



BAAO

Enhancements

April 2017

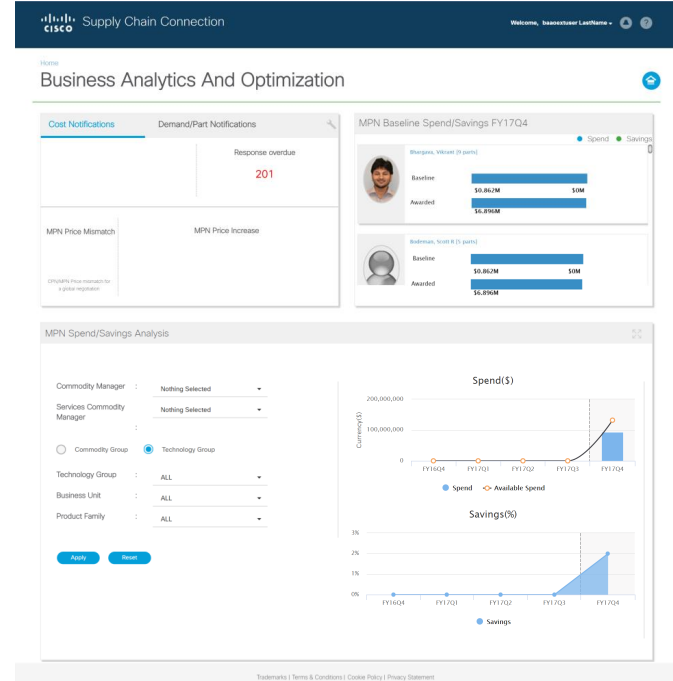
Analyze. Negotiate. Award.

This training is for suppliers who have previously used BAAO.

It is intended to introduce the new functionalities from the April 2017 release.

These include:

- Supplier Home page
- Four Quarter Supplier Response
- Alerts and Notifications
 - Response Overdue
 - Demand Change



Business Analytics And Optimization



Cost Notifications | Demand/Part Notifications

Response overdue
201

MPN Price Mismatch | MPN Price Increase

MPN Baseline Spend/Savings FY17Q4

● Spend ● Savings

Shargava, Vikram [9 parts]

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

Bademan, 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

Spend(\$)

Period	Spend	Available Spend
FY16Q4	0	0
FY17Q1	0	0
FY17Q2	0	0
FY17Q3	0	0
FY17Q4	~100,000,000	~100,000,000

Savings(%)

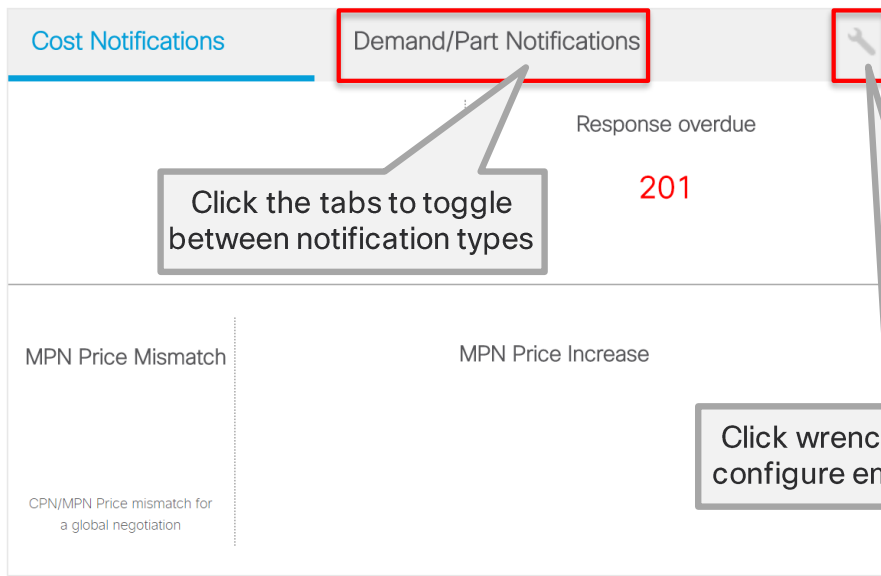
Period	Savings
FY16Q4	0%
FY17Q1	0%
FY17Q2	0%
FY17Q3	0%
FY17Q4	~2.5%

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



Cost Notifications

Demand/Part Notifications

Response overdue

201

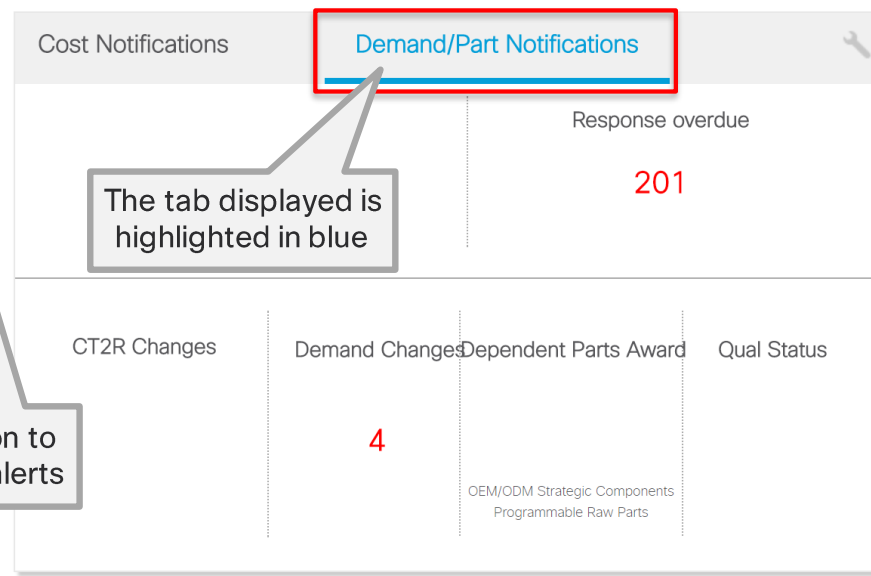
Click the tabs to toggle between notification types

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

MPN Baseline Spend/Savings FY17Q4

Spend Savings



Bhargava, Vikrant [9 parts]

Baseline



\$0.862M

\$0M

Awarded



\$6.896M



Bodeman, Scott R [5 parts]

Baseline



\$0.862M

\$0M

Awarded



\$6.896M

The MPN Baseline Spend/Savings tile displays the baseline and awarded spend and savings for each Commodity Manager with the number of parts managed next to their name.

The legends are clickable to filter the display on the selection

MPN Spend/Savings Analysis

MPN Spend/Savings Analysis

Commodity Manager : Nothing Selected ▼

Services Commodity Manager : Nothing Selected ▼

Commodity Group Technology Group

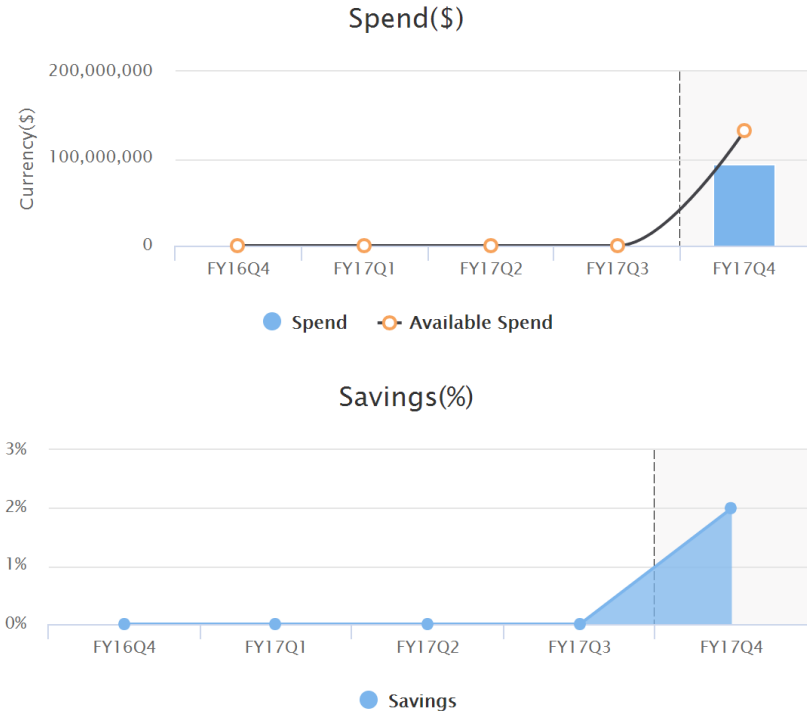
Technology Group : ALL ▼

Business Unit : ALL ▼

Product Family : ALL ▼

Apply

Reset



The MPN Spend/Savings Analysis tile is a powerful tool to analyze trends in spend and savings by a number of parameters.

Select the appropriate filters and the graphs will change to reflect the selection.

MPN Spend/Savings Analysis

Commodity Manager : Nothing Selected

Services Commodity Manager :

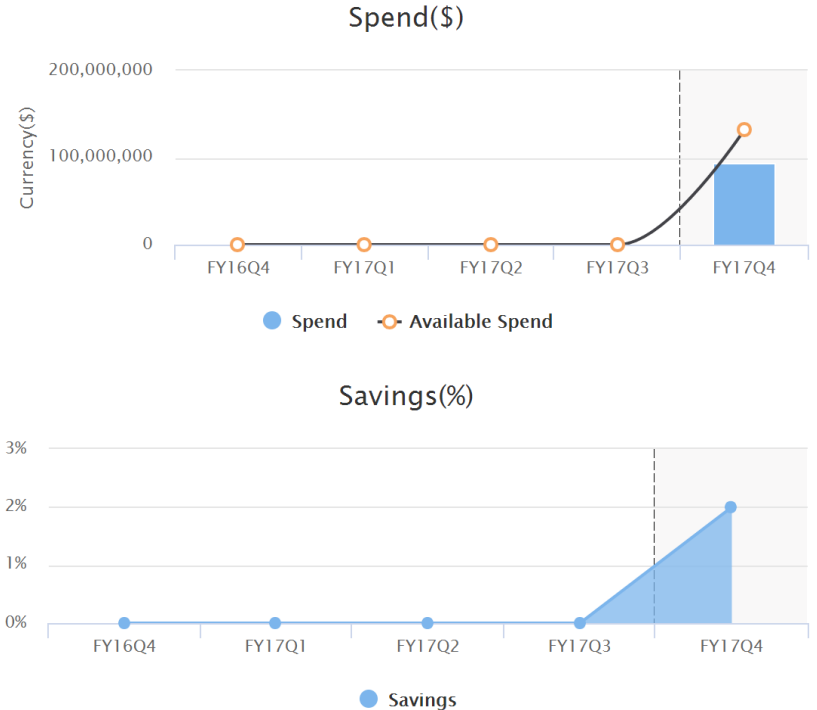
Commodity Group

Technology Group :

Business Unit :

Product Family :

DPOLITI
 VIKBHARG
 JEKRAFFT
 CHAAGARW
 ARAMNIVA
 SHAJKHAN



To filter by Commodity Manager, check the appropriate boxes, search by name in the “Type to filter” field, and/or use the Select/Deselect All buttons.

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 : ENGTG

STG

CTG

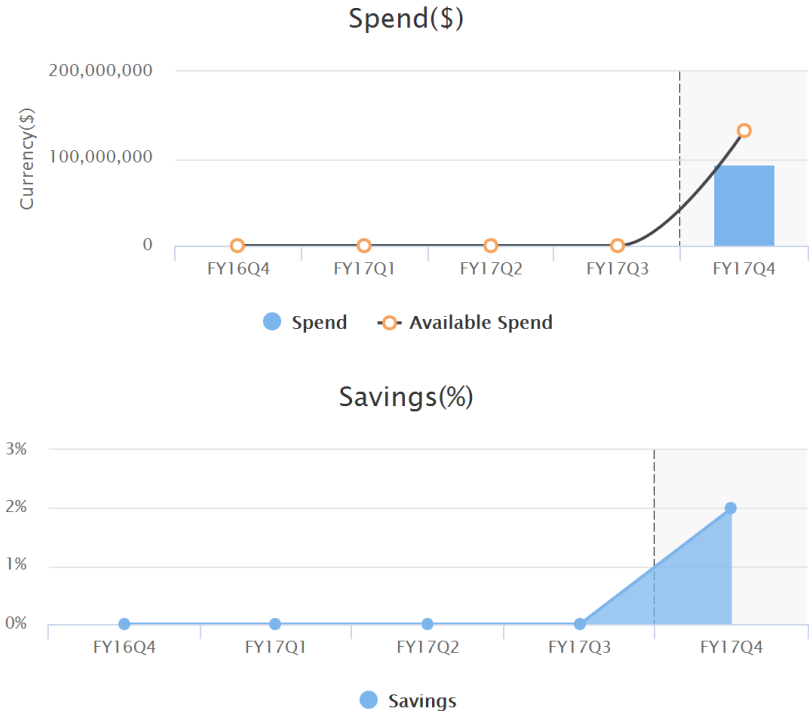
SAVTG

Apply

Reset

To filter by Technology Group, select from the dropdown menu shown above.

Note: The tile will default to Technology Group filter view.



MPN Spend/Savings Analysis: Commodity Group Filter

MPN Spend/Savings Analysis

Commodity Manager : Nothing Selected

Services Commodity Manager : Nothing Selected

Commodity Group Technology Group

Comm Group : ALL

Comm Code 1 : ALL

Comm Code 2 : OPTICS

Comm Code 3 : MPU

Comm Code 4 : ASICS

COMMUNICATIONS

PASSIVE DISCRETE & LOGIC

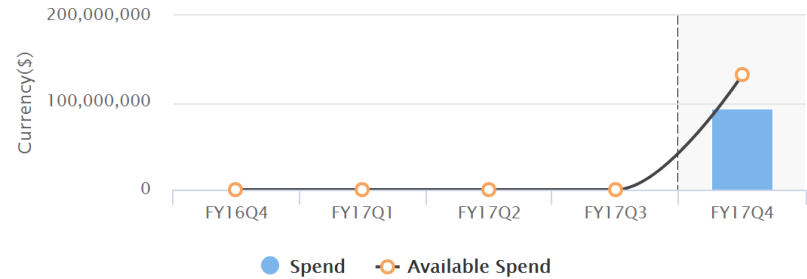
Apply

Reset

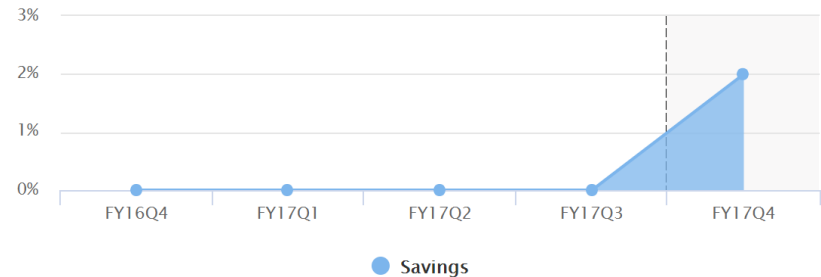
To filter by Commodity Group, select the radio button

To filter by Commodity Group and Commodity Codes (levels 1 through 4), select from the dropdown menus as appropriate.

Spend(\$)



Savings(%)



MPN Spend/Savings Analysis: Graph Tips

MPN Spend/Savings Analysis

Note that hovering over any part of the graph will display a tooltip with detailed information

Commodity Manager : Nothing Selected

Services Commodity Manager : Nothing Selected

Commodity Group Technology Group

Comm Group : ALL

Comm Code 1 : ALL

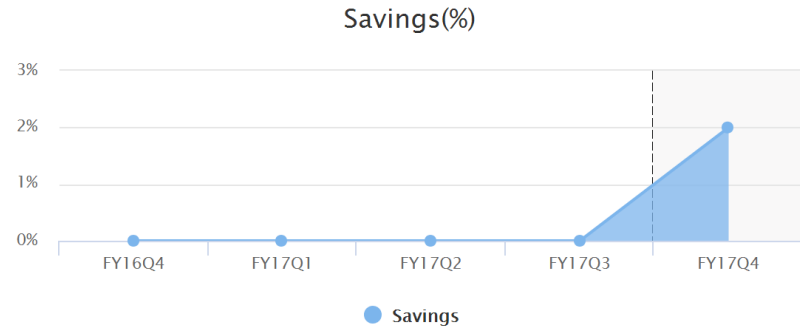
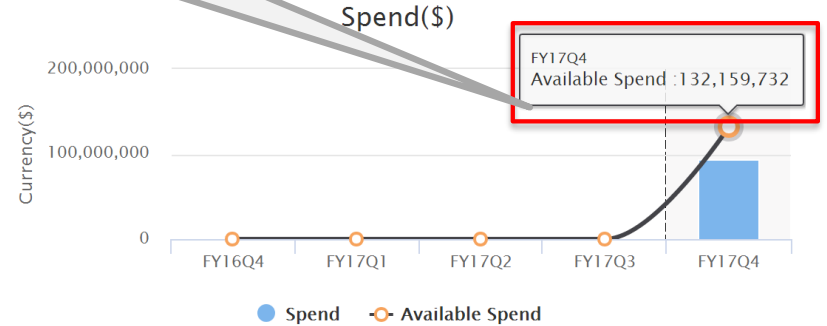
Comm Code 2 : ALL

Comm Code 3 : ALL

Comm Code 4 : ALL

Apply

Reset



Supplier Negotiation Details: Tabular Display

Home > Negotiation Details

Negotiation Details

SUPPLIER

MPN Negotiations

185	80	267	312	70
Current Qtr	1 Qtr Firm	2 Qtr Firm	3 Qtr Firm	4 Qtr Firm

Click on the number displayed in a tab to filter the rest of the page on those MPN negotiations

MPN Negotiations

185	80	267	312	70
Current Qtr	1 Qtr Firm	2 Qtr Firm	3 Qtr Firm	4 Qtr Firm

The Supplier Negotiations page will default to the current quotation cycle, or Q+1.

The tabular display at the top of the page indicates the number of MPN negotiations by firm and budgetary quotation periods.

In-Flight

CPN	Description	Site(s)	Rev	MPN	Qual Status	Demand	Quote Price	FY17Q4 - FIRM	MPN Spend	MPN Savings
CPN524	ASIC.FLANKE...	GLO	-B0	MPN678	Qualified	7,252	\$139,090000	100%	\$1,008,680	\$20,595
CPN525	ASIC.WOLVE...	GLO	-A0	MPN690	Qualified	3,522	\$128,340000	100%	\$452,013	\$0
CPN526	ASIC.PINOLE...	GLO	-01	MPN682	In Process - Q...					
CPN527	ASIC.PINOLE...	GLO	-01	MPN683	In Process - Q...					
CPN530	ASIC.WOODS...	GLO	-A0	MPN657	Qualified	19,243	\$52,000000			
CPN531	ASIC.SKIMME...	GLO	-A0	MPN690	Qualified	34,690	\$24,860000		\$862,393	\$0
CPN531	LED, 0603, SM...	GLO	-A0	MPN691	Qualified	106,175				
CPN534	LED, WHITE, ...	GLO	-A0	MPN695	Qualified	1,307				
CPN535	LED, 0402, SM...	GLO	-A0	MPN696	Qualified	513,663				

The selected tab is highlighted in blue

Supplier Negotiation Details: Current Quarter Filter

- Apply
- Reset
- FISCAL QUARTER**
- FY17Q3
- COMMODITY MGR
- NOTHING SELECTED
- SERVICES COMMODITY MANAGER
- NOTHING SELECTED
- COMM GROUP
- ALL
- COST CHANGE
- ALL
- COMM CODE1
- ALL
- COMM CODE2
- ALL
- COMM CODE3
- ALL
- COMM CODE4
- NOTHING SELECTED
- SERVICES COMMODITY MANAGER
- NOTHING SELECTED
- COMM GROUP
- ALL
- COST CHANGE
- ALL
- COMM CODE1
- ALL
- COMM CODE2
- ALL
- COMM CODE3
- ALL
- COMM CODE4
- ALL
- COMM CODE5
- ALL
- COMM CODE6
- ALL
- COMM CODE7
- ALL

Applying the filter for the current quarter will change the tabular structure at the top of the screen

Negotiation Details

MPN Negotiations 185 Current Qtr



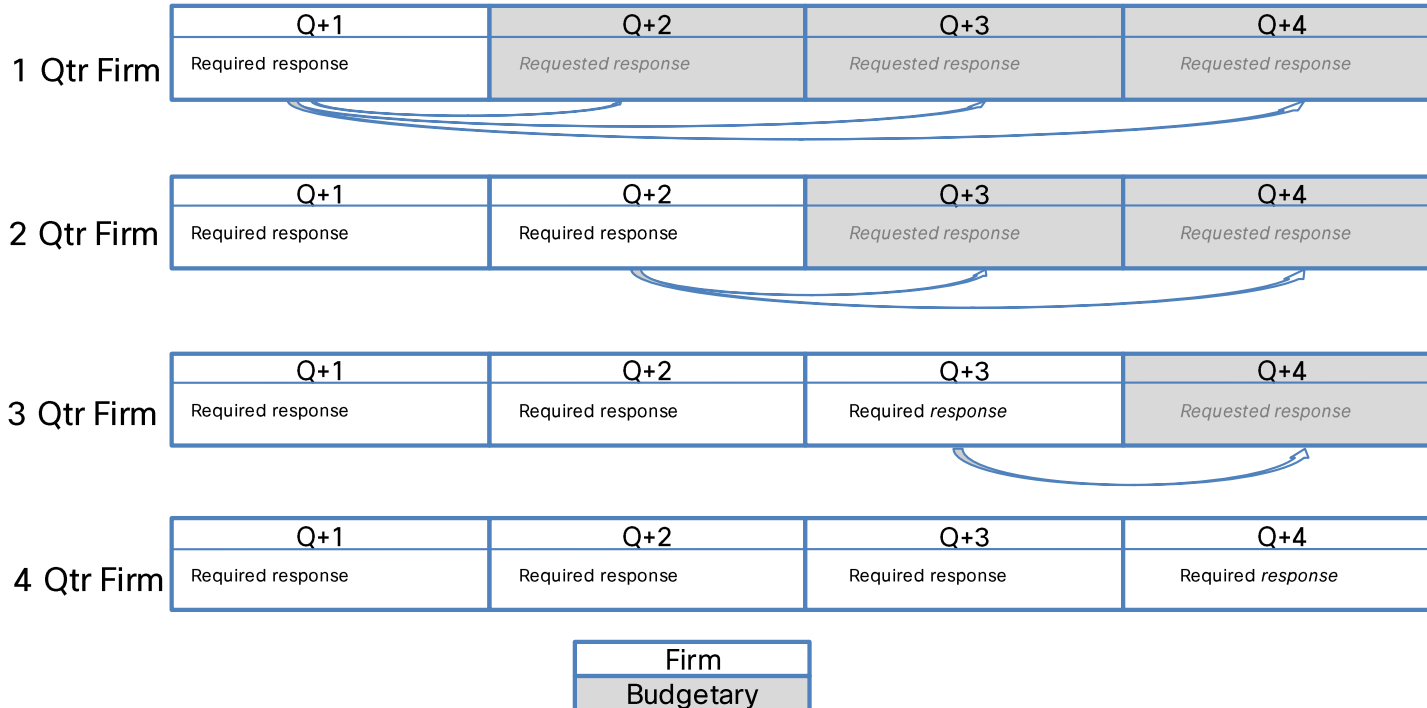
MPN Negotiations 185 Current Qtr

Only the negotiations for the current quarter will be displayed

	CPN	Description	Site(s)	Rev	MPN	Qual Status	FY17Q4 - FIRM				
							Demand	Quote Price	Final Awar...	MPN Spend	MPN Savings t
✓	CPN524	ASIC.FLANKE...	GLO	-B0	MPN678	Qualified	7,252	\$139,090,000 ▼	100%	\$1,008,680	\$20,595
✓	CPN525	ASIC.WOLVE...	GLO	-A0	MPN680	Qualified	3,522	\$128,340,000	100%	\$452,013	\$0
✓	CPN526	ASIC.PINOLE...	GLO	-01	MPN682	In Process - Q...					
✓	CPN527	ASIC.PINOLE...	GLO	-01	MPN683	In Process - Q...					
✓	CPN530	ASIC.WOODS...	GLO	-A0	MPN687	Qualified	19,243	\$52,000,000 ▲			
✓	CPN531	ASIC.SKIMME...	GLO	-A0	MPN690	Qualified	34,690	\$24,860,000		\$862,393	\$0
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✓	CPN534	LED, WHITE, ...	GLO	-A0	MPN695	Qualified	1,307				
✓	CPN535	LED, 0402, SM...	GLO	-A0	MPN696	Qualified	513,663				

Required Supplier Responses

- Suppliers are required to provide a quote response for all firm periods.
- Requested responses may be provided for all budgetary periods.
- If a response is not provided for budgetary periods, the system will copy over the value from the required response.



Supplier CT2R responses should be as follows:

- For a Global Negotiation (Org = GLO), 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 site-specific CT2R value in the CT2R Global field.



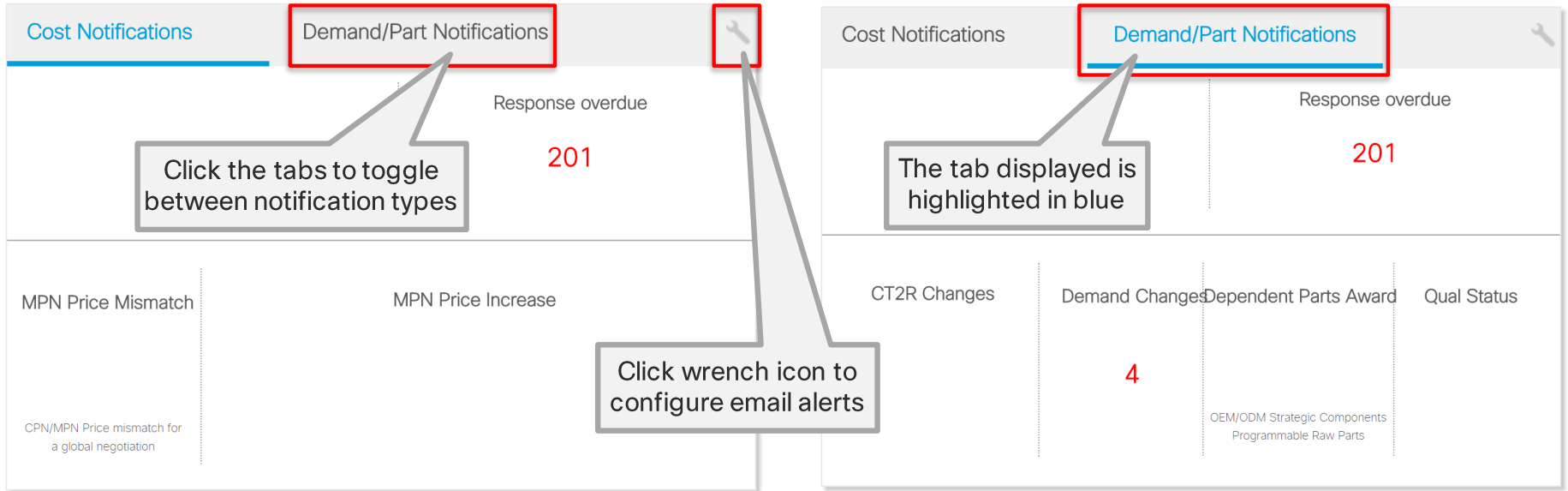
CPN	Org	Comm Mgr	Vendor	MPN	CT2R Global	CT2R Asia	CT2R China	CT2R EMEA	CT2R NA
84-1553-01	JMX	COMMGR	SUPPLIER A	MPN 1234	18				
53-1500-03	JMX	COMMGR	SUPPLIER B	MPN 5678	81				

- In responding to the quote, values are requested for all applicable fields.
- Response is mandatory only for 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 X

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 2	alpha numeric 2	alpha numeric 2	alpha numeric 2
NAFTA	Not Required	Y/N	Y/N	Y/N	Y/N
INCO TERMS	Not Required	alpha numeric 2	alpha numeric 2	alpha numeric 2	alpha numeric 2
FREIGHT PAID FROM SUPPLIER SITE TO HUB/EMS SITE BY	Not Required	alpha numeric 2	alpha numeric 2	alpha numeric 2	alpha numeric 2
NOTES TO BUYER	Not Required	alpha numeric 2	alpha numeric 2	alpha numeric 2	alpha numeric 2



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:

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- MPN Price Increase

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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



For additional support, visit the external Jive community site:

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

