



Motorola Solutions Procure to Pay Systems Transformation

**Supplier Communication Session
November 2016**

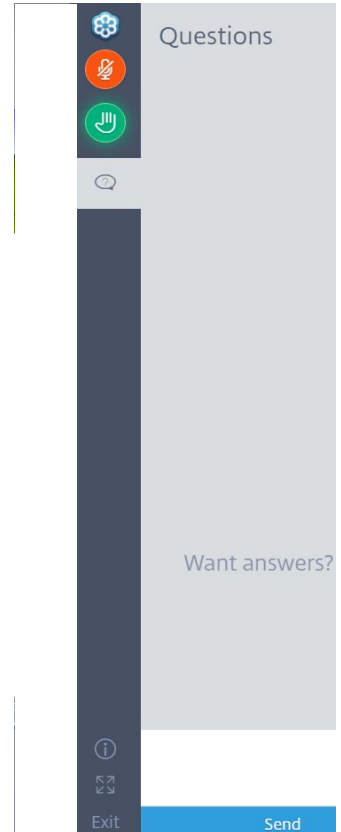
MSI Supplier Communication Leads

- 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: Inform suppliers about our systems transformation, request supplier assistance to get prepared for the cutover
- Topics: Focus on supplier “on-boarding”: systems changes, the new solutions that suppliers will use, timeline, and supplier communications to date, request for supplier users
- Plan to do monthly updates until go-live (currently early 2017)

What is Supplier On-boarding ?

- All activities to get suppliers ready to do business (i.e. transact, receive orders, get paid etc) with Motorola Solutions in the new environment

Includes: Supplier contact set-up

Supplier user account set-up

Supplier connectivity to the new tools

Training

Help & support

Motorola Solutions ERP Transformation

- Motorola Solutions (MSI) has launched an initiative to transform the systems and processes used to sell, order, make and deliver products and services to customers.
- This is the largest internal systems transformation ever undertaken and it will provide the fundamental infrastructure needed to better serve our customers
- Many legacy systems will be consolidated into one Oracle instance replacing existing supplier collaboration, purchasing, electronic communications and visibility tools used with suppliers today.
- The transformation will make it easier for suppliers to do business with Motorola Solutions by consolidating the Procure to Pay (P2P) systems and transitioning to standard solutions.
- **Approximately 4,000 suppliers will need to be ready to do business by Day 1 which is currently planned for early 2017. The rest of the suppliers (~ 16,000) will be brought on in a phased approach post go-live**

Summary of the New P2P Solutions

Solution Description	Suppliers Impacted
<p>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</p>	<p>Component, Manufacturing and Services suppliers</p>
<p>Oracle Collaborative Planning: Provides advanced capabilities for communicating, planning, and optimizing supply and demand information</p>	<p>Component and manufacturing suppliers</p>
<p>Oracle Sourcing: Facilitates collaboration and negotiation on existing goods and services as well as new opportunities.</p>	<p>All suppliers</p>
<p>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.</p>	<p>Component manufacturers supplying MSI and MSI outsource partners</p>
<p>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.</p>	<p>Mostly high volume suppliers for Indirect goods purchases who support punchout to supplier website</p>
<p>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).</p>	<p>High invoice and PO volume suppliers</p>
<p>Fieldglass: Fully integrated procure to pay tool for contract labor: requisitioning, sourcing, time card approval, and management reporting</p>	<p>Contract Labor suppliers</p>

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)

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!

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

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!

Sourcing

DESCRIPTION

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

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

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.

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

Transcepta

DESCRIPTION

Transcepta is a cloud-based, third-party service to support Purchase Orders, PO acknowledgements, advanced ship notices, and invoices

HIGHLIGHTS

- Transcepta will replace OB10/Tungsten for eInvoicing
- 100% free to all suppliers
- Will handle electronic transmission of PO's and invoices for high volume suppliers (~ 400)
- Transcepta will coordinate the on-boarding with suppliers
- Pilot with 25 suppliers currently underway

Fieldglass

DESCRIPTION

SAP Fieldglass is the vendor management system that will be used to automate Motorola Solutions' flexible workforce management (i.e. Contract Labor)

HIGHLIGHTS

- Fieldglass is replacing Emptoris as the contract labor requisition and reporting tool. The phase 1 launch of Fieldglass was October 16, 2016
- Phase 2 of Fieldglass will launch in early 2017 with the overall project launch, and it includes the Contract Labor suppliers involved in projects tied to project numbers and task IDs.
- Fieldglass will house the complete process from requisition and timekeeping, to direct file load to AP system for payment
- Kelly Vendor Managed Services (KVMS) will do most of the supplier onboarding to Fieldglass

Supplier Communications to Date

PROJECT NAME	PURPOSE	SENT
Announcement to ALL suppliers	To communicate with all suppliers that MSI is migrating to a new operating platform and to request primary contact information collected in a survey	Mar-2016
Announcement to ALL Suppliers Restate	To communicate with all suppliers the new timing AND to request primary contact information collected in a survey	May-2016
Production (TPC) Suppliers Awareness of Migration off TPC	To notify TPC suppliers of the migration to Oracle Collaborative Planning and iSupplier	May-2016
Transcepta PILOT Suppliers	To notify select Transcepta suppliers of necessary actions to migrate to Transcepta more specifically to register then connect to enable SIT2 testing	Jun-2016
Users by Solution	To obtain supplier input identifying which users will need to access the various solutions: Transcepta, iSupplier, Sourcing, Collaborative Planning, Agile	Jul-2016-Oct 2016

Our ask of you: send us your users!!!

Users By Solution

You have been identified as a key contact for your company. MSI needs your help identify the users from your company and provide their contact information based on the targeted supplier solutions

****NOTE:** This form will allow you to identify up to FIVE USERS per solution. If you have additional users, use the comments section to provide details OR submit an additional form **

*** Required**

Once information is gathered, MSI will work with your identified USERS to establish accounts, training, and any updates in the upcoming months

Your Supplier Name *

Your answer

Your Email *

Your answer

Your MSI supplier ID (must contain 7 numbers, including any leading zeros) Note: if you do not have your supplier number, please put N/A) *

Your answer

Transcepta, Sourcing, iSupplier

NEXT

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Never submit passwords through Google Forms.

- Identify your users by responding to the online form provided in the communication emails
- Received information will be used to:
 - Confirm and set-up user accounts
 - Identify training participants
 - Confirm system access
- 30% of our suppliers have already submitted their proposed users, thank you!
- If you have not yet identified users, MSI will be reaching out for your collaboration and support

User identification by end of November is critical for successful Day1 launch!

User Request email

- If you have any questions regarding the online form, or misplaced your communication note and unable to submit your feedback, please reach us at:

global.supplieronboarding@motorolasolutions.com



September 2, 2018

To: Motorola Solutions suppliers

REMINDER: Action Requested by Motorola Solutions: Solution User Identification

Dear Valued Supplier,

In late July, we sent an important communication to you regarding our systems and process transformation. The purpose of the communication was to give you an overview of our Oracle system integration program and associated Procure to Pay (P2P) solutions that will affect the way you do business with Motorola Solutions in the future. A copy of that letter is replicated below.

As part of the communication we requested that you provide to Motorola Solutions a list of proposed users who would need to be engaged and trained in the Procure to Pay (P2P) solutions for future access. A response was requested by August 5; however per our last data retrieval, this has not yet been received from your company. If you have not already done so, please refer to below instructions on how to provide the information.

This is a polite reminder that having this information is vital to complete your onboarding and training for these solutions. If we cannot onboard your solution users then this will affect your ability to receive purchase orders from Motorola Solutions and submit invoices to Motorola Solutions in the future.

We look forward to receiving these details soon.

Dear Valued Supplier,

In early June you received a communication about our initiative to transform the systems and processes we use to sell, order, make, and deliver products and services to our customers. This initiative includes several solutions and we have determined that you will most likely be using: Transcepta, iSupplier, Oracle Sourcing, Oracle Collaborative Planning, Agile, and Punchouts. These solutions will be accessed by people at your company so we need to share further information with each other to ensure business operations continue effectively during transitions.

Supplier Users Needed

Oracle Tool	Suggested User(s)
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

Critical Milestones: 2016

Sept

- Training course outline developed for P2P solutions
- Help desk support process & deployment plan completed
- Complete user data request for Day 1 suppliers

Oct

- Webinar with MSI internal teams
- UPK & other training outlines developed
- Follow up request for supplier users

Nov

- Supplier webinar communication meetings start

Dec

- Supplier webinar communication updates
- Load of user accounts to MSI system tools
- UPK & training material available

Critical Milestones: 2017

Jan

- **Supplier accounts active**
- **Supplier webinar update on solution status**
- **Training material loaded to portal – preparation for training**

Feb

- **Supplier Training starts**
- **Notification to suppliers on system cutover plan**
- **Train help desk**

Mar

- **Supplier Training continues**
- **Follow up with suppliers on training completion**

Q2

- **Supplier Training continues**
- **System cutover**

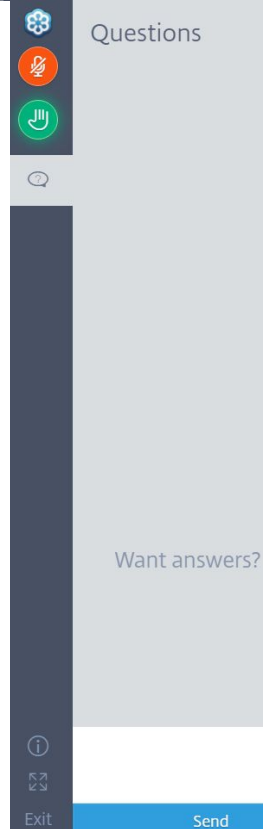
Supplier Webinar Schedule



- First sessions:
Americas/EMEA
Nov 7 & 10, 10-11 am CST
APAC
Nov 7 & 10, 9-10 pm 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!!!