



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



## What's Changing?

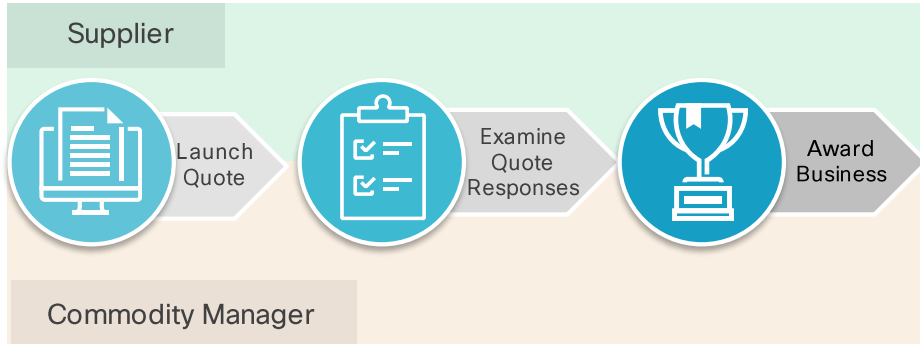
Lesson learning objective: Describe the basic changes in transitioning from Oracle to BAAO

- 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.

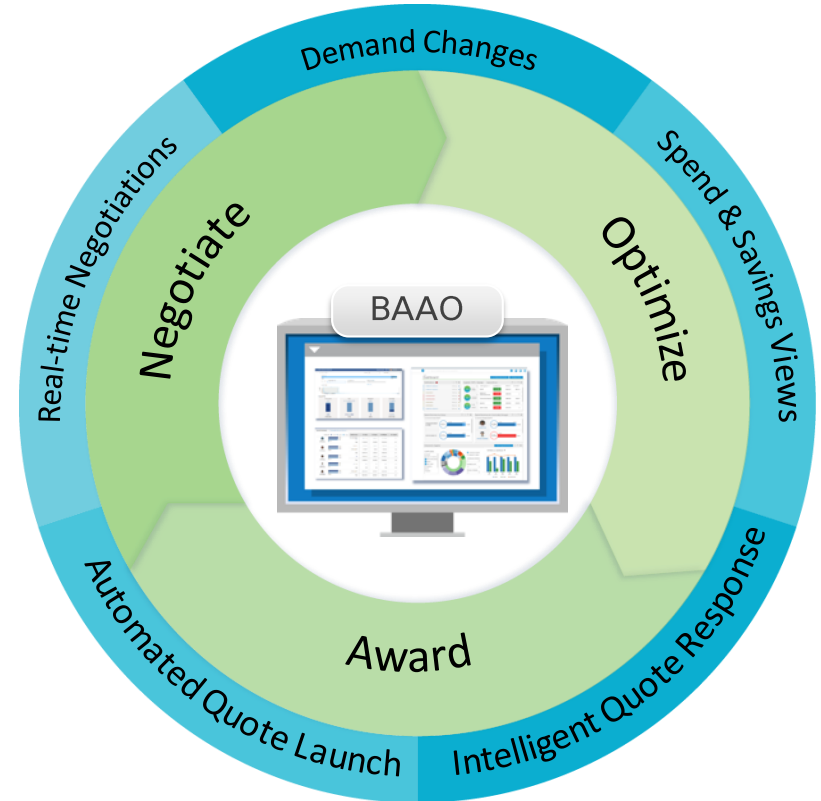
For more information on existing and future BAAO releases, visit the external Jive community site:

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

## Existing Reality: Supply Chain Quote Cycle



## Future Vision: Business Analytics & Award Optimization



The 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.



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

- 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

# Supplier Home – New Functionality

## 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(%)

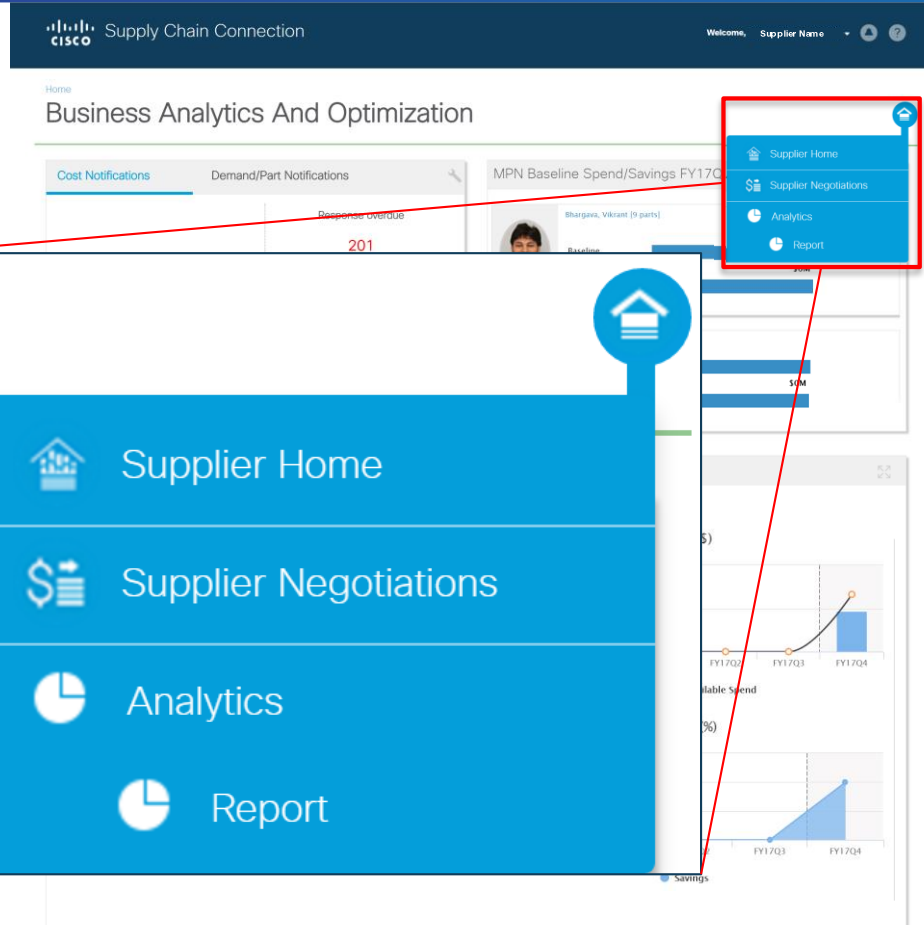
Period	Savings
FY16Q4	0%
FY17Q1	0%
FY17Q2	0%
FY17Q3	0%
FY17Q4	~2.5%

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



The screenshot shows the BAAO Supplier Home interface. At the top, there is a dark blue header with the Cisco logo and 'Supply Chain Connection' on the left, and a user profile 'Welcome, Supplier Name' on the right. Below the header, the main content area is titled 'Business Analytics And Optimization'. It features several data cards: 'Cost Notifications', 'Demand/Part Notifications', and 'MPN Baseline Spend/Savings FY17Q3'. A red box highlights a navigation menu in the top right corner, which contains four items: 'Supplier Home', 'Supplier Negotiations', 'Analytics', and 'Report'. A large blue overlay menu is positioned in the foreground, mirroring the items in the red box. The overlay menu has a home icon at the top right and lists the four navigation options with their respective icons: a house for 'Supplier Home', a dollar sign with a plus sign for 'Supplier Negotiations', a pie chart for 'Analytics', and a pie chart with a checkmark for 'Report'.

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.

### 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

Awarded

Bodeman, Scott R (5 parts)

Baseline

\$0.862M

\$0M

## Business Analytics And Optimization

**Cost Notifications** | Demand/Part Notifications

Response overdue  
**201**

MPN Price Mismatch | MPN Price Increase

Only MPN Price mismatch for a global registration

**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 :  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(%)**

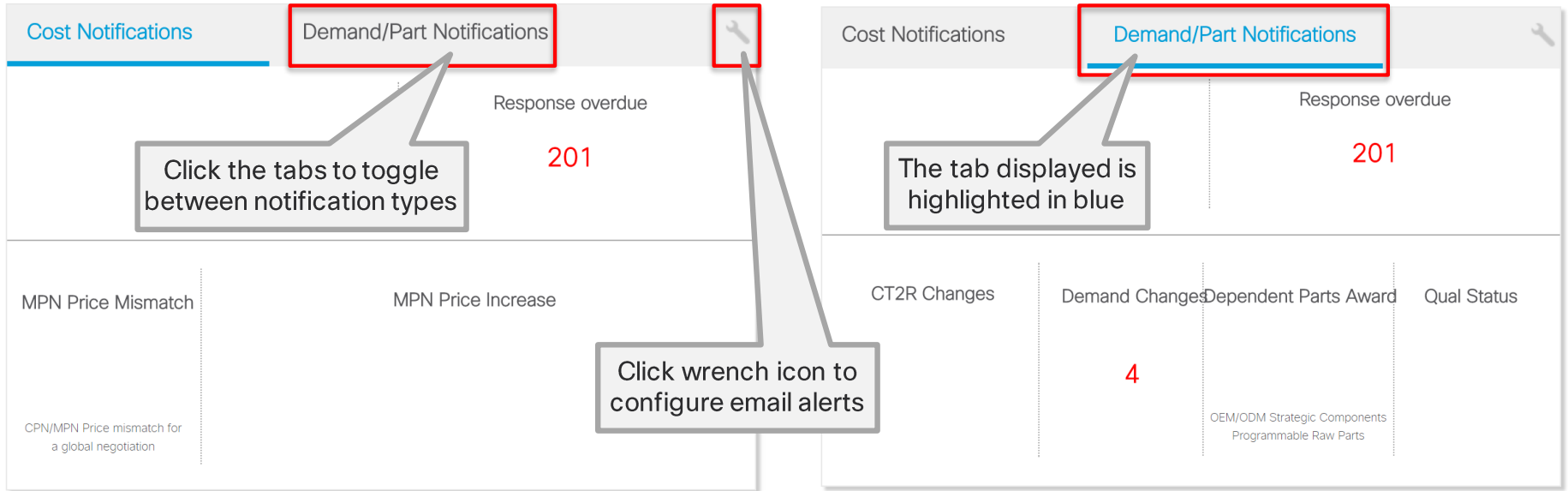
Period	Savings
FY16Q4	0%
FY17Q1	0%
FY17Q2	0%
FY17Q3	0%
FY17Q4	~2.5%


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

**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

Click wrench icon to configure email alerts

## 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

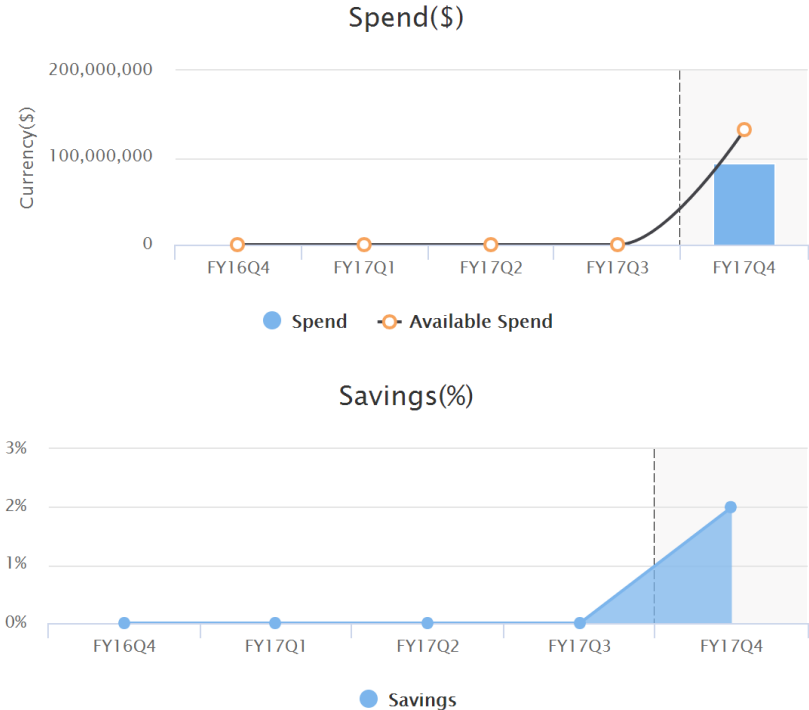
Technology Group : ALL ▼

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 :

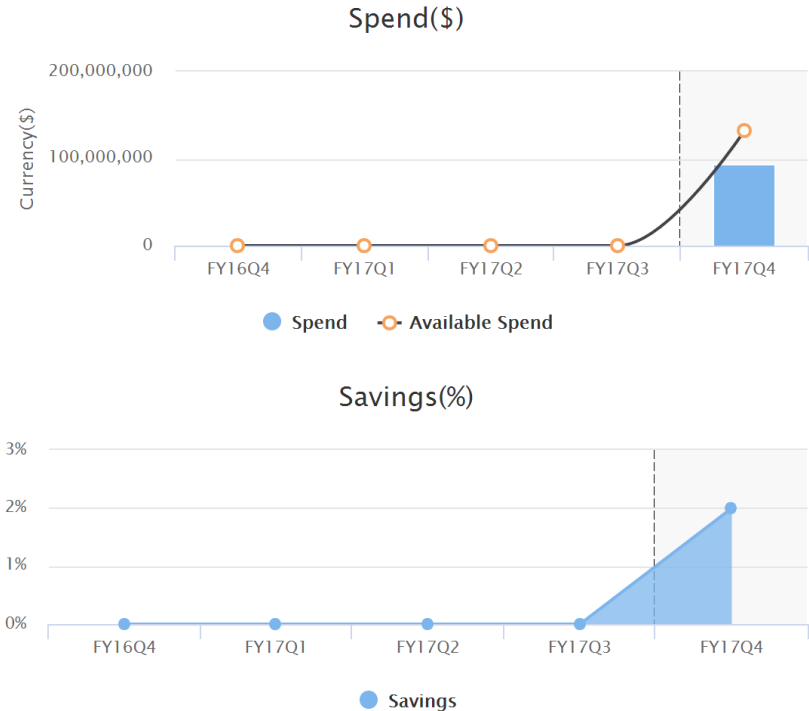
Product Family :

DPOLITI  
 VIKBHARG  
 JEKRAFFT  
 CHAAGARW  
 ARAMNIVA  
 SHAJKHAN

Apply

Reset

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

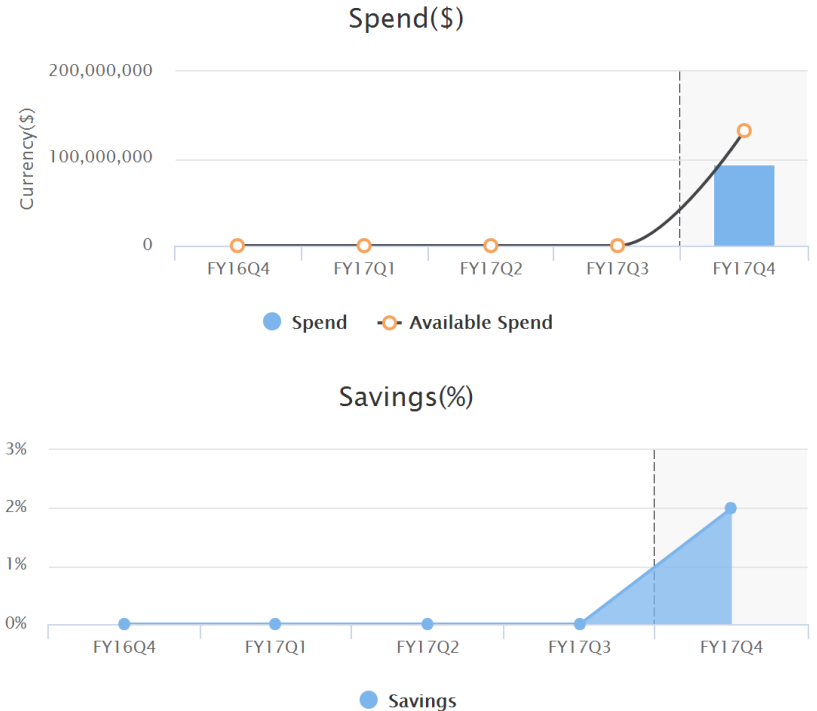
SAVTG

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

Comm Code 4 : COMMUNICATIONS

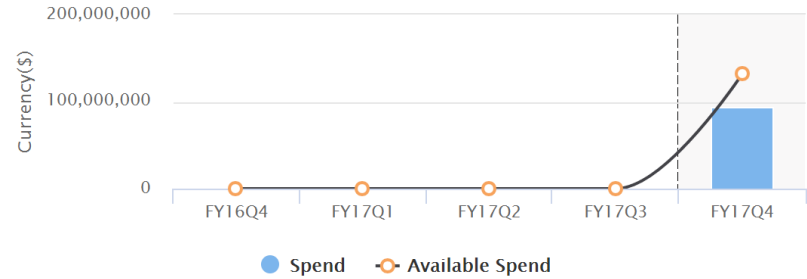
Comm Code 4 : PASSIVE DISCRETE & LOGIC

Apply

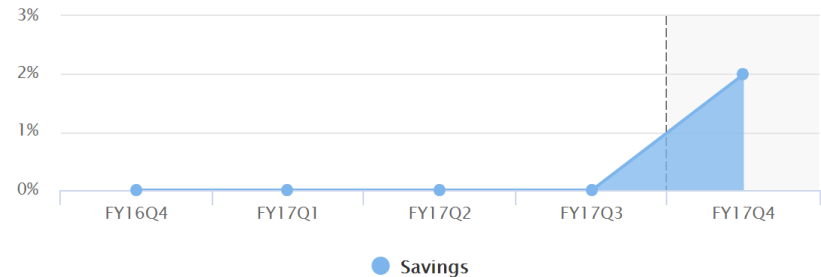
Reset

To filter by Commodity Group, select the radio button

### Spend(\$)



### Savings(%)



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

# 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

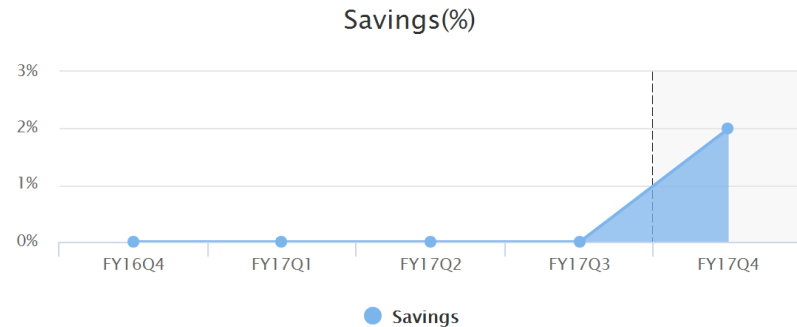
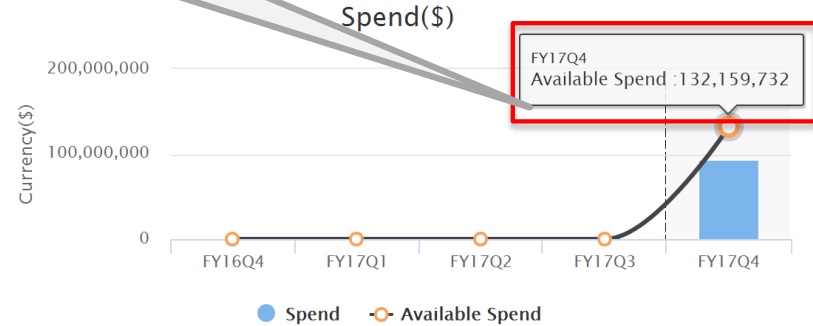
Comm Code 2 : ALL

Comm Code 3 : ALL

Comm Code 4 : ALL

Apply

Reset





## Business Analytics And Optimization

Cost Notifications

Demand/Part Notifications

Response overdue  
**201**

MPN Price Mismatch

MPN Price Increase

MPN Baseline Spend/Savings FY17Q4

Supplier Home

Supplier Negotiations

Analytics

Report

Shargava, Vikram [9 parts]

Baseline \$0.862M

Awarded \$6.896M

Bademan, Scott R [5 parts]

Baseline \$0.862M

Awarded \$6.896M

Use the navigation menu to navigate to the Supplier Negotiations page

### 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	~180,000,000

#### Savings(%)

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

# Supplier Negotiation Details

Your company's name should be reflected here

## Negotiation Details

SUPPLIER

MPN Negotiations: 185 Current Qtr, 80 1 Qtr Firm, 267 2 Qtr Firm, 312 3 Qtr Firm, 70 4 Qtr Firm

FY17Q4: 425 PARTS. BASELINE: \$0.95M. AWARDED: \$92.89M. Spend (blue), Savings (green). UNAWARDED: 23, AWARDED: 206, NO RESPONSE: 211.

Spend Analyzer: Spend(\$M) vs Part(s). max: \$14,499,897.75, min: \$0.00. 400 Part(s).

In-Flight: Search By: [ ] or CPN Upload

	CPN	Description	Site(s)	Rev	MPN	Qual Status	FY17Q4 - FIRM				
							Demand	Quote Price	Final Awar...	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	MPN680	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	MPN687	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				

50 items per page | 1 - 50 of 444 items

Submit Reset

This is the Supplier Negotiation Details page.

Here suppliers will enter their quote responses and monitor the progress of negotiations.

Using the various features of this page, suppliers can filter on a specific subset of parts to quote against.

# 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: Side Panel Filter

Home > Negotiation Details

## Negotiation Details

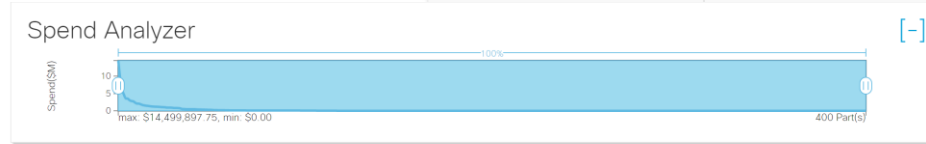
SUPPLIER

**MPN Negotiations** 185  
Current Qtr: **80** | 1 Qtr Firm: 267 | 2 Qtr Firm: 312 | 3 Qtr Firm: 70 | 4 Qtr Firm: 70

**FY17Q4** 425 PARTS  
BASELINE: \$0.95M  
AWARDED: \$92.89M

Legend: UNAWARDED: 23, AWARDED: 206, NO RESPONSE: 211

Click on the filter icon to open the side panel filter



### In-Flight

Search By: [ ] or CPN Upload

CPN	Description	Site(s)	Rev	MPN	Qual Status	FY17Q4 - FIRM				
						Demand	Quote Price	Final Awar...	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	MPN680	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	MPN687	Qualified	19,243	\$62.000000			
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				

50 items per page | 1 - 50 of 444 items

# Supplier Negotiation Details: Side Panel Filter

Apply Reset

- FISCAL QUARTER  
FY17Q4
- 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

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 Supplier Negotiations screen.

Supply Chain Connection

Welcome, Supplier Name

Home > Negotiation Details

## Negotiation Details

SUPPLIER

MPN Negotiations: 185 Current Qtr, 80 1 Qtr Firm, 267 2 Qtr Firm, 312 3 Qtr Firm, 70 4 Qtr Firm

FY17Q4: 425 PARTS  
BASELINE: 10.95M  
AWARDED: 592.89M  
Spend Savings

UNAWARDED: 23  
AWARDED: 206  
NO RESPONSE: 211

### Spend Analyzer

Spent(\$M) vs 400 Part(s)

In-Flight

Search By: [ ] or CPN Upload

	CPN	Description	Site(s)	Rev	MPN	Qual Status	FY17Q4 - FIRM				
							Demand	Quote Price	Final Awar...	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	MPN680	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	MPN687	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				

50 items per page | 1 - 50 of 444 items

Submit Reset

# 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

Home > Negotiation Details

## Negotiation Details

MPN Negotiations 185 Current Qtr



MPN Negotiations 185 Current Qtr

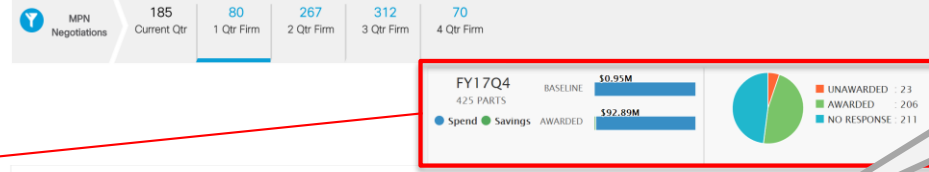
	CPN	Description	Site(s)	Rev	MPN	Qual Status	FY17Q4 - FIRM				
							Demand	Quote Price	Final Awar...	MPN Spend	MPN Savings
✓	CPN524	ASIC.FLANKE...	GLO	-B0	MPN678	Qualified	7,252	\$139,090,000	100%	\$1,008,680	\$20,595
✓	CPN525	ASIC.WOLVE...	GLO	-A0	MPN680	Qualified	3,522	\$128,340,000	100%	\$452,013	\$0
✓	CPN528	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
✓	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				

Only the negotiations for the current quarter will be displayed

# Supplier Negotiation Details: MPN Dashboard Metrics

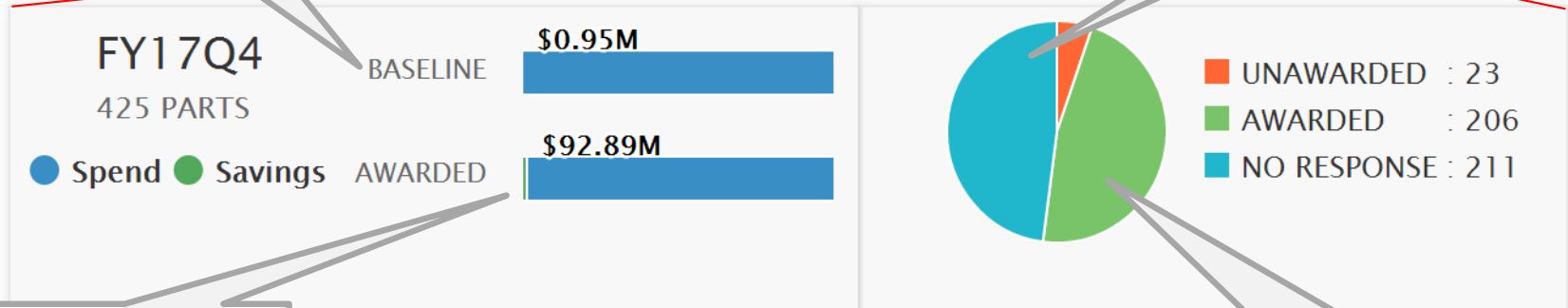


## Negotiation Details



The Baseline bar graph estimates spend and savings using last awarded cost and updated demand

MPN line item negotiations with no response are constantly updated as suppliers respond to pending negotiations either in the grid or by CSV upload



The Awarded bar graph is updated with spend and savings for each period as Commodity Managers award negotiations

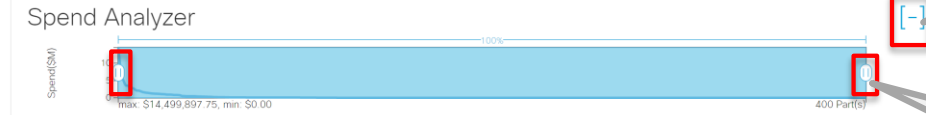
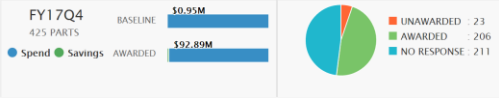
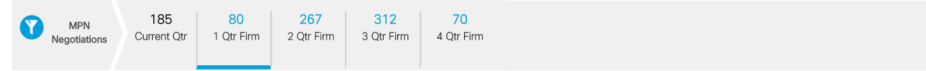
MPNs are updated in the pie chart as negotiations are awarded and unawarded by Commodity Managers

Item	Part	Category	Status	MPN	Qualification	Quantity	Current Price	Delta	Original Price	Current Price	Original Price
CPN530	ASIC.WOODS...	GLO	-A0	MPN657	Qualified	19,243	\$24.860000	\$52.000000	\$862,393	\$0	\$0
CPN531	ASIC.SKIMME...	GLO	-A0	MPN690	Qualified	34,690	\$24.860000	\$52.000000	\$862,393	\$0	\$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					

# Supplier Negotiation Details: Spend Analyzer

Home > Negotiation Details

## Negotiation Details



Click the [-] icon to hide the Spend Analyzer

Drag the sliders to isolate the percentage spend

The Spend Analyzer can be used to identify a percentage of portfolio spend. Once the selection has been made, the rest of the Supplier Negotiation Details page will display only those negotiations that fall within the selection.

In-Flight

CPN	Description	Site(s)	Rev	MPN	Qual Status	Demand	Quote Price	FY17Q4 - FIRM Final Awar...	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	MPN680	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	MPN687	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				



# Supplier Negotiation Details: Spend Analyzer

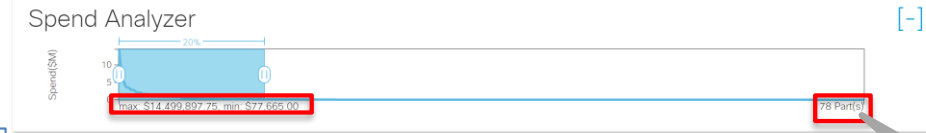
Home > Negotiation Details

## Negotiation Details

MPN Negotiations: 185 Current Qtr, 80 1 Qtr Firm, 267 2 Qtr Firm, 312 3 Qtr Firm, 70 4 Qtr Firm

FY17Q4: 425 PARTS. BASELINE: \$0.95M. AWARDED: \$92.89M

Legend: UNAWARDED: 23, AWARDED: 206, NO RESPONSE: 211



The top 20% of spend has been isolated.

The negotiations in the grid below will change to reflect those negotiations in this range.

The max and min spend and number of parts have changed to reflect the selection

In-Flight

	CPN	Description	Site(s)	Rev	MPN	Qual Status	FY17Q4 - FIRM				
							Demand	Quote Price	Final Awar...	MPN Spend	MPN Savings
✓	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
✓	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				

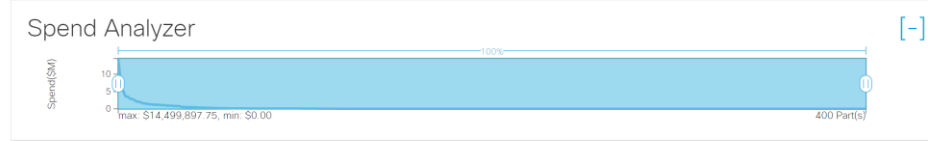
# Supplier Negotiation Details: In-Flight Grid

Home > Negotiation Details

## Negotiation Details

MPN Negotiations: 185 Current Qtr, 80 1 Qtr Firm, 267 2 Qtr Firm, 312 3 Qtr Firm, 70 4 Qtr Firm

FY17Q4: 425 PARTS. BASELINE: \$0.95M. AWARDED: \$92.89M. Legend: UNAWARDED: 23, AWARDED: 206, NO RESPONSE: 211.



In-Flight

CPN	Description	Site(s)	Rev	MPN	Qual Status	FY17Q4 - FIRM				
						Demand	Quote Price	Final Awar...	MPN Spend	MPN Savings
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
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 In-Flight grid at the bottom of the Supplier Negotiation Details page is where suppliers will respond to quotes.

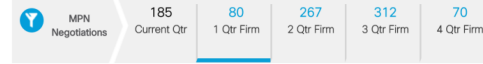
The functionality of this section of BAAO is described in further detail in a later module.

# Supplier Negotiation Details

Home > Negotiation Details

## Negotiation Details

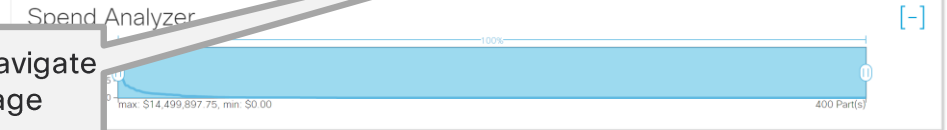
SUPPLIER



Navigation menu with the following items:

- Supplier Home
- Supplier Negotiations
- Analytics
- Report (highlighted with a red box)

Use the navigation menu to navigate to the Analytics Report page



In-Flight

Search By: [ ] or CPN Upload

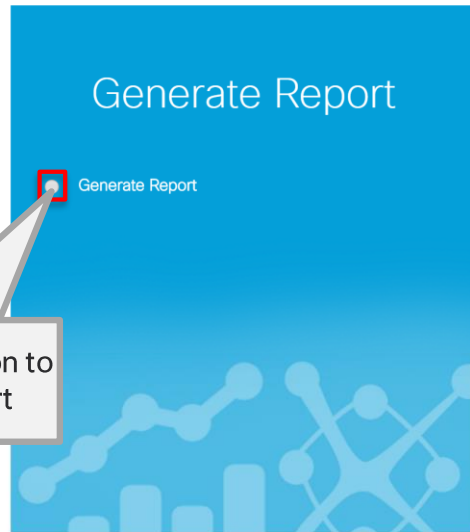
	CPN	Description	Site(s)	Rev	MPN	Qual Status	FY17Q4 - FIRM				
							Demand	Quote Price	Final Awar...	MPN Spend	MPN Savings
✓	CPN524	ASIC.FLANKE...	GLO	-B0	MPN678	Qualified	7,252	\$139,090000 ▼	100%	\$1,008,680	\$20,595
✓	CPN525	ASIC.WOLVE...	GLO	-A0	MPN680	Qualified	3,522	\$128,340000	100%	\$452,013	\$0
✓	CPN526	ASIC.PINOLE...	GLO	-01	MPN682	In Process - Q...					
✓	CPN527	ASIC.PINOLE...	GLO	-01	MPN683	In Process - Q...					
✓	CPN530	ASIC.WOODS...	GLO	-A0	MPN687	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				

50 items per page | 1 - 50 of 444 items

Submit Reset

[BAAO Home](#) > [Analytics](#)

## 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

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



# 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

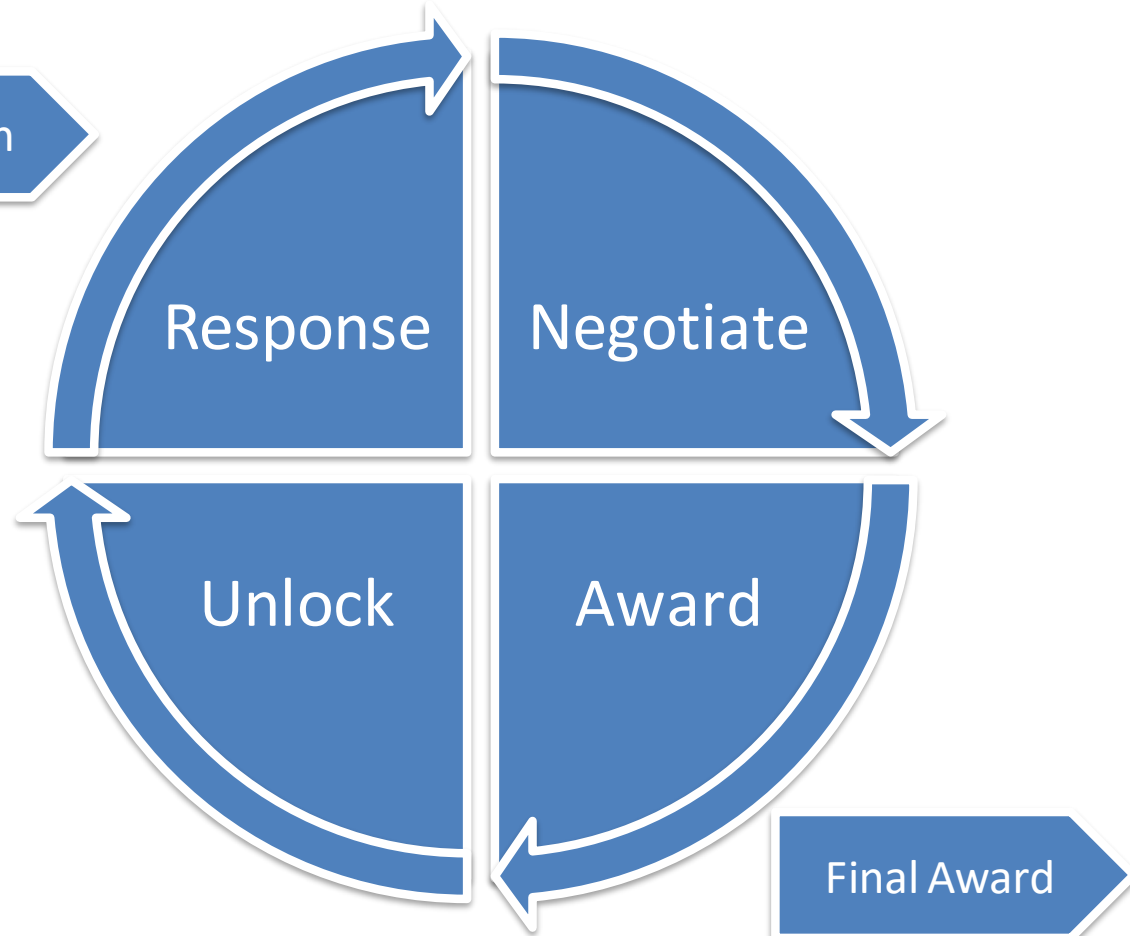
Response

Negotiate

Unlock

Award

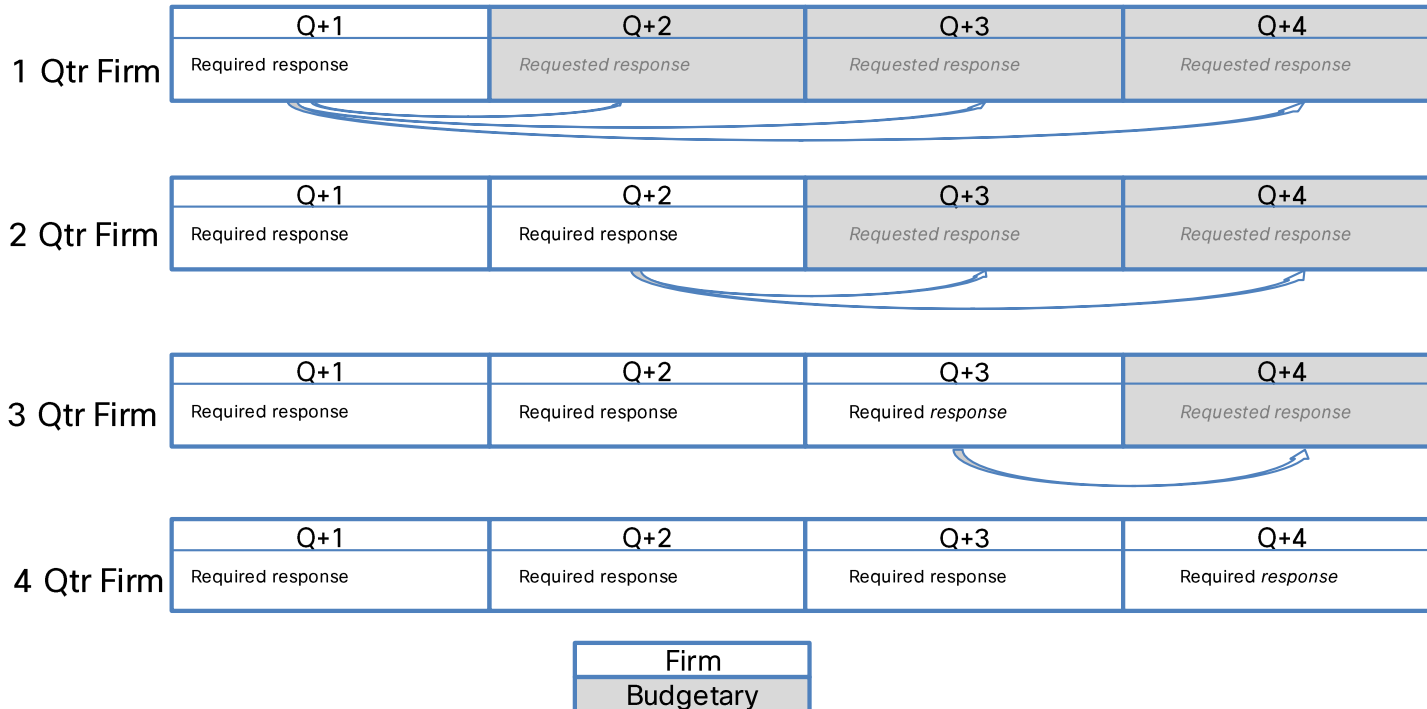
Final Award





# 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, 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 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 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

# Quickly Identifying Parts to Quote

Use the tabular structure on the top of the page to select the firm period for which you wish to quote.

Select the checkbox for Pending items within the In-Flight filter.

This filter isolates negotiations as follows:

- Award eligible
- Pending
- Locked
- Cancelled

**CISCO** Supply Chain Connection Welcome, Supplier Name

Home > Negotiation Details

## Negotiation Details

SUPPLIER

MPN Negotiations: 185 Current Qtr, **80** 1 Qtr Firm, 267 2 Qtr Firm, 312 3 Qtr Firm, 70 4 Qtr Firm

FY17Q4: 425 PARTS  
BASELINE: \$0.95M  
AWARDED: \$92.89M  
Spend Savings

UNAWARDED: 23  
AWARDED: 206  
NO RESPONSE: 211

### Spend Analyzer

Spent(\$M) vs 400 Part(s)

In-Flight

	Description	Site(s)	Rev	MPN	Qual Status	Demand	Quote Price	Final Award...	MPN Spend	MPN Savings
<input type="checkbox"/>	3IC.FLANKE...	GLO	-B0	MPN678	Qualified	7,252	\$139.090000	100%	\$1,008,680	\$20,595
<input type="checkbox"/>	SIC.WOLVE...	GLO	-A0	MPN690	Qualified	3,522	\$128.340000	100%	\$452,013	\$0
<input type="checkbox"/>	3IC.PINOLE...	GLO	-01	MPN682	In Process - Q...					
<input type="checkbox"/>	3IC.PINOLE...	GLO	-01	MPN683	In Process - Q...					
<input checked="" type="checkbox"/>	CPN527	ASIC.PINOLE...	GLO	-01	MPN683					
<input checked="" type="checkbox"/>	CPN530	ASIC.WOODS...	GLO	-A0	MPN687	19,243	\$52.000000			
<input checked="" type="checkbox"/>	CPN531	ASIC.SKIMME...	GLO	-A0	MPN690	34,690	\$24.860000		\$862,393	\$0
<input checked="" type="checkbox"/>	CPN531	LED.0603.SM...	GLO	-A0	MPN691	106,175				
<input checked="" type="checkbox"/>	CPN534	LED.WHITE...	GLO	-A0	MPN695	1,307				
<input checked="" type="checkbox"/>	CPN535	LED.0402.SM...	GLO	-A0	MPN696	513,663				

50 items per page | 1\_50 of 444 items

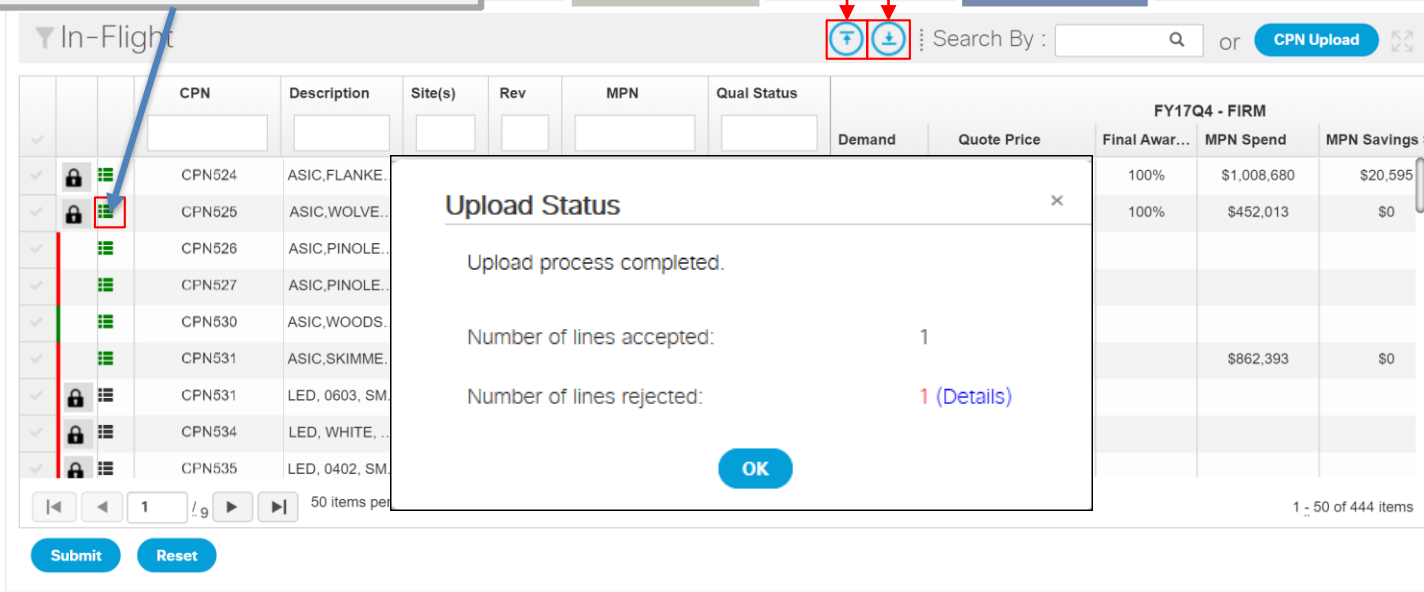
Submit Reset

# 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

Search By :  or [CPN Upload](#)

CPN	Description	Site(s)	Rev	MPN	Qual Status	Demand	Quote Price	FY17Q4 - FIRM		
								Final Awar...	MPN Spend	MPN Savings
CPN524	ASIC, FLANKE...							100%	\$1,008,680	\$20,595
CPN525	ASIC, WOLVE...							100%	\$452,013	\$0
CPN526	ASIC, PINOLE...									
CPN527	ASIC, PINOLE...									
CPN530	ASIC, WOODS...									
CPN531	ASIC, SKIMME...								\$862,393	\$0
CPN531	LED, 0603, SM...									
CPN534	LED, WHITE, ...									
CPN535	LED, 0402, SM...									

1 / 9 50 items per page

[Submit](#) [Reset](#)

### Upload Status

Upload process completed.

Number of lines accepted: 1

Number of lines rejected: 1 (Details)

[OK](#)

1 - 50 of 444 items

*\*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.*

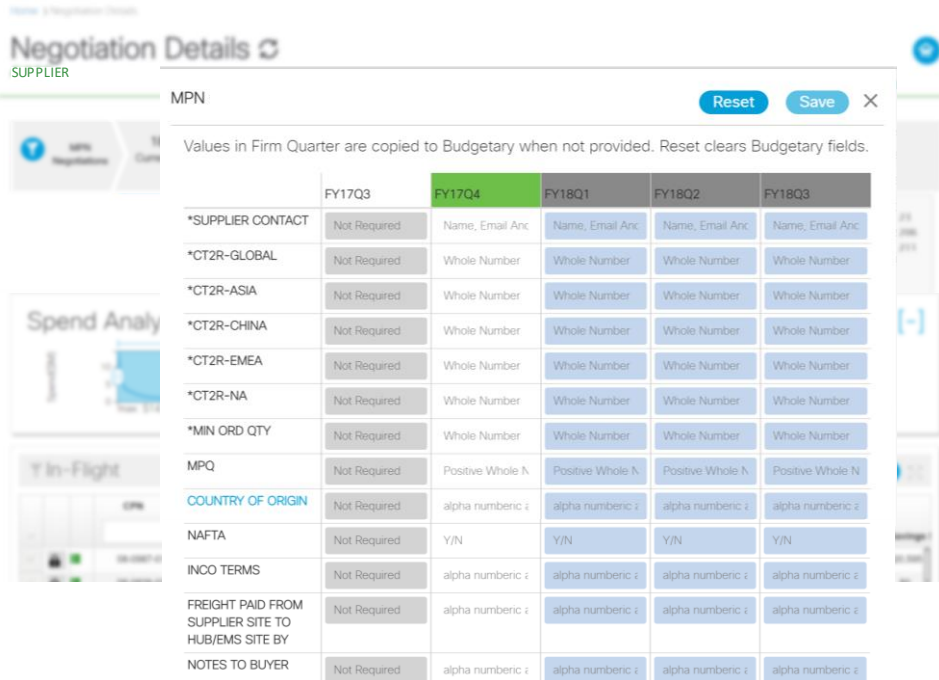
# Response by CSV Upload

\*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	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



**Negotiation Details**  
 SUPPLIER

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 ;	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 ;

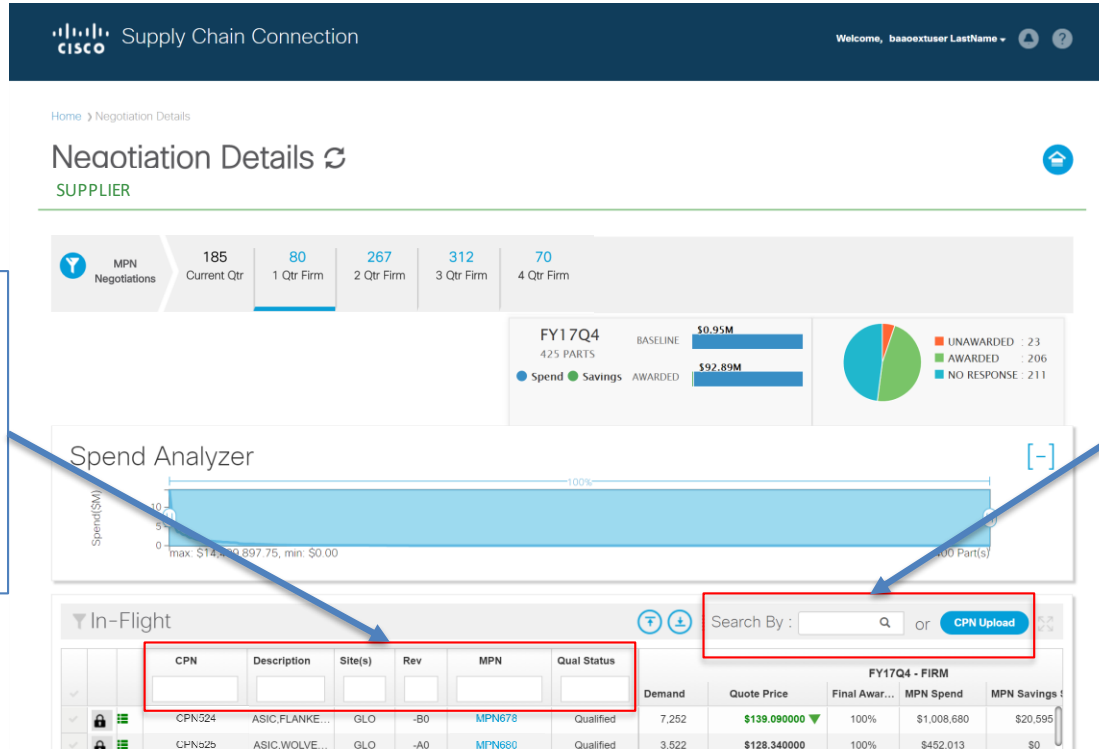
- Click hamburger icon next to any part for an attribute pop up reference
- Click on Country of Origin to obtain a download of all country codes
- Hover over other fields for list of desired values
- Attribute pop up can also be used to enter or change attributes for a single line item



## Lesson 2: Negotiation Details Page

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

# Supplier Negotiation Details Features



Supply Chain Connection

Welcome, baaoxuser LastName

Home > Negotiation Details

## Neotiation Details

SUPPLIER

MPN Negotiations

185 Current Qtr

80 1 Qtr Firm

267 2 Qtr Firm

312 3 Qtr Firm

70 4 Qtr Firm

FY17Q4

425 PARTS

BASELINE \$0.95M

AWARDED \$92.89M

UNAWARDED : 23

AWARDED : 206

NO RESPONSE : 211

### Spend Analyzer

In-Flight

Search By :  or [CPN Upload](#)

CPN	Description	Site(s)	Rev	MPN	Qual Status	Demand	Quote Price	Final Awar...	MPN Spend	MPN Savings
CPN524	ASIC,FLANKE...	GLO	-B0	MPN678	Qualified	7,252	\$139.090000	100%	\$1,008,680	\$20,595
CPNo2b	ASIC.WOLVE...	GLO	-A0	MPN680	Qualified	3,522	\$128.340000	100%	\$452,013	\$0

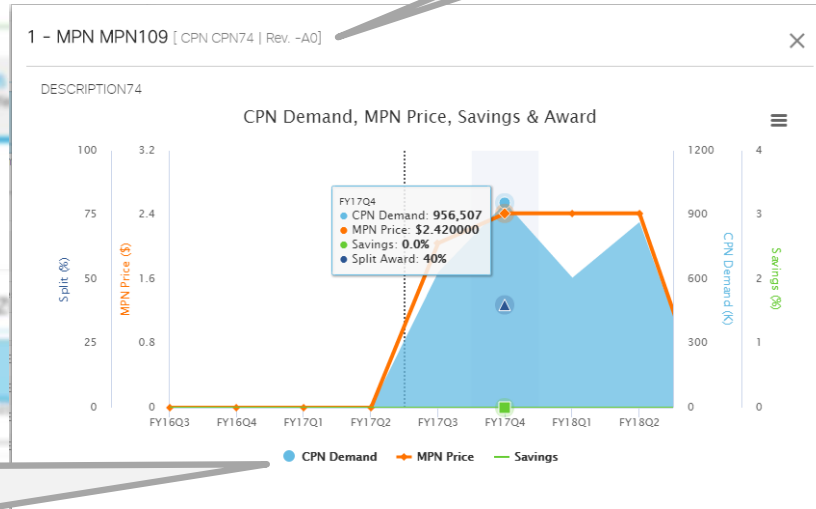
- Search headers: CPN, Description, Sites, Rev, MPN, Qual Status
- Type all or part of a value, click enter to search

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



# 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

Navigation: Home > Negotiation Details

## Negotiation Details

MPN Negotiations

### Spend Analyz

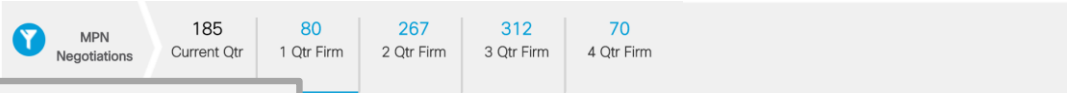
CPN	Description	Status	Rev	MPN	Qual Status	Demand	Quote Price	Firm Award	MPN Spend	MPN Savings
10-0001-01	ABC PLUMB	SLD	00	<a href="#">10-0001-01</a>	Qualified	7,200	\$128,000.00	100%	\$1,200,000	\$21,200

# Supplier Negotiation Details Features

Home > Negotiation Details

## Negotiation Details

SUPPLIER



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

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

	CPN	Description	Site(s)	Rev	MPN	Qual Status	Demand	Quote Price	Fin	Awar...	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	MPN680	Qualified	3,522	\$128.340000	100%		\$452,013	\$0
✓	CPN526	ASIC, PINOLE...	GLO	-01	MPN682	In Process - Q...		\$1.650000				
✓	CPN527	ASIC, PINOLE...	GLO	-01	MPN683	In Process - Q...						
✓	CPN530	ASIC, WOODS...	GLO	-A0	MPN687	Qualified	19,243	\$52.000000 ▲				

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

Review the demonstration provided during the training session [here](#).



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





**For additional support, visit the external Jive community site:**

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

