



BAAO Training

Supplier No Bid
July 2017

Analyze. Negotiate. Award.



- ❖ BAAO now has the capability for suppliers to respond to negotiations with No Bid
- ❖ Suppliers should use the No Bid functionality when they can not provide a quote for a valid business reason
- ❖ Once a No Bid response is provided, the item will be locked for the remainder of the quote cycle
- ❖ Suppliers can provide a No Bid response only on pending items
- ❖ \$0 is no longer a valid entry in BAAO for a quote response

The following are the No Bid Reason Codes and Descriptions:

No Bid Reason Code	No Bid Reason Description
EOL MPN	No Longer Manufacture MPN
Incorrect MPN	Incorrect MPN
Volume too high	Cannot Support Volume – Too High
Volume too low	Cannot Support Volume – Too Low
Other	Other - Please provide reason comments

Supplier No Bid Initiation



Select the No Bid Reason from the pull down menu.

Users have the ability to add a comment for any reason selected. For Reason Code Other, users must provide a comment.

Click on Save

Offcycle 76

MPN Negotiations: 1070 Current Qtr, 598 1 Qtr Firm, 1 2 Qtr Firm, 0 3 Qtr Firm, 0 4 Qtr Firm

FY18Q1: 349 PARTS, BASELINE \$259.53M, AWARDED \$16.51M, UNAWARDED: 1, AWARDED: 55, NO RESPONSE: 613, NO BID: 6

Spend Analyzer: Spend (\$M) vs 316 Part(s)

In-Flight Table:

CPN	Description	Site(s)	Rev	MPN	Qual Sta	Demand	Quote Price	True Price	Final Award	MPN Spend	MPN Savings \$	MPN Savings %	Demand	Quote Price	True Price
15-104037-01	IC-MPX86,23...	TAU	-B0	CM80660020239...	Qualified	2,592	\$2,525.000000	\$2,304.000000		\$5,971,968	\$0	0.00%	1,858	\$2,525.000000	\$2,304.000000
15-102606-01	IC-MPX86,64...	JMX	-A0	CM80644017393...	Qualified	1,428	\$3,846.000000	\$3,500.000000		\$4,998,000	\$0	0.00%	1,476	\$3,846.000000	\$3,500.000000
15-104044-01	IC-MPX86,22...	FTX	-B0	CM806600202040...	Qualified	1,732	\$3,002.000000	\$2,700.000000		\$4,676,400	\$0	0.00%	1,311	\$3,002.000000	\$2,700.000000
15-104042-01	IC-MPX86,26...	FTX	-B0	CM80660026459...	Qualified	1,804	\$2,690.000000	\$2,474.000000		\$4,463,096	\$0	0.00%	1,248	\$2,690.000000	\$2,474.000000
15-14522-01	IC-MPX86,64...	GLO	-A0	CM80635015222...	Qualified	6,002	\$935.000000	\$720.000000		\$4,321,440	\$0	0.00%	5,750	\$935.000000	\$720.000000
15-104042-01	IC-MPX86,26...	TAU	-B0	CM80660026459...	Qualified	1,724	\$2,702.000000	\$2,474.000000		\$4,265,176	\$0	0.00%	1,201	\$2,702.000000	\$2,474.000000
15-102608-01	IC-MPX86,64...	FTX	-A0	CM80644018071...	Qualified	1,842	\$2,514.000000	\$2,304.000000		\$4,243,968	\$0	0.00%	1,553	\$2,514.000000	\$2,304.000000
15-104023-01	IC-MPX86,22...	FTX	-B0	CM80660020311...	Qualified	4,046	\$1,086.000000	\$1,012.000000		\$4,094,552	\$0	0.00%	3,276	\$1,086.000000	\$1,012.000000
15-12004-01	IC-MPX86,FC...	GLO	-A0	AT80612003858A...	Qualified	10,030	\$380.000000	\$370.000000		\$3,711,100	\$0	0.00%	8,926	\$380.000000	\$370.000000

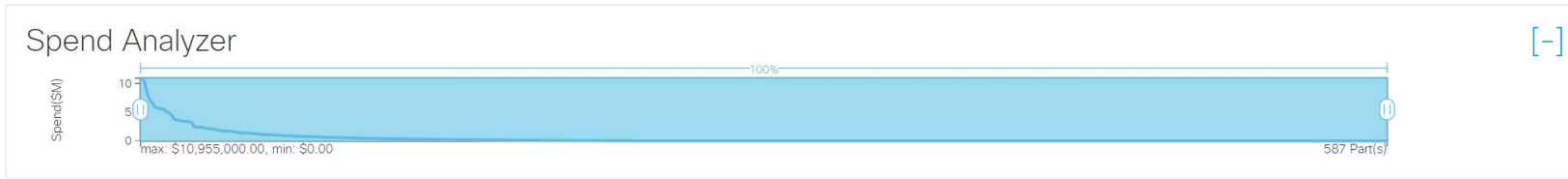
Supplier No Bid - Negotiation Grid Filter



MPN Negotiations: 1134 Current Qtr, 907 1 Qtr Firm, 1 2 Qtr Firm, 0 3 Qtr Firm, 0 4 Qtr Firm

FY18Q1 BASELINE \$248.31M
594 PARTS
Spend Savings AWARDED \$24.95M

UNAWARDED : 1
AWARDED : 50
NO RESPONSE : 900
NO BID : 7



In-Flight

Search By : or [CPN Upload](#)

CPN	Description	Site(s)	Rev	MPN	Qual Status	FY18Q1 - FIRM								
						Demand	Quote Price	True Price	Final Awar...	MPN Spend	MPN Savings \$	MPN Savings %	Demand	Quote
08-0989-02	ASIC,ANTARE...	GLO	-A0	945973	Qualified	505							755	
15-104031-01	IC-MP,X86,23...	TAU	-B0	CM806600202390...	Qualified	2,592							1,858	
15-104037-01	IC-MP,X86,23...	FTX	-B0	CM806600202390...	Qualified	6,168							4,535	
15-102616-01	IC-MP,X86,64...	GLO	-B0	CM806440154590...	Qualified	4,591							4,643	
15-104038-01	IC-MP,X86,21...	FTX	-B0	CM806600202390...	Qualified	3,957							3,894	
15-104031-01	IC-MP,X86,24...	GLO	-B0	CM806600203150...	Qualified	8,389							6,243	
16-100756-01	IC-FEPROM-M...	GLO	-A0	SSDSC2BB0167K	In Process - Q...								5,159	

50 Items per page

Submit

Blue bar represents items that are No Bid

Once items are No Bid, users are no longer able to enter Price Value and Attributes in the Pop up as the Hamburger Symbol is now disabled.



Viewing No Bid \$ Items in BAAO

Supplier No Bid –Negotiation Grid Filter



MPN Negotiations

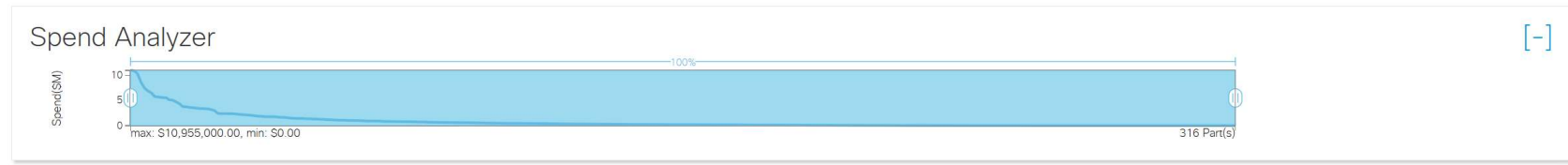
1070 Current Qtr 598 1 Qtr Firm 1 2 Qtr Firm 0 3 Qtr Firm 0 4 Qtr Firm

FY18Q1 349 PARTS BASELINE \$253.56M AWARDED \$16.51M

● Spend ● Savings

UNAWARDED : 1
AWARDED : 55
NO RESPONSE : 612

NO BID : 7



Select the funnel icon

Supplier can use the MPN level Filter to view the No Bid items

In-Flight

Award Eligible
 Pending
 Locked
 Cancelled
 No Bid

	CPN	Description	Site(s)	Rev	MPN	Qual Status	FY18Q1 - FIRM				FY18Q1 - FIRM				
							Demand	Quote Price	True Price	Final Award	MPN Spend	MPN Savings \$	MPN Savings %	Demand	Quote Price
✓	15-104037-01	IC-MP,X86,23...	TAU	-B0	CM80660020239...	Qualified	2,592						1,858		
✓	15-104037-01	IC-MP,X86,23...	FTX	-B0	CM80660020239...	Qualified	6,168						4,535		
✓	15-104038-01	IC-MP,X86,21...	FTX	-B0	CM80660020238...	Qualified	3,957						3,894		
✓	08-0989-02	ASIC,ANTAR...	GLO	-A0	945973	Qualified	505						755		
✓	15-102616-01	IC-MP,X86,64...	GLO	-A0	CM80644015459...	Qualified	4,591						4,643		
✓	16-100756-01	IC-FEPROM...	GLO	-A0	SSDSC2BB016T7K	In Process - Q...	5,680						5,159		
✓	15-104031-01	IC-MP,X86,24...	GLO	-B0	CM80660020315...	Qualified	8,389						6,243		

50 items per page 1 : 7 of 7 items

Submit Reset

Supplier No Bid –Negotiation Grid Filter



MPN Negotiations: 1070 Current Qtr, 598 1 Qtr Firm, 1 2 Qtr Firm, 0 3 Qtr Firm, 0 4 Qtr Firm

FY18Q1 349 PARTS BASELINE \$253.56M
AWARDED \$16.51M

UNAWARDED : 1
AWARDED : 55
NO RESPONSE : 612
NO BID : 7



In-Flight

Search By : [] or CPN Upload

CPN	Description	Site(s)	Rev	MPN	Qual Status	FY18Q1 - FIRM				FY18					
						Demand	Quote Price	True Price	Final Award	MPN Spend	MPN Savings \$	MPN Savings %	Demand	Quote Price	True Price
5-104037-01	IC-MPX86,23...	TAU	-B0	CM80660020239...	Qualified	2,592							1,858		
5-104037-01	IC-MPX86,23...	FTX	-B0	CM80660020239...	Qualified	6,168							4,535		
15-104038-01	IC-MPX86,21...	FTX	-B0	CM80660020238...	Qualified	3,957							3,894		
08-0989-02	ASIC,ANTAR...	GLO	-A0	945973	Qualified	505							755		
15-102616-01	IC-MPX86,64...	GLO	-A0	CM80644015459...	Qualified	4,591							4,643		
16-100756-01	IC-FEPROM...	GLO	-A0	SSDSC2BB016T7K	In Process - Q...	5,680							5,159		
15-104031-01	IC-MPX86,24...	GLO	-B0	CM80660020315...	Qualified	8,389							6,243		

50 items per page | 1 : 7 of 7 items

Submit Reset

The header tab will display the number of No Bid items



Any questions on No Bid, reach out to your Commodity Manager or submit a case at sc-baa-support@cisco.com

