



# **Motorola Solutions Procure to Pay Systems Transformation**

**Supplier Communication Session  
January 2017**

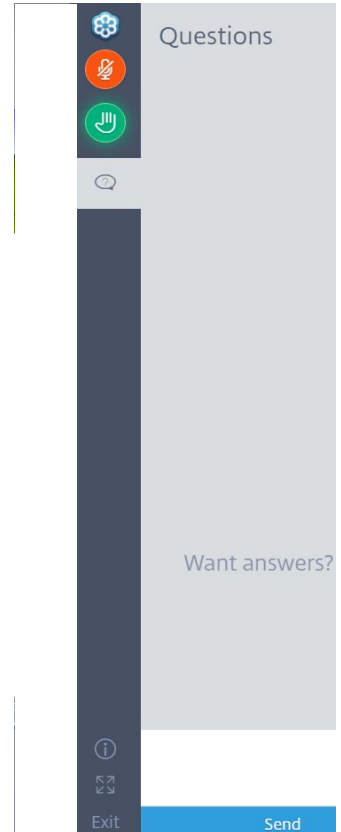
# MSI Supplier Communication Leads

- Led by Alan Zindler (Procure to Pay Lead) and Carmen Osornio (Procure to Pay Program Manager and Change Management Lead)



# Webinar Navigation for Questions

- This a Broadcast web event, no audio option available (orange button at the control panel will remain off)
- Attendees can perform the following to exchange feedback:
  - Click Question icon
  - Enter your question in the dialog box
  - Click “Send”



# Questions From The Audience



- Questions from the audience will be organized in order of priority and shared by the hosts at the end of the session
- **WE WANT YOUR QUESTIONS!**
- Unanswered questions will be responded individually after the broadcast
- Session will be recorded and available for the registered participants

# Today's Session

- Objective: Continue the communication with suppliers about our systems transformation
- Topics: Supplier “on-boarding”: systems changes, the new solutions that suppliers will use, timeline, request for supplier users, OB10 transition, training updates
- This is the third of a series of monthly updates for suppliers (first one was done in Mid-November)

# Summary of the New P2P Solutions

Solution Description	Suppliers Impacted
<p><b>Oracle iSupplier:</b> Structures supplier communication through a secure internet-based portal. Provides access to real-time information such as purchase orders and invoice payments, and enables supplier response with order acknowledgment and shipment notices</p>	<p>Component, Manufacturing and Services suppliers</p>
<p><b>Oracle Collaborative Planning:</b> Provides advanced capabilities for communicating, planning, and optimizing supply and demand information</p>	<p>Component and manufacturing suppliers</p>
<p><b>Oracle Sourcing:</b> Facilitates collaboration and negotiation on existing goods and services as well as new opportunities.</p>	<p>All suppliers</p>
<p><b>Oracle Agile:</b> Offers a systematic approach to Product Lifecycle Management (PLM) for hardware or software from design and development to retirement or disposal. It manages product related data and integrates that data with other business processes.</p>	<p>Component manufacturers supplying MSI and MSI outsource partners</p>
<p><b>Punchout Catalog:</b> Enables Motorola Solutions buyers to click a link within their iProcurement solution that goes to a supplier managed catalog to search for items on a supplier's site and return those items directly to the buyer's shopping cart. The ability to access remote catalogs using punchout benefits both the supplier and the buyer.</p>	<p>Mostly high volume suppliers for Indirect goods purchases who support punchout to supplier website</p>
<p><b>Transcepta:</b> Supports third party electronic transaction services such as purchase orders (POs from Motorola Solutions to suppliers) and purchase order acknowledgment, advanced ship notice and invoices (from supplier to Motorola Solutions).</p>	<p>High invoice and PO volume suppliers</p>
<p><b>Fieldglass:</b> Fully integrated procure to pay tool for contract labor: requisitioning, sourcing, time card approval, and management reporting</p>	<p>Contract Labor suppliers</p>

# Users by Solution from Suppliers

	% Completion
iSupplier	69%
Collaborative Planning	69%
Sourcing Module	68%
AGILE	60%
Punchouts	85%
Transcepta	84%

- Targeting ~3.7K suppliers as part of DAY1
- Received user's feedback is at 66%
- Averaging 3-4 users per suppliers
- Total 16K users identified so far
- Seeking to reach 100% of High priority suppliers by 2/3

# Supplier Users Needed

<b>Oracle Tool</b>	<b>Suggested User(s)</b>
iSupplier	Those who process MSI PO's and planned orders, maintain contacts & information, confirm service work completion, perform A/R with MSI, respond to Quality corrective actions
Collaborative Planning	Those who enter supply commitments & participate in schedule sharing with MSI (Direct Material Suppliers Only)
Sourcing	Those who interact and respond to RFQ, RFI or Reverse Auctions
Agile	Those who work with MSI Hardware or Software Engineering on product changes and engineering changes
Transcepta	Those who are responsible for electronic invoicing or PO processing



# OB10 to Transcepta

- OB10 (Tungsten) e-invoice service will be discontinued by March 24
- ~ 400 suppliers will move to Transcepta to send invoices
- ~1,200 suppliers will not be moved to Transcepta, and will be asked to send invoices by email or their normal method of transmitting to customers
- Transcepta is 100% free to suppliers (MSI pays all costs)
- Communications to current OB10 suppliers will go out in January regarding the transition
- Transcepta is leading the on-boarding of suppliers for e-invoicing and PO transmission

# Training: Communication Draft



- Registration invite will be auto-generated from training server
- Recipient will be provided with username and password to register
- All targeted sessions per identified user will be listed in the email
- Weekly reminders will be distributed providing status of identified courses until training is completed
- Expect to send the invites by Feb 10

## Suppliers Registration Invitation

Hello <<firstname>>.

On April 18, Motorola Solutions will implement a new global enterprise resource planning (ERP) system named Greenfield that will replace the systems we currently use to manage our business operations.

As someone who will be using this new system, it is important that you complete the following training course(s) by April 15 to prepare for this change and prevent disruptions in our mutual business activities. These courses have been specifically selected to match your role as a Motorola Solutions Supplier.

Course ID	Course Name	Type	Est. Time	Your Status
SUP101	Greenfield for suppliers	Online	90 min.	Incomplete
<<courseID>>	<<courseName>>	<<type>>	<<time>>	<<status>>

## How to complete your training

1. Visit the [Greenfield training site for suppliers](#).
2. Log in with your username and password.  
Username: <<username@supplier.com>>  
Password: Greenfield-Supplier
3. Access your selected training course(s) and related information.
4. Submit the completion form at the end of each training course by April 15.

If you have a question about this email, please contact your Motorola Solutions representative.

Thank you for your support and assistance during this important transition.

# Greenfield Training - starts Feb 2017

## Training Includes:

### Computer Simulations

- See It! Mode (watch and learn)
- Try It! Mode (interactive)
- Easy to use
- Watch and Practice

### Course Slide Decks

- Conceptual Material
- Business Scenarios
- How to
- Flow Diagrams

### Job Aids

- Information to perform a task
- Diagrams
- High Level Summary
- Check list

# Training Tasks

- ❑ Develop Course Material (By January month end)
  - ❑ Presentations (objectives, business information, process flows, etc.)
  - ❑ Review UPK content
  - ❑ Job aids
- ❑ Training Logistics
  - ❑ Course hosting - AWS Server
  - ❑ Employee/Supplier mapping to courses
  - ❑ Course registration
  - ❑ Course scheduling
  - ❑ Reserve classrooms (including equipment), where needed
  - ❑ Training feedback
- ❑ Training Communications

# Critical Milestones

Jan

- Load of user accounts for provisioning and solution account setup
- UPK & training material approved
- Webinar: Supplier update on solution status, timeline & training updates
- Demo - Supplier Portal as part of landing zone on [motorolasolutions.com](http://motorolasolutions.com) (Internal only)

Feb

- Email - Training Notice to Suppliers, registration into training modules
- Email - Communications to suppliers on system cutover plan
- Training: Help desk (Level1, Level2, Level3 supplier support) training completion
- Webinar: Update on solution status, timeline & training updates

Mar

- Email: Follow up with suppliers on training completion
- Webinar: Update on solution status & Go-live readiness

Apr

- Go/No go review with Procurement & GF leads
- Notification to suppliers of go live

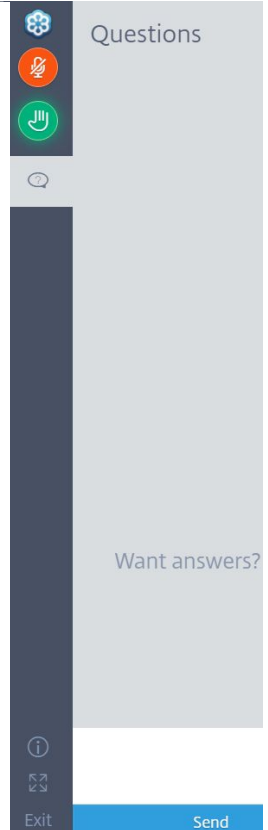
# Supplier Webinar Schedule



- January Sessions  
Suppliers still to provide users: January 23 8:30am and 8:00pm CST  
  
ALL suppliers:  
Jan 24 8pm and Jan 25 8:30am CST
- Will continue monthly or as needed prior to systems cutover

# Questions???

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# Q&A



Alan Zindler



Carmen Osornio



A vibrant green field under a blue sky with white clouds. The text "THANK YOU!!!" is centered in the middle of the image.

**THANK YOU!!!**