



Information Bulletin

Call for tenders for Specialty Products
Web application

To all agents and suppliers

A new way of submitting specialty product tenders Online (Web-based) solution

In keeping with the improvement of its administrative processes, the *Société des alcools du Québec* (SAQ) would like to inform you that it is introducing a Web-based application for the **Wine – world-wine Syrah (except Rhône and Languedoc)** Specialty product call for tenders, for which the deadline for receiving offers is November 15, 2007¹.

Starting October 25th 2007, we invite you to fill out the online form that is available from the two electronic portals: **www.saq-b2b.com** and **www.globalwinespirits.com**.

The Web-based application for the Specialty Product call for tenders is similar to the one online since November 2006 for the regular products and offers the same advantages.

Online submission

Advantages

1. Allows for the reception and processing of a greater number of product tenders.
2. Proposals are created and submitted using a Web form, the contents of which are validated directly online. This means no more Excel form and no more e-mail message to send.
3. The CA\$ 130 file-opening fee will be paid by credit card.

Important changes

- To submit a specialty product proposal, you must **subscribe to www.saq-b2b.com** or to **www.globalwinespirits.com**. The procedure to get a **free subscription** is available under the "Subscribe" tab.
- File-opening fees must be **paid online by credit card**. Cheques will not be accepted.

¹ As stipulated in the *Schedule for New Specialty Product Proposal Analysis*.



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General Information – New way of submitting tenders

Submission	<p style="text-align: center;">New online submission procedure</p> <p>Starting October 25, you may submit your specialty product tender directly online² through the web portal you are subscribe to, under the tab “Call for tenders”.</p> <p>To generate an Alcoholic Product Submission Form, go to the end of the Call for tenders description and click on the “Add an offer” button.</p> <p>Modifications have been applied in the Sales forecast and in the Promotional budget fields. Read attentively that specific section of the Form.</p> <p>Be careful to fill in all requested information in the cells and to proceed to the online payment of your file-opening fees by credit card.</p>
Product category	As per the <i>Schedule for New Specialty Product Proposal Analysis</i> , the Web-based application starts with the Wine – world-wine Syrah (except Rhône and Languedoc) call for tenders and will be effective for all further call for tenders stipulated in the Schedule.
Period	Starting date for tenders: Thursday October 25, 2007 Deadline for receiving tenders: Thursday, November 15, 2007 11:59 p.m. local time in Montréal
Answer	The SAQ will inform you on how to proceed to know the response to your product tender.

For **technical assistance** or if you encounter **any technical problem** concerning the **Web Alcoholic Product Submission Form**, please contact the **Service d’Assistance aux Relations d’Affaires** (Business Relations Assistance Service) by e-mail, at sara@saq.qc.ca, or by phone, at 514-254-2711.

² Excluding the Rosé wines Call for tenders starting October 22nd 2007. See the *Rosé wines campaign - Summer 2008* Information Bulletin issued last October 15th on the home page of our web portal www.saq-b2b.com.