



BAAO

310

Supplier Essentials

April 2017

Analyze. Negotiate. Award.

The purpose of this course is to introduce the Business Analytics and Award Optimization (BAAO) platform to the Supplier Community, ensuring that our suppliers understand what the platform offers and how to use it.

Audience

- Component suppliers

Duration

- 90 minutes

Prerequisites

Existing access to Oracle X1 supplier quoting

Or

Confirmation email from [Access Request Tool \(ART\)](#) that your BAAO access has been approved

Before you begin to use BAAO, it is suggested that you take this training and complete the assessment.



After completing this course, you should be able to:

- Communicate the changes that will occur in transition to BAAO
- Navigate efficiently and effectively in BAAO
- Understand what is expected of supplier involvement in the end-to-end negotiation process
- Understand supplier best practices
- Be able to effectively use BAAO to conduct negotiations and interact with Cisco Commodity Managers



Course	Module
BAAO 310: GSM Supplier Essentials	Module 1: What's Changing?
	Module 2: Navigation
	Module 3: Negotiation Process Overview
	Module 4: Demonstration

Enter Question into Webex Chat

Cisco WebEx Event Center

File Edit Share View Communicate Participant Event Help

Quick Start Event Info

Participants Chat Q&A

Chat

BAAO Training
Host: Melinda Giordano (Cisco)
Event number: 205 797 497
Record Leave Event

Call Using Computer More Options

Share Screen More Options

Invite & Remind Copy Event URL

Send to: Host
Select a participant in the Send to menu first, type chat message, and send... Send

Q&A
All (0)

Select a question, and then type your answer here. There is a 256-character limit.
Send Send Privately...



What's Changing?

Lesson learning objective: Describe the basic changes in transitioning from Oracle to BAAO

- Radically improve the interactions between Cisco Commodity Managers and our Suppliers.
- Enable Cisco and our suppliers to manage and execute the negotiation cycle in a more simplified way.

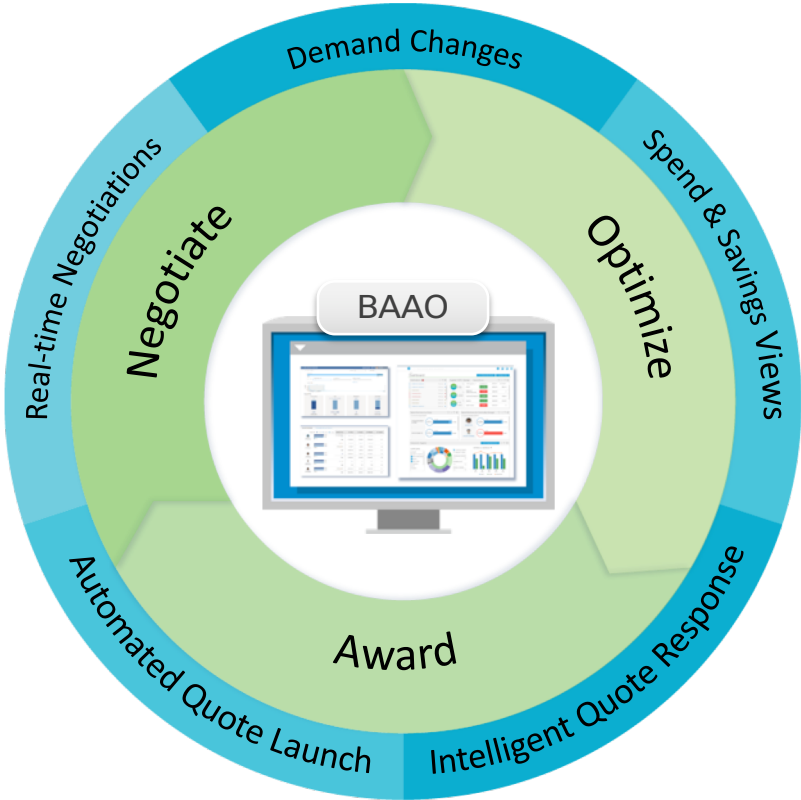
For more information on existing and future BAAO releases, visit the Jive community site:

<https://communities.cisco.com/groups/business-analytics-and-award-optimization>

Previous Process: Supply Chain Quote Cycle



New Process: Business Analytics & Award Optimization



The BAAO platform delivers the following capabilities:

- Dynamic and collaborative negotiations enabled by continuously updated dashboards
- The ability for suppliers manage to their portfolios more effectively with access to historical data and key performance indicators (KPIs)
- Reduction of data entry along with Intelligent Quote Response which identifies errors and suggests corrections
- Various types of filters that can be used by suppliers to effectively sort, isolate and respond to negotiations



Always save as your work. When the system times out, you will lose any unsaved data.

BAAO is compatible with most popular web browsers.
Recommended browsers include Chrome or Firefox.



Suggested operating systems include Windows and iOS.

JavaScript must be enabled in your browser for BAAO to render properly.



BAAO will work for most default screen resolutions
on desktops and laptops.

Ensure the zoom setting on your browser is set to 100%
for best viewing of the application.



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- Suppliers that previously had access to Oracle X1 for sustaining component quoting were grandfathered into the BAAO platform.
- Simply navigate to the [BAAO application](#) and login using your existing CEC credentials.
- Supplier personnel who do not currently have access to Oracle X1 for sustaining component quoting can gain access to BAAO by following New User Onboarding instruction located [here](#) on the external Jive community site.





Log In

Language:

Login Process:

1. Enter your login credentials in the 'User Name' field.
2. Type your password in the 'Password' field and press enter or click the 'Log In' button.
3. After logging in, you will be routed to the BAAO home page.

Log into an Existing Account

User Name

Password

Log In

[Forgot your user ID and/or password?](#)

Create A New Account

There are various levels of access depending on your relationship with Cisco. Review the [benefits of registration](#) and find the level that is most appropriate for you.

Register Now

Business Analytics And Optimization

Cost Notifications | Demand/Part Notifications

Response overdue **201**

MPN Price Mismatch | MPN Price Increase

MPN Baseline Spend/Savings FY17Q4

Bhargava, Vikram [5 parts]

Baseline	\$0.862M	\$0M
Awarded	\$6.896M	

Bodeman, Scott R [5 parts]

Baseline	\$0.862M	\$0M
Awarded	\$6.896M	

MPN Spend/Savings Analysis

Commodity Manager : Nothing Selected

Services Commodity Manager : Nothing Selected

Commodity Group : Commodity Group Technology Group

Technology Group : ALL

Business Unit : ALL

Product Family : ALL

Apply Reset

Spend(\$)

Period	Spend (\$)	Available Spend (\$)
FY16Q4	0	0
FY17Q1	0	0
FY17Q2	0	0
FY17Q3	0	0
FY17Q4	~150,000,000	~150,000,000

Savings(%)

Period	Savings (%)
FY16Q4	0%
FY17Q1	0%
FY17Q2	0%
FY17Q3	0%
FY17Q4	~2.5%



This is the Supplier Home page.

Upon logging into BAAO, suppliers will be directed here.

This page contains alerts and notifications, an MPN baseline spend and savings overview, and a tool to analyze MPN spend and savings.

To navigate to other pages in BAAO, click the home button to open the navigation menu

The screenshot displays the BAAO Supply Chain Connection interface. At the top, there is a navigation bar with the Cisco logo and 'Supply Chain Connection' text. Below this, the main header shows 'BAAO Home Negotiation Details' and 'Negotiation Details' for 'SUPPLIERXYZ'. A 'Home button' is located in the top right corner. The interface includes a 'Spend Analyzer' section with a line graph showing spend over time. Below the graph is the 'In-Flight' negotiation grid, which is highlighted with a red box. The grid has columns for CPN, Description, Site(s), Rev, MPN, and Qual Status. A 'CPN Upload' button is visible in the top right of the grid area. A 'CPN Search upload' callout points to a search box above the grid. The grid contains several rows of data, including CPN numbers, descriptions, and MPN values. A 'Column search boxes' callout points to search fields above the grid columns. At the bottom of the grid, there are 'Submit' and 'Reset' buttons. The footer of the page contains 'Trademarks | Terms & Conditions | Cookie Policy | Privacy Statement'.

Home button

The Spend Analyzer allows you to alter the parts in your view by spend

Filter the Negotiation Grid by using this button

This is the Negotiation Grid where you will upload and view your parts

CPN Search upload

Column search boxes

Navigation in BAAO

This pop-out pane allows the user to filter based on the following negotiation attributes:

- **Fiscal Quarter**
- **Commodity Manager**
- **Commodity Group**
- **Cost Change**
- **Commodity Codes**

The applied filter will affect all data appearing in the Negotiation Details screen

Side Panel Pop Out

Supply Chain Connection
BAAO Home | Negotiation Details
Negotiation Details
SUPPLIERXYZ

FY17Q3
39 PARTS

BASELINE: \$8.3M | \$8.3M
Spend Savings AWARDED: \$0.114M | \$0.114M

RESPONSE: UNAWARDED AWARDED NO RESPONSE

Spend Analyzer
Spend (\$M) vs Part(s)

In-Flight (Current Qtr: 0, Future Qtr: 535)

CPN	Description	Site(s)	Rev	MPN	Qual Status	Demand	Quote Price	Final Awa...	MPN Spend	MPN Savings t
CPN524	CAP,CE,100...	GLO	-A0	MPN678	Qualified	438,376	\$1.000000	100%	\$438,376	
CPN525	CAP,CE,880...	GLO	-A0	MPN680	Qualified	150,973			\$0	
CPN526	RES,TKF,75 o...	GLO	-A0	MPN652	Qualified	128			\$0	
CPN527	CAP,CE,22Uf...	GLO	-A0	MPN683	Qualified	2,525,908	\$0.047000		\$35,615	\$0
CPN530	CAP,CE,22Uf...	GLO	-A0	MPN687	Qualified	6,119,233	\$0.008550		\$10,474	\$0
CPN531	CAP,TA,47Uf...	GLO	-A0	MPN690	Qualified	10,154			\$0	
CPN531	CAP,TA,47Uf...	GLO	-A0	MPN691	Qualified	10,154			\$0	
CPN534	CAP,CE,47Uf...	GLO	-A0	MPN695	Qualified	19,165,569	\$0.015000		\$43,122	\$0
CPN535	CAP,CE,8.2nf...	GLO	-A0	MPN696	Qualified	242,305			\$0	

1 - 50 of 541 Items

Submit Reset

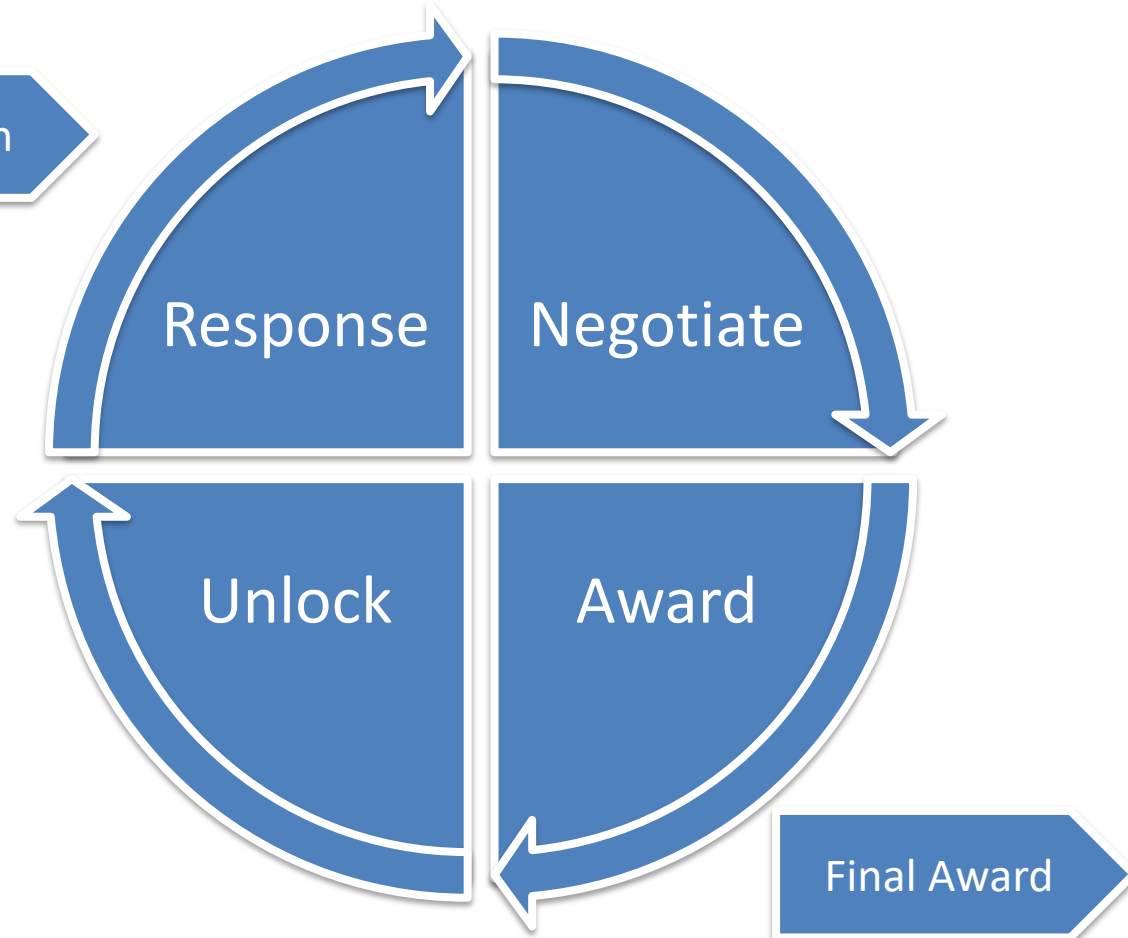
Trademarks | Terms & Conditions | Cookie Policy | Privacy Statement

Course	Module
BAAO 310: GSM Supplier Essentials	Module 1: What's Changing?
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Launch

Built to improve negotiations

- BAAO launches negotiations automatically based on demand, bill of materials, and available status
- Suppliers respond in system to quotes
- Commodity Managers and Suppliers negotiate
- Commodity Managers award business
- If need for renegotiation arises, Commodity Managers unlock the award, suppliers respond again, renegotiate, and Commodity Managers award the business again
- Awarded negotiations will be finalized at quarter end
- Initial response is requested within a week after negotiation is launched
- Quote Response, Negotiate, Award, and Unlock can occur throughout the cycle



Required Supplier Responses

Suppliers must provide a quote response only for firm periods.

- Required responses must be provided by supplier.
- Requested response are for all budgetary periods. If a response is not provided, the system will copy from the value from the firm response

	Q+1	Q+2	Q+3	Q+4
1 Qtr Firm	Required response	<i>Requested response</i>	<i>Requested response</i>	<i>Requested response</i>

	Q+1	Q+2	Q+3	Q+4
2 Qtr Firm	Required response	Required response	<i>Requested response</i>	<i>Requested response</i>

	Q+1	Q+2	Q+3	Q+4
3 Qtr Firm	Required response	Required response	Required response	<i>Requested response</i>

	Q+1	Q+2	Q+3	Q+4
4 Qtr Firm	Required response	Required response	Required response	Required response

Firm
Budgetary

CT2R (Cycle Time to Replenish) Attributes

Supplier CT2R responses should be as follows:

- For a Global Negotiation, provide value for either CT2R Global -or- each CT2R region.



CPN	Org	Comm Mgr	Vendor	MPN	CT2R Global	CT2R Asia	CT2R China	CT2R EMEA	CT2R NA
08-1111-02	GLO	COMMGR	SUPPLIER A	MPN 1234	45				
24-1082-01	GLO	COMMGR	SUPPLIER B	MPN 5678		25	25	25	25

- For a Regional Negotiation, provide a CT2R value in the CT2R Global field.



CPN	Org	Comm Mgr	Vendor	MPN	CT2R Global	CT2R Asia	CT2R China	CT2R EMEA	CT2R NA
84-1553-01	JMX	COMMGR	SUPPLIER A	MPN 1234	18				
53-1500-03	JMX	COMMGR	SUPPLIER B	MPN 5678	81				

- In responding to the quote, values are requested for all applicable fields.
- Response is mandatory for all firm periods. However, suppliers can choose to provide budgetary values for all budgetary periods in addition to all firm periods.
- In the CSV upload/download file, optional attributes will not contain an (*) asterisk, while mandatory attributes will contain an (*) asterisk.
- After an MPN has been quoted in the system, negotiation attributes will carry over to future quoting cycles, saving you time in future negotiation cycles.
- Note that if the Site attribute for a negotiation changes from Regional to Global or vice versa, component attributes will not carryover to the next quoting cycle.

MPN | Reset Save ×

Values in Firm Quarter are copied to Budgetary when not provided. Reset clears Budgetary fields.

	FY17Q3	FY17Q4	FY18Q1	FY18Q2	FY18Q3
*SUPPLIER CONTACT	Not Required	Name, Email Anc	Name, Email Anc	Name, Email Anc	Name, Email Anc
*CT2R-GLOBAL	Not Required	Whole Number	Whole Number	Whole Number	Whole Number
*CT2R-ASIA	Not Required	Whole Number	Whole Number	Whole Number	Whole Number
*CT2R-CHINA	Not Required	Whole Number	Whole Number	Whole Number	Whole Number
*CT2R-EMEA	Not Required	Whole Number	Whole Number	Whole Number	Whole Number
*CT2R-NA	Not Required	Whole Number	Whole Number	Whole Number	Whole Number
*MIN ORD QTY	Not Required	Whole Number	Whole Number	Whole Number	Whole Number
MPQ	Not Required	Positive Whole N	Positive Whole N	Positive Whole N	Positive Whole N
COUNTRY OF ORIGIN	Not Required	alpha numeric ε	alpha numeric ε	alpha numeric ε	alpha numeric ε
NAFTA	Not Required	Y/N	Y/N	Y/N	Y/N
INCO TERMS	Not Required	alpha numeric ε	alpha numeric ε	alpha numeric ε	alpha numeric ε
FREIGHT PAID FROM SUPPLIER SITE TO HUB/EMS SITE BY	Not Required	alpha numeric ε	alpha numeric ε	alpha numeric ε	alpha numeric ε
NOTES TO BUYER	Not Required	alpha numeric ε	alpha numeric ε	alpha numeric ε	alpha numeric ε

Course	Module
BAAO 310: GSM Supplier Essentials	Module 1: What's Changing?
	Module 2: Login and Navigation
	Module 3: Negotiation Process Overview
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Check BAAO on a regular basis for new negotiations as they will be released throughout the quarter.



Provide initial quote in a timely manner. Requested initial response is 7 days.



Suppliers can respond several times throughout the negotiation cycle, Commodity Manager can unlock and reopen items



BAAO enables fill down functionality in CSV file to make responding easier

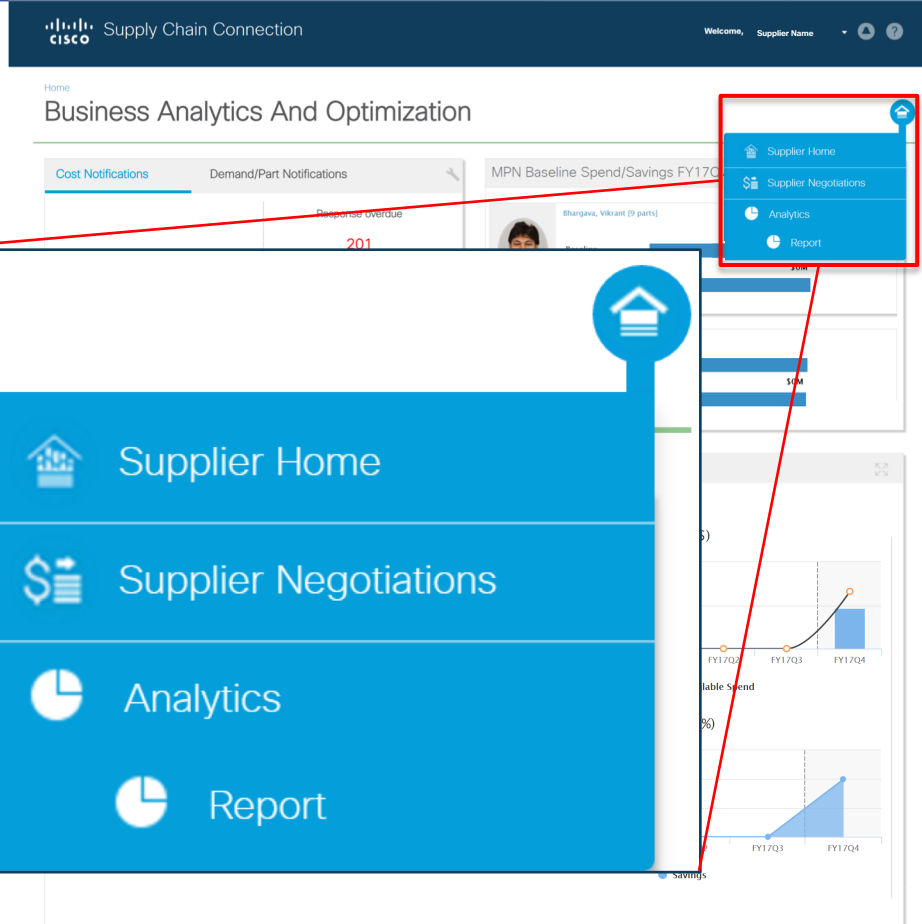




For additional support, visit the external Jive community site:

<https://communities.cisco.com/groups/business-analytics-and-award-optimization>





The screenshot shows the BAAO Supplier Home interface. At the top, there is a dark blue header with the Cisco logo and the text "Supply Chain Connection". To the right of the header, it says "Welcome, Supplier Name" followed by a dropdown arrow and two icons (a person and a question mark). Below the header, the main content area is titled "Business Analytics And Optimization". There are several tabs: "Cost Notifications", "Demand/Part Notifications", and "MPN Baseline Spend/Savings FY17Q". The "Demand/Part Notifications" tab is active, showing a table with columns for "Response overdue" and "MPN Baseline Spend/Savings FY17Q". A red box highlights a navigation menu in the top right corner of the interface, which contains four items: "Supplier Home", "Supplier Negotiations", "Analytics", and "Report". A red arrow points from this menu to a larger, semi-transparent blue navigation menu overlay on the left side of the screen. This overlay also contains four items: "Supplier Home", "Supplier Negotiations", "Analytics", and "Report", each with a corresponding icon.

The navigation menu contains links to the various pages in BAAO.

These include:

- Supplier Home
- Supplier Negotiations
- Analytics

These pages are explained in detail in the following slides.

Business Analytics And Optimization



Cost Notifications

The Application has Timed Out!

We have logged you out because you haven't been active lately.

[Log back in](#)

Spend ● Savings

Note: When you have been inactive in the system for more than 30 minutes, it will time out. Click the “Log back in” button (and re-enter your login credentials) to continue working.

Unsaved entries will be lost when the application times out.

MPN Price Mismatch

MPN Price Increase

CPN/MPN Price mismatch for a global negotiation

Baseline

\$0.862M

\$0M

Awarded

Bodeman, Scott R [5 parts]

Baseline

Business Analytics And Optimization

Cost Notifications | Demand/Part Notifications

Response overdue
201

MPN Price Mismatch | MPN Price Increase

CPN/MPN Price mismatch for a global registration

MPN Baseline Spend/Savings FY17Q4

● Spend ● Savings

Bhargava, Vikram [5 parts]

Baseline	\$0.862M	\$0M
Awarded	\$6.896M	

Bodeman, Scott R [5 parts]

Baseline	\$0.862M	\$0M
Awarded	\$6.896M	

MPN Spend/Savings Analysis

Commodity Manager : Nothing Selected

Services Commodity Manager : Nothing Selected

Commodity Group Technology Group

Technology Group : ALL

Business Unit : ALL

Product Family : ALL

Apply **Reset**

Spend(\$)

Period	Spend (\$)	Available Spend (\$)
FY16Q4	0	0
FY17Q1	0	0
FY17Q2	0	0
FY17Q3	0	0
FY17Q4	~150M	~150M

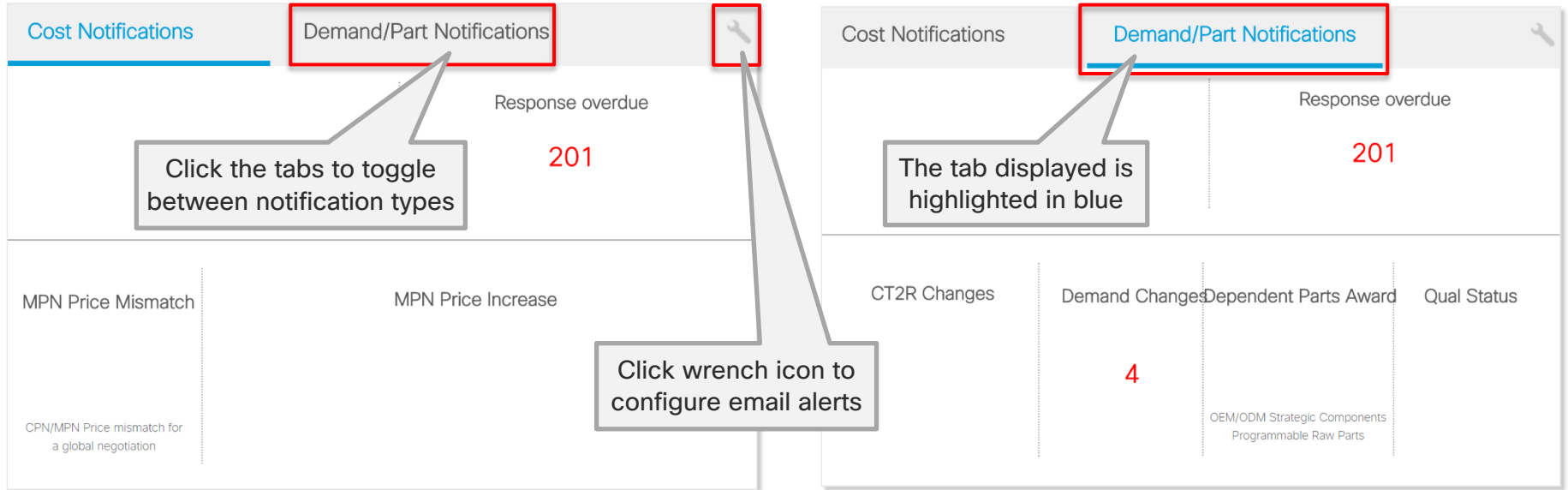
Savings(%)


Period	Savings (%)
FY16Q4	0%
FY17Q1	0%
FY17Q2	0%
FY17Q3	0%
FY17Q4	~2.5%

Each section of the application is referred to as a tile.

The tiles on the Supplier home page include:

- Alerts and Notifications
- MPN Baseline Spend/Savings
- MPN Spend/Savings Analysis



Cost Notifications | Demand/Part Notifications | 


Response overdue
201

Click the tabs to toggle between notification types

MPN Price Mismatch | MPN Price Increase

CPN/MPN Price mismatch for a global negotiation

Click wrench icon to configure email alerts

Cost Notifications | **Demand/Part Notifications** | 

Response overdue
201

The tab displayed is highlighted in blue

CT2R Changes | Demand Changes | Dependent Parts Award | Qual Status

4

OEM/ODM Strategic Components
Programmable Raw Parts

Cost Notifications include:

- Response Overdue (number of MPNs pending response after seven days)
- MPN Price Mismatch (CPN/MPN price mismatch for global negotiations)
- MPN Price Increase

Note: Alerts not displayed will be enabled in future releases.

Demand/Part Notifications include:

- Response Overdue (number of MPNs pending response after seven days)
- CT2R Changes
- Demand Changes
- Dependent Parts Award (OEM/ODM Strategic Components and Programmable Raw Parts)
- Qual Status

- Email notifications are sent out once a day to registered BAAO users.
- Contains total PENDING negotiations.
- Contains total OVERDUE negotiations.

CISCO QUOTES: ACTION REQUIRED

From: baao_supplier_emails@cisco.com

Date: 2017-04-13 15:09

CISCO SUPPLIER,

Your immediate action is required. 12 negotiations are PENDING. 0 are OVERDUE.
Please login to BAAO and submit responses today. <https://qsmbaao.cloudapps.cisco.com/baao#>

Cisco Global Supplier Management

Analytics



Select the radio button to generate the report

The Analytics page allows users to generate a report on the negotiations of the underlying components for OEM/ODM and Programmable negotiations.

Analytics



Generate Report

Generate Report

SELECT REPORT

- Programmable Raw CPN Cost Report
- Programmable Raw CPN Cost Report
- ODM Strategic Component Cost Report

Select the appropriate report from the dropdown menu

CPN : CPN

Quarter :

Raw Supplier :

Programmable Supplier :

Specify the desired parameters to generate the report