



BAAO

310

Supplier Essentials

Jan 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

- Suppliers

Duration

- Two hours

Prerequisites

Existing access to Oracle X1 supplier quoting

Or

Confirmation email from Access Request Tool (AART) that your BAAO access has been approved

Before you begin to use BAAO, it is mandatory 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: Login and Navigation |
| | Module 3: Negotiation Process Overview |
| | Module 4: Demonstration |



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.

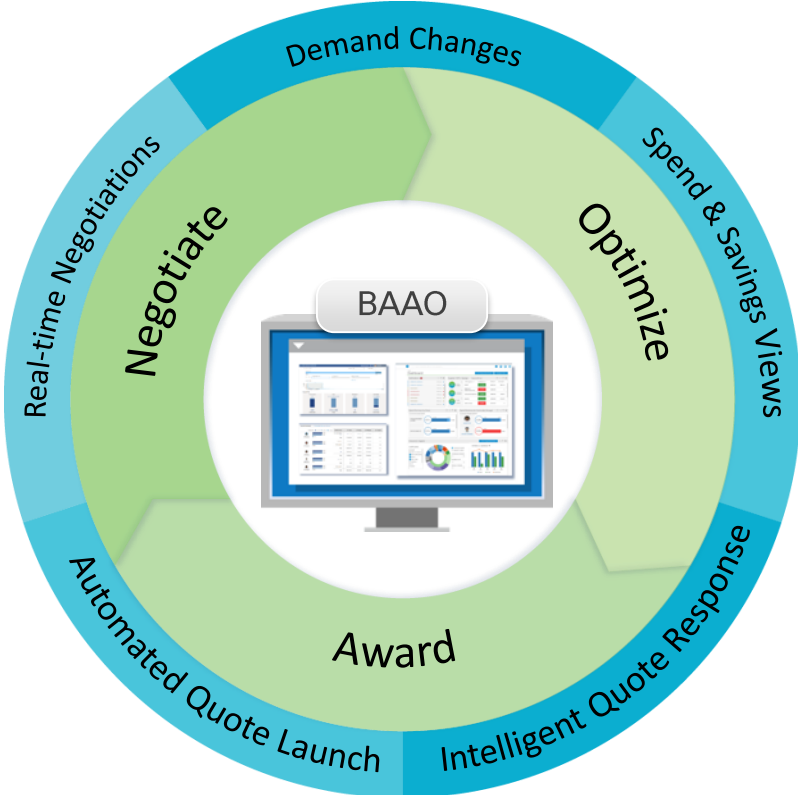
For more information on existing and future BAAO releases, visit the external Jive community site:

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

Existing Reality: Supply Chain Quote Cycle



Future Vision: Business Analytics & Award Optimization



- The Q3FY17 BAAO release for suppliers will deliver:
- 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, Firefox, Internet Explorer and Safari.



BAAO will not render properly in Safari for Windows.

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.



The Business Analytics and Award Optimization (BAAO) will enable Cisco and suppliers to manage and execute the negotiation cycle in a more simplified way

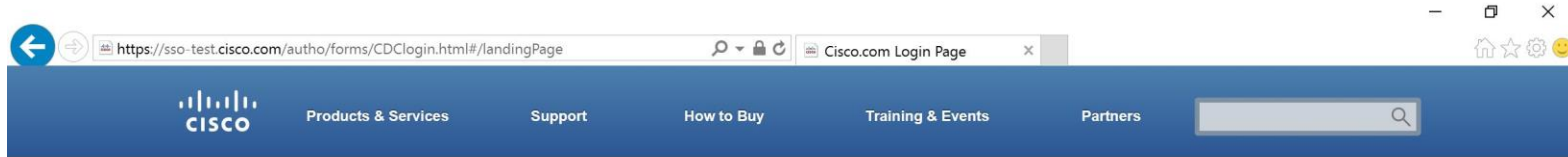
BAAO allows access to KPIs in near real-time

BAAO provides dynamic and collaborative negotiation experience enabled by continuously updated dashboards

BAAO enables suppliers through Intelligent Quote Response

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- Suppliers that currently have access to Oracle X1 for sustaining component quoting will be grandfathered into the BAAO system.
- Once the link is provided on the GSM Connections Portal (<http://supplychain.cisco.com/#/>), 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 on the external Jive community site



Log In

Language:

Log into an Existing Account

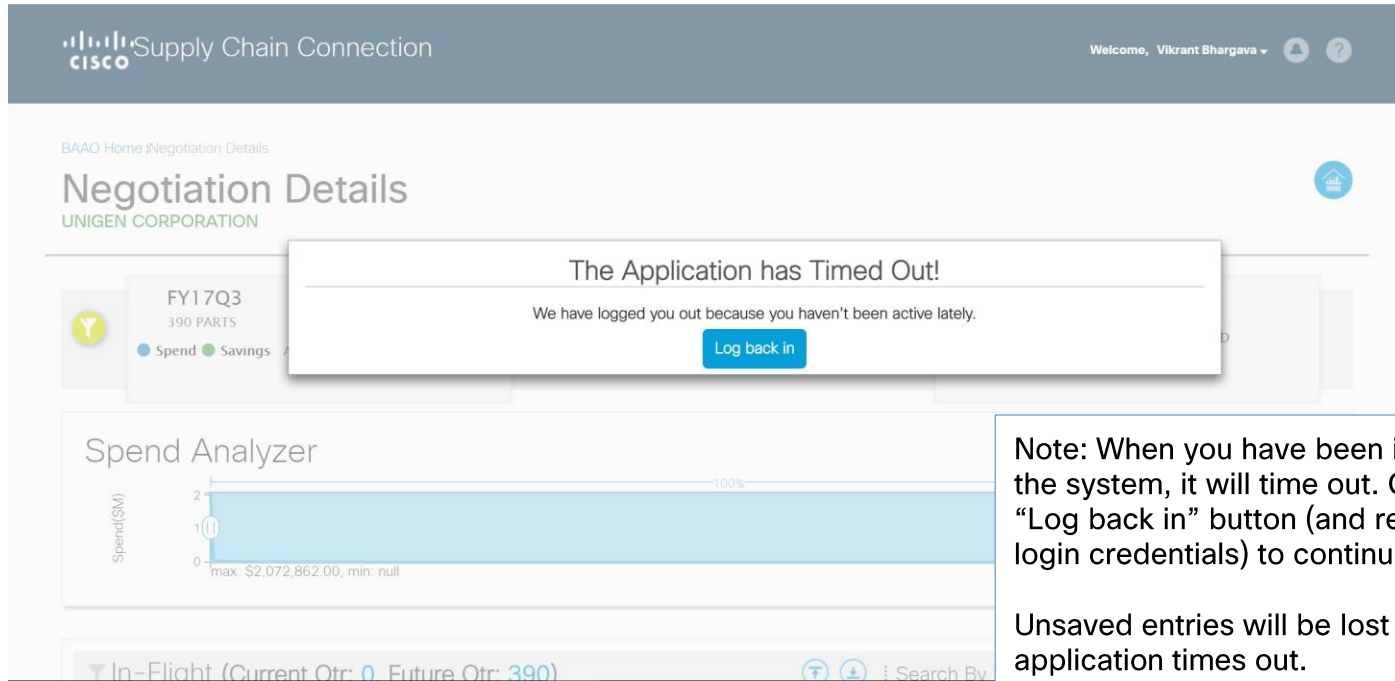
User Name

Password

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

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



The screenshot shows a web application interface for "Supply Chain Connection" with the Cisco logo. The user is logged in as "Vikrant Bhargava". The main content area is titled "Negotiation Details" for "UNIGEN CORPORATION". A modal dialog box is displayed in the center with the following text:

The Application has Timed Out!
We have logged you out because you haven't been active lately.
[Log back in](#)

Below the dialog, there is a "Spend Analyzer" section with a bar chart showing "Spend(\$M)" on the y-axis (0 to 2) and a 100% progress bar. The chart data indicates a maximum spend of \$2,072,862.00 and a minimum of null. At the bottom, there is a summary for "In-Flight" items: "Current Otr: 0 Future Otr: 390".

Note: When you have been inactive in the system, 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.

Navigation in BAAO



The screenshot displays the BAAO Supply Chain Connection interface. At the top, it says "Supply Chain Connection" and "Welcome, Intel RFG". The main section is titled "Negotiation Details" for "SUPPLIERXYZ" and "FY17Q3". It shows a "Spend Analyzer" chart and a "Negotiation Grid" with columns for CPN, Description, Site(s), Rev, MPN, Qual Status, Demand, Quote Price, Final Award, MPN Spend, and MPN Savings. A "CPN Upload" button is visible in the top right of the grid area.

| CPN | Description | Site(s) | Rev | MPN | Qual Status | Demand | Quote Price | Final Award | MPN Spend | MPN Savings |
|--------|-----------------|---------|-----|--------|-------------|------------|-------------|-------------|-----------|-------------|
| CPN324 | CAP.CE.100p... | GLO | -A0 | MPN678 | Qualified | 438,376 | \$1.000000 | 100% | \$438,376 | |
| CPN325 | CAP.CE.880p... | GLO | -A0 | MPN680 | Qualified | 150,973 | | | \$0 | |
| CPN326 | RES.TK7.75 o... | GLO | -A0 | MPN682 | Qualified | 128 | | | \$0 | |
| CPN327 | CAP.CE.22.F... | GLO | -A0 | MPN683 | Qualified | 2,525,908 | \$0.047000 | | \$35,615 | \$0 |
| CPN330 | CAP.CE.22.F... | GLO | -A0 | MPN687 | Qualified | 6,119,233 | \$0.008550 | | \$10,474 | \$0 |
| CPN331 | CAP.TA.47uF... | GLO | -A0 | MPN690 | Qualified | 10,154 | | | \$0 | |
| CPN331 | CAP.TA.47uF... | GLO | -A0 | MPN691 | Qualified | 10,154 | | | \$0 | |
| CPN334 | CAP.CE.47.F... | GLO | -A0 | MPN695 | Qualified | 19,165,569 | \$0.015000 | | \$45,122 | \$0 |
| CPN335 | CAP.CE.8.2nF... | GLO | -A0 | MPN696 | Qualified | 242,305 | | | \$0 | |

Home button

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

Expand a tile by clicking on this button

Filter the Negotiation Grid by using this button

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

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

The screenshot displays the BAAO Supply Chain Connection interface. On the left, a blue side panel contains filter options for various negotiation attributes, each with an 'Apply' and 'Reset' button. The main area shows 'Negotiation Details' for 'SUPPLIERXYZ' and 'FY17Q3'. It includes a 'Spend Analyzer' chart and a table of 'In-Flight' items.

Side Panel Pop Out

Negotiation Details

Spend Analyzer

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

| | CPN | Description | Site(s) | Rev | MPN | Qual Status | FY17Q3 | | | | |
|---|--------|-----------------|---------|-----|--------|-------------|------------|-------------|--------------|-----------|---------------|
| | | | | | | | Demand | Quote Price | Final Awa... | MPN Spend | MPN Savings t |
| ✓ | CPN524 | CAP.CE.100... | GLO | -A0 | MPN678 | Qualified | 438,376 | \$1,000,000 | 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 | \$0.008559 | | \$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 | |



Filters on the pop out side panel can be used to determine which parts are populated in the Negotiation Grid

Parts populated in the grid can be easily sorted to items that require response

Supplier landing page with alerts & notifications will be released during Q3

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|--|---|
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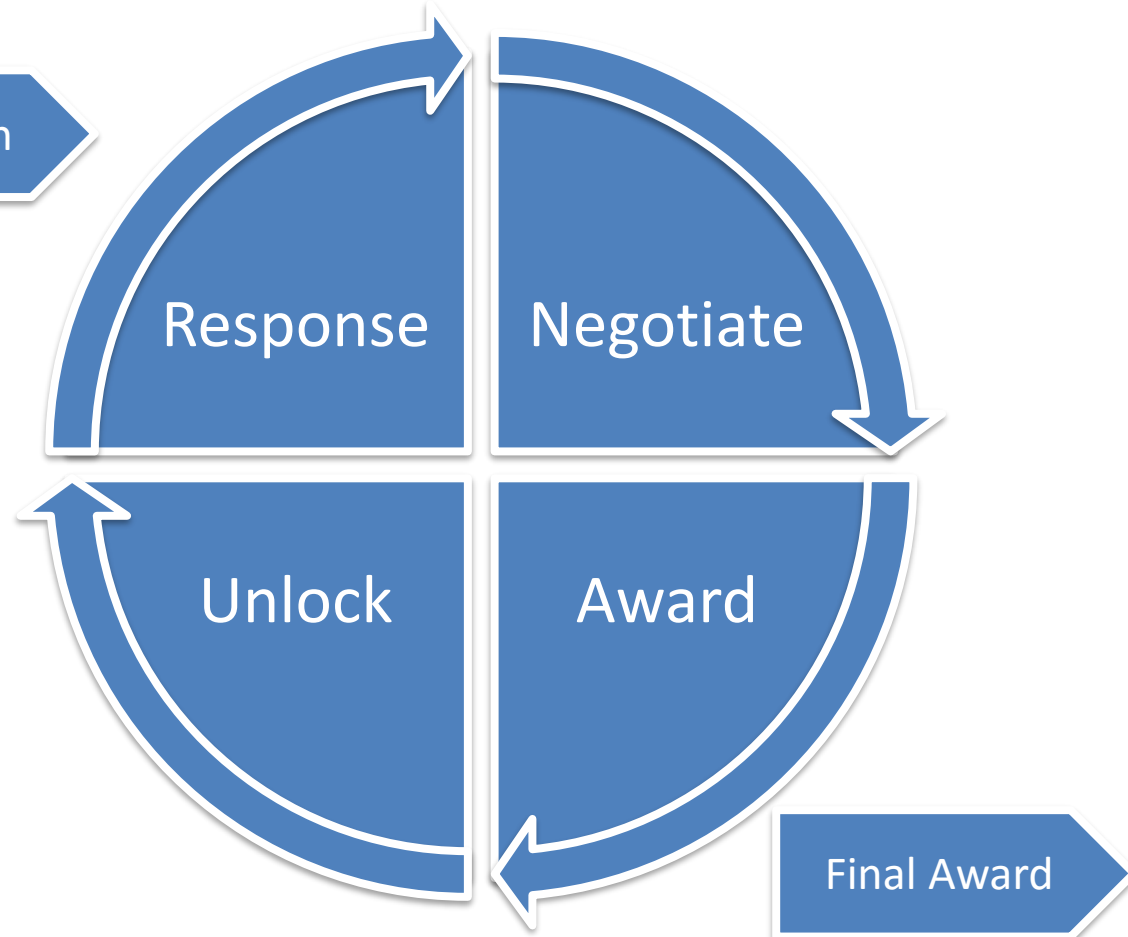
Lesson 1: Negotiation Details Page

Lesson learning objective: Explain how to respond to a pending negotiation

Launch

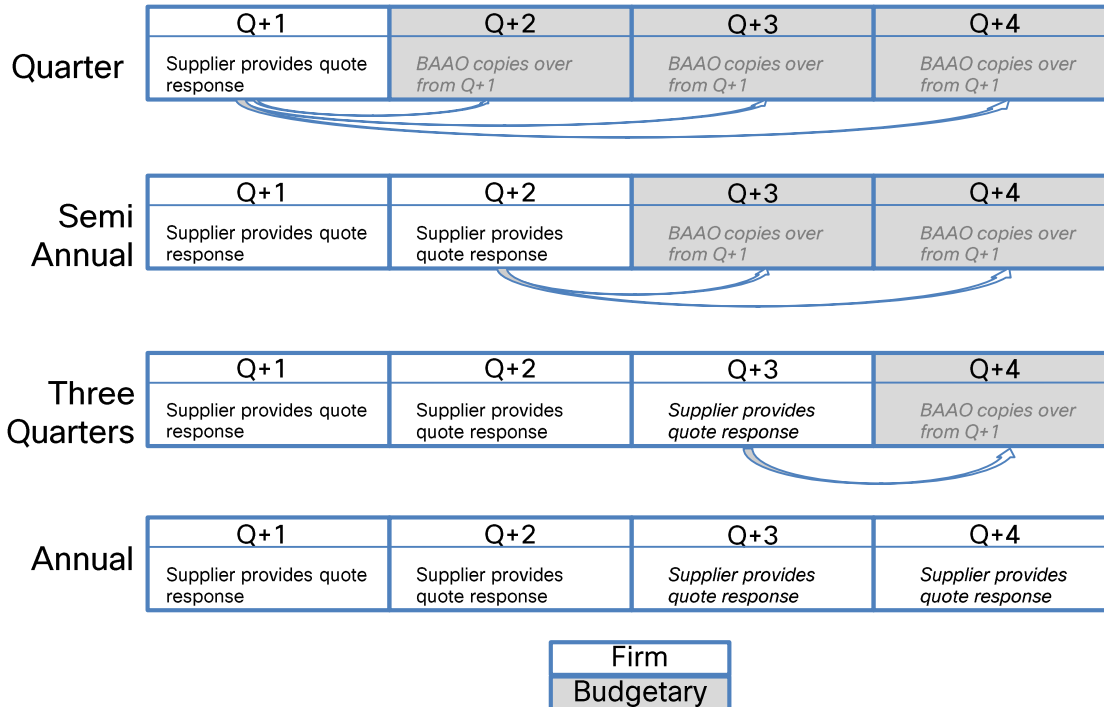
Built to improve negotiations

- 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

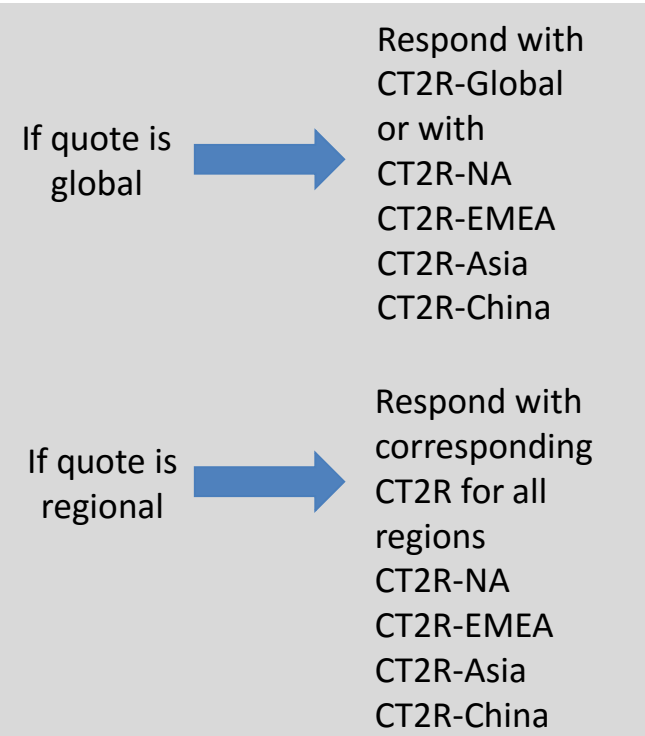


Required Supplier Responses

Suppliers must provide a quote response only for firm periods. BAAO will copy over the firm period response into the rest of the budgetary periods for both cost and attributes from the last firm period.



Supplier CT2R responses should be as follows:



In responding to the quote, values are requested for all applicable fields. Some are Validated, others are Non-Validated per the table on this slide.

Validated fields are marked as 'Response Required' in the CSV upload file template. These fields are checked for entry & specific formats before the quote will be accepted.

Lists of requested values are provided for Non-Validated fields, but these are free text fields.

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.

| Attribute | Validated/Non-Validated |
|--|------------------------------------|
| Quote Price | Validated |
| COUNTRY OF ORIGIN | Non-Validated |
| MOQ | Validated |
| MPQ | Non-Validated |
| NAFTA | Non-Validated |
| SUPPLIER CONTACT | Non-Validated |
| CT2R-GLOBAL | Validated for regional negotiation |
| CT2R-EMEA | Validated for regional negotiation |
| CT2R-NA | Validated for regional negotiation |
| CT2R-CHINA | Validated for global negotiation |
| CT2R-ASIA | Validated for regional negotiation |
| FREIGHT PAID FROM SUPPLIER SITE TO HUB/EMS SITE BY | Non-Validated |
| INCO TERMS | Non-Validated |
| NOTES TO BUYER | Non-Validated |

Quickly Identifying Parts to Quote



Supply Chain Connection

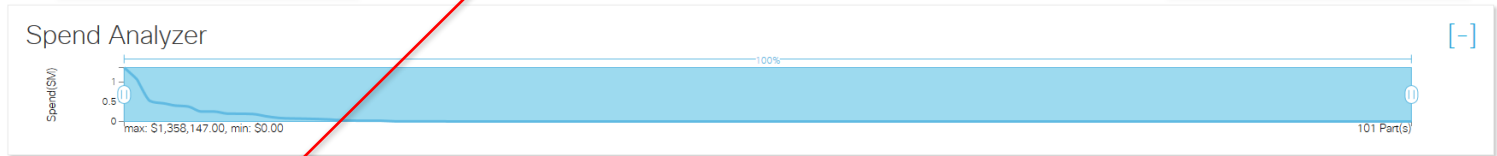
BAAO Home > Negotiation Details

Negotiation Details

SUPPLIER 123

FY17Q3 BASELINE **\$5.84M**
102 PARTS
● Spend ● Savings AWARDED

FIRM AWARD PERIOD
QUARTER



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

Award Eligible
 Pending
 Locked
 Cancelled

| MPN Savings \$ | MPN Savings % | Demand | Quote Price | FY17Q4 - BUDGETARY Final Award | MPN Spend |
|----------------|---------------|-----------|--------------|--------------------------------|-----------|
| \$0 | 0.00% | 15,053 | \$113.000000 | | |
| \$0 | 0.00% | 2,243,916 | \$2.420000 | | |
| \$0 | 0.00% | 956,507 | \$2.420000 | | |
| \$0 | 0.00% | 1,618,741 | \$1.200000 | | |
| \$0 | 0.00% | 702,964 | \$2.420000 | | |
| \$0 | 0.00% | 1,153,341 | \$1.200000 | | |
| \$0 | 0.00% | 574,008 | \$1.200000 | | |
| \$0 | 0.00% | 8,302 | \$88.000000 | | |
| \$0 | 0.00% | 4,534 | \$206.000000 | | |

1 - 50 of 93 items

Then, checkbox Pending items within the In-Flight filter. This filter isolates negotiations as follows:

- Award eligible
- Pending
- Locked
- Cancelled

- First check to see if Current period negotiations are open. Click hyperlink number to populate them in the grid
- Second, select the Firm periods that apply to your future quarter quotes. The grid will populate with parts if you have Semi Annual, 3 Quarter or Annual Firm quotes to negotiate

CSV Quote Response

“Hamburger” icon is a reference. It defines requested attribute values. Can also be used for single entry

Upload CSV

Download CSV

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

CPN Upload

| CPN | Description | Site(s) | Rev | MPN | Qual Status | Demand | Quote Price | FY17Q3 | | |
|--------|-----------------|---------|-----|-----|-------------|--------|-------------|--------------|-----------|-------------|
| | | | | | | | | Final Awa... | MPN Spend | MPN Savings |
| CPN524 | CAP,CE,100p... | | | | | | | 100% | \$438,376 | |
| CPN525 | CAP,CE,680p... | | | | | | | | \$0 | |
| CPN526 | RES,TKF,75 o... | | | | | | | | \$0 | |
| CPN527 | CAP,CE,22uF,... | | | | | | | | \$35,615 | \$0 |
| CPN530 | CAP,CE,22uF,... | | | | | | | | \$10,474 | \$0 |
| CPN531 | CAP,TA,47uF,... | | | | | | | | \$0 | |
| CPN531 | CAP,TA,47uF,... | | | | | | | | \$0 | |
| CPN534 | CAP,CE,47uF,... | | | | | | | | \$43,122 | \$0 |
| CPN535 | CAP,CE,8.2nF... | | | | | | | | \$0 | |

Upload Status

Upload process completed.

Number of lines accepted: 1

Number of lines rejected: 1 (Details)

OK

50 Items per page

1 - 50 of 541 Items

Submit Reset

Click details to download CSV with rejected lines called out, error message displayed, and correction suggested. Fix and upload again to resubmit. Once all lines are accepted, **click the OK button to refresh the data and complete your submission.*

Response by CSV Upload

Response is mandatory only for firm periods; Optional attributes will not contain an () Asterisk ; Mandatory attributes will contain an (*) Asterisk
 Global quotes require either CT2R-Global or Regional CT2R (CT2R-CHINA, CT2R-EMEA, CT2R-NA, CT2R-ASIA) ; Regional quotes require only Regional CT2R (CT2R-CHINA, CT2R-EMEA, CT2R-NA, CT2R-ASIA)

| Key | Negotiation Response | Quarter | Site | Supplier | MPN Lock | Awari MPN | MPN | CPN | Description | Rev | Qual Status | Demand | *Quote Price | Final Award | Price Type | Commodity |
|---------------|----------------------|---------|------|--------------|----------|-----------|--------|-------|-------------------|-----|-------------|---------|--------------|-------------|------------|-----------|
| 161827-239885 | PENDING | FY17Q3 | GLO | SUPPLIER 123 | N | | MPN165 | CPN99 | DESCRIPTION99 -A0 | | Qualified | 989367 | 0.95 | | FIRM | RSOGA |
| 161828-239886 | PENDING | FY17Q4 | GLO | SUPPLIER 123 | N | | MPN165 | CPN99 | DESCRIPTION99 -A0 | | Qualified | 1153341 | 1.2 | | BUDGETARY | RSOGA |
| 161829-239887 | PENDING | FY18Q1 | GLO | SUPPLIER 123 | N | | MPN165 | CPN99 | DESCRIPTION99 -A0 | | Qualified | 998982 | 1.2 | | BUDGETARY | RSOGA |
| 161830-239888 | PENDING | FY18Q2 | GLO | SUPPLIER 123 | N | | MPN165 | CPN99 | DESCRIPTION99 -A0 | | Qualified | 923709 | 1.2 | | BUDGETARY | RSOGA |



Example CSV

BAAO Home » Negotiation Details

Negotiation Details

SUPPLIER 123

FY17Q3 BASELINE
102 PARTS
Spend Savings AWARDED

Spend Analyzer
Spend(\$M)
max: \$1,358,147.00

In-Flight (Current Qty)

MPN MPN165

CAUTION: Submit must be clicked after entering cost to complete this quote

| | FY17Q2 | FY17Q3 | FY17Q4 | FY18Q1 | FY18Q2 |
|--|--------------|------------------|------------------|------------------|------------------|
| 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 : | alpha numeric : | alpha numeric : | alpha numeric : |
| NAFTA | Not Required | Y/N | Y/N | Y/N | Y/N |
| INCO TERMS | Not Required | alpha numeric : | alpha numeric : | alpha numeric : | alpha numeric : |
| FREIGHT PAID FROM SUPPLIER SITE TO HUB/EMS SITE BY | Not Required | alpha numeric : | alpha numeric : | alpha numeric : | alpha numeric : |
| NOTES TO BUYER | Not Required | alpha numeric : | alpha numeric : | alpha numeric : | alpha numeric : |

["Supplier","EMS Partner","Cisco"]

- Click hamburger icon next to any part for an attribute pop up reference
- Click on Country of Origin to obtain a download of all country codes
- Hover over other fields for list of desired values
- Attribute pop up can also be used to enter or change attributes for a single line item



Quote responses are required for Firm periods only. BAAO will copy over the last Firm period response into the budgetary periods

Values are requested for both Validated and Non-Validated quote fields. Mismatches to Validated fields are identified in CSV error file.

Parts requiring response can quickly be identified by clicking the “Pending” check box within the In-Flight grid filter

CSV file download/upload is the most convenient method of quote response

The hamburger attribute icon is a good reference if you forget which values to populate in your quote. It’s also a convenient method of changing one or two attributes for a single part



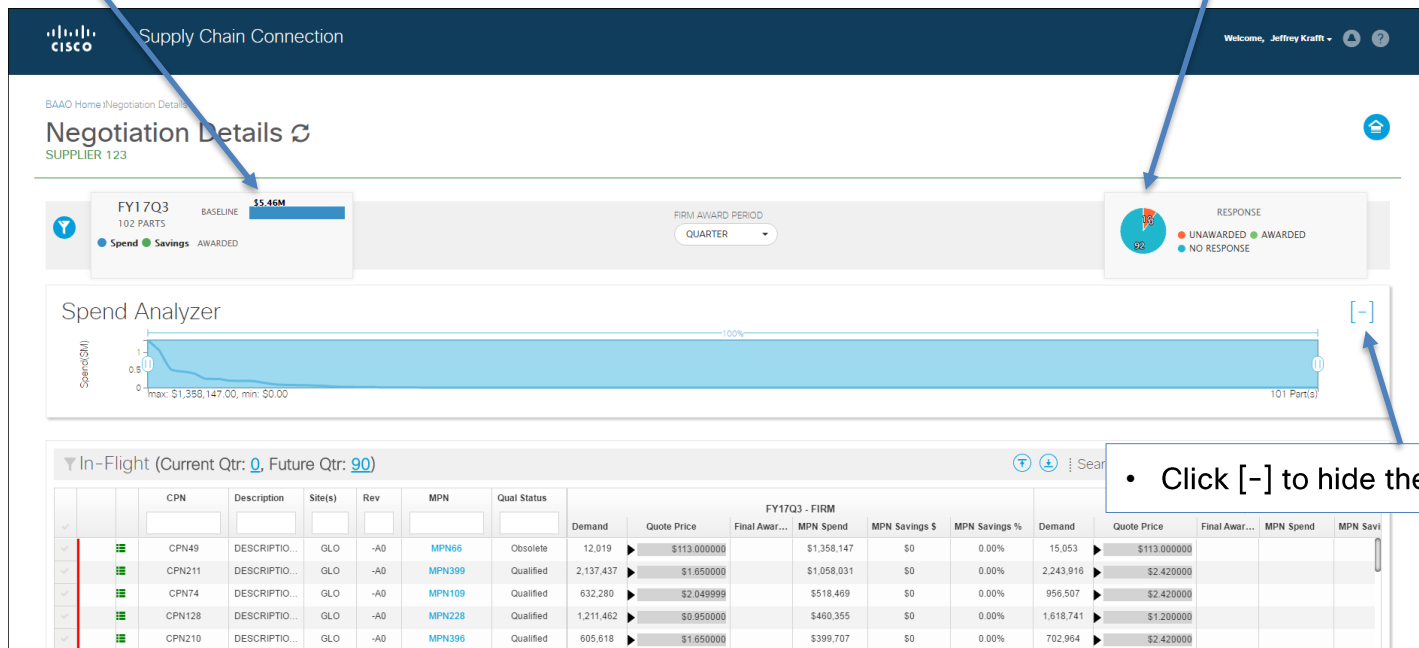
Lesson 2: Negotiation Details Page

Lesson learning objective: Explain the features of the Negotiation Details page

Supplier Negotiation Details Features

- Baseline Spend estimates spend using last awarded cost and updated demand
- This is updated with Awarded Spend & Savings for each period as Commodity Mgrs award

- MPN line item negotiations with no response are constantly updated as you csv upload response to your pending items
- MPN that are Awarded and Unawarded are also updated in this dashboard metric

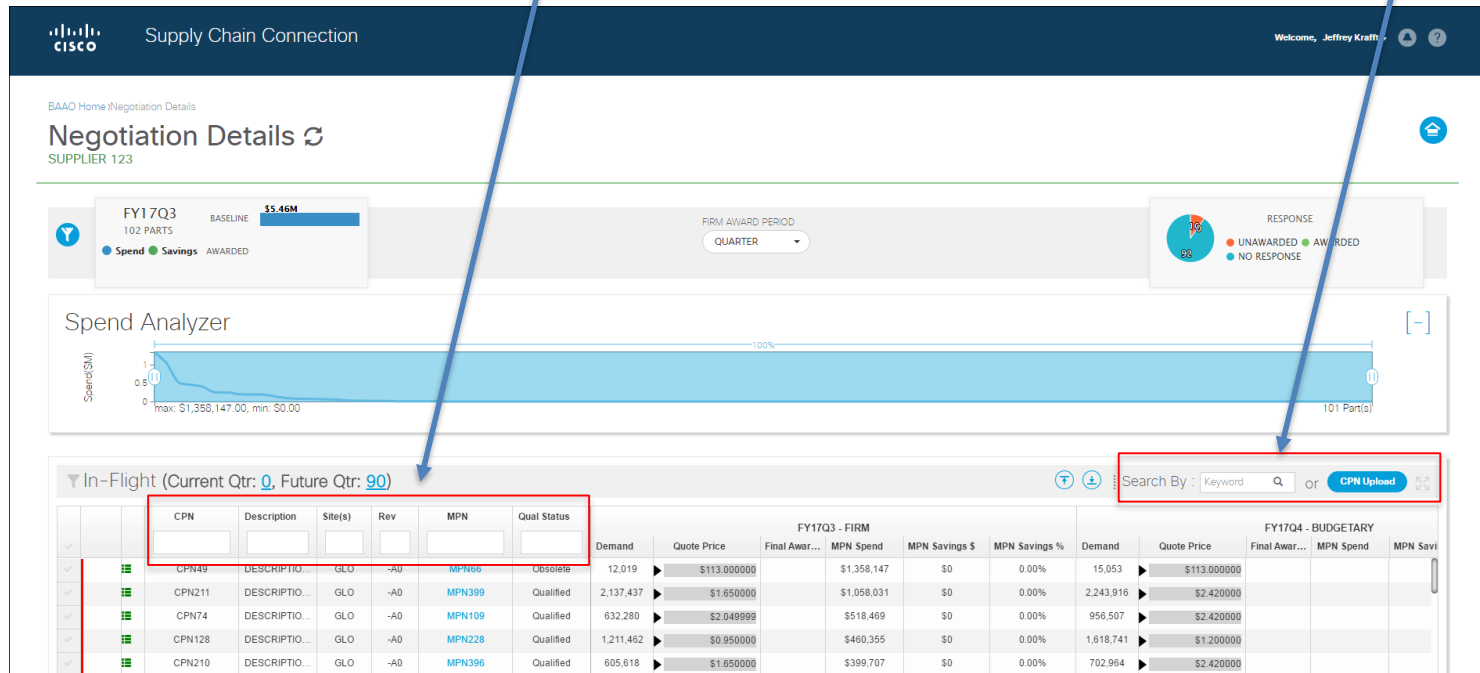


- Click [-] to hide the Spend Analyzer

Supplier Negotiation Details Features

- Search headers: CPN, Description, Sites, Rev, MPN, Qual Status
- Type all or part of a value, click enter to search

- Global search function allows user to search the entire in-flight grid by entering a keyword
- CPN Upload provides search by list of CPNs

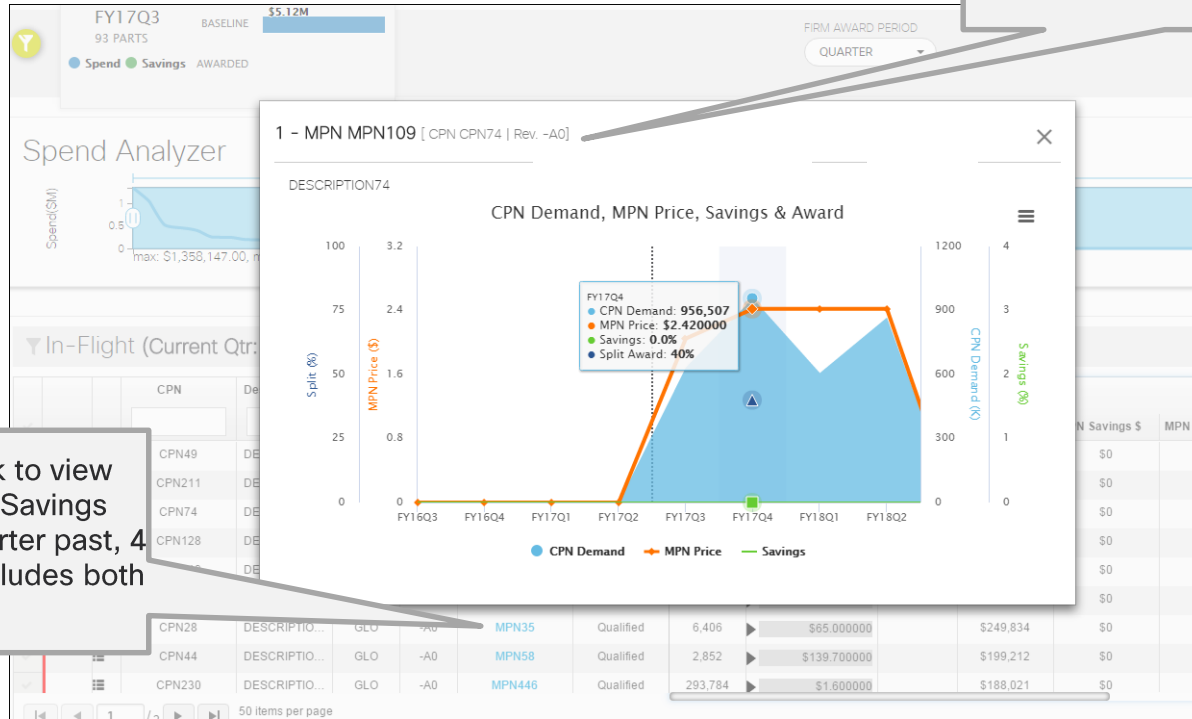


The screenshot displays the 'Supplier Negotiation Details' interface for 'SUPPLIER 123'. The page includes a 'Spend Analyzer' chart showing spend over time, a 'RESPONSE' pie chart, and a table of 'In-Flight' items. A search bar and a 'CPN Upload' button are highlighted with a red box. Blue arrows point from the search headers list to the search bar and from the global search list to the search bar.

| CPN | Description | Sites | Rev | MPN | Qual Status | Demand | Quote Price | Final Awar... | MPN Spend | MPN Savings \$ | MPN Savings % | Demand | Quote Price | FY17Q4 - BUDGETARY | MPN Spend | MPN Savi |
|--------|---------------|-------|-----|--------|-------------|-----------|---------------|---------------|-------------|----------------|---------------|-----------|---------------|--------------------|-----------|----------|
| CPN49 | DESCRIPTIO... | GLO | -A0 | MPN06 | Obsolete | 12,019 | \$113,000,000 | | \$1,358,147 | \$0 | 0.00% | 15,053 | \$113,000,000 | | | |
| CPN211 | DESCRIPTIO... | GLO | -A0 | MPN399 | Qualified | 2,137,437 | \$1,650,000 | | \$1,058,031 | \$0 | 0.00% | 2,243,916 | \$2,420,000 | | | |
| CPN74 | DESCRIPTIO... | GLO | -A0 | MPN109 | Qualified | 632,280 | \$2,049,999 | | \$518,409 | \$0 | 0.00% | 956,507 | \$2,420,000 | | | |
| CPN128 | DESCRIPTIO... | GLO | -A0 | MPN228 | Qualified | 1,211,462 | \$0,950,000 | | \$460,355 | \$0 | 0.00% | 1,618,741 | \$1,200,000 | | | |
| CPN210 | DESCRIPTIO... | GLO | -A0 | MPN396 | Qualified | 605,618 | \$1,850,000 | | \$399,707 | \$0 | 0.00% | 702,964 | \$2,420,000 | | | |

Supplier Negotiation Details Features

The MPN and CPN numbers are displayed with part revision



Click on the MPN hyperlink to view CPN Demand, MPN Price, Savings and Awarded Split – 4 quarter past, 4 quarters future. Future includes both Firm & Budgetary periods

| CPN | Description | Global | Rev | MPN | Status | QTY | Unit Price | Total Price | Savings | MPN Savings |
|--------|---------------|--------|-----|------------------------|-----------|---------|--------------|-------------|---------|-------------|
| CPN49 | DE | | | | | | | | | |
| CPN211 | DE | | | | | | | | | |
| CPN74 | DE | | | | | | | | | |
| CPN128 | DE | | | | | | | | | |
| CPN28 | DESCRIPTIO... | GLO | -A0 | MPN35 | Qualified | 6,406 | \$65.000000 | \$249,834 | \$0 | \$0 |
| CPN44 | DESCRIPTIO... | GLO | -A0 | MPN58 | Qualified | 2,852 | \$139.700000 | \$199,212 | \$0 | \$0 |
| CPN230 | DESCRIPTIO... | GLO | -A0 | MPN446 | Qualified | 293,784 | \$1.600000 | \$188,021 | \$0 | \$0 |

Supplier Negotiation Details Features

BAAO Home | Negotiation Details

Negotiation Details

SUPPLIER 123

FY17Q3
100 PARTS
BASELINE \$4.11M
SPEND SAVINGS AWARDED \$0.04M

Spend Analyzer
Spend (\$M)
max: \$1,058,031.32, min: \$0.00
101 Part(s)

Award eligibility is indicated by the color bands on the grid. Red indicates pending negotiations, while green indicates award eligible.

Awarded or locked negotiations show lock symbol

Cancelled items show circle with slash mark

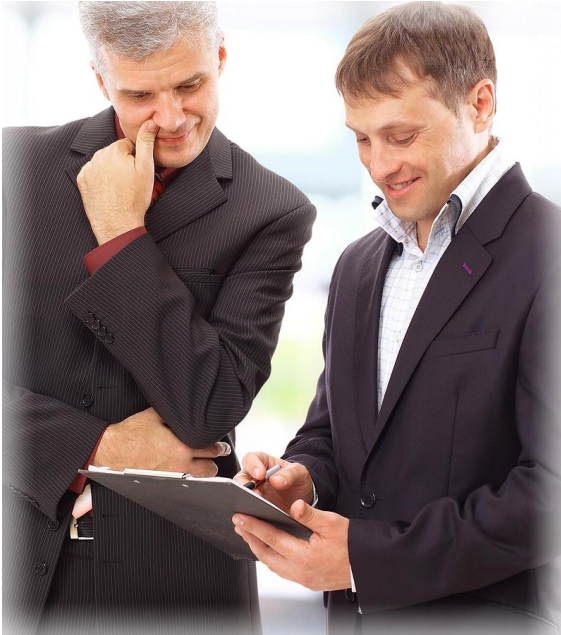
In-Flight (Current Qtr: 0, Future Qtr: 89)

File Name: CPNUploadList.c... (Invalid CPNs: 0) Search By: Keyword or CPN Upload

| | CPN | Description | MPN | Qual Status | Demand | FY17Q3 - FIRM | | | | Demand | FY17Q4 - BUDGETARY | | | |
|---|--------|---------------|---------|-------------|-------------------|---------------|---------------|-----------|----------------|--------|--------------------|-------------|---------------|-----------|
| | | | | | | Quote Price | Final Awar... | MPN Spend | MPN Savings \$ | | MPN Savings % | Quote Price | Final Awar... | MPN Spend |
| ✓ | CPN99 | DESCRIPTIO... | GLO -A0 | MPN165 | Qualified | 989,367 | \$0.950000 | | | | 1,153,341 | \$0.950000 | | |
| ✓ | CPN211 | DESCRIPTIO... | GLO -A0 | MPN167 | In Process - Q... | 45,315 | \$0.800000 | 100% | | | 49,101 | \$0.800000 | 100% | |
| ✓ | CPN52 | DESCRIPTIO... | GLO -A0 | MPN399 | Qualified | 2,137,437 | \$1.650000 | | | | 2,243,916 | \$2.420000 | | |
| ✓ | CPN428 | DESCRIPTIO... | GLO -A0 | MPN70 | Qualified | 13,857 | | | | | 13,342 | | | |
| ✓ | CPN428 | DESCRIPTIO... | GLO -A0 | MPN822 | Cancelled | 10 | \$12.000000 | | | | 0 | \$12.000000 | | |
| ✓ | CPN428 | DESCRIPTIO... | GLO -A0 | MPN823 | Cancelled | 10 | \$11.000000 | | | | 0 | \$11.000000 | | |
| ✓ | CPN428 | DESCRIPTIO... | GLO -A0 | MPN824 | Qualified | 10 | \$0.950000 | | | | 0 | \$0.950000 | | |

Visual indicators show the movement of prices throughout the negotiation.

- Gray background, arrow pointing to the right indicates price is a placeholder from previous quote
- Shifts to green, arrow down when uploaded quote represents a cost decrease
- Shifts to red, arrow up when uploaded quote represents a cost increase
- Shows underline when uploaded quote represents no change from prior quote



The Supplier Negotiation Details page allows you to apply filters, isolate in-flight negotiations requiring action, and track award progress throughout the quoting cycle

Baseline Spend estimates spend using last awarded cost and updated demand. This is replaced by Awarded Spend & Savings Commodity Mgrs make their awards

The functionalities of the grid include filtering based on award status, a view of lock and unlock status of negotiation, and hyperlinked MPNs that when clicked display historical data graphically

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



Suppliers are asked to provide initial negotiation response in 7 days...remember, you can update your negotiation throughout the cycle until it has been awarded

The CSV upload and download functionality enables the user to download a CSV file of the negotiation line items displayed in the grid, fill it out, and upload it

The In-Flight Grid is where the majority of a supplier's time will be spent when transacting and negotiating in BAAO

Once a Supplier responds to a negotiation line item, the MPN Spend and Savings columns will show as blank until the SuCM awards the negotiation



Check BAAO on a daily 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



When a Commodity Manager unlocks a negotiation, take notice (by filtering on pending negotiations) and respond as required



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



Email alerts & notifications are coming in next release....



For additional support, visit the external Jive community site:

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

