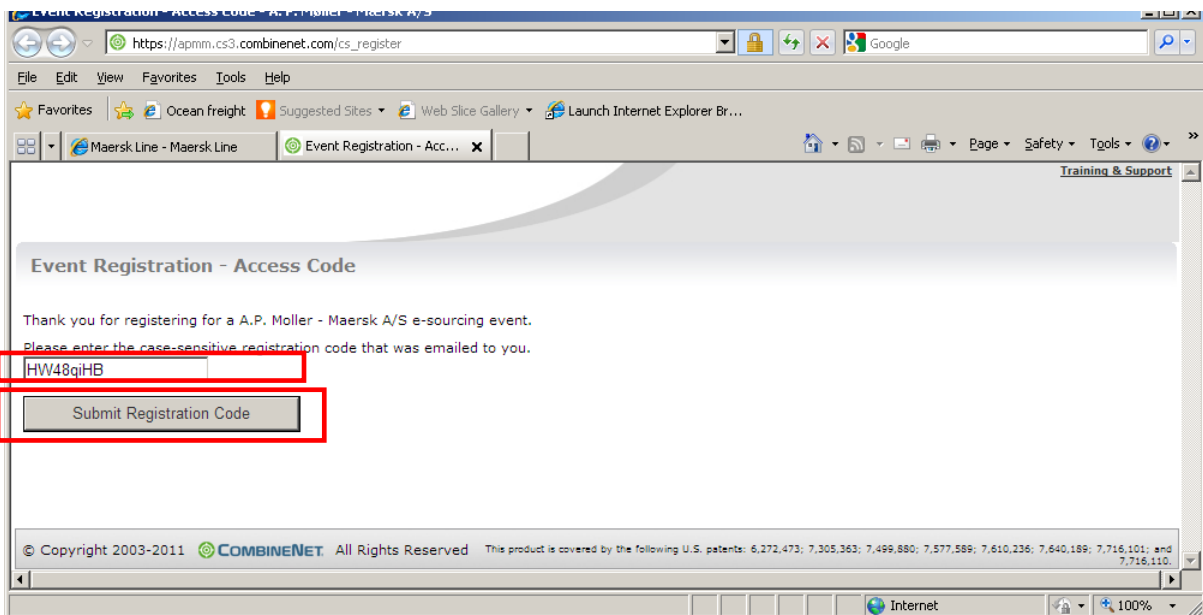
1) You will receive an invitation e-mail to the system which contains:

- a. A link to the CombineNet system
- b. Your registration code
- c. Your username which is your e-mail address

Click on the link (a)



2) Enter your registration code and click *Submit Registration Code*



- 3) Update any participant information to make sure it is correct and then click *Submit Participant Information*

Event Registration - Participant Information

Please enter the following personal information. Items marked with an asterisk "*" are required.

Name

Email Address

Company Name

Phone Number ext.

- 4) Read through the terms and conditions and click *I Accept*

Event Registration - Terms and Conditions - A. P. Møller - Maersk A/S

18. This Agreement will be governed by and construed in accordance with the laws of the Commonwealth of Pennsylvania, U.S.A., without giving effect to its conflict of laws principles. If applicable, each of CombineNet and you expressly opt out of the application to this Agreement of the United Nations Convention on Contracts for the International Sale of Goods. Your use of the Application is not authorized in any jurisdiction that does not give effect to all provisions of the terms and conditions of this Agreement. This Agreement constitutes the complete and entire agreement between you and CombineNet and supersedes any prior or contemporaneous agreements or understandings between you and CombineNet, whether oral, written or electronic, regarding the subject matter of this Agreement. No waiver of any provision of this Agreement, or any rights or obligations of either party under this Agreement, will be effective, except pursuant to a written or electronic record authenticated by the party or parties waiving compliance, and any such waiver will be effective only in the specific instance and for the specific purpose stated in such record. If any term or provision of this Agreement is held to be invalid, void or unenforceable, then the remainder of this Agreement will not be affected, impaired or invalidated, and each such term and provision of this Agreement will be valid and enforceable to the fullest extent permitted by law. You will not assign, convey, transfer, subcontract or delegate this Agreement or any of your rights, duties or obligations hereunder without the express, prior consent of CombineNet pursuant to a written or electronic record. All notices must be in writing or in an electronic record and will be deemed duly given when sent by registered or certified mail (return receipt requested) or when sent by facsimile or electronic mail. Notices to CombineNet may be sent to:

CombineNet, Inc.
Fifteen 27th Street
Pittsburgh, PA 15222
client-support@CombineNet.com
Fax no.: 412-471-8787

All notices to you will be addressed to your last known post office, facsimile or electronic mail address. All notices will be directed to CombineNet at the address given above and to you at the e-mail address you have electronically registered with CombineNet or to such other address as either party may, from time to time, provide to the other party in accordance with this notice provision.

[Click here for a printable version of this document](#)

YOU HAVE READ, UNDERSTAND AND AGREE TO THE TERMS AND CONDITIONS OF THIS AGREEMENT.

From time to time, CombineNet may send out informational mailings to inform users of upcoming educational events and opportunities to participate in product and market-related research, planning, or other activities.

Please check this box if you would like to be included in this outreach

© Copyright 2003-2011 **COMBINE**NET All Rights Reserved This product is covered by the following U.S. patents: 6,272,473; 7,305,363; 7,499,680; 7,577,569; 7,610,236; 7,640,166; 7,716,101; and 7,716,110.

- 5) Enter a desired password which you will use to log into the site in the future. Make sure to note this down for future usage. Click *Submit Password*.

Event Registration - User Password

In order to log in and place bids in Reefer units test 5, you must confirm your password.

If you have forgotten your password, you can click [here](#) to have it sent to you.

User Name: eoh002@maersk.com

Password

Submit Password

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- 6) You are now registered and to get to the login site you can either click on the link in the screen or go to <https://apmm.cs3.combinenet.com>

Event Registration - Thank You

Thank you for registering for A.P. Møller - Maersk A/S's Reefer units test 5 sourcing event.

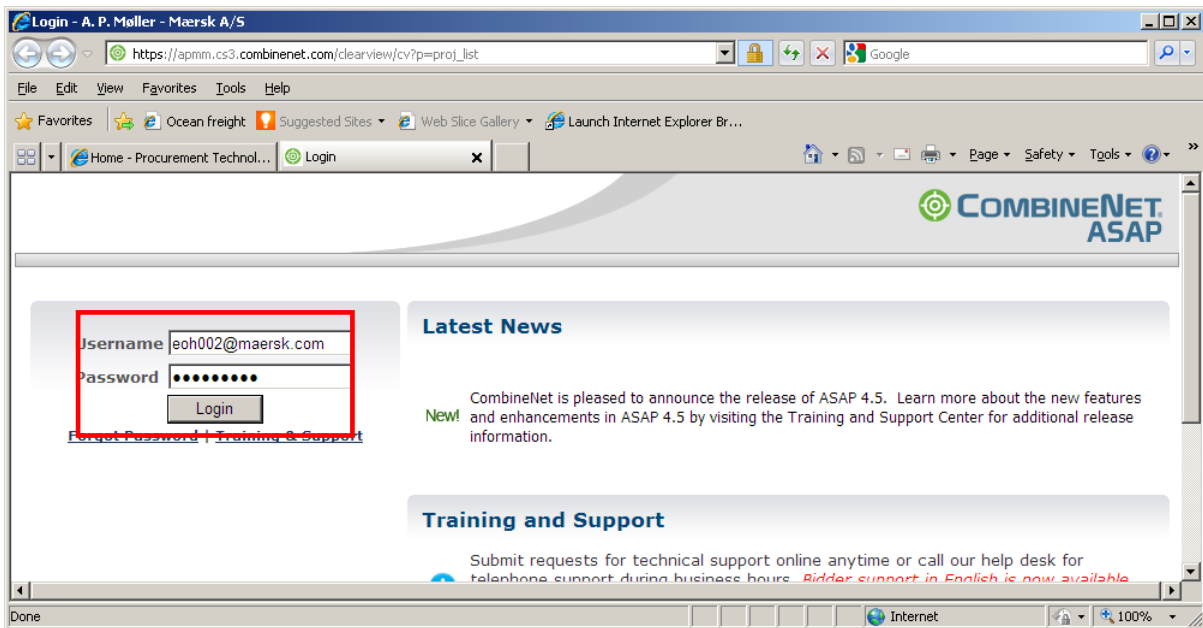
The event coordinator will be reviewing your registration information in the upcoming days.

Upon approval of your registration information, your login account will be activated. Your login name will be your email address : eoh002@maersk.com . You will be notified of your approval via an email message that will contain a URL to the event's bidding site and your username. Please do not forget the password you set as it will not be sent with the approval email message. If you forget your password you can go to <https://apmm.cs3.combinenet.com/forget> and enter your login (email address) at the prompt to receive a new password.

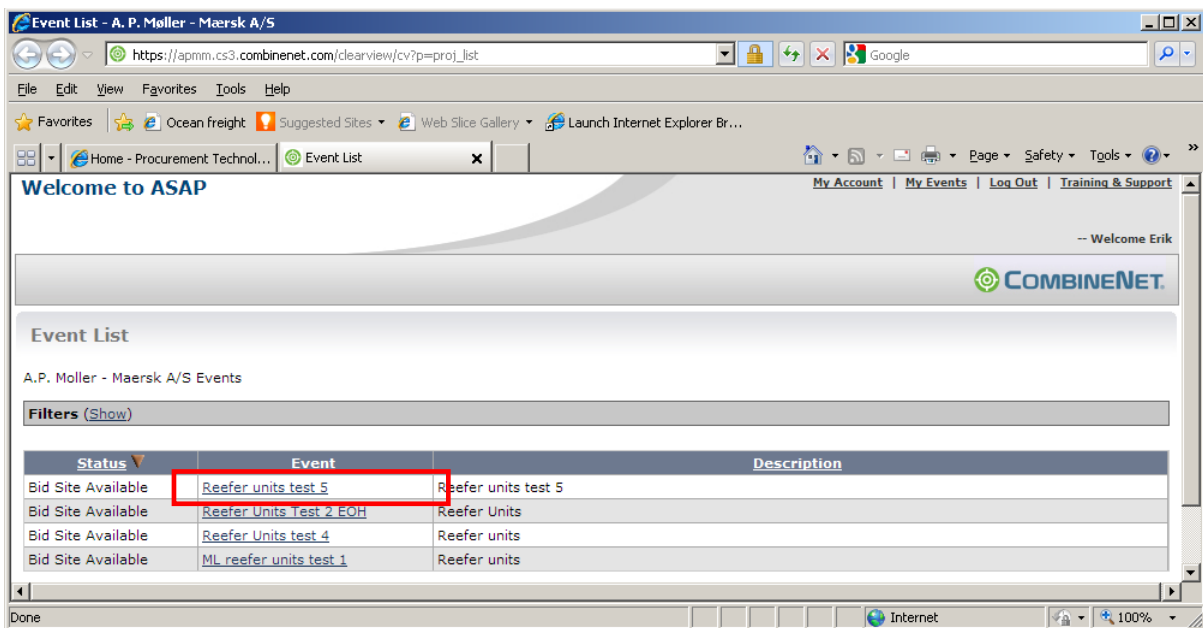
If you have any other questions or need help, please visit CombineNet's Training and Support Center at <https://apmm.cs3.combinenet.com/public-support>, or by clicking the link at the top of the page.

© Copyright 2003-2011 COMBINENET. All Rights Reserved. This product is covered by the following U.S. patents: 6,272,473; 7,305,363; 7,499,880; 7,577,588; 7,610,236; 7,640,189; 7,716,101; and 7,716,110.

7) Log in using your username (your e-mail) and your password.



8) Click on the link to the right event (MCI – Starcool....)



- 9) In the event you can see some instruction on how to enter your proposal. Scroll down on this site to get to the pre-quote requirements.

Home - A. P. Møller - Maersk A/S

https://apmm.cs3.combinenet.com/clearview/reefer_units_test_5_a_p_moller_maersk_a_s

File Edit View Favorites Tools Help

Home - Procurement Technol... Home

My Account | My Events | Log Out | Training & Support

Reefer units test 5

Home Expressive Bids Receipts Reference Help

Home Bid Builder Conditional Offers Event Documents

COMBINENET

Notifications

--- Welcome Erik

Welcome to the RFI/RFQ for Maersk Line Reefer Units

Sections:

- Welcome Note & Event Messages
- Getting Started
- Pre-Bid Requirements
- Supplier Support

Welcome Note / Event Messages
Thank you for participating in this sourcing event. Please review this page in its entirety before accessing other menus.
- There are no event messages at this time -

Getting Started
Review the recommended steps below prior to completing your proposal submission:

- 1. Review Reference Documents** - Review the Reference Documents (Reference :: Documents) page for any important event information.
- 2. Complete Pre-Quote Requirement** -The event may contain a gating requirement. Please review the requirement below and complete it before attempting to bid.
- 3. Submit Bids** - Provide your pricing for the items in which you have an interest. You may be able to provide multiple bids on each item. Note that this can be done online via the Bid Builder (Expressive Bids :: Bid Builder) or via an Excel Bid Sheet download / upload (Expressive Bids :: Bid Sheet Download / Upload).
- 4. Provide Conditional Offers** - You may optionally choose to provide conditional discounts (discounts contingent on the award of specified business and/or volume) via the Conditional Offers page (Expressive Bids :: Conditional Offers).

- 10) In order to proceed you need to accept the Pre-Quote statement and download the Reefer Unit specifications. Once you have done this you can click *Submit*.

4. **Provide Conditional Offers** - You may optionally choose to provide conditional discounts (discounts contingent on the award of specified business and/or volume) via the Conditional Offers page (Expressive Bids :: Conditional Offers).

5. **Save Bid Receipts** - Download both your Bid and Conditional Offers Receipts for your records (Receipts :: Bid Receipt and Receipts :: Conditional Offers).

Pre-Quote Requirements

Before bidding, please confirm your agreement with the statement below and confirm your receipt and acceptance of the required documents.

I hereby confirm that all information given is based upon attached specification.

Submit

Reference Document	Download	Last Download Time
Reefer unit specification version 2 5 dated 01 03 2011 (2)	[Download]	

Supplier Support
For administrative or technical support throughout the bidding process, please follow the guidelines below:

11) If you drag your mouse over the Expressive bid tab you will see a menu. The first step is to click on the RFI link to access the Request for Information.

The screenshot shows a web browser window with the URL https://apnm.cs3.combinenet.com/clearview/reefer_units_test_5_a_p_moller_maersk_a_s. The page title is "Reefer units test 5". The navigation menu includes "Home", "Expressive Bids", "Receipts", "Reference", and "Help". The "Expressive Bids" menu is open, showing options: "Bid Builder", "Conditional Offers", "Event Documents", and "RFI". A green notification box at the top states: "Thank you for confirming your acceptance of the statement. Thank you for confirming your receipt and agreement with the required documents." The main content area is titled "Welcome to the RFI/RFQ for Maersk Line Reefer Units". It includes a "Sections:" sidebar with links for "Welcome Note & Event Messages", "Getting Started", "Pre-Bid Requirements", and "Supplier Support". The "Welcome Note / Event Messages" section says: "Thank you for participating in this sourcing event. Please review this page in its entirety before accessing other menus. - There are no event messages at this time -". The "Getting Started" section lists five steps: 1. Review Reference Documents, 2. Complete Pre-Quote Requirement, 3. Submit Bids, 4. Provide Conditional Offers, and 5. Save Bid Receipts.

12) Read the introduction and then click next.

Reefer units test 5

My Account | My Events | Log Out | Training & Support

Welcome Eri

Home Expressive Bids Receipts Reference Help

COMBINE.NET

Expressive Bids :: RFI

Notifications

You have two options for submitting RFI Responses in this event:

1. **Offline:** Download an MS Excel RFI Response sheet using the icon below. Complete the RFI offline, save it, and then upload the sheet using the icon.
2. **Online:** Follow the steps in the Wizard below to complete each page of the RFI questions.

Once you have confirmed your RFI Responses you may view and download a copy of your RFI Receipt under the Receipts menu.

1: Introduction ✓
2: Page 1
3: Confirm

Help for Introduction

Welcome to the Reefer unit RFI.
Please take the time to complete your answers to the questions in the RFI as they will be used in our analysis.
We look forward to receiving your quotation.

Next

13) Answer all the questions. Any question with a * is mandatory. When done click Next. If you cannot finish the RFI in one go then make sure you save it before leaving it. If you would like to add a comment to a question then click on Show Comments and a text box will appear. You can then add your comments.

extended to third party repair shops

Please outline any further cost saving opportunities.

(Show Comments)

sdfv

Transport time

Estimated transport time to Qingdao, CN in days?* 25

Production capacity

What is the total production capacity per week?* 500

What production capacity will be available to Maersk Line?* 250

Blowing agent

Do you comply with the Montreal Protocol?* Yes

(Hide Comments)

sdf

Please specify the blowing agent used in your units?* cde321

What is the associated Global Warming Potential?* adsf

Features

Please highlight if any additional features are included.* adf

Previous Next

N.B Figures and text responses are for illustrative purposes only and have nothing to do with expected responses.

14) Review your response and then click Confirm.

Enable remote software upload for all of vendor's reefer controllers in ML fleet*	Yes
Engage in future RCM development*	Yes
Can you commit to have this fully developed by May 31, 2011*	Yes
Minimum Memory Size	
Does your controller have minimum 1MB of free memory?*	Yes
Cost saving ideas and value adding features	
Discount	
Additional discount on top of the already agreed discount in the spare part agreement in percent?*	dsfv
Can Maersk Line sparepart discount be extended to third party repair shops?*	Yes
Please outline any further cost saving opportunities.	dsfv
Transport time	
Estimated transport time to Qingdao, CN in days?*	25
Production capacity	
What is the total production capacity per week?*	500
What production capacity will be available to Maersk Line?*	250
Blowing agent	
Do you comply with the Montreal Protocol?*	Yes
Please specify the blowing agent used in your units?*	sdf
What is the associated Global Warming Potential?*	cde321
Features	
Please highlight if any additional features are included.*	asdf

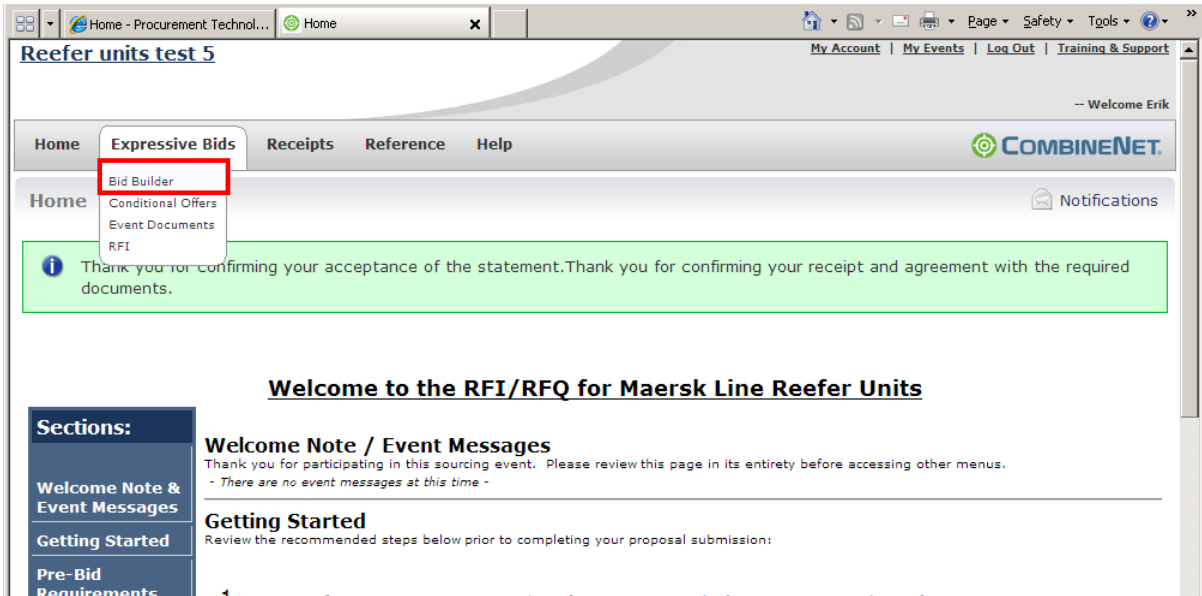
Confirm

Previous

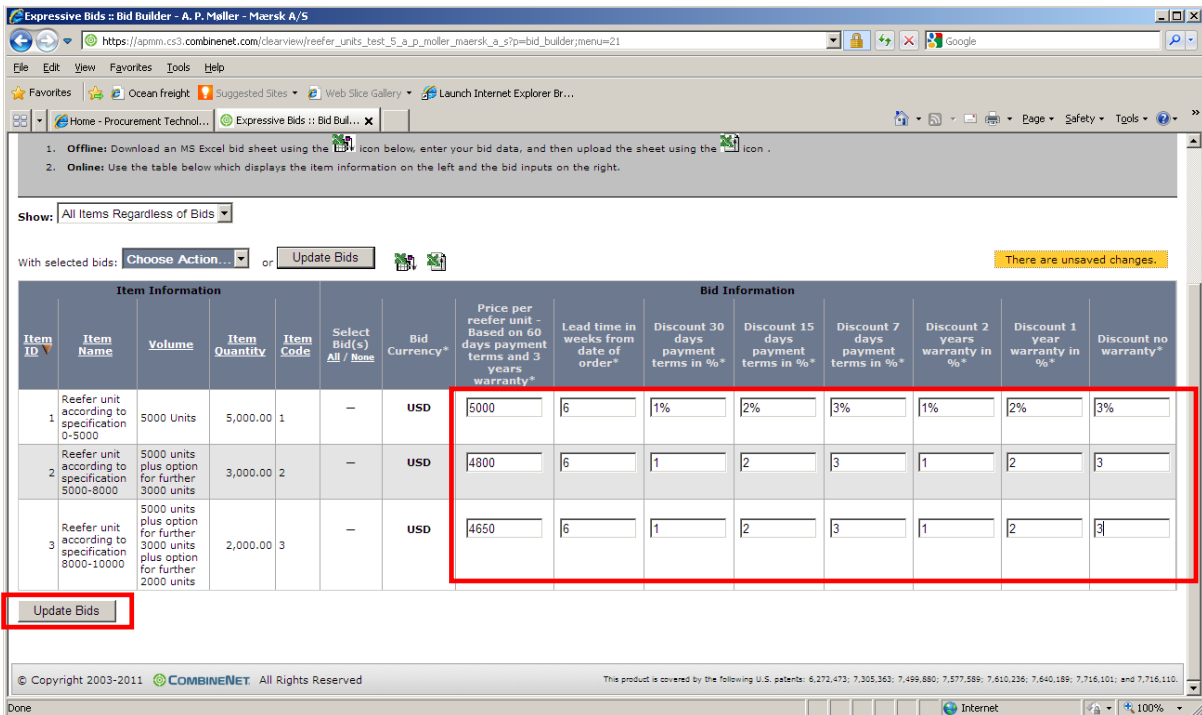
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N.B Figures and text responses are for illustrative purposes only and have nothing to do with expected responses.

15) Now it is time to give your Quotes. To get to the quoting page hold your mouse over Expressive bidding and then click on the link for Bid Builder

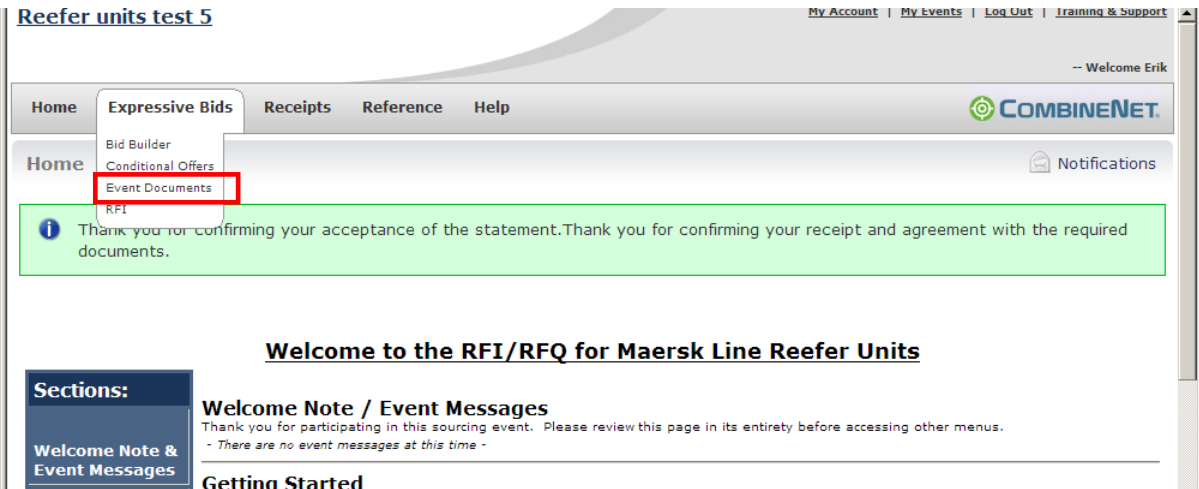


16) Fill out all information and click Update Bids.



N.B Figures and text responses are for illustrative purposes only and have nothing to do with expected responses.

17) The final step is to upload Specification and Drawings of your proposed reefer units. Hold your mouse over Expressive bidding and click on Event Documents



18) Click Browse and select the document you wish to upload. Then click update and wait for a confirmation that the file has been uploaded. If you wish to upload multiple documents in one category please make sure you zip them into one file as only one file can be uploaded per category.

