

Exostar SupplyPass Overview Specific to Platform Solutions Suppliers

Supplier Conference - Objectives and Agenda

- Objectives:**
- 1. Present the BAE SYSTEMS e-commerce strategy**
 - 2. Explain the role of the Supplier**
 - 3. Answer any queries and concerns**
 - 4. Agree next steps**

- Agenda:**
- 1. Introduction to e-Commerce Connections Project**
 - 2. BAE SYSTEMS overview of e-Commerce**
 - 3. Platform Solutions e-Commerce Activities**
 - 4. Next Steps**
 - 5. Q&A**

Introduction to the e-Commerce Connections Team



Platform Solutions

Jerry Grable

e-Business Project Manager

e-Commerce Connections Support

Prakash Patel

Supplier Adoption Co-ordinator

Exostar

Brent Maloney

Supplier Account Manager

Background



- **By now, Exostar has provided you with detailed SupplyPass training, which has given you a detailed run-through of SupplyPass and the process of exchanging procurement transactions between yourself and BAE SYSTEMS**
- **The Platform Solutions PO's that you will be receiving in SupplyPass will look quite a bit different to the paper orders. So, as a result, we have compiled this training material to help familiarize you with some of the Platform Solutions specifics related to this new electronic process**

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Scope of the Project

- **Platform Solutions sites included in this deployment are ;**
 - **Fort Wayne, Johnson City, Ontario, Redmond and Los Angeles**
- **For the above sites Platform Solutions will be sending ;**
 - **Purchase Orders and Purchase Order Changes**

And receiving ;

 - **Purchase Order Responses and Purchase Order Change Responses**
- **The specific Order Types that will be sent electronically are ;**
 - **Standard Orders, Blanket Agreements and Blanket Releases**

Initial Supplier Adoption Plan

- **A structured Supplier Adoption Plan is in place with the initial adoption and go-live of suppliers split into 3 major groups:**
 - **Platform Solutions is going live with pilot deployment of 3 suppliers**
 - **Following go-live, a further 40 suppliers to follow**
 - **66 further suppliers to be adopted shortly thereafter**

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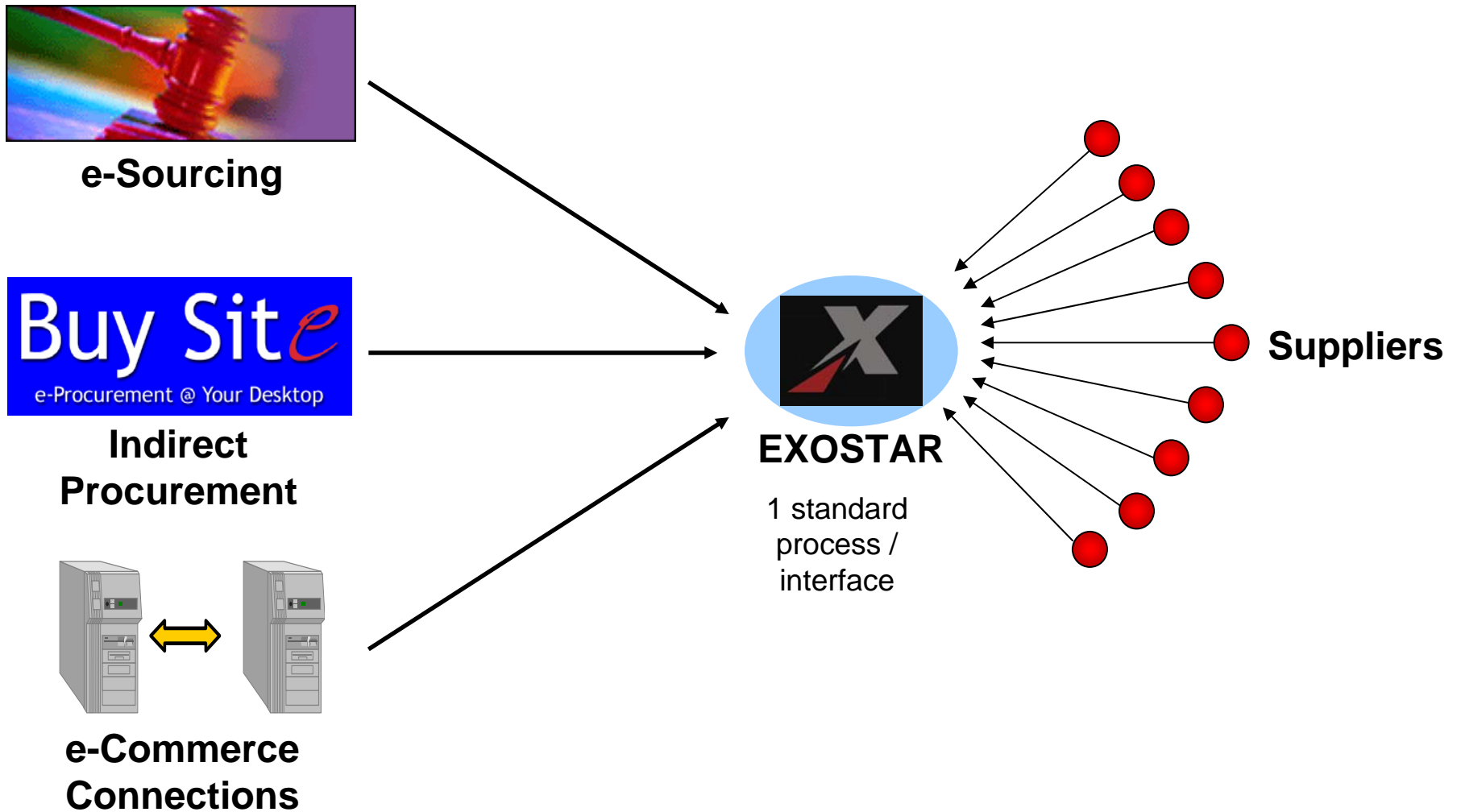
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- **Exostar is an independent, neutral electronic marketplace designed to increase the efficiency of transactions and collaboration across the Aerospace & Defense supply chain through web based technologies**
- **Exostar provides a standardized approach for electronic trading:**
 - **standard information formats (Purchase Order, Invoice etc...)**
 - **combined and public infrastructure**
 - **central access for customers and suppliers**
 - **managed service (providing training, upgrades and support)**
- **Through the support of Boeing, Rolls-Royce, Lockheed Martin, Raytheon and BAE SYSTEMS, Exostar is the Aerospace & Defense industry electronic trading standard**



Exostar connects e-Procurement tools across BAE SYSTEMS to our supply chain



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Order Notification Functionality

- **The Exostar training will have stated that:**
“Once an order is opened, printed, or exported, its status is automatically set to Processing and a response is sent to the buyer”
- **Platform Solutions has suppressed this functionality**
- **In addition, you will not be able to view subsequent changes until the PO has been formally responded to**
- **Therefore, it is important that you formally respond to each PO with a status other than Processing**

Migration of Purchase Orders - Process



- **Following go-live, Platform Solutions will migrate all open “Approved” paper PO’s to SupplyPass.**
- **Supplier verifies receipt of Migrated Orders in SupplyPass**
- **Once the PO migration process has been completed, all future procurement transactions shall be conducted electronically**

PO Migration Details

- **Migrated PO's will be labelled as "Migrated" by the Purchase Code at the Header Level.**
- **In addition, a header comment will be placed on each PO identifying it as an electronic copy of an existing paper PO and that it is not a new order**
- **The revision/amend number of the existing paper copy will be located in the Order References Section at the PO Header level. The supplier should check revision/amend number for any possible changes.**



Print

Create XML or CSV

History

Expand All

Collapse All

Purchase Order : 25163-Rel 14

Number of Queued POCS: 0

BUYER Info / BILL to / SHIP to**Buyer:**Assigned by buyer or
buyer's agent beab941c-78d0-1000-a4af-
0a1c0c090001
BAE Systems Platform
Solutions
2000 Taylor Street
Fort Wayne, USIN 46802
US**Bill To:**Assigned by buyer or
buyer's agent N/A
BAE Systems Platform
Solutions
ACCOUNTS PAYABLE
PO BOX 2587
FT WAYNE, USIN 46801-
2587
US**Ship To:**Assigned by buyer or buyer's agent N/A
BAE Systems Platform Solutions
1930 SOUTH VINEYARD AVE.
PRODUCTION
ONTARIO, USCA 91761
US**Buyer Contact:**JONES, TRACY T
TelephoneNumber : (800)2388126
EmailAddress : tracy.jones2@baesystems.com**Billing Contact:**Invoice Queries
TelephoneNumber : (260)4345000**Shipping Contact:**See Line Item Schedule for the Shipping Contact
TelephoneNumber : (909) 9477600**General Information****Order Date:**

Oct 8, 2003 5:27 PM

Order Type:

Other: Blanket Release

Release Number:**Invoice Medium Type:****Account Code:**

BAE Systems Platform Solutions

Allow Partial Shipment:**Purpose:**

Other: Migrated

Requested Response:**Quote Reference Number:****Quote Reference Date:****Language:**

English

Currency:

U.S. Dollar

Requested Delivery Date:**Requested Ship Date:****Part Location:**

Platform Solutions SupplyPass Fields



- **The electronic PO's you will be receiving in Exostar's SupplyPass will be structured quite a bit differently than the paper PO's you currently receive.**
- **In order to make your task of reviewing the new SupplyPass PO easier, the following slides list some of the more frequently reviewed fields and where the associated information is located on the SupplyPass PO.**
- **This field information is also located on your Supplier Quick Tips document**

PO / POC Field Locations



BAE SYSTEMS Platform Solutions PO Tips

The electronic PO's you will be receiving in Exostar's SupplyPass will be structured quite a bit differently than the hardcopy Oracle PO's you are use to receiving. In order to make your task of reviewing the new SupplyPass PO easier, below is a list of some of the more frequently reviewed fields and where the associated information is located on the SupplyPass PO. The fields are listed in the order in which they will appear on the SupplyPass PO.

PO Field	SupplyPass Section Name	SupplyPass Field Name(s)	Example Data
Order Type	General Information (Header level)	Order Type	Other: Standard or Other: Blanket or Other: Blanket Release
PO Amount (Blanket Order)	Order Totals (Header Level)	Total Amount for the Order:	50,000.00 U.S. Dollar
Blanket Agreement Amend #	Additional Notes (Header Level)	General Note:	On Blanket Releases, the "Blanket Agreement Amend #" will appear in the Additional Notes
Blanket Release #	Purchase Order (Header Level)	Purchase Order	On Blanket Releases, the Release # will be concatenated with the Purchase Order Number. Example: 27465 Rel-1
Part Number	Line Level	Buyer:	M22759/11-24-62
Item Revision	Product Identification (Line level)	Other Product Qualifier Other Product Code	Other: Item Revision -
Document Revision (drawing revision)	Supporting References (Line Level)	Primary Reference Number:	DocumentRevision: A
Open Document Change Notices (DCNs)	Supporting References (Line Level)	Primary Reference Number:	OpenDCN: 2456, 1326
Recurring Charges	Pricing Detail Allowance or Charge (Line Level)	Description Text	Recurring Charges: 12.00 Shipping Boxes
Non Recurring Charges	Pricing Detail Allowance or Charge (Line Level)	Description Text	Non Recurring Charges: 5000.00 Initial Equipment Setup
Line Level PO Text Requirements	Notes (Line Level)	General Note:	The following quality clauses apply. A definition of the clauses can be found at http://baesystemscontrols...
Standard Order Terms	Order References (Header Level)	Reference Description	THE GOODS AND SERVICES BEING PROVIDED WITH THIS PURCHASE ORDER...
Payment Terms	Payment Information (Header Level)	Payment Terms Code:	Other: Within 45 days Due net
Delivery Method	Terms of Delivery (Header Level)	Shipping Payment Method FOB Description	Collect ORIGIN
Transportation Method	Transport Information (Header Level)	Routing: Service Level: Shipping Instructions:	FEDXGRND Ground Don't damage equipment during setup
Header Level PO Text Requirements	Additional Notes (Header Level)	General Note:	Purchase C applies to this order

POR / POCR Field Locations



BAE SYSTEMS Platform Solutions PO Tips

The electronic PO's you will be responding to in Exostar's SupplyPass give you the opportunity to request changes to certain fields. Platform Solutions prefers that you accept the PO as received, but in the event that you wish to request a change the below fields will allow you to make those requests. Any field with which you make a change request will appear highlighted in yellow when viewed by the Platform Solutions' Buyer. This will ensure that all of your requests are considered. The fields are listed in the order in which they will appear on the SupplyPass PO.

PO Response Field	SupplyPass Section Name	SupplyPass Field Name(s)	Example Data
Supplier Reference Number	General Information (Header Level)	Supplier Ref No.	This is the supplier's PO # used to ease the supplier's cross-reference to the Platform Solutions' order.
Supplier Status of Order	General Information (Header Level)	Status	This is the supplier's acceptance status of Platform Solutions' PO. Example: "Accept"
Note to Buyer	General Information (Header Level)	Note to Buyer	"You should receive shipment on Tuesday"
Status	Line Level	Status	This is the supplier's acceptance status of this PO Line
Supplier Price	Line Level	Supplier Price	15.00
Shipment Quantity	Add Shipment Detail (Shipment Level)	Available Quantity	20
Supplier Ship By Date	Add Shipment Detail (Shipment Level)	Ship By Date	February 27 2004
Note to Buyer	Add Shipment Detail (Shipment Level)	Notes	This is all I can ship at this time. More will ship next week.
The following fields should NOT be filled in SupplyPass as they are not used by Platform Solutions			
Supplier Ship By Date	General Information (Header Level)	Supplier Ship By Date	February 27 2004
Supplier's Payment Choice	General Information (Header Level)	Payment Choice	Automated Payment Initiated
Shipment Choice	General Information (Header Level)	Shipment Choice	In Transit
Payment	Line Level	Payment	Automated Payment Initiated
Shipment Choice	Add Shipment Detail (Shipment Level)	Shipment Choice	Not Applicable unless different from Shipment Choice at Header Level

Miscellaneous PO Items

- **Note that all PO/POC Date fields now have an associated time. The Delivery Date fields at the Shipment Level will default to 5:00 PM EST, which is the expected deliver by time.**
- **Ignore the “1” located in the Transport ID field at the Shipment Level. It is a system default.**
- **Oracle PO’s currently transmit dollar fields with 3 decimal places. To avoid any issues, the supplier shall set their currency default in SupplyPass to 3 decimals.**
- **Note that the “Amount” field on a Blanket Purchase Agreement is not a committed PO value. It is the maximum dollar amount potential for that Blanket PO. The individual PO Releases issued will identify the PO commitment dollars.**

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Supplier Adoption Activities

Next Steps

- **Ensure all necessary users receiving Platform Solutions orders are trained and ready**
 - **Have attended an Exostar web-cast training session**
 - **Aware of Platform Solutions specific PO details**
 - **Ensure your organization supports this process**
- **Respond to any Orders which are migrated to your Exostar accounts**
- **Commence live trading**

Your co-operation and feedback is key to this process and welcomed at every stage of this journey.

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Questions & Answers

A full range of Exostar Training and support material can be found at:

http://www.exostar.com/support_downloads.asp

This includes:

- FAQ's**
- Administrator's Training Guide**
- User's Training Guide**
- Quick Tips Documents**

Contact Information



- **Questions related to Platform Solutions orders shall be directed to your Platform Solutions Buyer**
- **If you need assistance with SupplyPass you may contact the Exostar Loyalty Team at one of the following numbers**

Exostar Help-line

Exostar Customer Loyalty Team:

Exostar, LLC.

13530 Dulles Technology Drive,
Suite 200 Herndon, VA 20171

Tel: 703-561-0500

Toll Free Phone: 1-866-239-6782

Fax: 703-793-1763

Toll Free Fax: 1-866-981-7827

E-mail customerservice@exostar.com

e-Trade