BAAO 310

Supplier Essentials

April 2017

Analyze. Negotiate. Award.

About This Training

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.

For additional information, visit: ***https://communities.cisco.com/groups/business-analytics-and-award-optimization***

Learning Objectives

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

Agenda

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

Why Are We Doing This?

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.

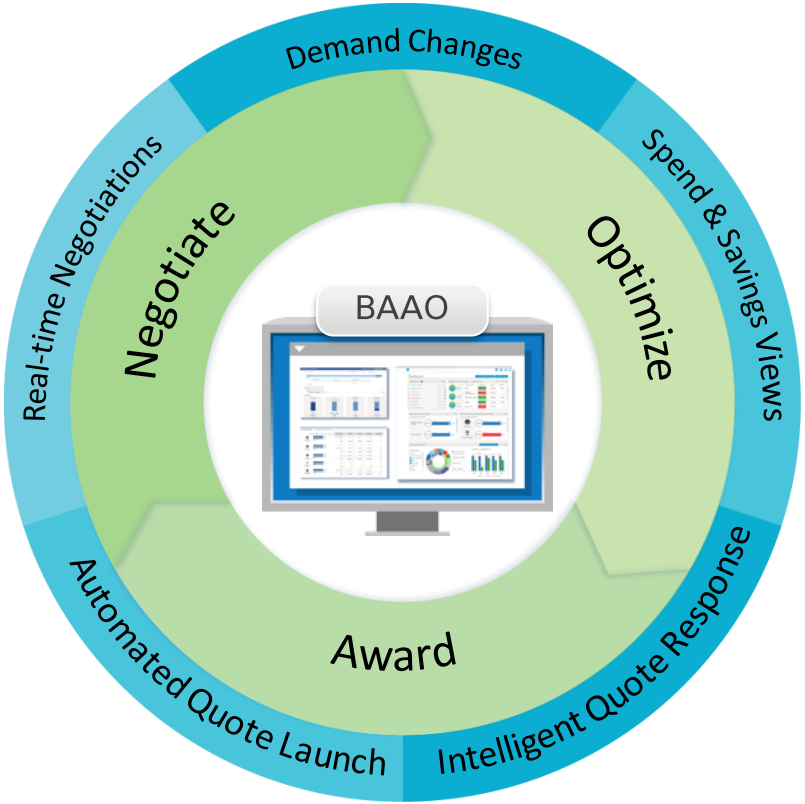
For more information on existing and future BAAO releases, visit the external Jive community site:

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

BAAO: Shifting the Focus to Negotiation

Existing Reality: Supply Chain Quote Cycle

Future Vision: Business Analytics & Award Optimization



Capabilities

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

Usage Recommendations

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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Access to BAAO

- 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.

Logging into BAAO

Products & Services Support How to Buy Training & Events Partners

Log In

Language: English

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

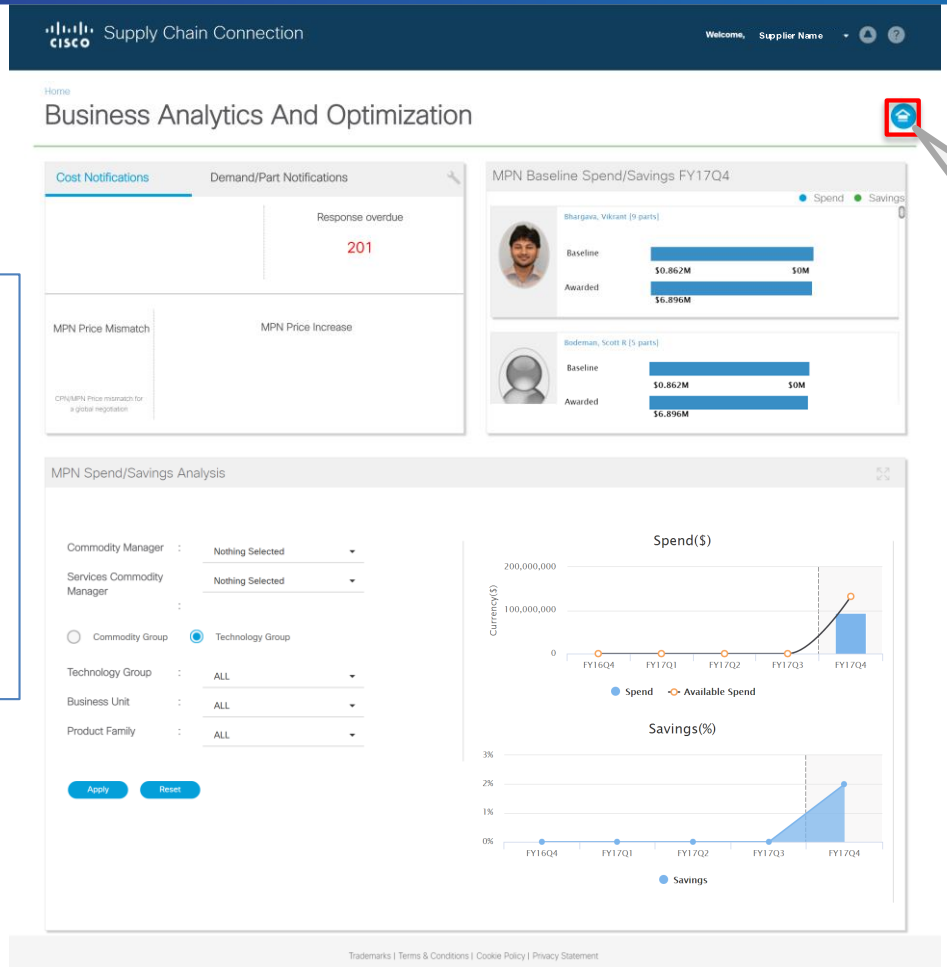
Contacts | Feedback | Help | Site Map | Terms & Conditions | Privacy Statement | Cookie Policy | Trademarks

Supplier Home – New Functionality

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.



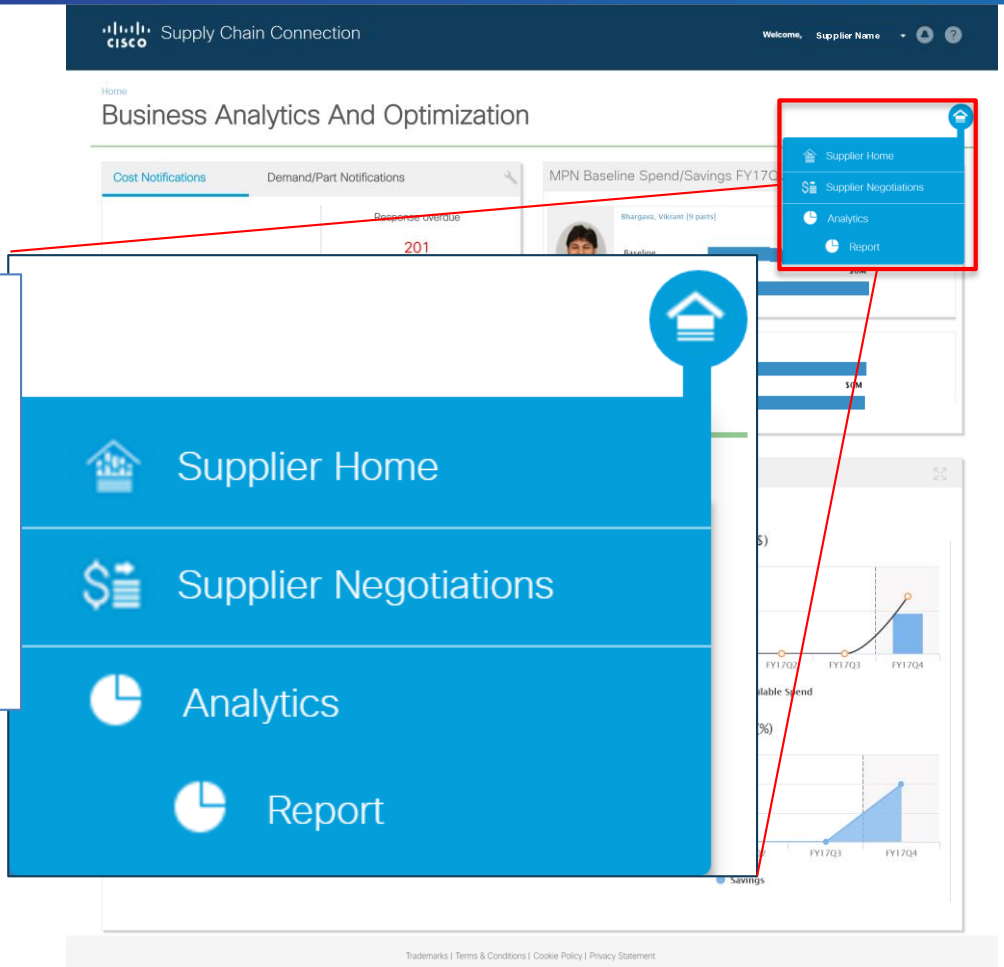
To navigate to other pages in BAAO, click the home button to open the navigation menu

Supplier Home

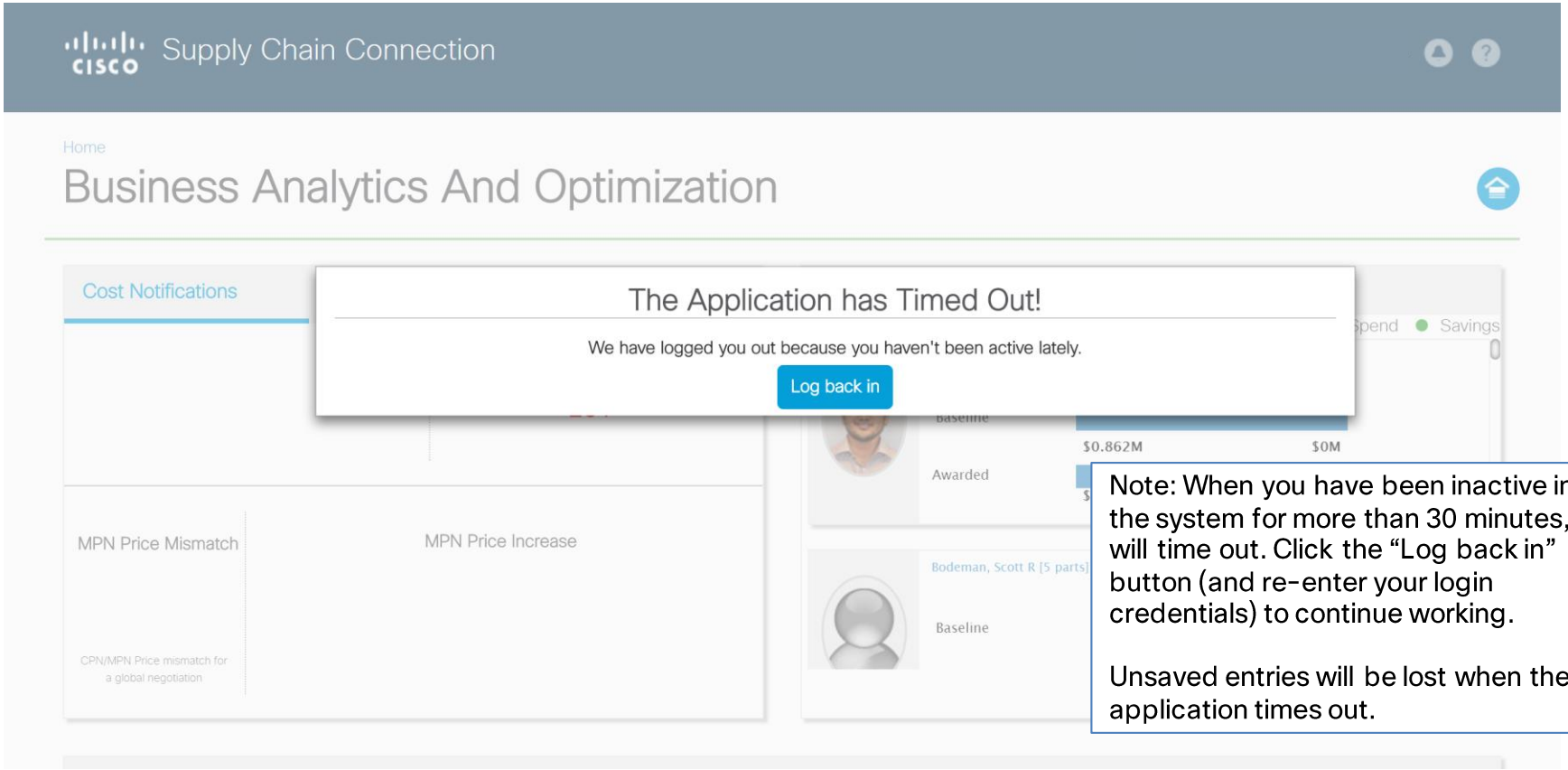
The navigation menu contains links to the various pages in BAAO.

These include:
- Supplier Home
- Supplier Negotiations
- Analytics

These pages are explained in detail in the following slides.



Application Time-Out



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.

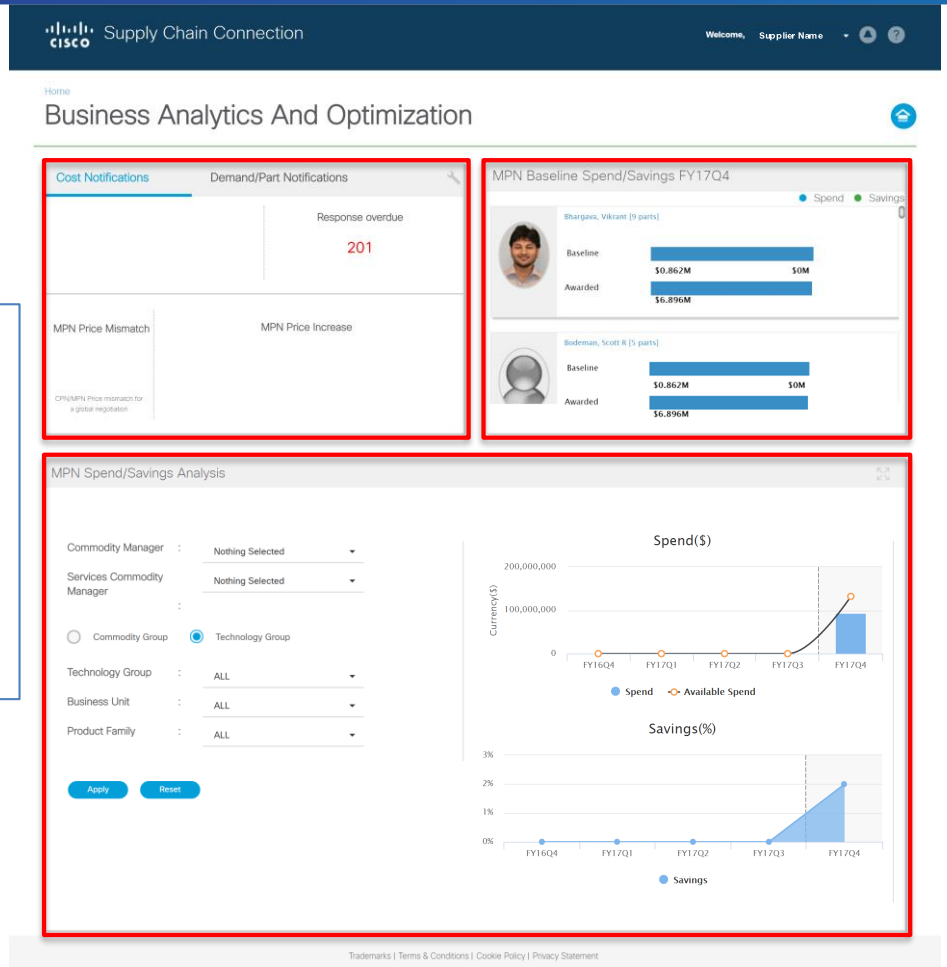
Unsaved entries will be lost when the application times out.

Supplier Home

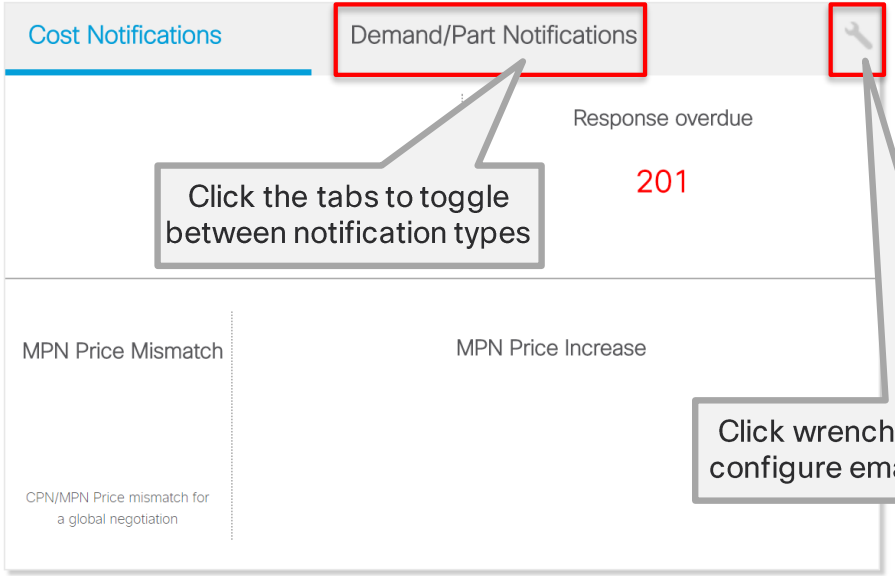
Each section of the application is referred to as a tile.

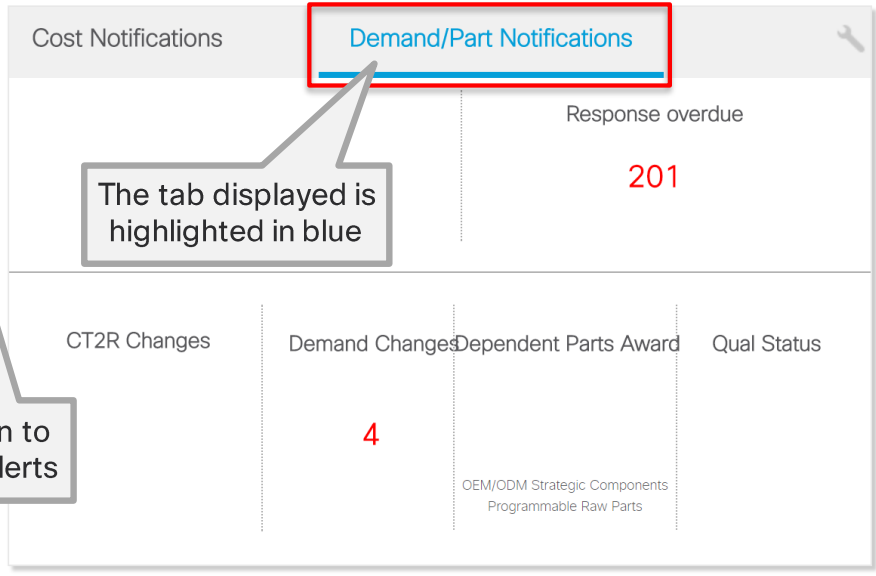
The tiles on the Supplier home page include:

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



Alerts and Notifications





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

Sample Email Notification

- 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

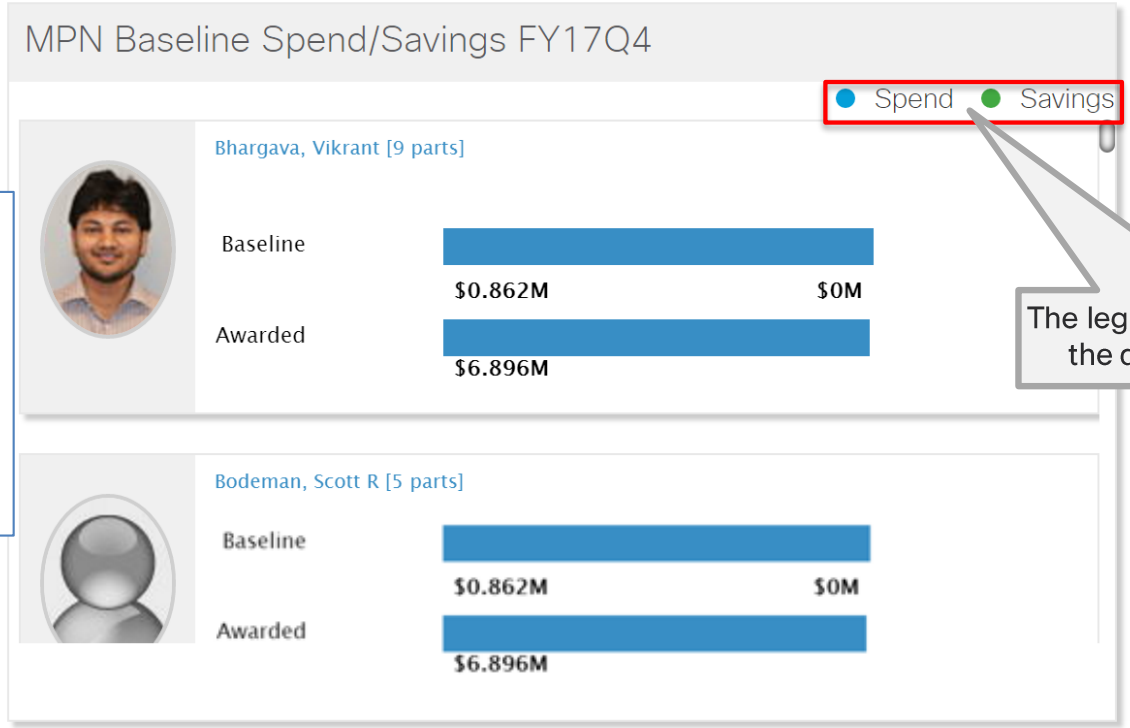
CISCO SUPPLIER,

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

Cisco Global Supplier Management

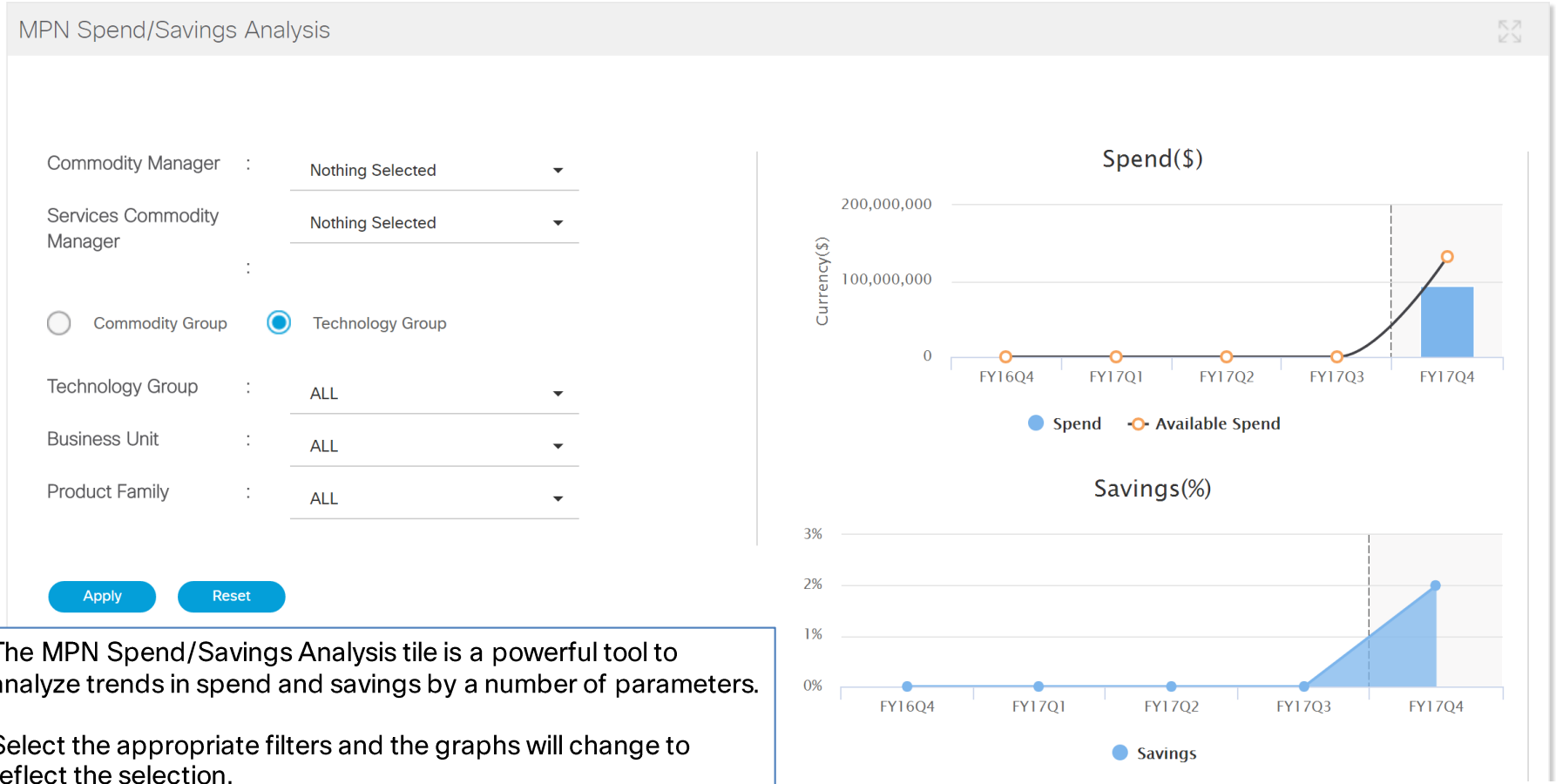
MPN Baseline Spend/Savings

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

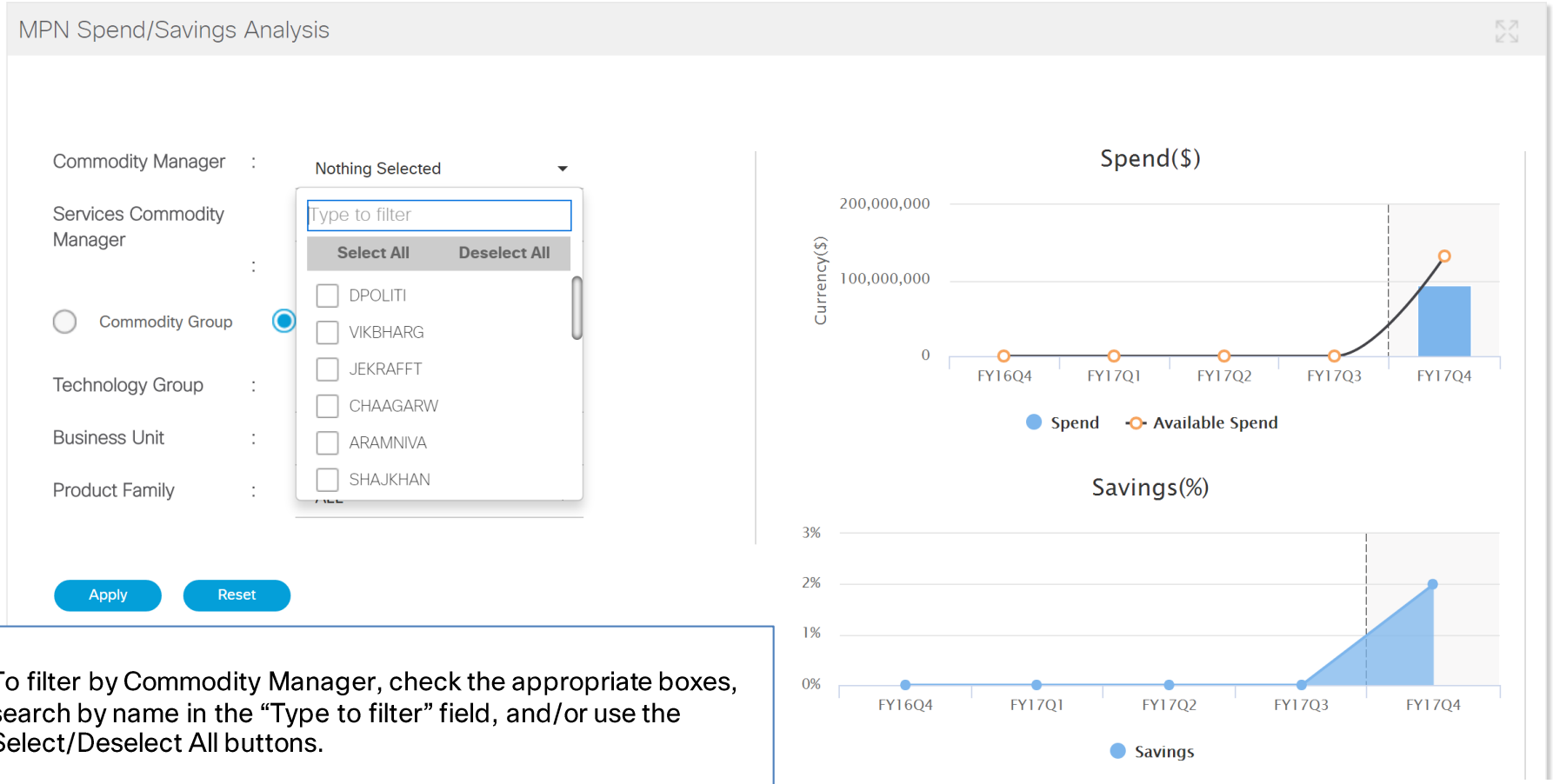
MPN Spend/Savings Analysis



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

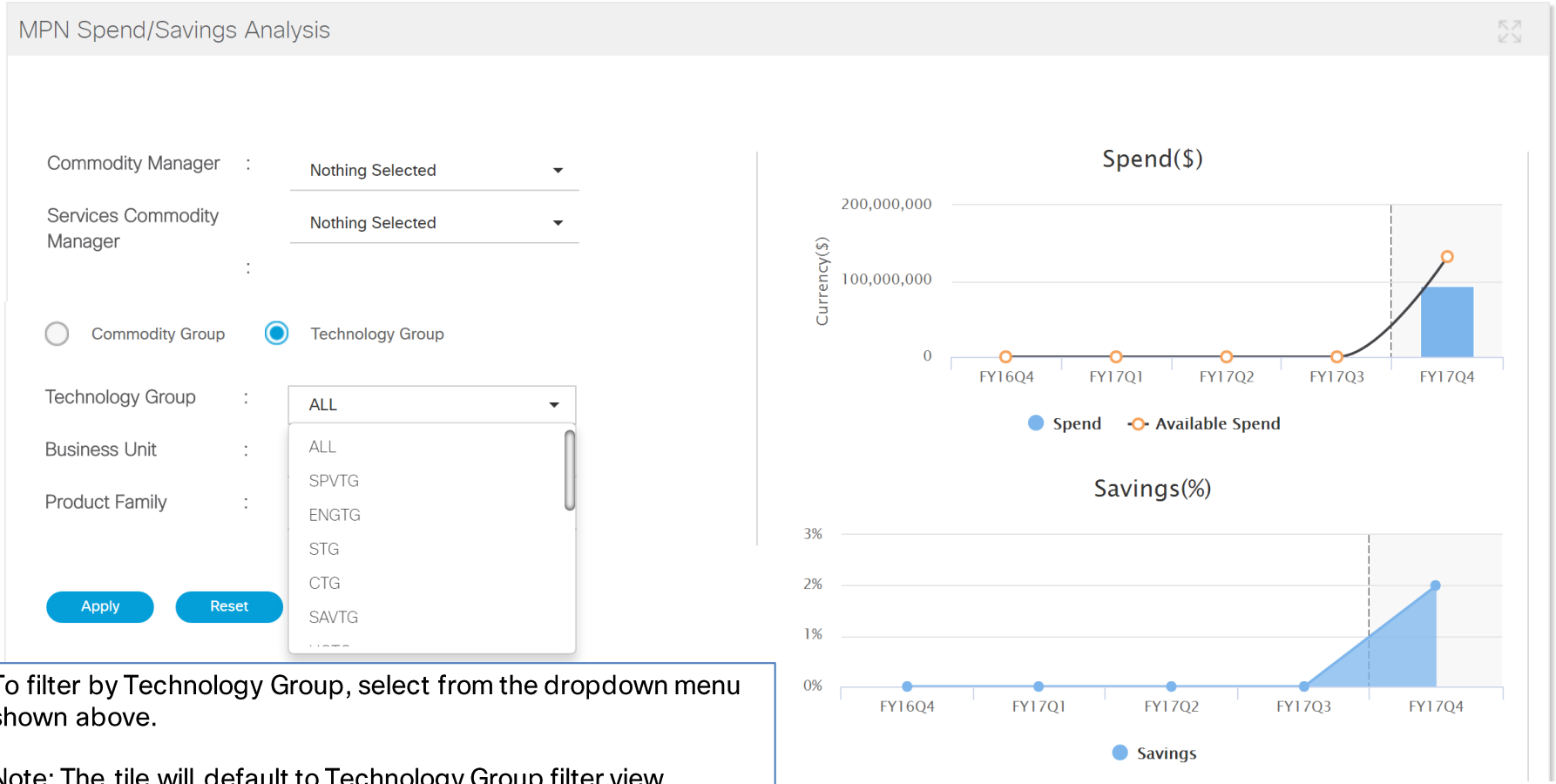
Select the appropriate filters and the graphs will change to reflect the selection.

MPN Spend/Savings Analysis: Commodity Manager Filter



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.

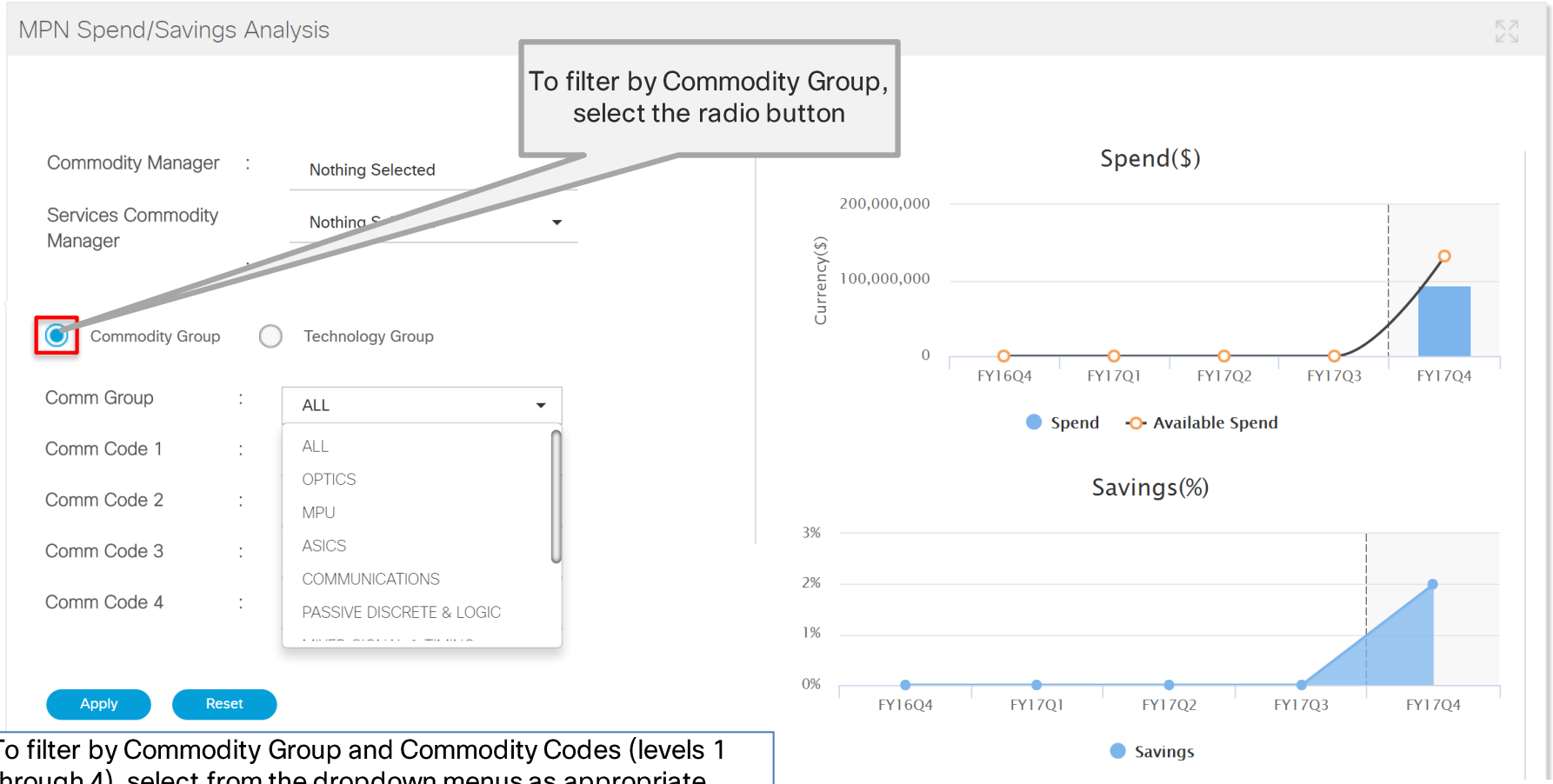
MPN Spend/Savings Analysis: Technology Group Filter



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



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

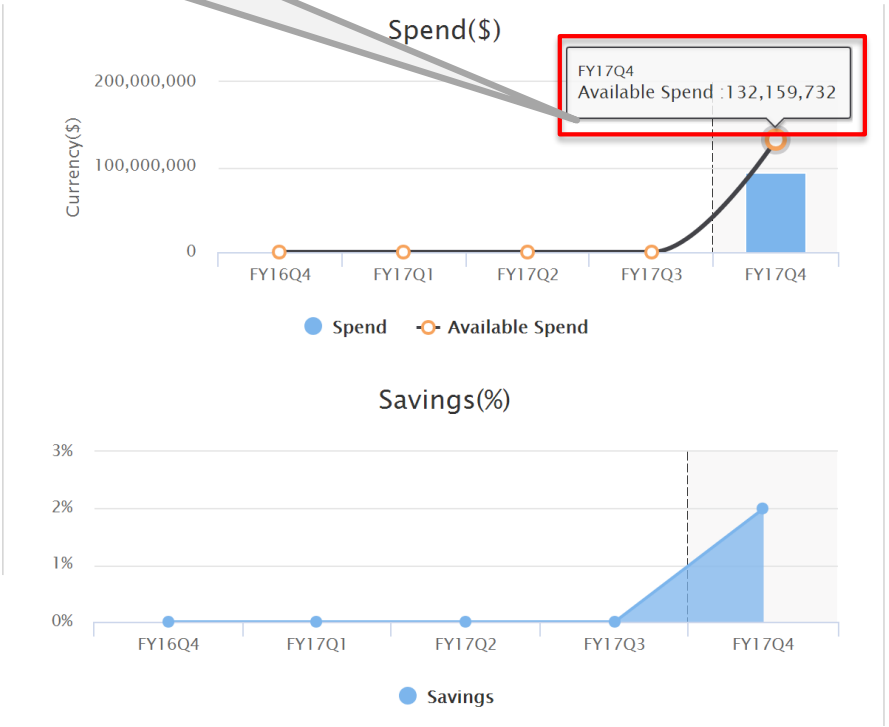
Comm Code 1 : ALL

Comm Code 2 : ALL

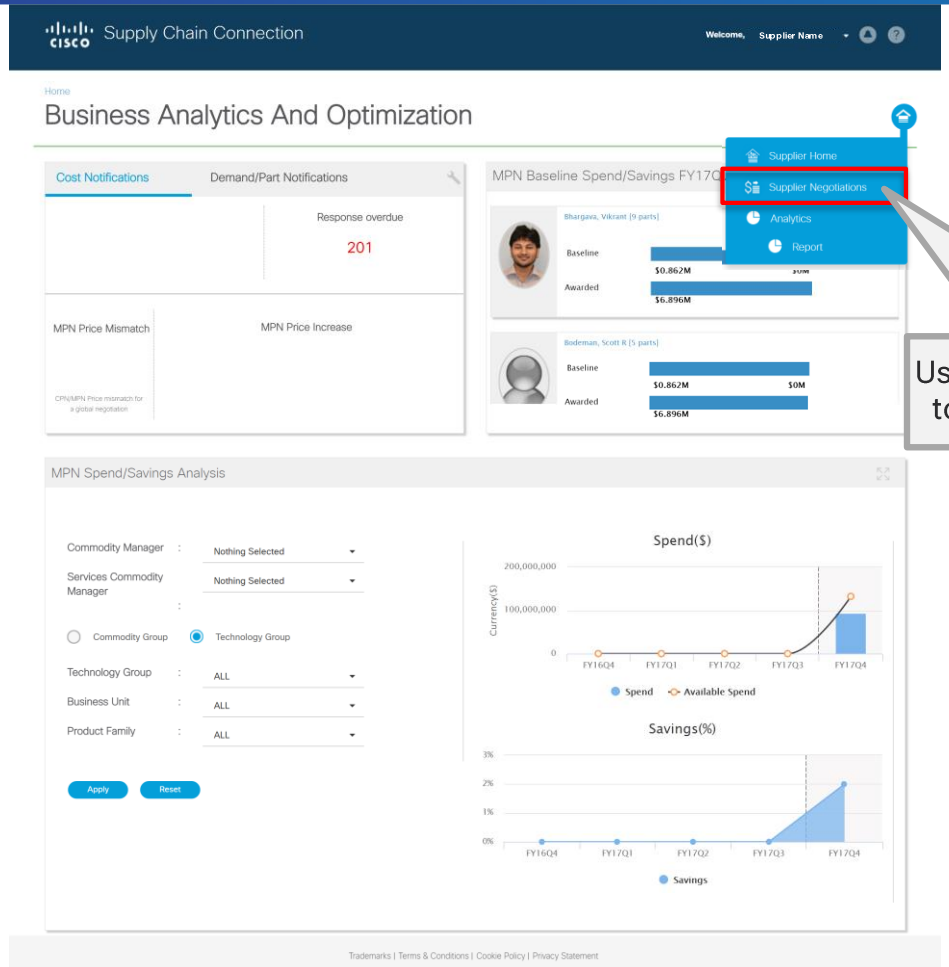
Comm Code 3 : ALL

Comm Code 4 : ALL

Apply Reset



Supplier Home



Use the navigation menu to navigate to the Supplier Negotiations page

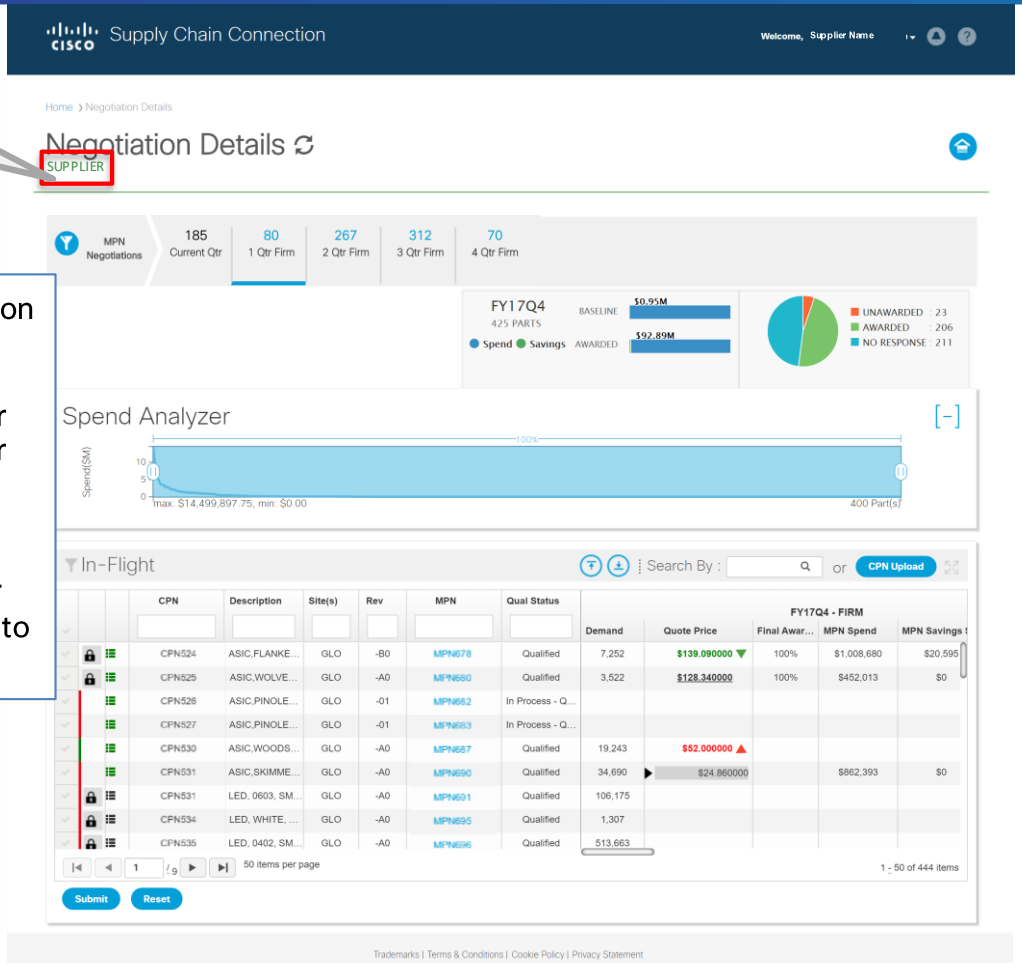
Supplier Negotiation Details

Your company's name should be reflected here

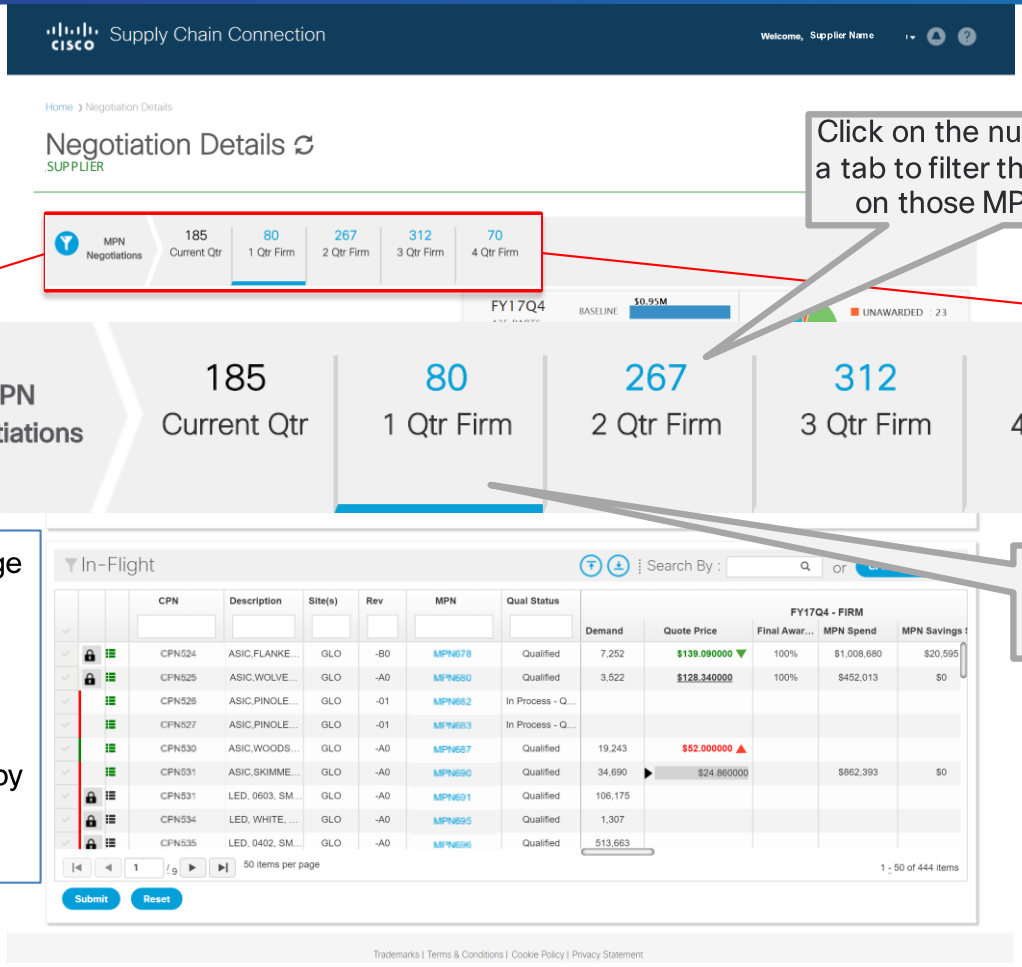
This is the Supplier Negotiation Details page.

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

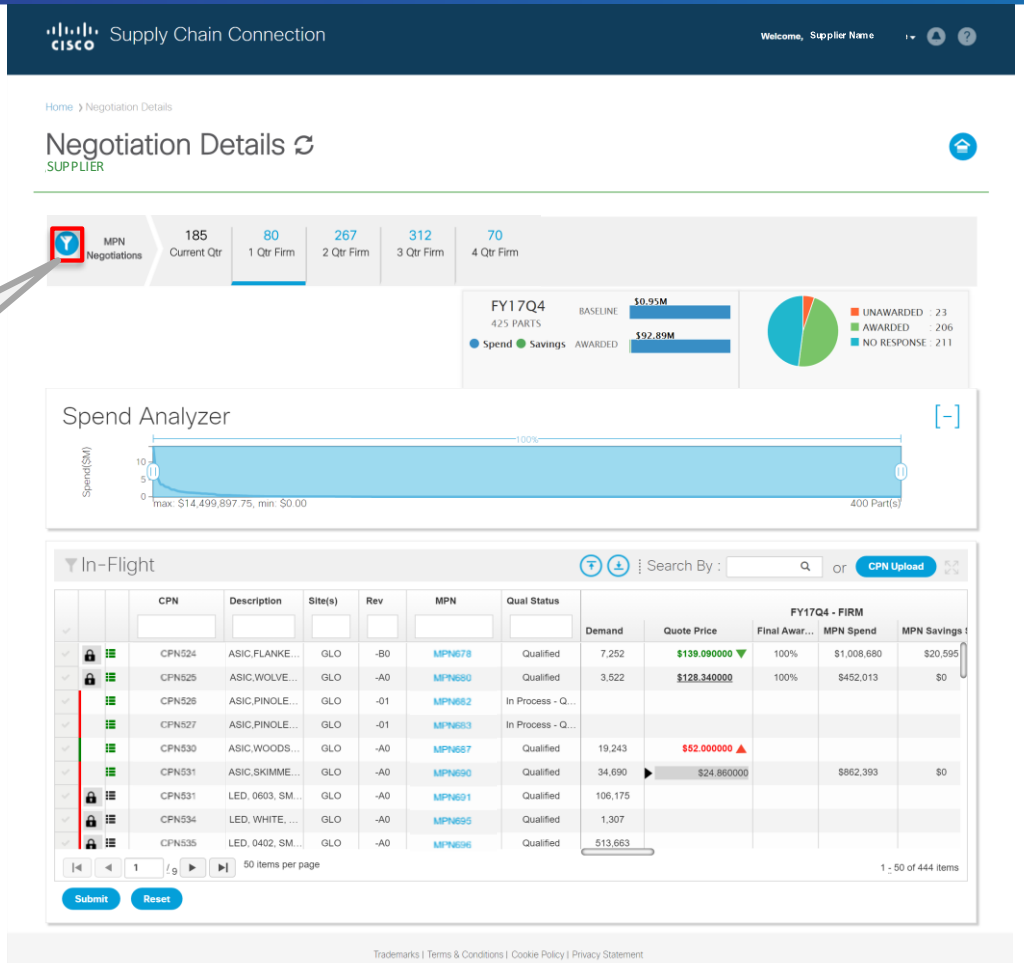


The Supplier Negotiations page will default to the current quotation cycle, or Q+1.

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

Supplier Negotiation Details: Side Panel Filter

Click on the filter icon to open the side panel filter

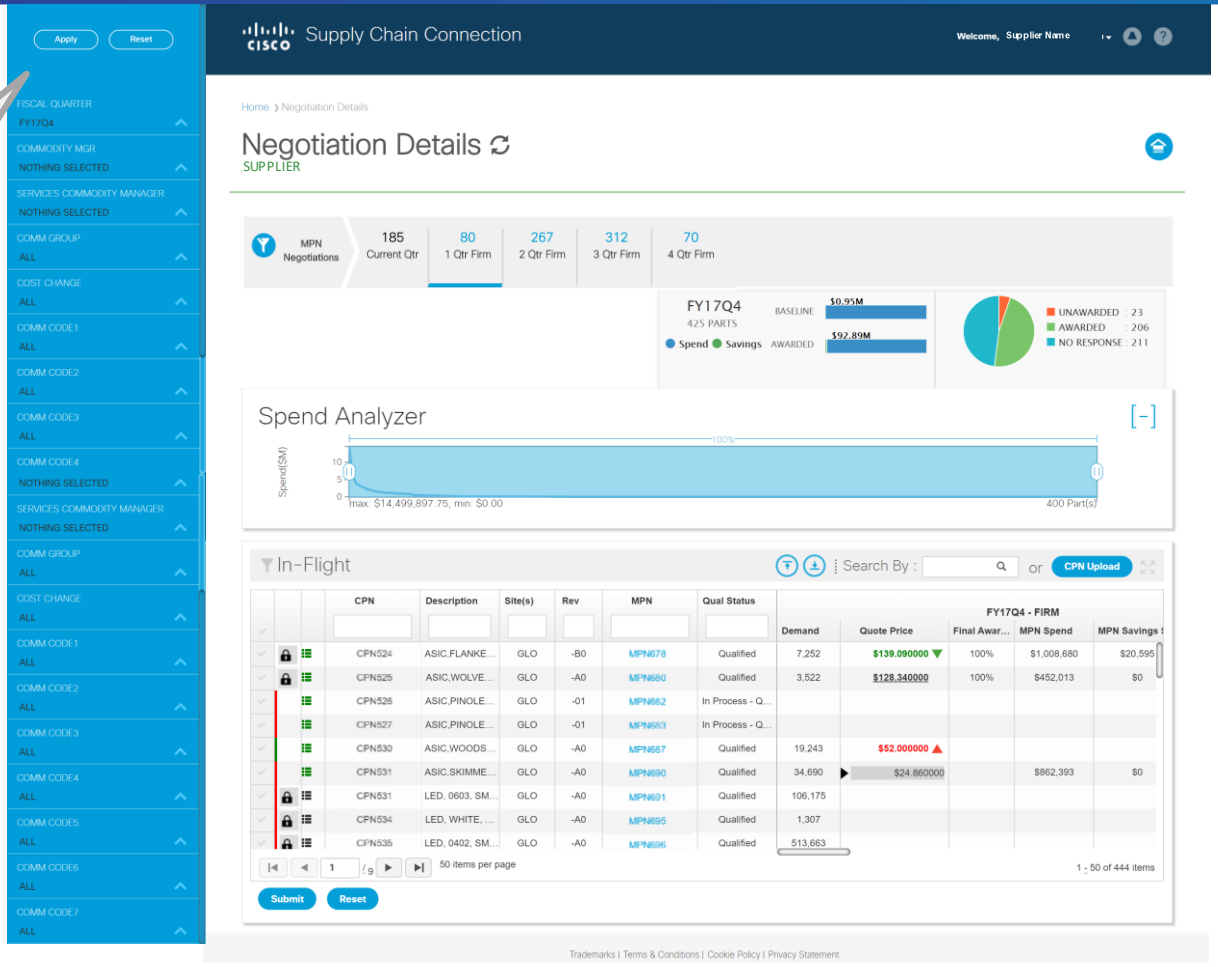


Supplier Negotiation Details: Side Panel Filter

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

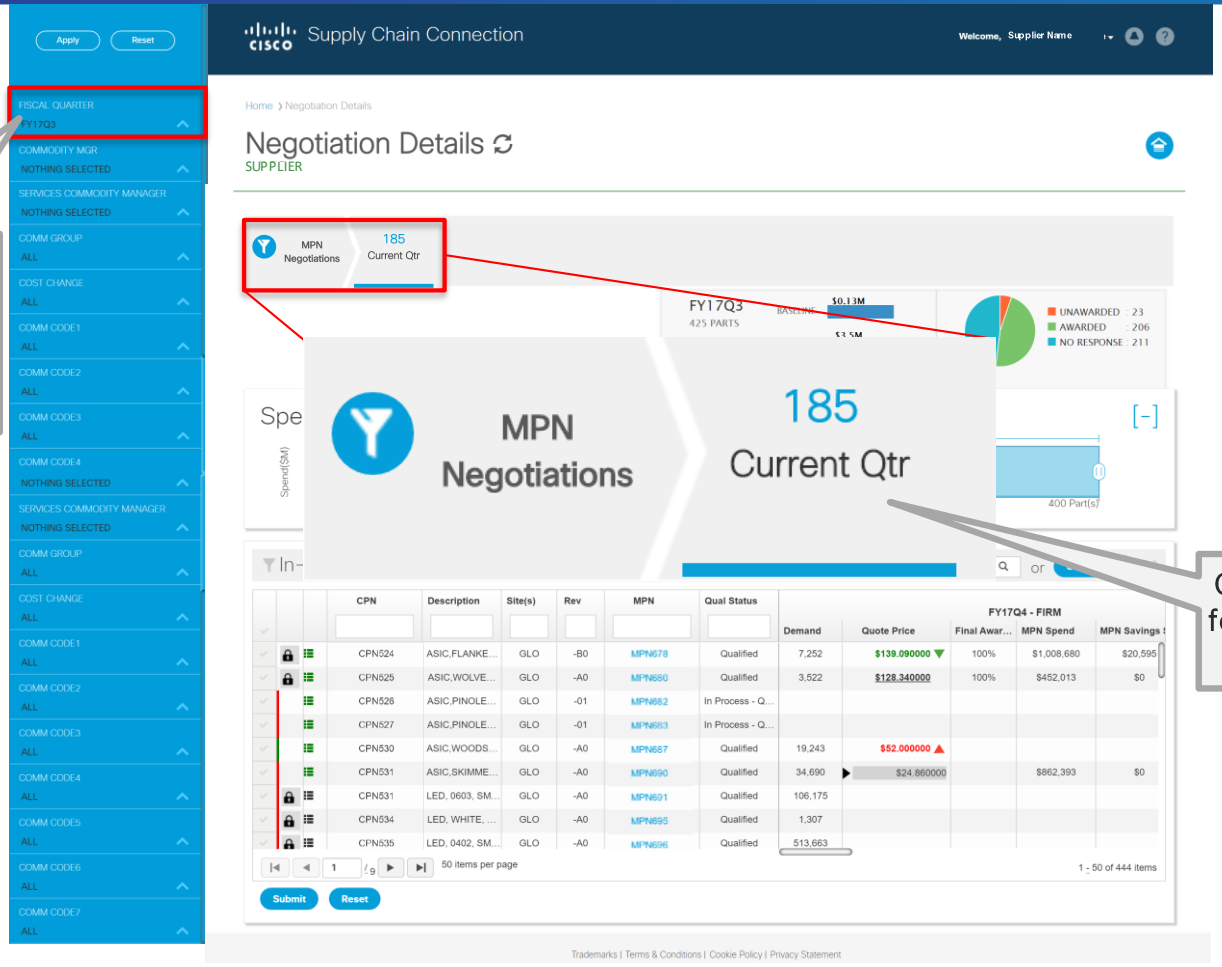
- **Fiscal Quarter**
- **Commodity Manager**
- **Commodity Group**
- **Cost Change**
- **Commodity Codes**

The applied filter will affect all data appearing in the Supplier Negotiations screen.



Supplier Negotiation Details: Current Quarter Filter

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

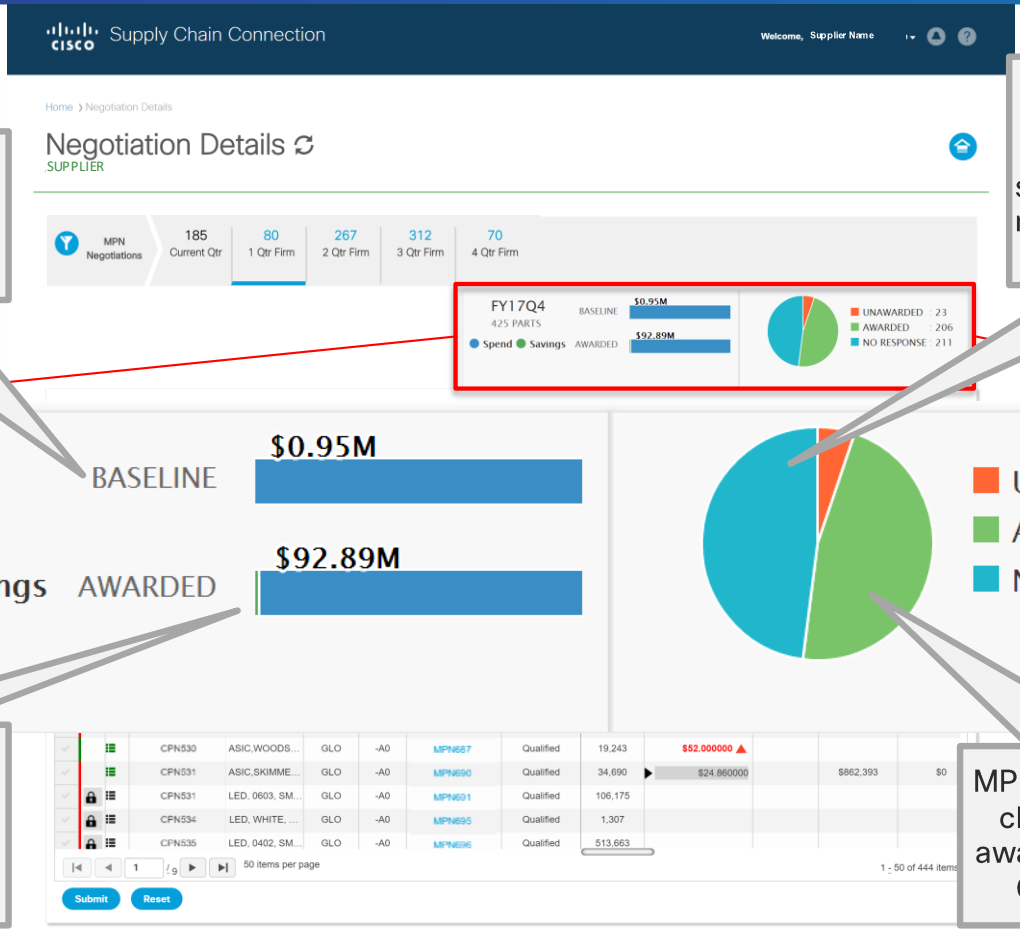


Only the negotiations for the current quarter will be displayed

Supplier Negotiation Details: MPN Dashboard Metrics

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

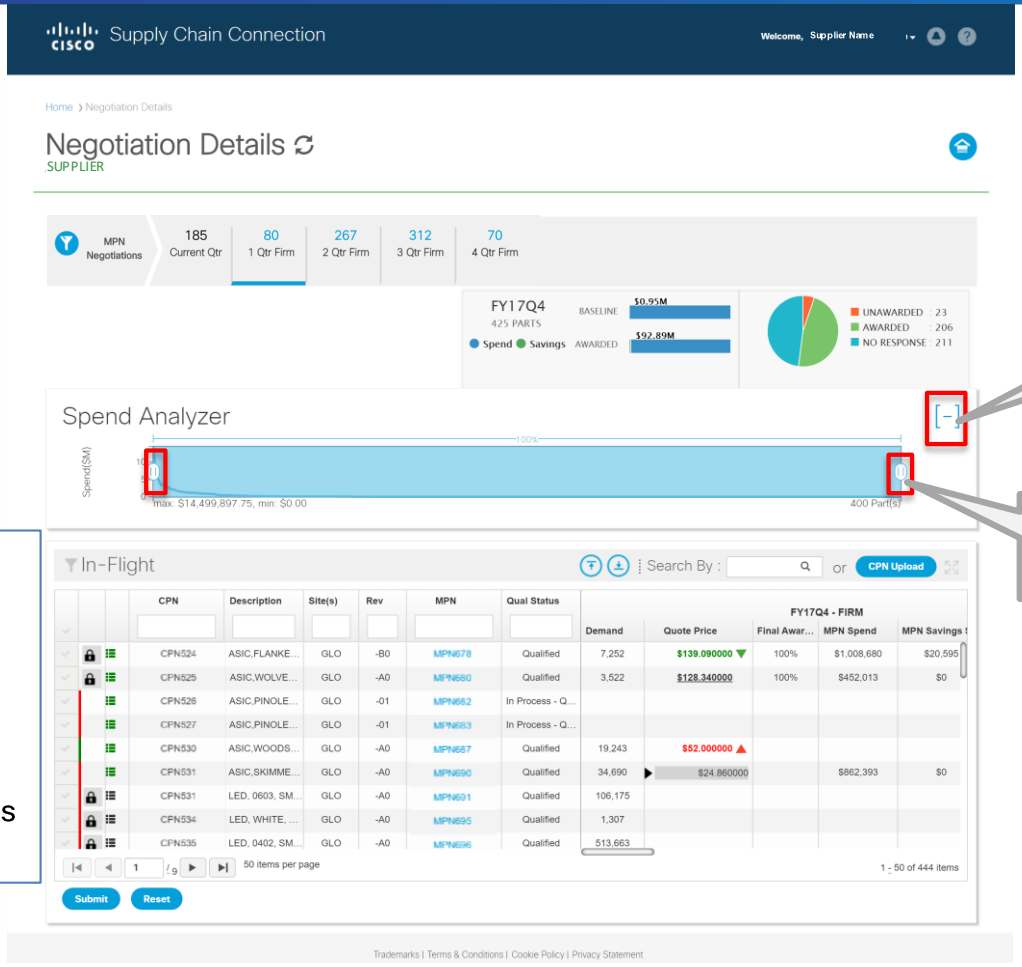
MPN line item negotiations with no response are constantly updated as suppliers respond to pending negotiations either in the grid or by CSV upload



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

Supplier Negotiation Details: Spend Analyzer



Click the [-] icon to hide the Spend Analyzer

Drag the sliders to isolate the percentage spend

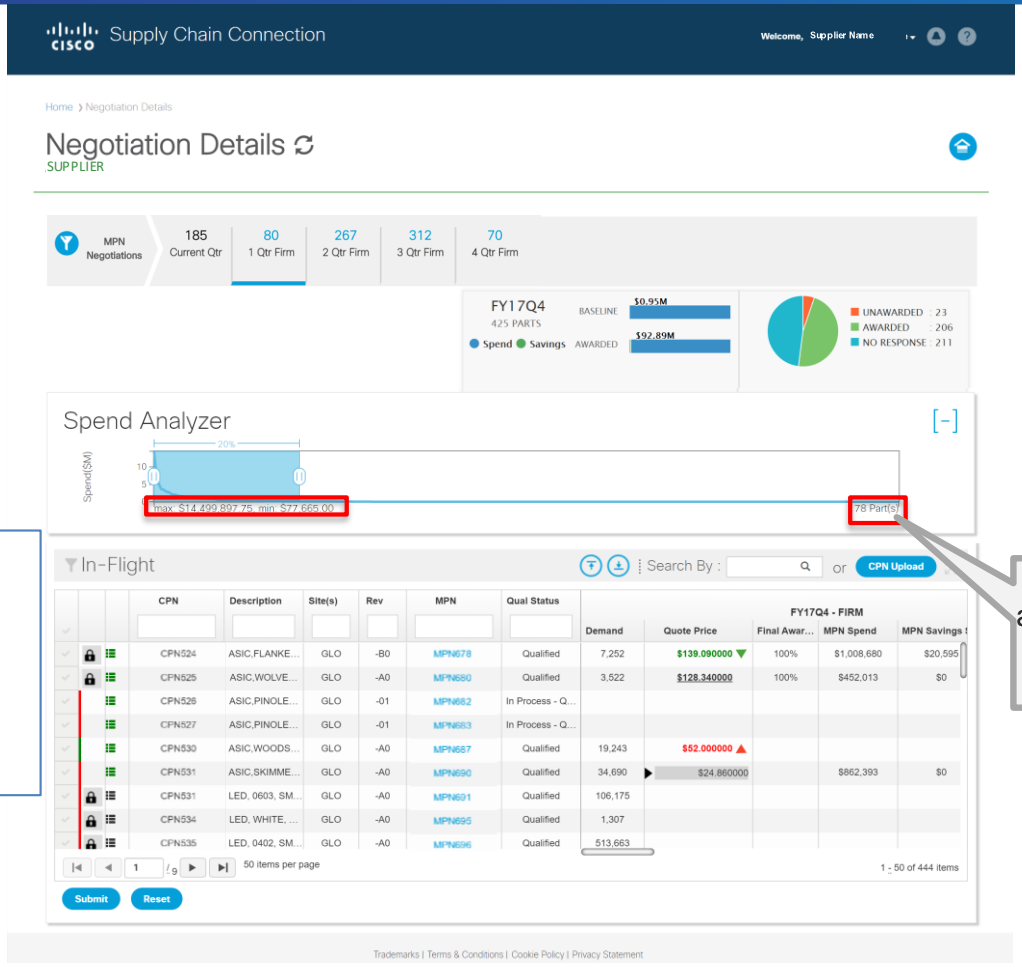
The Spend Analyzer can be used to identify a percentage of portfolio spend.

Once the selection has been made, the rest of the Supplier Negotiation Details page will display only those negotiations that fall within the selection.

Supplier Negotiation Details: Spend Analyzer

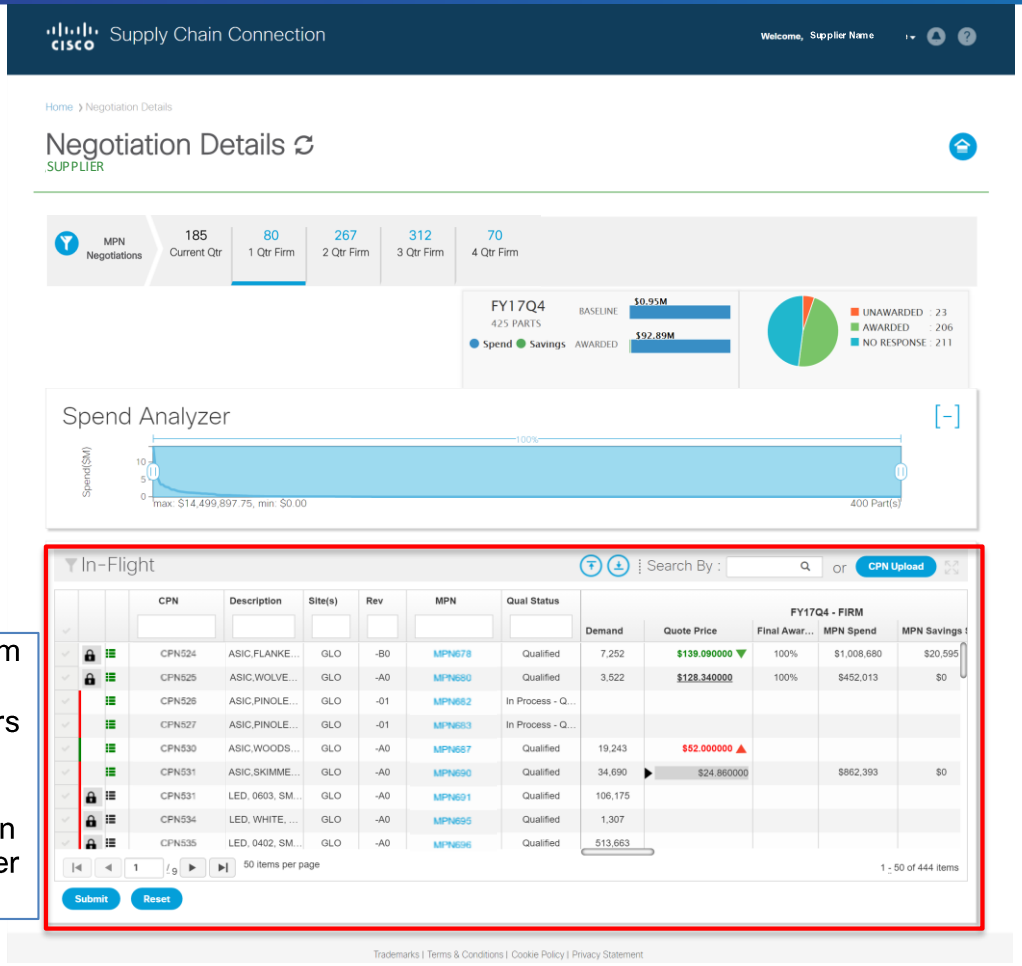
The top 20% of spend has been isolated.

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

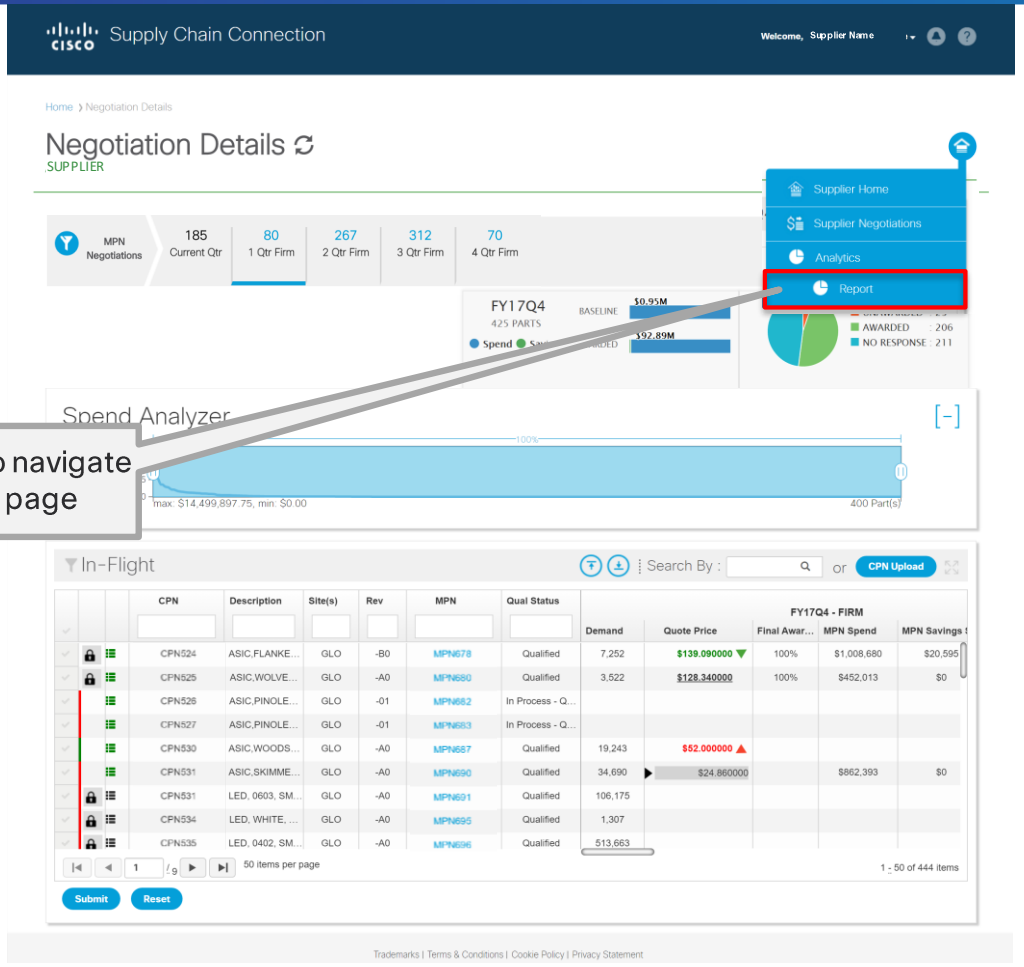
Supplier Negotiation Details: In-Flight Grid



The In-Flight grid at the bottom of the Supplier Negotiation Details page is where suppliers will respond to quotes.

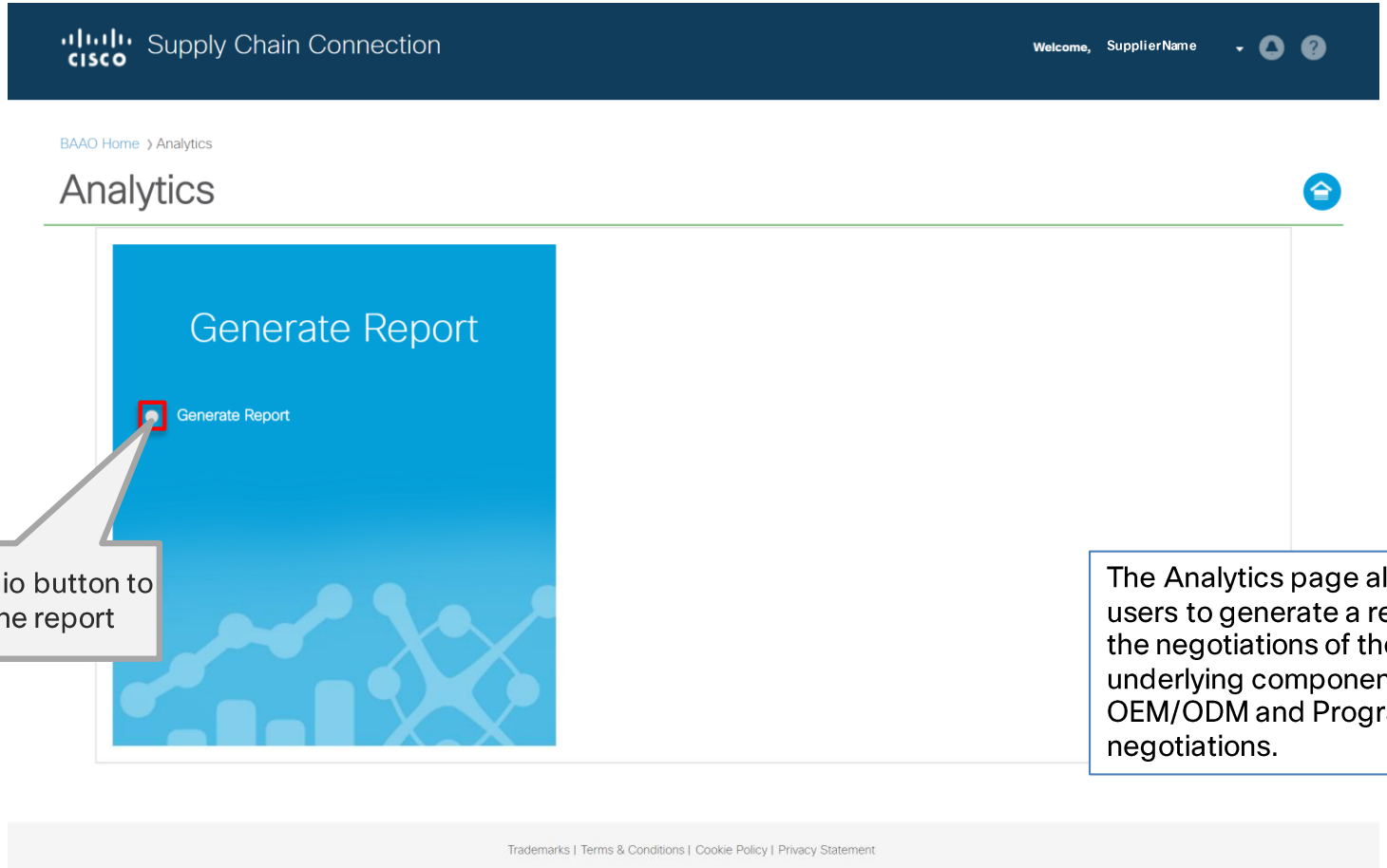
The functionality of this section of BAAO is described in further detail in a later module.

Supplier Negotiation Details

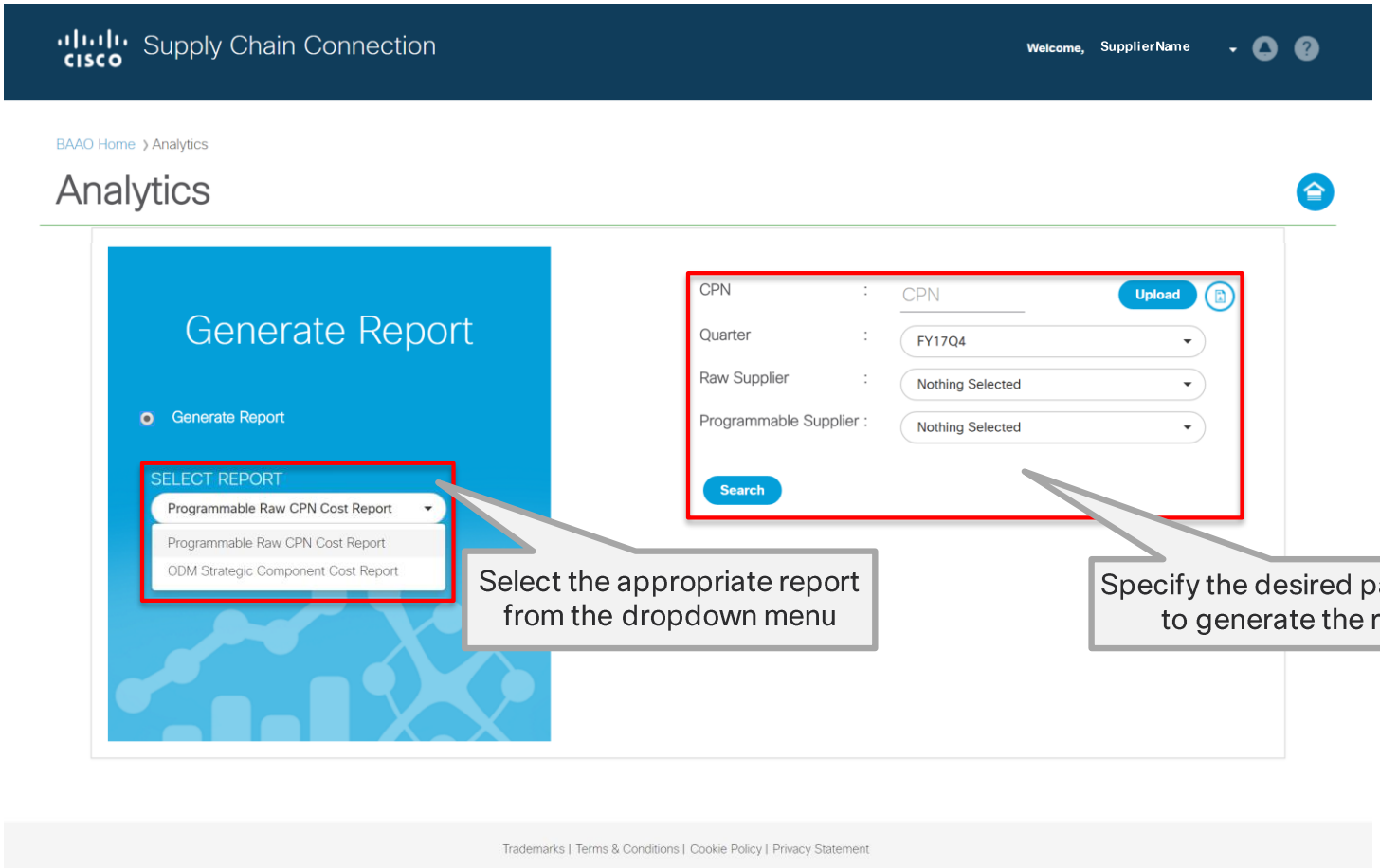


Use the navigation menu to navigate to the Analytics Report page

Analytics Page



Generate Report



Agenda

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BAAO 310: GSM Supplier Essentials	Module 1: What's Changing?
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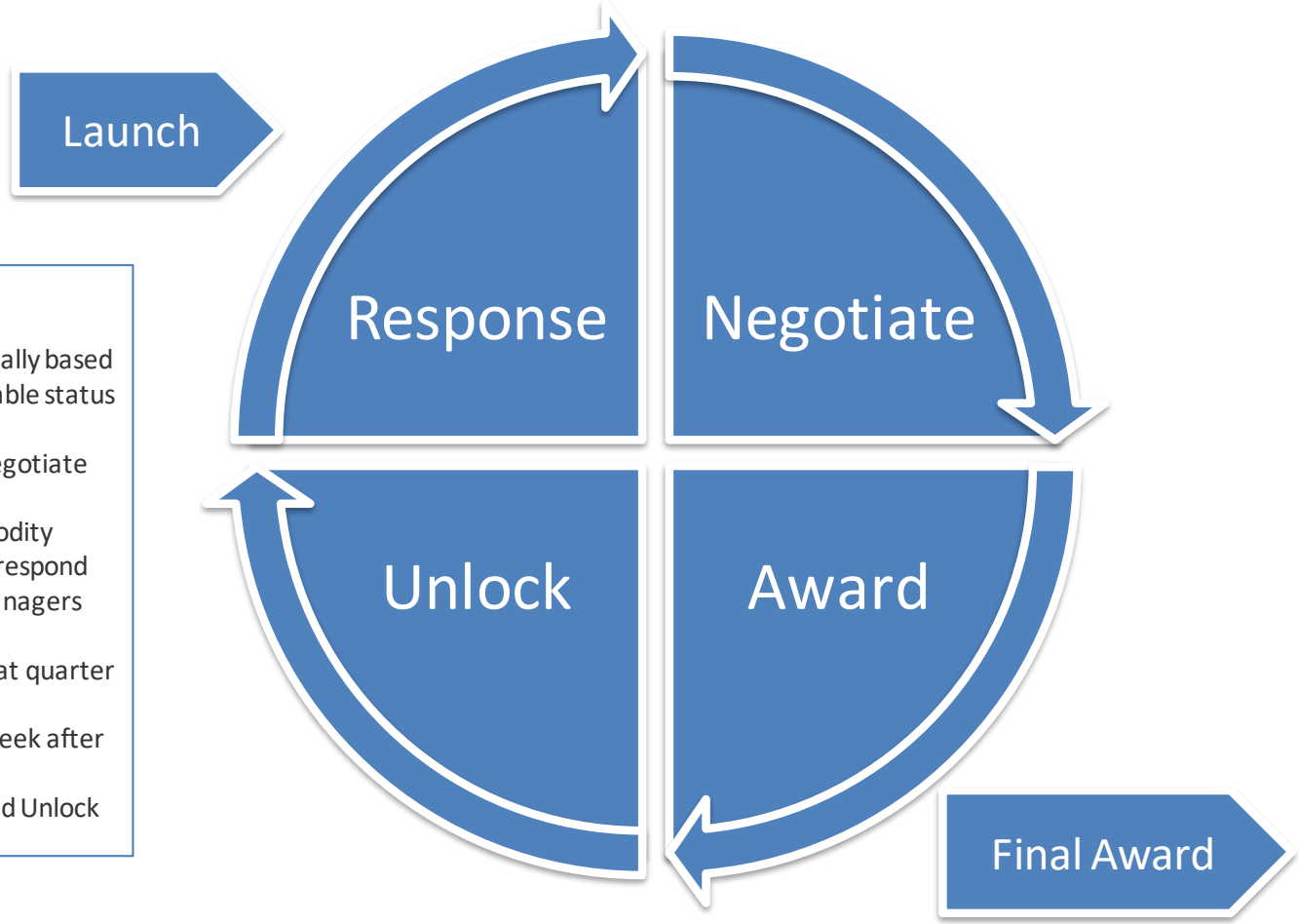
Lesson 1: Negotiation Details Page

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

BAAO: Shifting the Focus to Negotiation

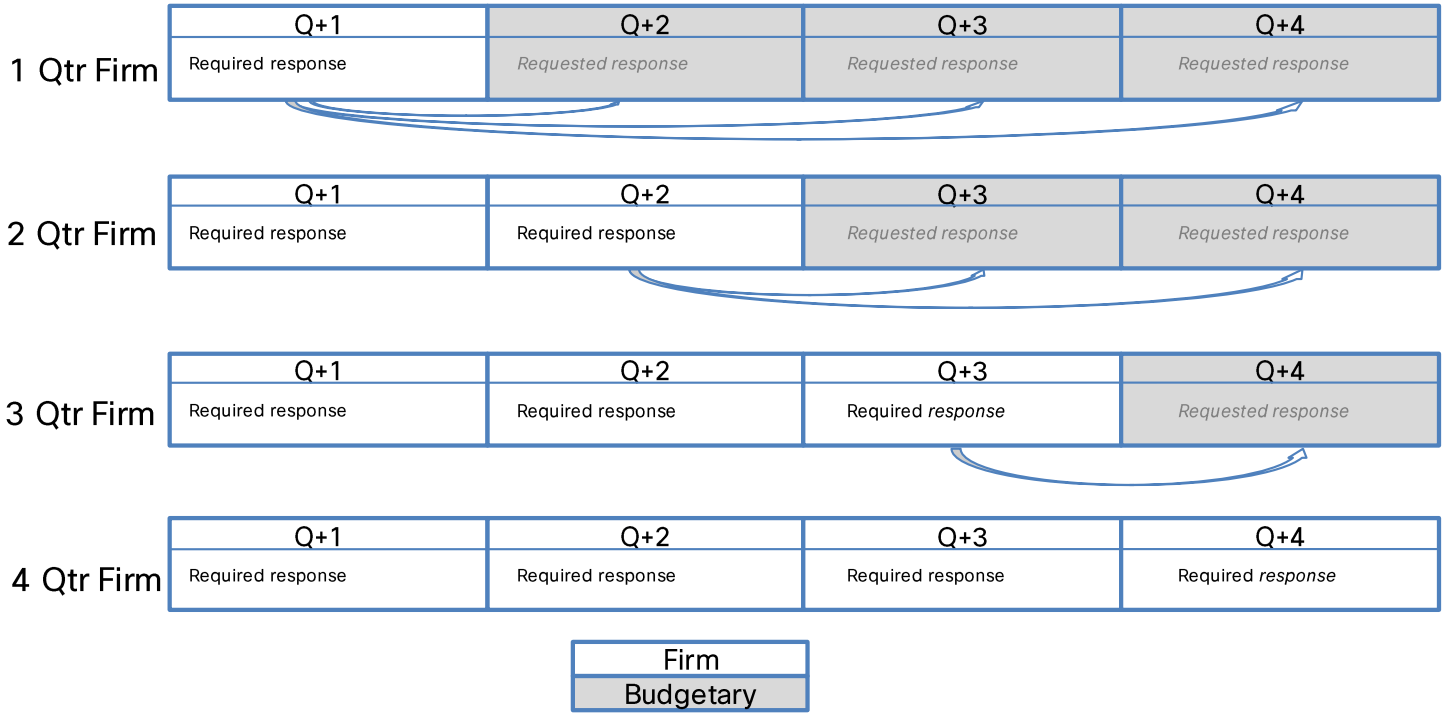


Built to improve negotiations

- 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 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.



CT2R Attributes

Supplier CT2R responses should be as follows:

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

Global

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

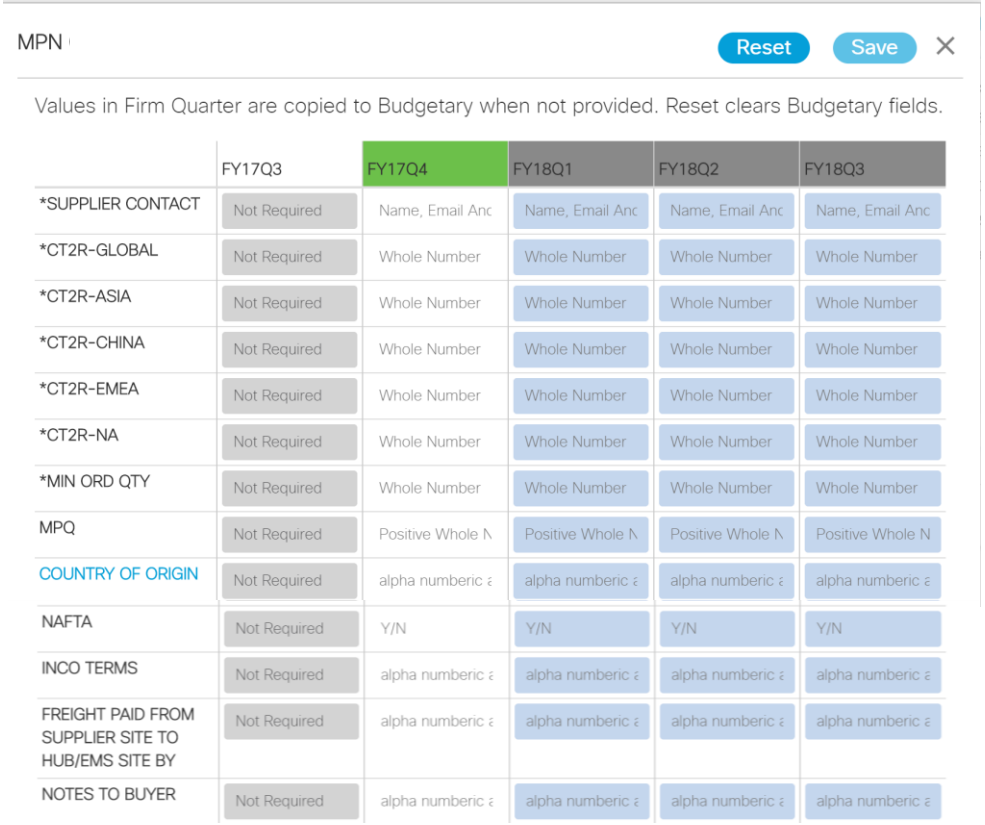
- For a Regional Negotiation, provide a CT2R value in the CT2R Global field.

Regional

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				

Quote Attributes

- 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.



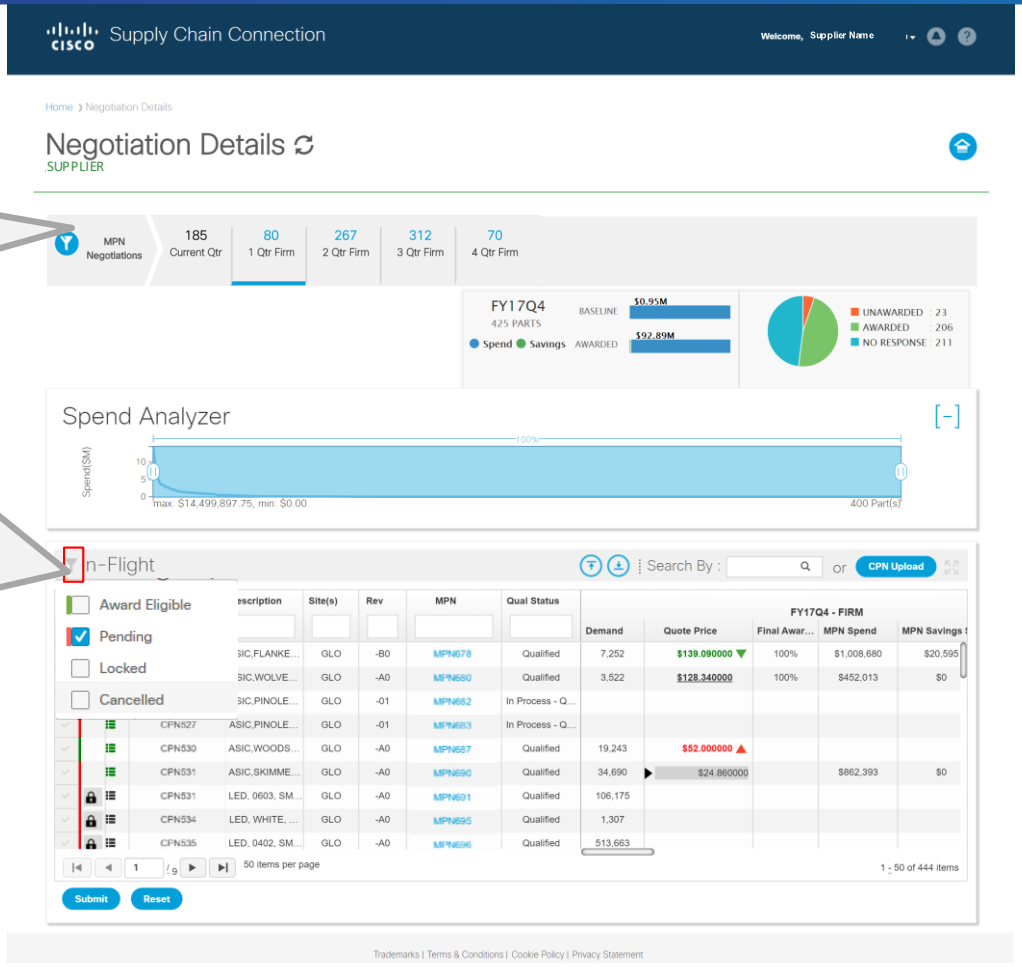
Quickly Identifying Parts to Quote

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

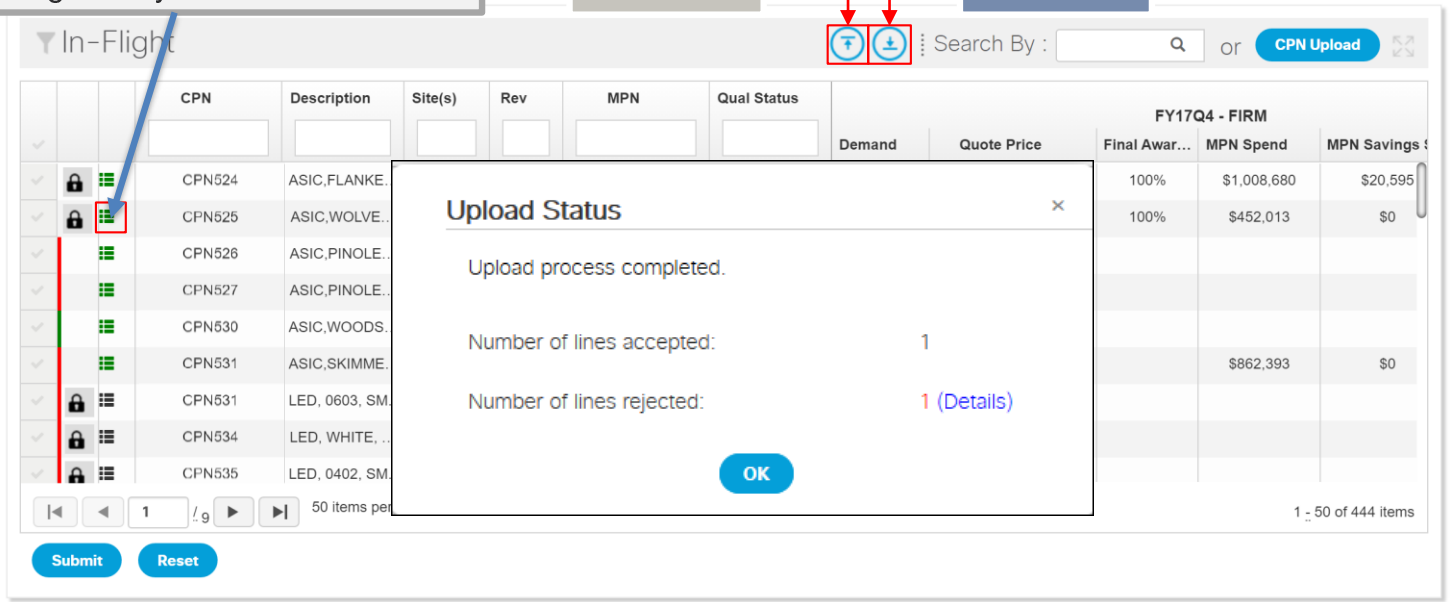


CSV Quote Response

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

Upload CSV

Download CSV



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

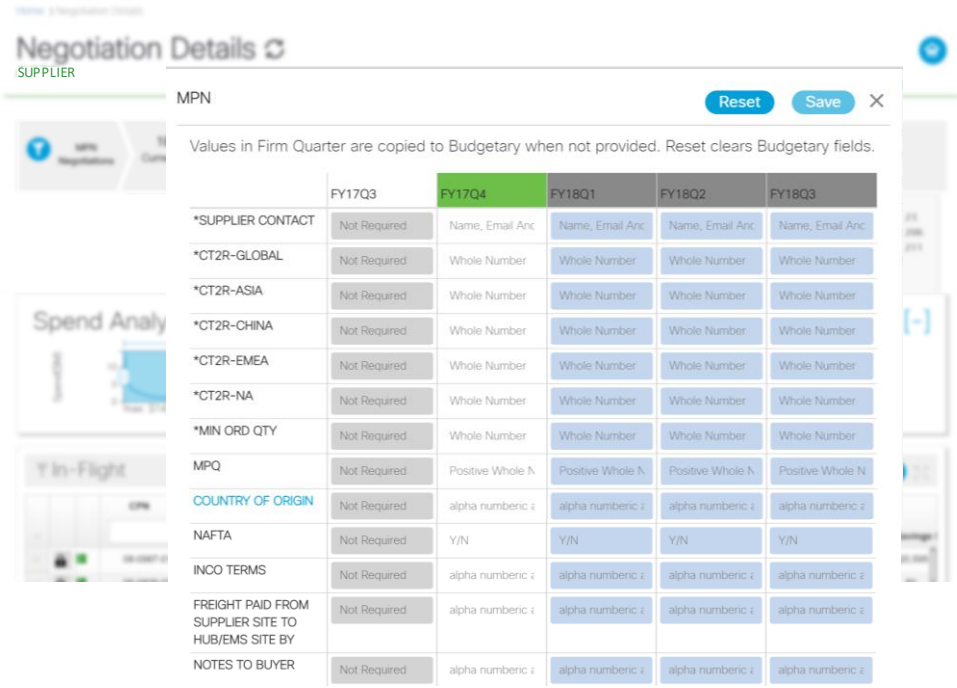
*Response is mandatory only for firm periods; Optional attributes will not contain an (*) Asterisk ; Mandatory attributes will contain an (*) Asterisk

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)

Supplier Name

Key	Negotiation Response	Quarter	Site	Supplier	MPN Lock Awar	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



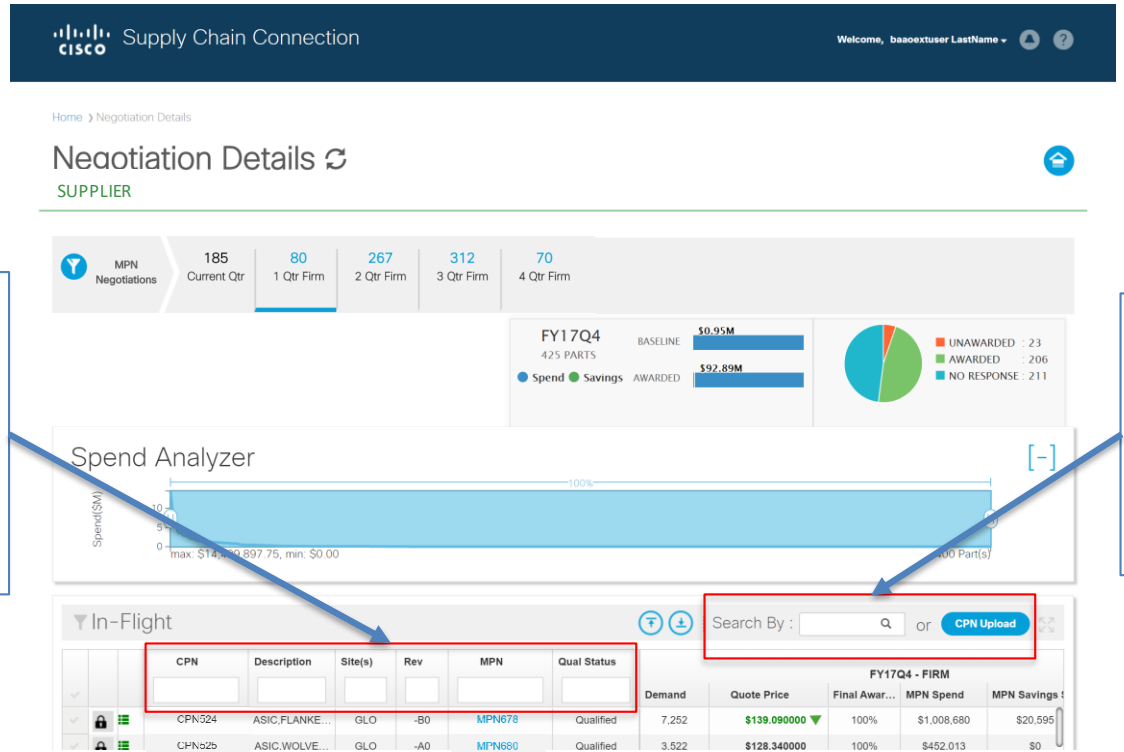
- Click hamburger icon next to any part for an attribute pop up reference
- Click on Country of Origin to obtain a download of all country codes
- Hover over other fields for list of desired values
- Attribute pop up can also be used to enter or change attributes for a single line item

Lesson 2: Negotiation Details Page

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

Supplier Negotiation Details Features

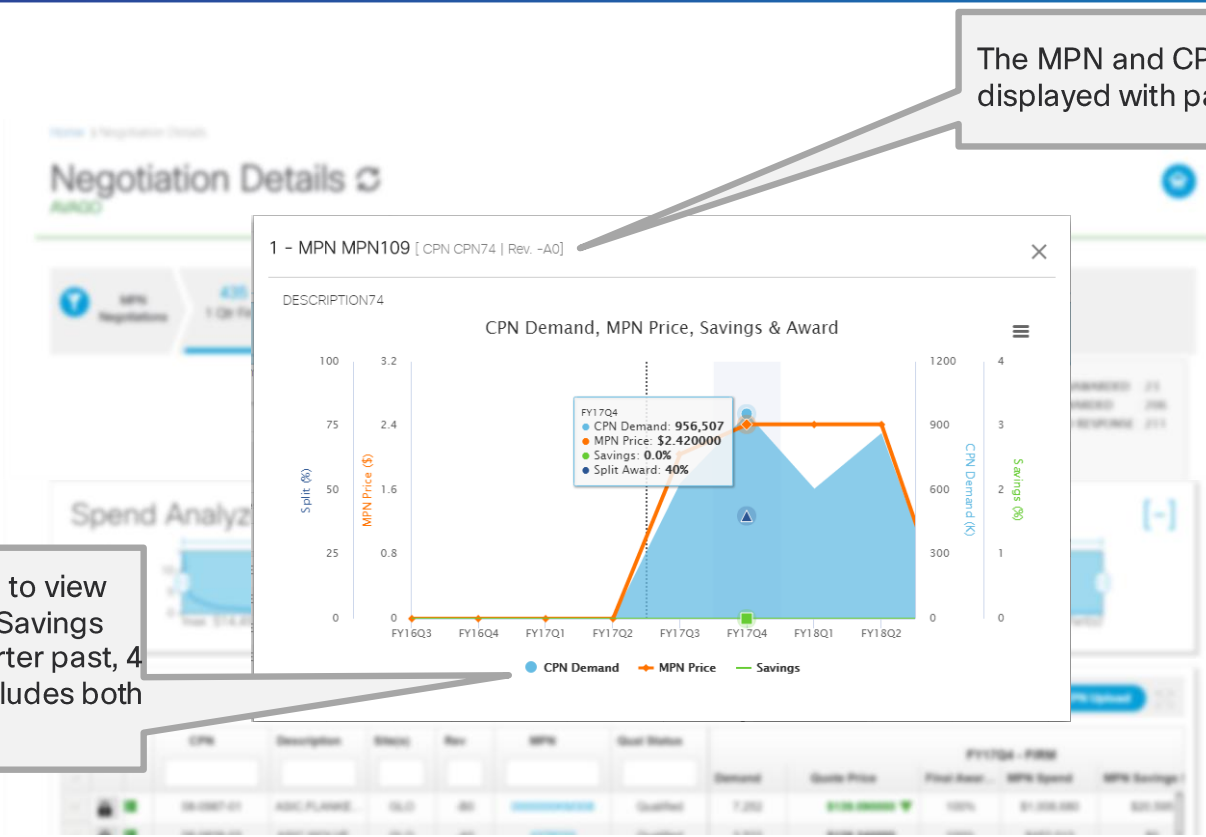
- Search headers: CPN, Description, Sites, Rev, MPN, Qual Status
- Type all or part of a value, click enter to search



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

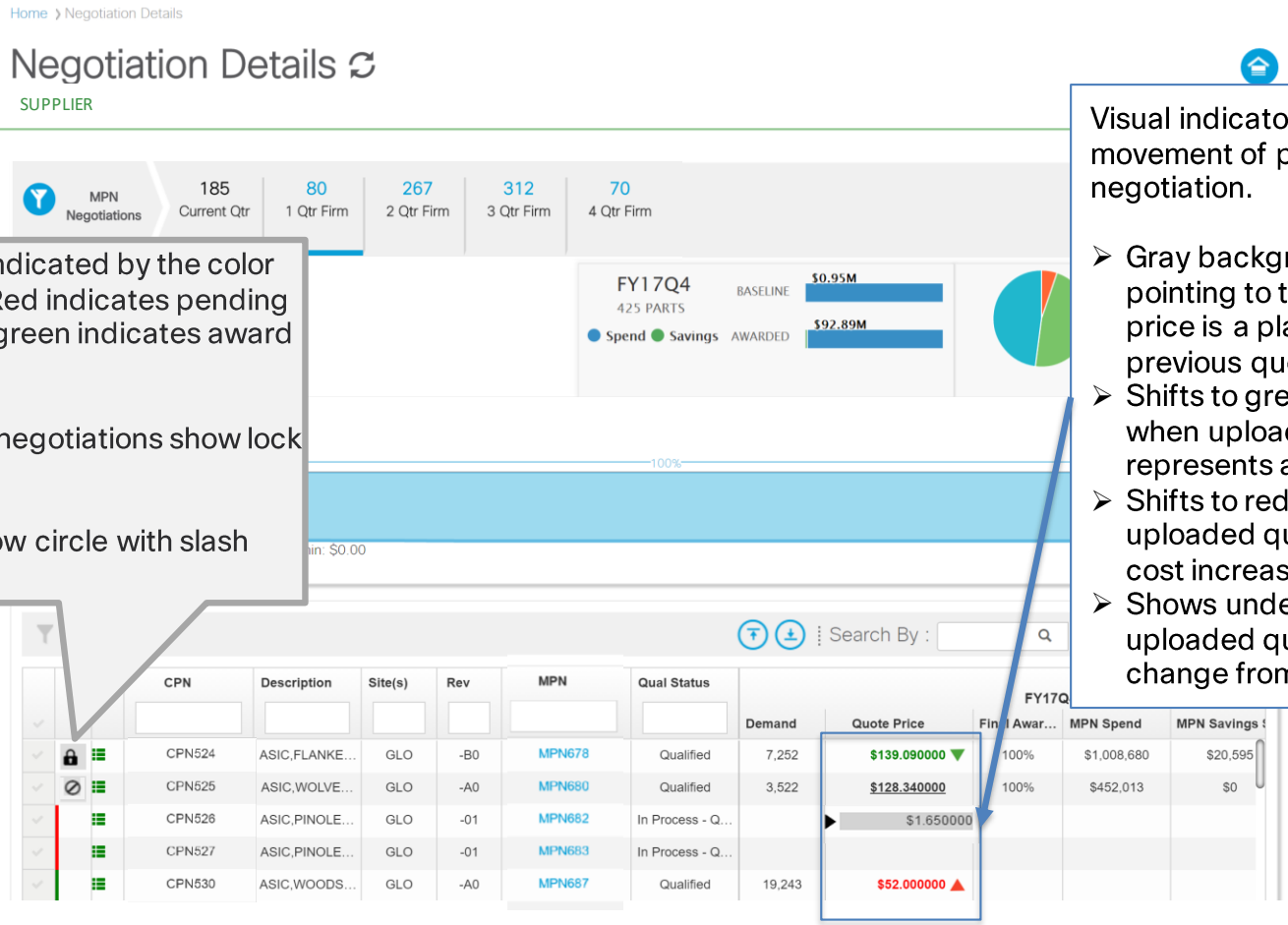
Supplier Negotiation Details Features

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

Supplier Negotiation Details Features



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

Agenda

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

Demonstration Video

Review the demonstration provided during the training session here.

Must-Knows for Negotiation Process

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

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