

Contracting AI Supplier FAQs



FAQs



Allocation of Points

Q. How many points will I be allocated?

A. This will depend on what is being bought, however if you are in a competitive process (e.g. RFx) you will be allocated the same amount of points as every other supplier.

Q. How can I obtain more points for the negotiation?

A. You can't, the standard allocation keeps negotiations fair and equal across suppliers. However, some clause changes are allocated negative points (e.g. -15 points), which will be added to the number of points you can use on other clause options. For example, a supplier may elect to extend the payment terms from bp's standard 60 days to 90 days, and in return they will receive an additional 15 points.

Q. What happens when I run out of points?

A. Each supplier is given an allocation of points, so once these have been used up, consider re-visiting your clause deviations and prioritising which matter the most to you. Please also note you will not be able to Finalise or Submit the contract if you have spent more than your allocated points.

Review & Finalise Contract

Q. Are all notes and review comments added to the contract confidential to my organisation, meaning there is no way for bp to see these?

A. They are completely confidential and no one from bp will be able to see these, they are to support and facilitate your internal review process and collaboration between your colleagues. At the point of finalising the contract, all notes and attachments that have come from your organisation will be deleted permanently. If you need to make any copied please remember this.

Q. There are clauses I want to change, but these have no deviations. What can I do?

A. Please contact your bp sourcing representative for assistance.

FAQs



Q. I've submitted ("Finalised") the contract, but I need to make another update. How do I do this?

A. Once you have submitted a finalised contract, or the event timeframe has expired, the contract will be locked from any further updates.

Please contact your bp sourcing representative for assistance.

Q. As this application is for the negotiation of the T&Cs, how will we get the rest of the contract agreed?

A. The remaining aspects of the contract, such as the Statement of Work pricing, service levels etc will be reviewed with you outside of the Contracting AI application.

Additional help

Q. Something in the application isn't work as it should, or I have a question about the process. Who should I contact?

A. Get in touch with your bp point of contact; the person who invited you to the contract negotiation process. They will be able to guide you further.

