

The background of the slide is a photograph of a vast, green field, possibly a wheat field, stretching to a distant horizon. The sky above is a clear, bright blue, dotted with several soft, white clouds. The overall scene is peaceful and open.

Motorola Solutions Procure to Pay Systems Transformation

**Supplier Communication Session
March 2017**

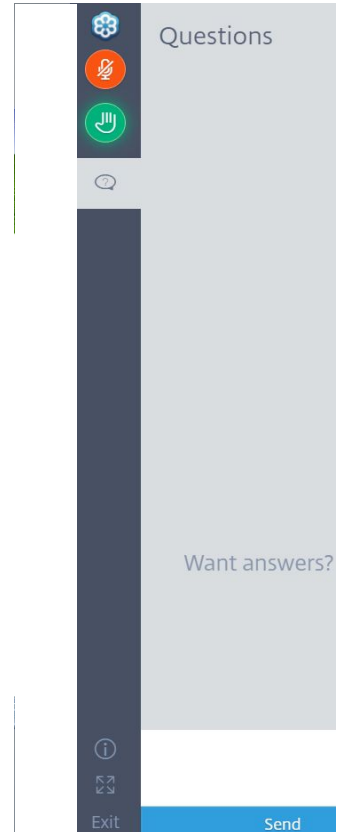
MSI Supplier Communication Leads

- 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: Ensure suppliers are ready for go-live system cutover (we are less than 1 month away!!)
- Topics: Onboarding readiness & support, supplier hierarchy, Transcepta update, training update, cutover key dates, supplier portal reminder, browser access requirement update, milestones, Q&A
- This is the fifth of a series of monthly updates for suppliers on MSI's system transformation



Supplier Onboarding Readiness

Key Accomplishments

- **DAY1 Suppliers - 75%** of Day1 suppliers feedback has been gathered regarding users by solution alignment. Onboarding Team will continue to follow-up on ~900 suppliers who have not provided users yet
- **March Webinars:** Communication invites were distributed to primary contacts & DAY1 users 3/17
- **Transcepta:** revised list was sent to Transcepta on 3/16 identifying updates to sites and transaction types
- **Training completion - 6%** of the targeted Oracle training material has been completed (773 downloads)
 - Weekly training reminders sent 3/20

Count of EMAIL_ID	Completed	In Progress	Not Started	Grand Total
AGILE - Supplier	76	50	1673	1799
Non-Production Supplier - iSupplier	299	401	3954	4654
Production Supplier - Collaborative Planning	53	41	751	845
Production Supplier - iSupplier	101	130	1555	1786
Production Supplier - Sourcing	244	226	3131	3601
Grand Total	773	848	11064	12685
% Completion	6%	7%	87%	

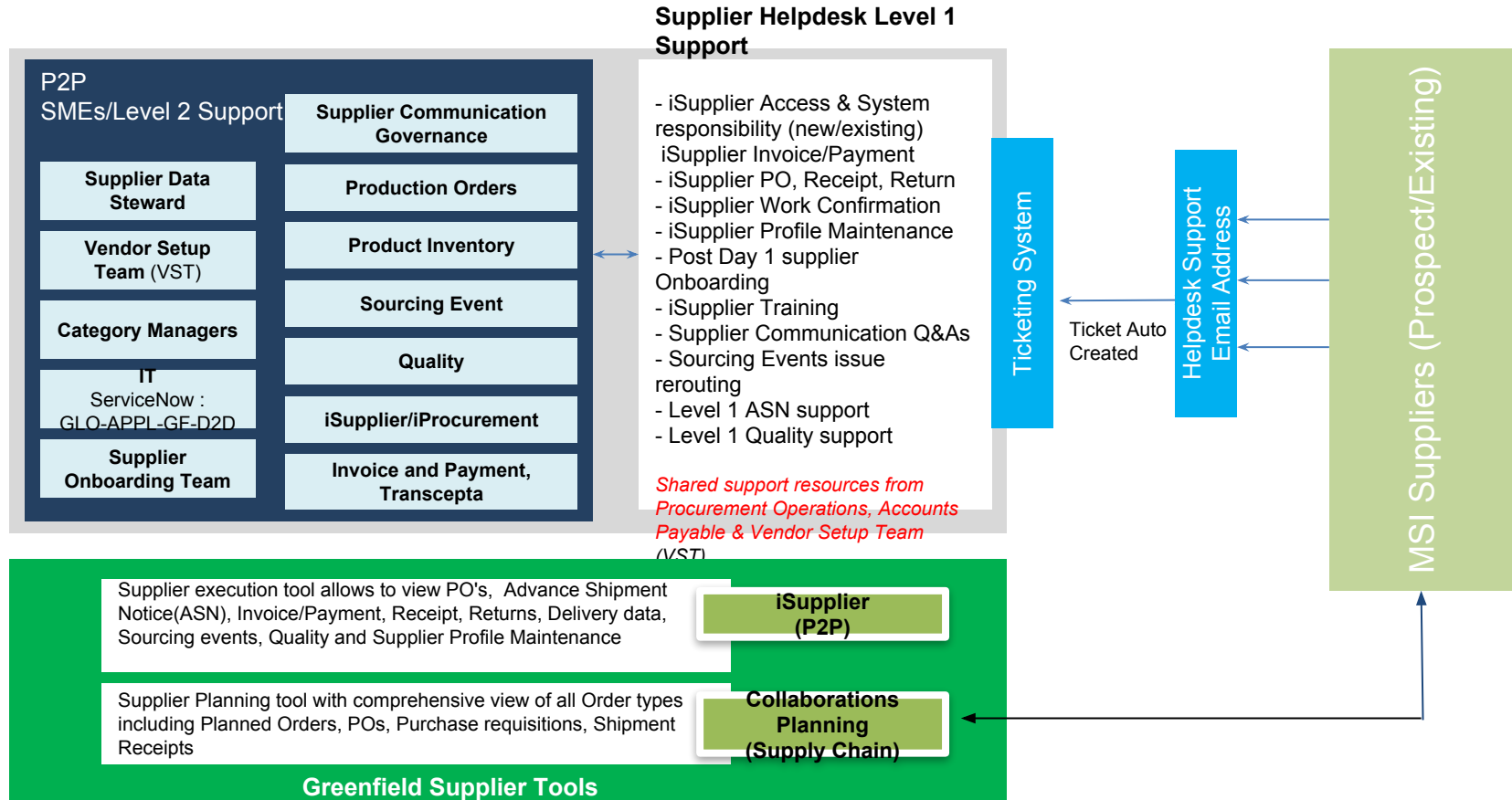


Supplier Onboarding Readiness

Go-Live Preparations

- **Supplier Portal Enhancements:** Additional functionality to the [Supplier Portal](#) was requested so suppliers can “request” support by typing into a “how can we help” window
- **Support Structure:** Finalizing approach on Level1 support & Level2 support teams
- **Support “cheat sheets”/Aids** - FAQ questions & training material on how to support suppliers during go-live (log-in, access, etc) should be ready by next week so we can share among team

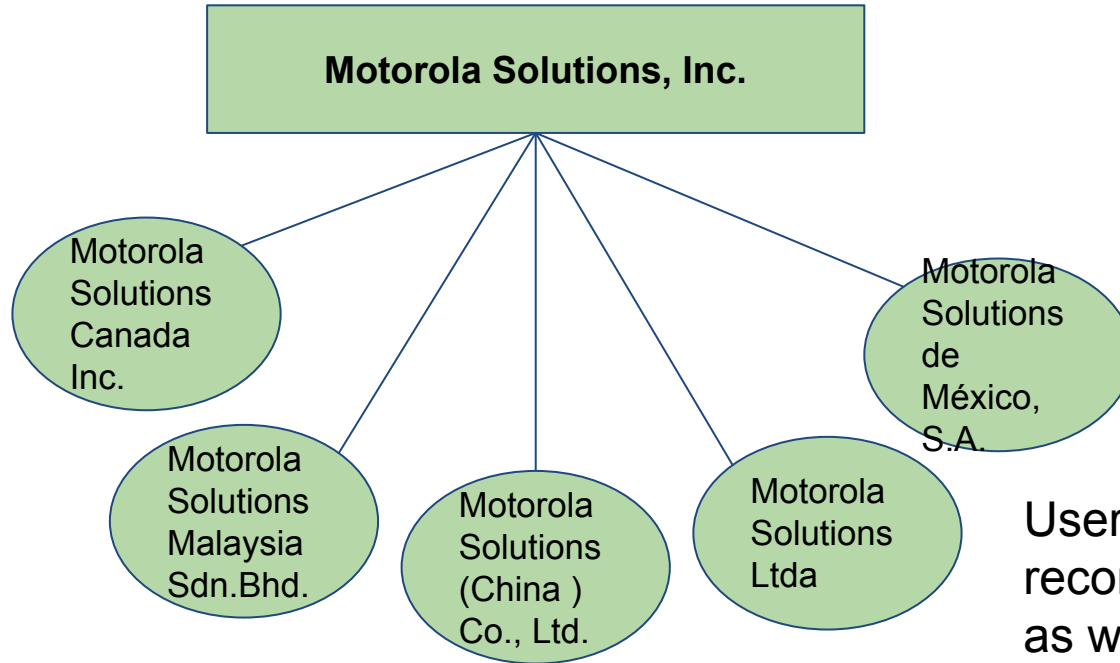
iSupplier Helpdesk Support Structure



Supplier Hierarchy Overview



Related suppliers are linked in a supplier hierarchy



This linkage allows parent supplier users visibility to POs etc for the child suppliers

Users on the parent supplier record can see child suppliers as well as the child supplier's POs, ASNs, and so on.

Transcepta Update

- OB10 (Tungsten) e-invoice service was discontinued March 24
- ~ 324 suppliers are being moves to Transcepta to send invoices. **Additional 54 suppliers were added to the Transcepta group in March driving total to 378**
- ~1,200 suppliers will not be moved to Transcepta, and were asked to send invoices by email to our Accounts Payable mailboxes
- Suppliers CAN start sending invoices through Transcepta as soon as onboarded (prior to go-live in April)
- Transcepta is leading the on-boarding of suppliers they will contact directly
- **NOTE: PO, PO ASN, PO Acknowledgment sending capability will be deployed post go-live. Suppliers who were expecting to use these PO capabilities at go-live will use iSupplier for these functions**

Supplier Training Courses

Oracle Tool	Courses
iSupplier / Quality	P2P500 - iSupplier for Production Suppliers (Direct Material Suppliers) P2P501 - iSupplier for non-Production Suppliers (Services/Indirect Suppliers) P2P903 - Quality for External Suppliers (Direct Material Suppliers)
Collaborative Planning	P2P701 - Basic Navigation for Suppliers (Direct Material Suppliers) P2P702 - Collaborative Planning for Suppliers (Direct Material Suppliers)
Sourcing	P2P606 - Sourcing for Suppliers (All Suppliers)
Agile	PLM100 - Agile Suppliers Introduction PLM101 - Agile Suppliers Basic Navigation PLM102- Supplier Collaboration I PLM103 - Supplier Collaboration II
Transcepta	No specific Training Courses - onboarding is led by Transcepta with MSI support

Course Completion Certification



Confirm module completion

- Access the module completion link
- Sign and submit the form

[Confirm Completion](#)

Oracle iSupplier

DESCRIPTION

iSupplier is the enterprise application that structures supplier communication and transactions through a secure internet-based portal (this is the Suppliers view into MSI's Oracle system)

TARGET AUDIENCE: COMPONENT, MANUFACTURING / SERVICES SUPPLIERS / CHANNEL PARTNERS

HIGHLIGHTS

- Allows real time, integrated view of supplier information: PO, ASNs, shipments, receiving, and invoice & payment status
- Supplier self-registration (by invitation) and self-service to maintain your own data (eg banking, contacts)
- Direct Material suppliers will also view demand forecast in Collaborative Planning within iSupplier
- Direct Material suppliers will enter & maintain lead times, MOQ, etc for production parts
- Services suppliers must enter work confirmations when they have completed services to trigger the receipt
- Corrective actions for Quality issues will be entered in iSupplier
- All suppliers can enter their invoices in iSupplier, automatically matches to an open PO (not a Day 1 priority)
- Day 1 rollout impacts ~ 3,000 suppliers (Direct Materials & Service suppliers are first priority)

Participation in Training is critical for suppliers for successful launch!

Oracle Collaborative Planning

DESCRIPTION

Collaborative Planning (CP) is a web-based application that allows detailed sharing of orders, forecast, and supply between MSI and production suppliers

TARGET AUDIENCE: COMPONENT & MANUFACTURING SUPPLIERS

HIGHLIGHTS

- Oracle Collaborative Planning will replace Trading Partner Collaboration (TPC) for demand sharing and supplier commitments (impacts ~ 700 suppliers)
- 18 month horizon shared vs. current TPC horizon of 12 months
- In Collaborative Planning, Suppliers to receive net demand in the form of Planned Orders. These Planned Orders are defined as Supply required by the Planning module in Oracle and already consider safety stock
- Suppliers are required to provide commitments throughout the horizon - against open POs in iSupplier and then CP for the balance
- Mass update capability is available for CP.

Participation in Training is critical for suppliers for successful launch!

Oracle Sourcing

DESCRIPTION

Oracle Sourcing is the enterprise application that drives more and better sourcing through online collaboration and negotiation (RFQ, RFP, Auction)

TARGET AUDIENCE: ALL SUPPLIERS

HIGHLIGHTS

- Can be used for any type of sourcing event: direct , indirect, goods, services
- In use today in our current Oracle environment
- Facilitates qualifying & maintaining suppliers and conducting negotiations
- Will have the ability to invite RFQ only suppliers
- Better integrated process from RFx -> PO means fewer opportunities for error
- We are targeting ~ 4,000 suppliers to be ready by Day 1 to participate in Sourcing events for MSI business

Oracle Agile

DESCRIPTION

Agile PLM is MSI's Product Lifecycle Management (or PLM) manufactured by Oracle. It is a systematic approach to managing a series of changes a hardware or software product goes through, from its design and development to its ultimate retirement or disposal.

TARGET AUDIENCE: COMPONENT SUPPLIERS FOR MSI AND MSI OUTSOURCE PARTNERS

HIGHLIGHTS

- Streamlines collaboration between partners and MSI (~ 3,000 suppliers/manufacturers use Agile)
- Partners can manage the status of Engineering changes using the new designed Supplier Dashboard
- Partners can easy upload the environmental data by using a web tool hosted in Agile PLM
- Full Integration of the Product Change Notification process into Agile replacing TPC-PCN
- MSI Design and Manufacturing partners can submit engineering change requests directly in Agile PLM, greatly reducing email requests and internet traffic
- Current Agile user accounts will be converted



Key Takeaways - Training

- Supplier Users: Watch for your personalized training email
- Training is critical to understanding YOUR ROLE in the Procure to Pay process with MSI
- Simulations (UPK's) are very helpful to understanding how to navigate the Oracle system - See It, Try It, Know It, Print It
- Reminder emails will go out weekly until required training is completed
- We will set up Training Q&A sessions starting the week of April 3
- Complete training before April 15 in advance of the go-live



Cutover planning: Planned System Downtime

System	Last Transaction	Back on-line
• OB10/Tungsten	03/24	Replaced by Transcepta or email invoice to AP
• TPC	04/04	Replaced by Collaborative Planning and iSupplier 4/18
• Tigers/Emptoris Receipts	04/05	Replaced by iProcurement, iSupplier and Fieldglass 4/18
• Production Purchasing	04/07	Replaced by Oracle R12 Global Purchasing 4/18
• Payments	04/06	Note: All scheduled & validated payments from April 7- May 5 will be paid per the due date. Normal pay cycle will resume week of April 17
• Invoice Processing	04/03	4/18
• AGILE	04/07	Replaced by new Agile instance 4/18



WELCOME TO THE SUPPLIER PORTAL



The Supplier Portal provides access to the systems and processes we use to order, make and deliver products and services to our customers.

OVERVIEW**SUPPORT****JUMP TO ...**[USER REGISTRATION](#)[SOLUTION APPLICATIONS](#)[TRAINING MATERIALS](#)[VIDEOS AND WEBINARS](#)[FAQS](#)**Valued Partner and Collaboration Solutions**

The portal enhances collaboration and allows our suppliers to:

- Request MSI credentials to access supplier solution applications
- Register for access to MSI supplier solution applications
- Login to MSI supplier solution applications
- Access training materials
- Request supplier support

You will also find access to Frequently Asked Questions (FAQ) and general supplier communications.

User Registration**Register to Use MSI Supplier Solutions**

PLEASE NOTE: If you are part of the Procure to Pay Systems Transformation DAY1 Onboarding Group, the user registration steps have been completed as part of the Go-Live efforts for the coming system update.

1. If you are new to the MSI Supplier Portal, and your company is already registered (i.e. an MSI supplierID has been issued), use the registration link below to apply for MSI credentials:

Step 1: Registration – MSI Credentials

Note: MSI credentials will allow you to use the same password for supplier solutions that use the Motorola Applications Directory Password. Use the quick reference aid to navigate the registration site.

Oracle Java Configuration requirements

Browser	Windows 10	Windows 8.1	Windows 7	Notes
Internet Explorer	Internet Explorer 11 with Java 1.8 U 121	Internet Explorer 11 with Java 1.8 U 121	Internet Explorer 11 with Java 1.8 U 121	<ul style="list-style-type: none"> Legacy apps users can continue to use older Java versions such as JRE 1.6.0_ U45 on GF Older IE version may cause issues Edge does not support Java
Google Chrome	Chrome v44	Chrome v44	Chrome v35	<ul style="list-style-type: none"> Chrome no longer supports Java plug in Since Oracle Forms require Java Plug in, do not use Chrome with app EBS, VCP, Demantra
Firefox	Firefox 51.0.1 with Java 1.8 U 121	Firefox 51.0.1 with Java 1.8 U 121	Firefox 51.0.1 with Java 1.8 U 121	<ul style="list-style-type: none"> Beginning with Firefox 52, Java plug is not supported. Since Oracle forms require Java Plug in, do not use Firefox with EBS, VCP, Demantra Legacy apps users can continue to use older Java versions such as JRE 1.6.0_ U45
Notes	<ol style="list-style-type: none"> Old JRE versions (1.7, 1.6, 1.5 etc) have significant security risks, and their use must be minimized Green Field Primavera users require Java 1.8.0_101 Older IE versions may not work with Java 1.8.U 121, requiring IE upgrade or use of JRE 1.6 			

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 (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

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

Apr

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



What you should be doing now

- Make sure all your users are identified and aligned to the Oracle tool they need to use (iSupplier, Collaborative Planning, Sourcing, Agile). Inform us of any changes to users if already provided, and new users if not provided yet
- Complete your required Training - user specific communications have already been sent to each user indicating which classes are required
- Plan ahead for the downtime dates - generally between April 7 and April 18
- Confirm your internet browser meets the requirements
- Watch for additional communications about the transition
- Use the help support email global.supplieronboarding@motorolasolutions.com for any questions

Supplier Webinar Schedule

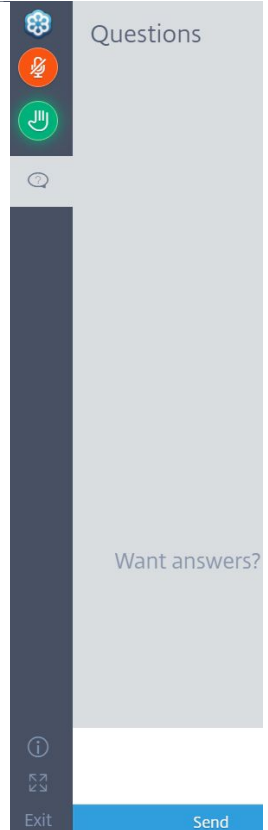


- **External Sessions -**

- Session A: Mon Mar 27, 10 AM CST
- Session B: Mon Mar 27, 9 PM CST
- Session C: Tue Mar 28, 1 PM CST
- Session D: Wed Mar 29, 9AM CST
- Session E: Wed Mar 29, 8PM CST
- Session F: Thu Mar 30, 11AM CST

Questions???

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Q&A



Alan Zindler



Carmen Osornio

A vibrant green field of grass or crops stretches across the foreground and middle ground, leading up to a gentle horizon line. The sky above is a clear, bright blue, dotted with soft, white, fluffy clouds. The overall scene is bright and cheerful.

THANK YOU!!!

A wide-angle photograph of a lush green field, possibly a meadow or a field of wildflowers, stretching towards a gentle horizon. The sky above is a clear, vibrant blue, dotted with soft, white cumulus clouds. The overall scene is bright and serene, suggesting a peaceful outdoor setting.

BACKUP SLIDES

Summary of the New P2P Solutions

Solution Description	Suppliers Impacted
Oracle iSupplier: 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	Component, Manufacturing and Services suppliers
Oracle Collaborative Planning: Provides advanced capabilities for communicating, planning, and optimizing supply and demand information	Component and manufacturing suppliers
Oracle Sourcing: Facilitates collaboration and negotiation on existing goods and services as well as new opportunities.	All suppliers
Oracle Agile: 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.	Component manufacturers supplying MSI and MSI outsource partners
Punchout Catalog: 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.	Mostly high volume suppliers for Indirect goods purchases who support punchout to supplier website
Transcepta: Supports third party electronic transaction services such as purchase orders (POs from Motorola Solutions to suppliers) and purchase order acknowledgement, advanced ship notice and invoices (from supplier to Motorola Solutions).	High invoice and PO volume suppliers
Fieldglass: Fully integrated procure to pay tool for contract labor: requisitioning, sourcing, time card approval, and management reporting	Contract Labor suppliers