



BAAO

Business Analytics & Award Optimization

Overview with Suppliers

Dec 2016

Analyze. Negotiate. Award.

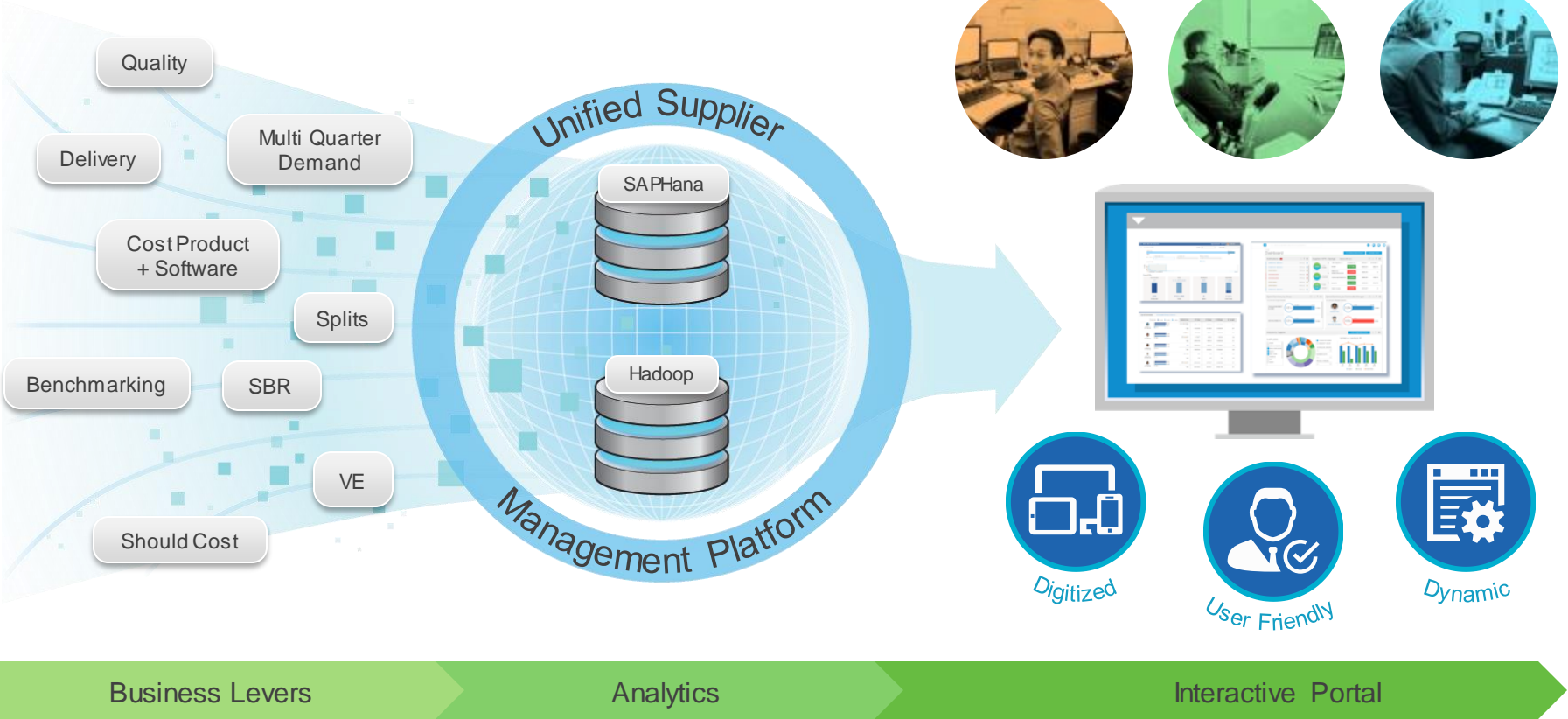
- Welcome
- BAAO Vision & Platform
- Business Value for Suppliers
- Preview of BAAO & Release Timeline

BAAO stands for **B**usiness **A**nalytics and **A**ward **O**ptimization

The Business Analytics and Award Optimization (BAAO) platform will deliver cutting-edge technology enabling Cisco and its partners to proactively manage and execute the negotiation process in a more simplified way.

Supplier Management Platform

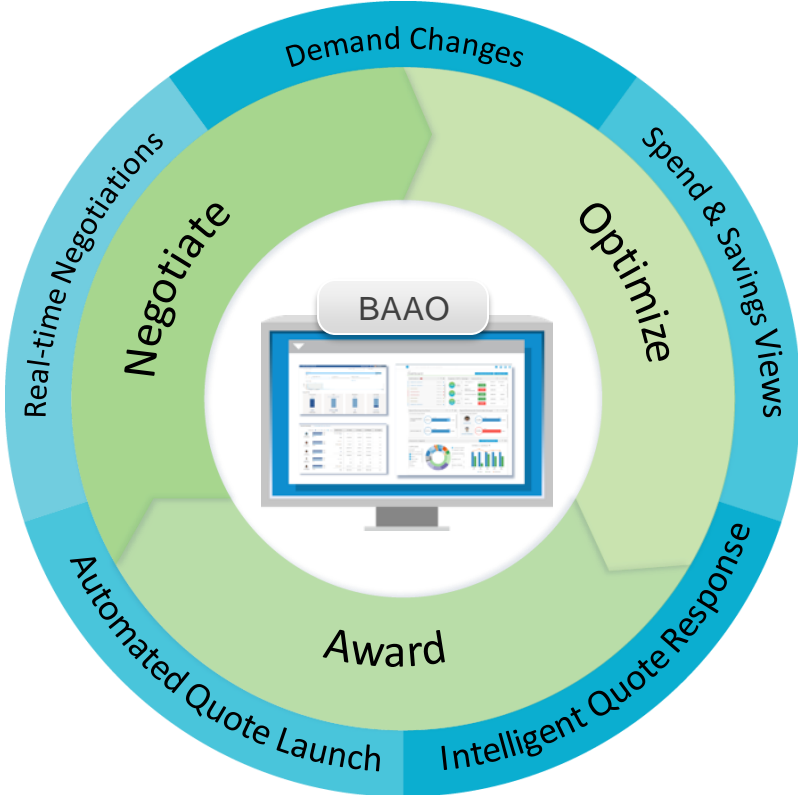
User Dashboards by Role



Existing Reality: Supply Chain Quote Cycle



Future Vision: Business Analytics & Award Optimization



Current Quoting Process

- **Manual** RFQ identification and launch by Cisco
- **Multiple** RFQ **launches** and closures
- Manual **Quote & Requote** Through Negotiation Cycle

Next Gen Quoting & Negotiation



Automated Launch

All eligible Items systematically pushed, more time for Negotiation



Demand Refresh

On-going, new items launched automatically due to demand changes



Savings & Spend View

Projected Spend & Savings as items are awarded



Cost Indicators & Historical

Visual indicators for q/q cost changes, one click view of historical spend and award by parts

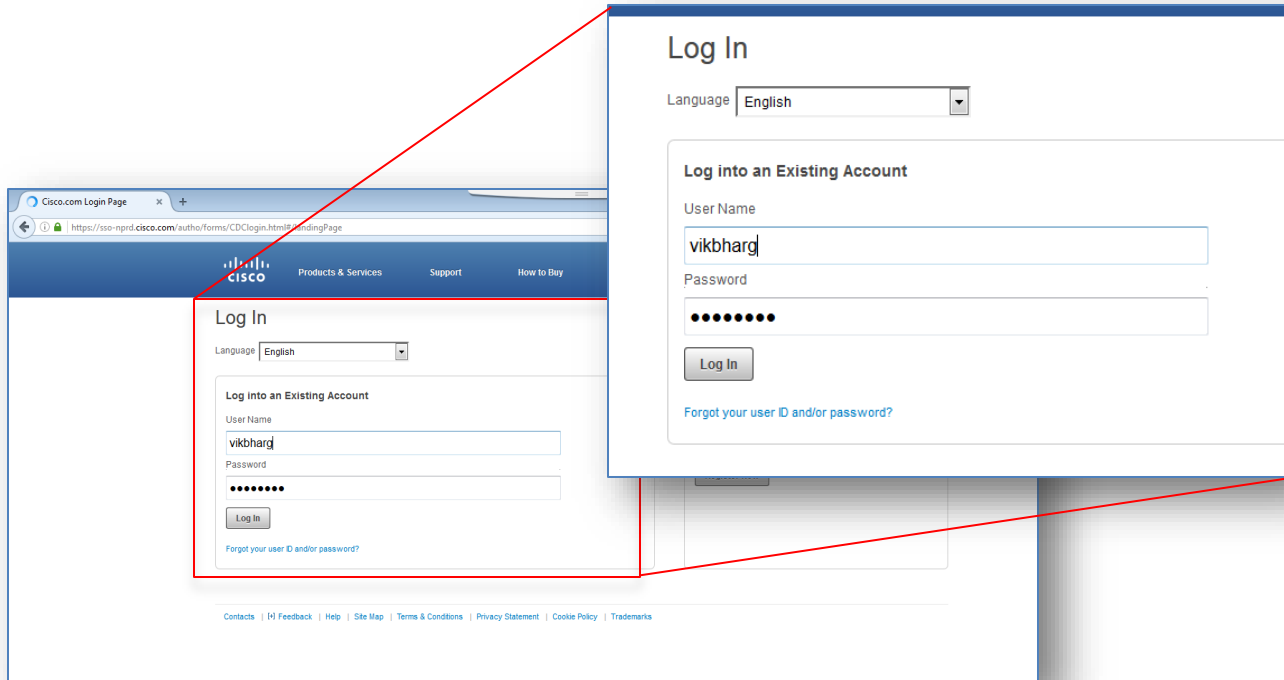


Intelligent Quote Response

One screen, one download & upload capability for all line items



BAAO Preview



Login Process:

1. Enter your CEC login credentials in the Username field.
1. Type your CEC password in the Password field
2. After a successful login, you will be navigated to the BAAO Supplier Negotiation Detail page.

Supplier Negotiations Details

BAAO Home Negotiation Details

SAMSUNG ELECTRO-MECHANICS



BAAO's 'Home' button

You can 'filter' the tile content using this button

FY17Q3 BASELINE **\$2.2M**

SPEND SAVINGS AWARDED

RESPONSE: UNAWARDED, AWARDED, NO RESPONSE



These sections are called 'Tiles' and are functional groupings that have been batched in a box together

CPN Flight (Current Qtr: 0, Future Qtr: 539) Search By: Keyword or CPN Upload

CPN	Description	Site(s)	Rev	MPN	Qual Status	Demand	Quote Price	Final Aw...	MPN Spend	MPN Saving...	MPN Savings...	Demand	Quote Price	Final Aw...	MP
CPM432	DESCRIPTL...	GLO	-40	MPN554	Qualified	8,110			\$0			982			
CPM434	DESCRIPTL...	GLO	-80	MPN556	Qualified	2,846			\$0			264			
CPM435	DESCRIPTL...	GLO	-80	MPN557	Qualified	1,153			\$0			111			
CPM437	DESCRIPTL...	GLO	-00	MPN560	Qualified	63,509			\$0			66,293			
CPM439	DESCRIPTL...	GLO	-00	MPN563	Qualified	2,232			\$0			2,603			
CPM443	DESCRIPTL...	GLO	-C0	MPN570	Qualified	26,941			\$0			32,337			
CPM444	DESCRIPTL...	GLO	-80	MPN572	Qualified	13,696			\$0			13,036			
CPM446	DESCRIPTL...	GLO	-00	MPN574	In Process...	15,220			\$0			22,583			
CPM447	DESCRIPTL...	GLO	-80	MPN575	Qualified	912			\$0			4,644			



You can expand a tile by clicking on this button

Supplier Negotiations Details – Filter Panel

Apply Reset

Supply Chain Connection

Welcome, S

BAAO Home Negotiation Details

Negotiation Details

SAMSUNG ELECTRO-MECHANICS

FY17Q3 541 PARTS BASELINE 52.28M

● Spend ● Savings AWARDED

RESPONSE
● UNAWARDED ● NO RESPONSE

Spend Analyzer

Spend (\$M) 0.4 0.2 0 0 100% 541 Part(s)
Max: \$448,321.76, min: \$0.00

In-Flight (Current Qtr: 0, Future Qtr: 539)

Search By: Keyword

	CPN	Description	Site(s)	Rev	MPN	Qual Status	FY17Q3				FY17Q4				
							Quote Price	Final Aw...	MPN Spend	MPN Saving...	MPN Savings...	Demand	Quote Price	Final Aw...	MPN Spend
	CPN399	DESCRIPTI...	GLO	-PU	MPN510	Qualified		\$0			142		\$0		
	CPN407	DESCRIPTI...	GLO	-B0	MPN520	Qualified		\$0			2,921		\$0		
	CPN410	DESCRIPTI...	GLO	-D0	MPN525	Qualified		\$0			133,071		\$0		
	CPN412	DESCRIPTI...	GLO	-E0	MPN529	Qualified		\$0			50,476		\$0		
	CPN413	DESCRIPTI...	GLO	-F0	MPN531	Qualified		\$0			234		\$0		
	CPN419	DESCRIPTI...	GLO	-B0	MPN541	Qualified		\$0			277,387		\$0		
	CPN423	DESCRIPTI...	GLO	-M0	MPN545	Qualified		\$0			133,044		\$0		
	CPN432	DESCRIPTI...	GLO	-A0	MPN554	Qualified		\$0			982		\$0		
	CPN434	DESCRIPTI...	GLO	-B0	MPN556	Qualified		\$0			264		\$0		

50 items per page

Submit Reset


Click the filter button to open the pop-out pane as shown. Click the filter once more to hide the panel.

Supplier Negotiations Details – Filter Panel

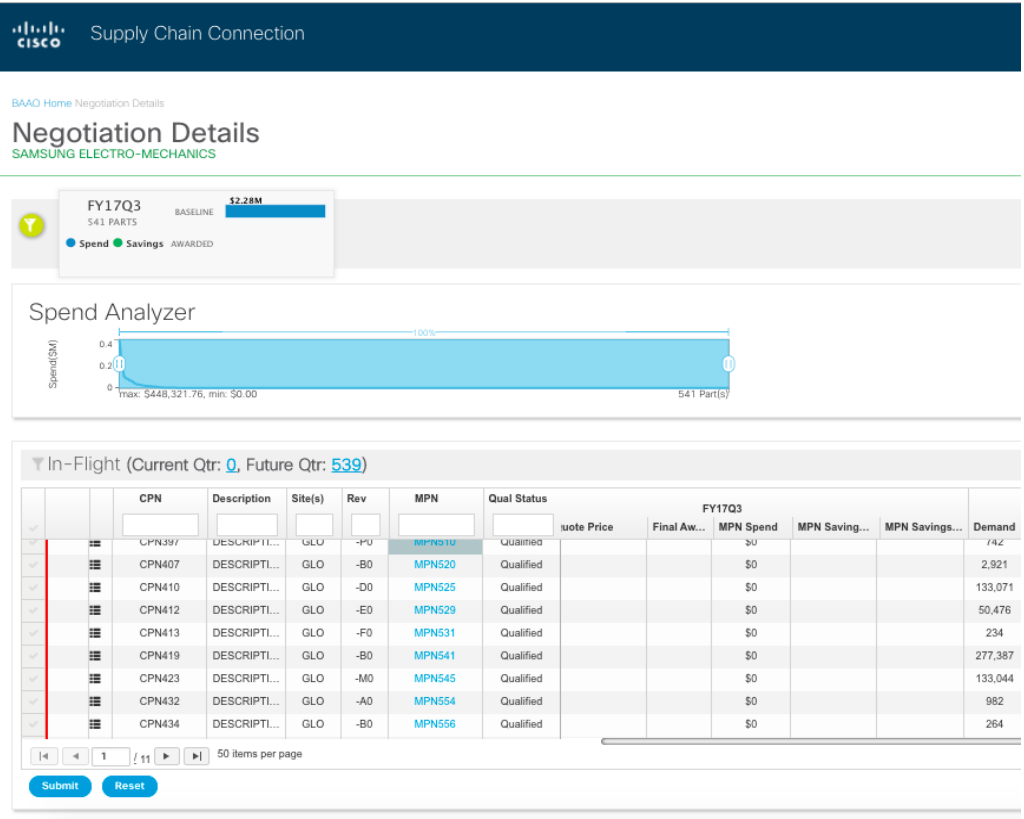
This pop-out pane allows the user to filter based on the following negotiation attributes:

- Fiscal Quarter
- Commodity Manager
- Commodity Group
- Cost Change
- Commodity Codes (1-7)

The applied filter will affect all data appearing in the Negotiation Details screen.



The filter panel is a vertical sidebar on the left side of the screen. It features a blue background and contains several filter categories, each with a dropdown menu and an 'Apply' button. The categories are: FISCAL QUARTER (FY17Q3), COMMODITY MGR (NOTHING SELECTED), SERVICES/COMMODITY MANAGER (NOTHING SELECTED), COMM GROUP (ALL), COST CHANGE (ALL), COMM CODE 1 (ALL), COMM CODE 2 (ALL), COMM CODE 3 (ALL), COMM CODE 4 (ALL), COMM CODE 5 (ALL), COMM CODE 6 (ALL), and COMM CODE 7 (ALL). At the top of the panel are 'Apply' and 'Reset' buttons.



The main content area displays the 'Supply Chain Connection' header with the Cisco logo. Below this is the 'Negotiation Details' section for 'SAMSUNG ELECTRO-MECHANICS'. A summary card shows 'FY17Q3' with '541 PARTS' and a 'BASELINE' of '\$2.28M'. A 'Spend Analyzer' chart shows a bar representing 100% spend, with a maximum value of \$448,321.76 and a minimum of \$0.00. Below the chart is an 'In-Flight' table for the current quarter (0) and future quarter (539). The table lists various parts with columns for CPN, Description, Site(s), Rev, MPN, Qual Status, quote Price, Final Aw..., MPN Spend, MPN Saving..., MPN Savings..., and Demand.

CPN	Description	Site(s)	Rev	MPN	Qual Status	quote Price	Final Aw...	MPN Spend	MPN Saving...	MPN Savings...	Demand
CPN397	DESCRIPTI...	GLO	-PU	MPN510	Qualified			\$0			742
CPN407	DESCRIPTI...	GLO	-B0	MPN520	Qualified			\$0			2,921
CPN410	DESCRIPTI...	GLO	-D0	MPN525	Qualified			\$0			133,071
CPN412	DESCRIPTI...	GLO	-E0	MPN529	Qualified			\$0			50,476
CPN413	DESCRIPTI...	GLO	-F0	MPN531	Qualified			\$0			234
CPN419	DESCRIPTI...	GLO	-B0	MPN541	Qualified			\$0			177,387
CPN423	DESCRIPTI...	GLO	-M0	MPN545	Qualified			\$0			133,044
CPN432	DESCRIPTI...	GLO	-A0	MPN554	Qualified			\$0			982
CPN434	DESCRIPTI...	GLO	-B0	MPN556	Qualified			\$0			264

Supplier Negotiations Details – In Flight Negotiation Status

BAAO Home Negotiation Details

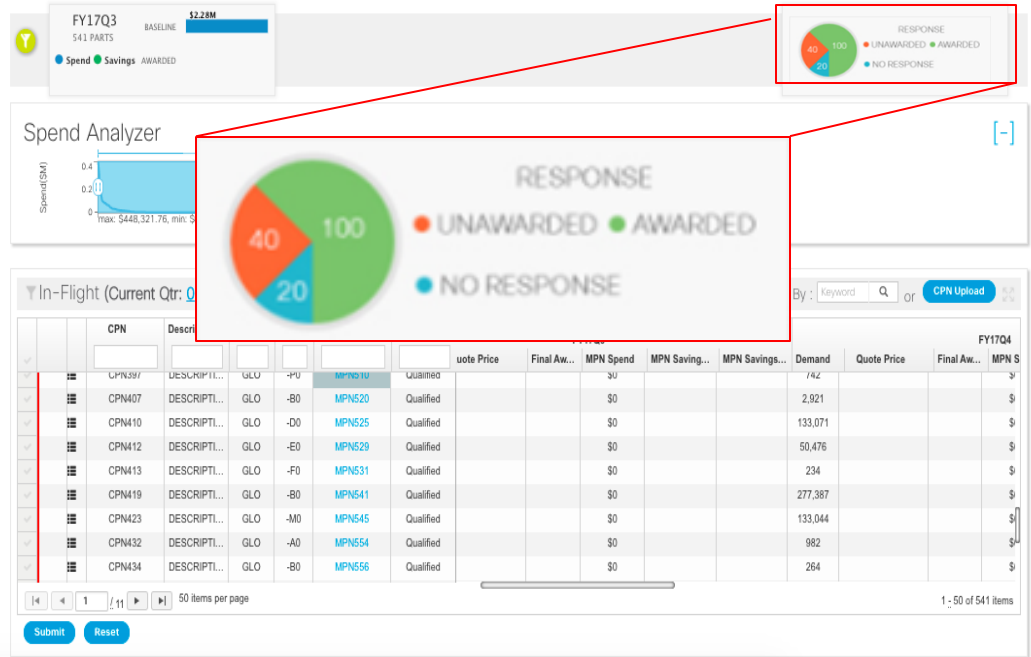
Negotiation Details

SAMSUNG ELECTRO-MECHANICS

In-Flight Negotiation Status Chart:

Displays the number of negotiations in-flight by response status:

- **No Response** – indicates supplier should act to respond to RFQ
- **Unawarded** – supplier has responded to RFQ and Commodity Manager has not awarded the contract
- **Awarded** – supplier has responded to RFQ and Commodity Manager has awarded the business



Supplier Negotiations Details – Spend Analyzer

Spend Analyzer:

The slider allows the user to hone in on a certain percentage of the spend in the portfolio and the in-flight grid down below will refresh based upon the selection.

The screenshot shows the 'Negotiation Details' page for 'SAMSUNG ELECTRO-MECHANICS'. The top navigation bar includes the Cisco logo and 'Supply Chain Connection', along with a user greeting 'Welcome, Samsung Test'. The main header displays 'Negotiation Details' and 'SAMSUNG ELECTRO-MECHANICS'. Below this, a summary card for 'FY17Q3' shows a baseline of '\$2.28M' and 541 parts. A 'RESPONSE' pie chart indicates 100% 'AWARDED' and 0% 'UNAWARDED' or 'NO RESPONSE'. The 'Spend Analyzer' section features a horizontal slider set to 100%, with a maximum spend of \$448,321.76 and a minimum of \$0.00. Below the slider is an 'In-Flight' table with columns for CPN, Description, Site(s), Rev, MPN, Qual Status, and spend data for FY17Q3 and FY17Q4. The table lists 11 items, all with a 'Qualified' status. The bottom of the page includes pagination controls for 50 items per page and 'Submit' and 'Reset' buttons.

	CPN	Description	Site(s)	Rev	MPN	Qual Status	FY17Q3			FY17Q4				
							Quote Price	Final Aw...	MPN Spend	MPN Saving...	MPN Savings...	Demand	Quote Price	Final Aw...
✓	CPN397	DESCRIPTI...	GLO	-P0	MPN510	Qualified			\$0			742		\$
✓	CPN407	DESCRIPTI...	GLO	-B0	MPN520	Qualified			\$0			2,921		\$
✓	CPN410	DESCRIPTI...	GLO	-D0	MPN525	Qualified			\$0			133,071		\$
✓	CPN412	DESCRIPTI...	GLO	-E0	MPN529	Qualified			\$0			50,476		\$
✓	CPN413	DESCRIPTI...	GLO	-F0	MPN531	Qualified			\$0			234		\$
✓	CPN419	DESCRIPTI...	GLO	-A0	MPN541	Qualified			\$0			277,387		\$
✓	CPN423	DESCRIPTI...	GLO	-M0	MPN545	Qualified			\$0			133,044		\$
✓	CPN432	DESCRIPTI...	GLO	-A0	MPN554	Qualified			\$0			982		\$
✓	CPN434	DESCRIPTI...	GLO	-B0	MPN556	Qualified			\$0			264		\$

Supplier Negotiations Details – In Flight Grid



The In-Flight Grid filter button allows the user to filter negotiation line items as follows:

- Pending
- Award Eligible
- Final
- Cancelled

Final award column displays share awarded of specific negotiation line item awarded to supplier.

The CSV upload and download functionality enables the user to download a CSV/Excel file of the negotiation line items displayed in the grid. Once you have applied the appropriate filter(s), download the CSV file to respond to open negotiation line items and upload to the system.

FY17Q3										FY17Q4								
CPN	DESCRIPTION	GLO	MPN	STATUS	QUANTITY	QUOTE PRICE	FINAL AW...	MPN SPEND	MPN SAVING...	MPN SAVINGS...	DEMAND	QUOTE PRICE	FINAL AW...	MPN SPEND	MPN SAVING...	MPN SAVINGS...	DEMAND	QU...
CPN288	DESCRIPTL...	GLO	-K0	MPN365	Qualified	21,464		\$0			11		\$0				0	
CPN289	DESCRIPTL...	GLO	-N0	MPN366	Qualified	1,394		\$0			41,448		\$0				15,591	
CPN291	DESCRIPTL...	GLO	-O0	MPN368	Qualified	36,921		\$0			1,104		\$0				696	
CPN293	DESCRIPTL...	GLO	-H0	MPN371	Qualified	13,570	\$0.001509	\$8	\$0	0.00%	40,366	\$0.001509	\$11	\$0	0.00%		30,164	
CPN294	DESCRIPTL...	GLO	-J0	MPN373	Qualified	1,162		\$0			1,148		\$0				476	
CPN295	DESCRIPTL...	GLO	-K0	MPN375	Qualified	20,484		\$0			21,716		\$0				17,810	
CPN299	DESCRIPTL...	GLO	-D0	MPN382	Qualified	69		\$0			45		\$0				9	
CPN307	DESCRIPTL...	GLO	-N0	MPN393	Qualified	879		\$0			551		\$0				411	

50 items per page

1 - 50 of 541 items

Submit Reset

Supplier Negotiations Details – MPN Pop Up

Click on the MPN hyperlink to view a graphical representation of historical CPN Demand, MPN Price, Savings and Award for that particular part number.

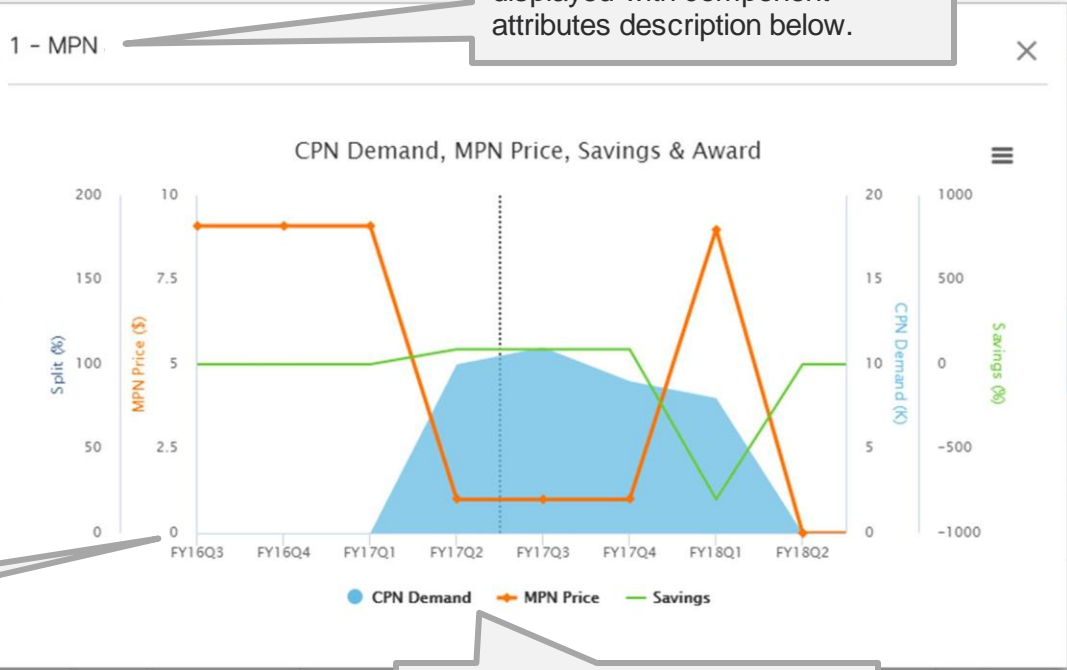
In-Flight (Current Qtr: 35, Future Qtr: 32)

CPN	Description	Site(s)	R	MPN	Qual St
CPN382	DESCRIPTI...	GLO	-J0	MPN491	Quali
CPN391	DESCRIPTI...	GLO	-C0	MPN503	Quali
CPN393	DESCRIPTI...	GLO	-N0	MPN506	Quali
CPN397	DESCRIPTI...	GLO	-P0	MPN510	Quali
CPN407	DESCRIPTI...	GLO	-B0	MPN520	Quali
CPN410	DESCRIPTI...	GLO	-D0	MPN525	Quali
CPN412	DESCRIPTI...	GLO	-E0	MPN529	Quali
CPN413	DESCRIPTI...	GLO	-F0	MPN531	Quali
CPN419	DESCRIPTI...	GLO	-B0	MPN541	Quali

50 items per page

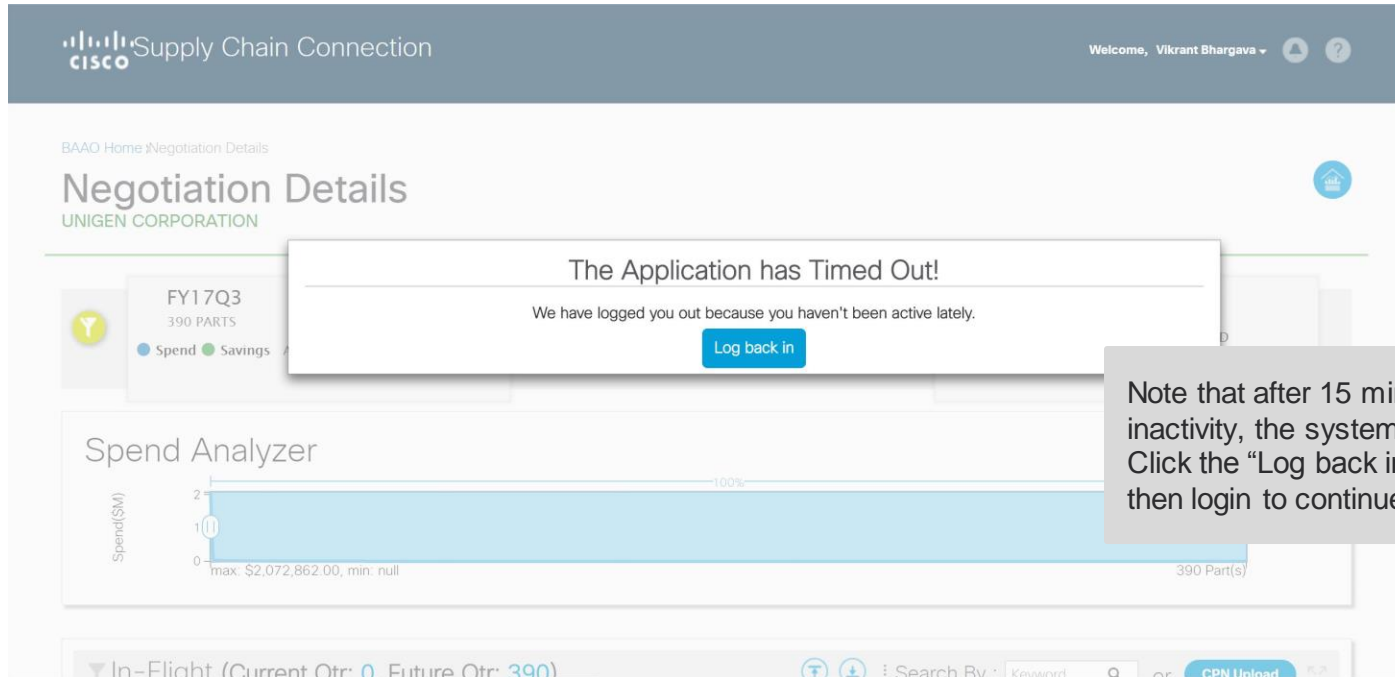
Submit Reset

The MPN and CPN numbers are displayed with component attributes description below.



Note that the graph has multiple axes and historical information is available in an 8 quarter view.

Click on the legends to isolate specific elements of the graph.



The screenshot displays the BAAO application interface. At the top, the Cisco Supply Chain Connection logo is on the left, and the user's name 'Welcome, Vikrant Bhargava' is on the right. The main heading is 'Negotiation Details' for 'UNIGEN CORPORATION'. A central modal box displays the message: 'The Application has Timed Out! We have logged you out because you haven't been active lately.' with a 'Log back in' button. Below this, a 'Spend Analyzer' chart shows a 100% bar for '390 Part(s)' with a maximum spend of '\$2,072,862.00'. At the bottom, there is a summary for 'In-Flight' items: 'Current Otr: 0 Future Otr: 390'.

Note that after 15 minutes of inactivity, the system will time out. Click the “Log back in” button and then login to continue working.



Q&A

BAAO Release Timeline & Training



SUPPLIER TRAINING



WebEx training sessions will be made available for all Suppliers **1/16/17 through 1/26/17** – schedule for all global time zones to follow shortly

Suppliers will also be provided an on-line self pace course.

For questions & additional information:



Please reach out to Binh Petit
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and/or



Your Cisco Commodity
Manager Partner

and/or



BAAO Jive Community page located at:
<https://communities.cisco.com/groups/business-analytics-and-award-optimization>

