

CISCO *Live!*



#CiscoLive



The bridge to possible

Transforming Cisco+ Hybrid Cloud Technology into Outcomes with Partners

Partner Managed and as-a-Service

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PSOGEN-1030



#CiscoLive

Cisco Webex App

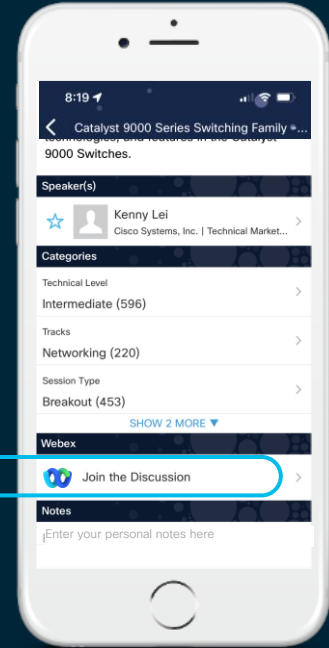
Questions?

Use Cisco Webex App to chat with the speaker after the session

How

- 1 Find this session in the Cisco Live Mobile App
- 2 Click “Join the Discussion”
- 3 Install the Webex App or go directly to the Webex space
- 4 Enter messages/questions in the Webex space

Webex spaces will be moderated by the speaker until June 17, 2022.



<https://ciscolive.ciscoevents.com/ciscolivebot/#PSOGEN-1030>



Agenda

- Introducing Cisco+ Hybrid Cloud
- As-a-Service is realized through Cisco's amazing partner ecosystem
- Use cases in action
- Take steps to learn more

Cisco

Commitment to Transform IT

“We will accelerate the transition of the majority of our portfolio to be delivered as-a-Service.”

Chuck Robbins,
Cisco Chairman & CEO



As-a-Service transition



Products and Solutions

Products



Solutions



Product focused | Domain specific

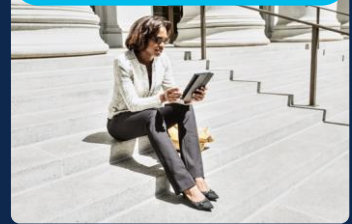


Outcomes and Experiences

Outcomes



Experiences



Heightened experience | Differentiated outcome

Simplified
customer engagement

Components
to consumption

Architectures
to outcomes

Introducing Cisco+

Cisco transformation to as-a-service

World-class Hardware
and Software, APIs
Complete solutions, extensible

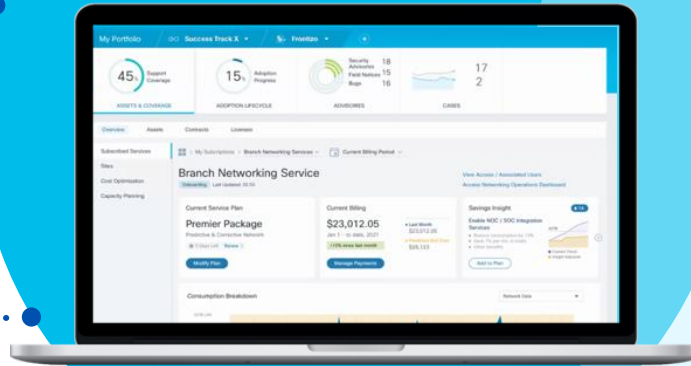
Ecosystem and Partners
More, better, faster outcomes

Flexible Consumption
Usage-based, on-demand

Analytics and Insights
Guided recommendations

Highly Reliable & Secure
Service level objectives (SLOs)

Cisco+ Experience



Open and extensible

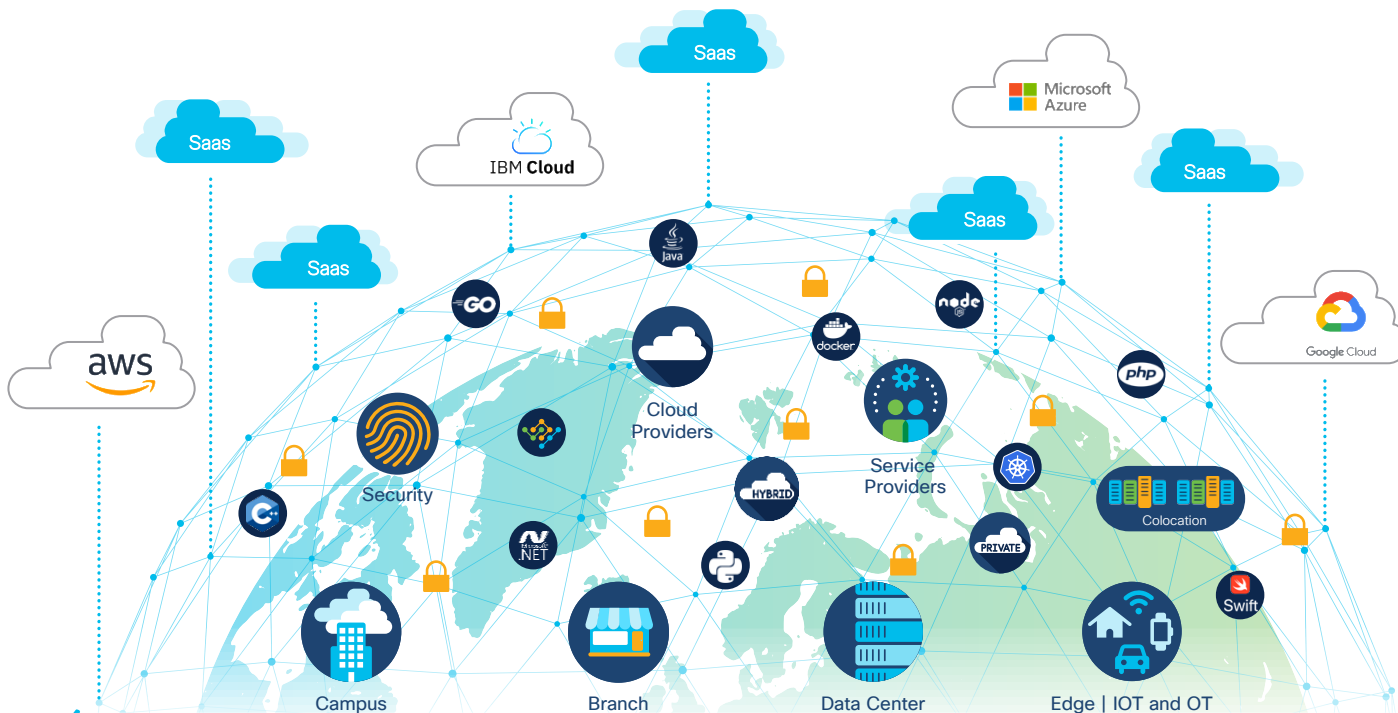
Simple

Predictable

Intelligent

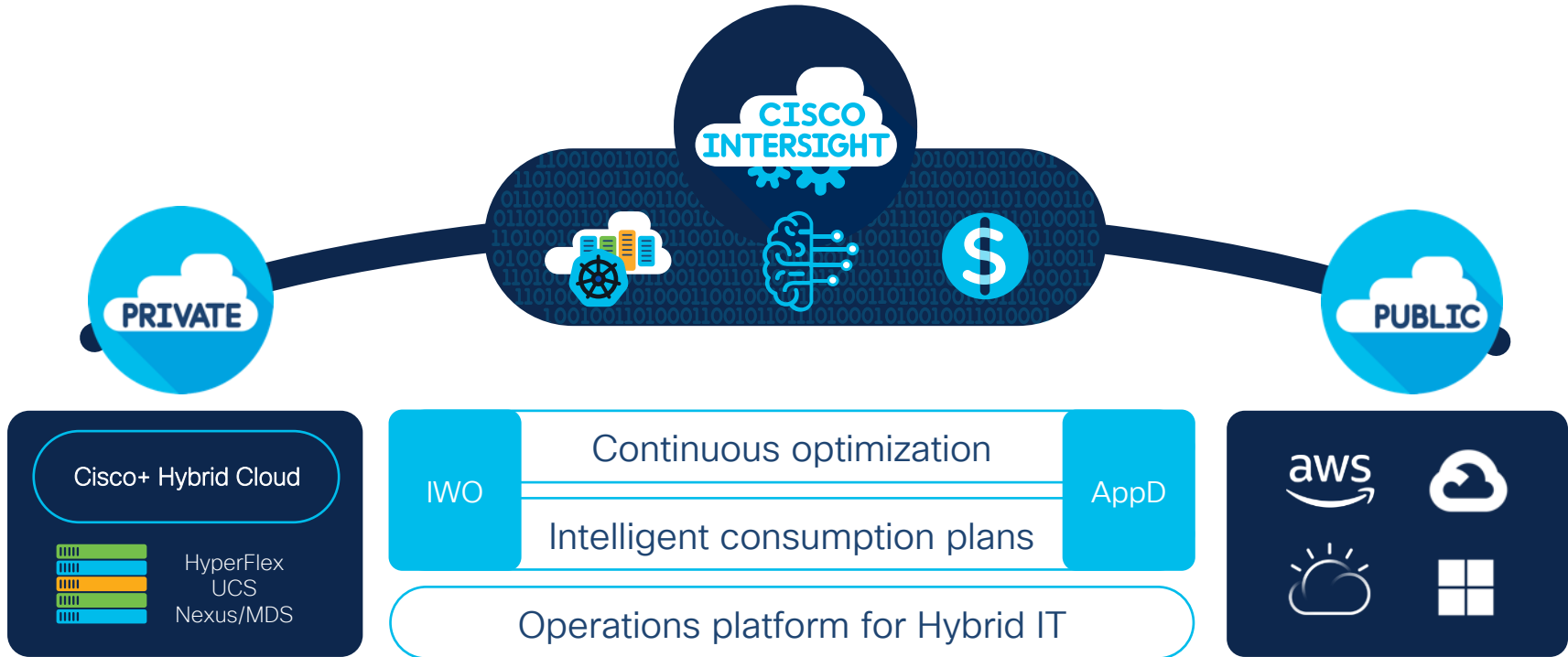
The Data Center is evolving and the new normal is a hyper-distributed, extremely diverse IT landscape

By 2025, 40% of newly procured premises-based compute and storage will be consumed as a Service, up from less than 10% in 2021¹



¹How to Evolve Your Physical Data Center to a Modern Operating Model, Gartner
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Cisco simplifies hybrid cloud operations



Introducing Cisco+ Hybrid Cloud

Full-stack, flexible consumption

- ✓ Public Cloud-Like Experience
- ✓ Flexible Consumption
- ✓ Intelligent Management

Cisco+
Experience:
Commerce and
Consumption

Platforms

Infrastructure

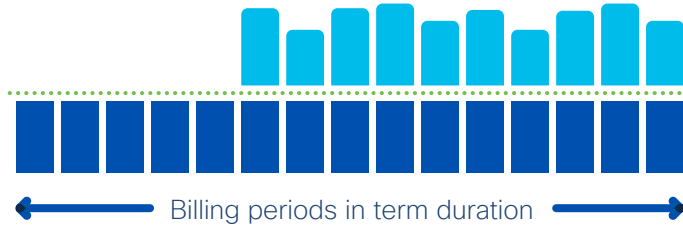


* Available as a limited release in the U.S., Canada, Australia, UK, Germany and the Netherlands

Your usage, your choice

Pay as you use (PAYU)

High flexibility offer with reserved (committed) and on demand* (uncommitted) ratios fixed

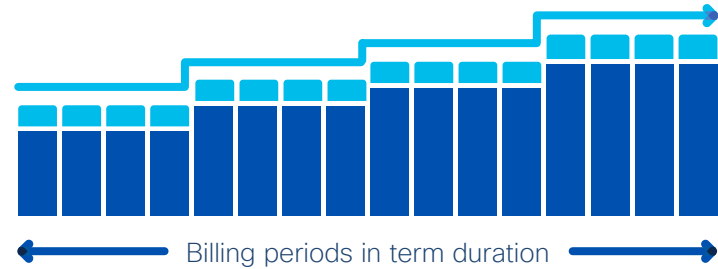


Use Case

Un-forecasted and/or flexible on-demand usage needs

Pay as you grow (PAYG)

On prem buffer (on demand*) committed once used



Use Case

Growth is anticipated, but the timing and amount of the growth is unclear

Enjoy the benefits of an on-premise infrastructure with the simplicity and flexibility of a cloud consumption model

*On Demand billing based on metered unit of measure (i.e., GB of storage, Ports in use, nodes active, GB of bandwidth used, etc.)

Experienced through Cisco CX Cloud

The screenshot displays the Cisco CX Cloud interface. On the left, a sidebar menu lists various portfolio options: My Portfolio, Campus Network, Data Center Compute, Data Center Network, Hybrid Cloud (selected and highlighted with an orange box), Integrated Secure Operations, and Meraki Network. Below the menu, a map shows consumption data for various regions, with 'All Resources' selected. The main content area is titled 'Hybrid Cloud' and features a top navigation bar with tabs: Overview (selected and highlighted with an orange box), Assets, Coverage, Licenses, and Consumption Packs. The Overview tab displays a 'Your Cisco+ Hybrid Cloud Consumption' dashboard. This dashboard includes a 'Consumption Summary of All Technologies Overall during Last 7 Days' section, a world map showing resource locations (Regina, Montreal, Toronto), and a table of resource usage. The table lists Node (139 / 211), Port (0 / 0), Memory (0 GiB / 0 GiB), Storage (100 TiB / 280 TiB), and Switch (58 / 223). On the right side of the dashboard, there is a 'Cisco+ My Hybrid Cloud Summary' section listing 5 Consumption Packs, 8 Workloads, 6 Consumption Units, and 3 Locations. Below this, a 'My Platforms' section shows the 'Interight' platform with a 'Launch' button. Orange callout boxes and lines highlight the 'Hybrid Cloud' menu item, the 'Overview' tab, the 'Cisco+ Consumption Summary' section, and the 'Launch Interight' button.

Select Hybrid Cloud to View Consumption Dashboard

Cisco+ Hybrid Cloud Summary, Assets, Coverage, Licenses & Consumption Packs/Subscriptions

Cisco+ Consumption Summary

Launch Interight

Resource	Usage
Node	139 / 211
Port	0 / 0
Memory	0 GiB / 0 GiB
Storage	100 TiB / 280 TiB
Switch	58 / 223

CISCO+
My Hybrid Cloud Summary

- 5 Consumption Packs SubRef-2, SubRef-3, Su... >
- 8 Workloads Blades, MDS Premier, M... >
- 6 Consumption Units SubGroup-1-1, SubGrou... >
- 3 Locations Regina, Montreal, Toronto >

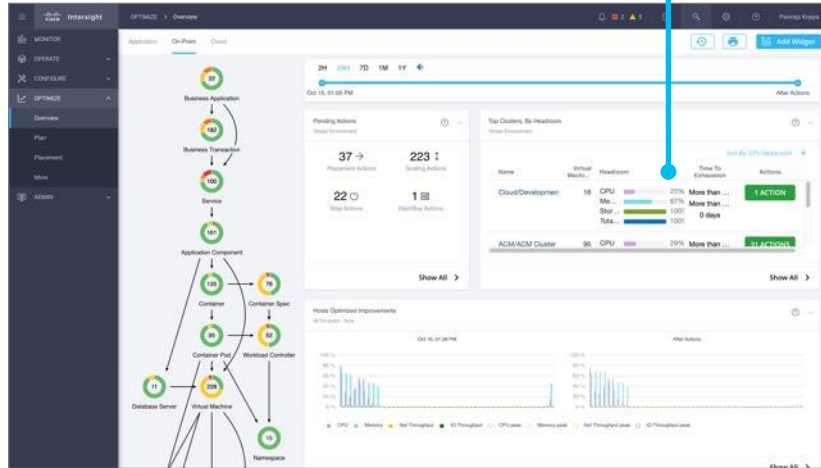
My Platforms

- Interight Launch

Optimize resources with intelligent consumption

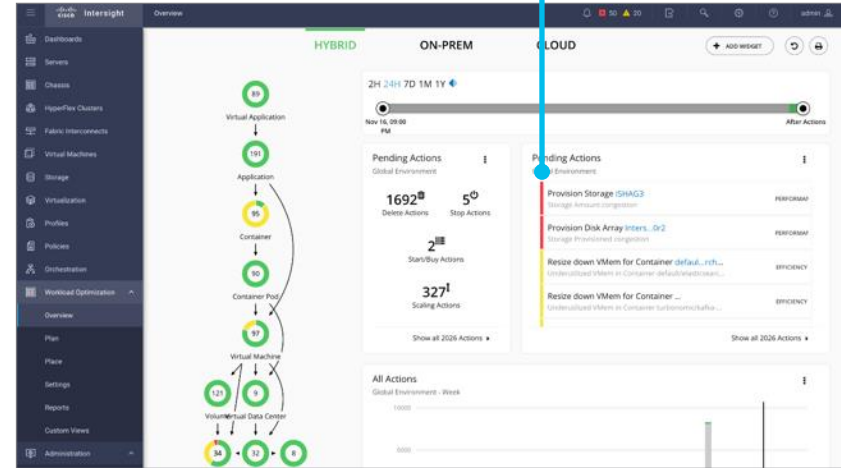
On-premises

Packing the most workload onto the least infrastructure



Hybrid

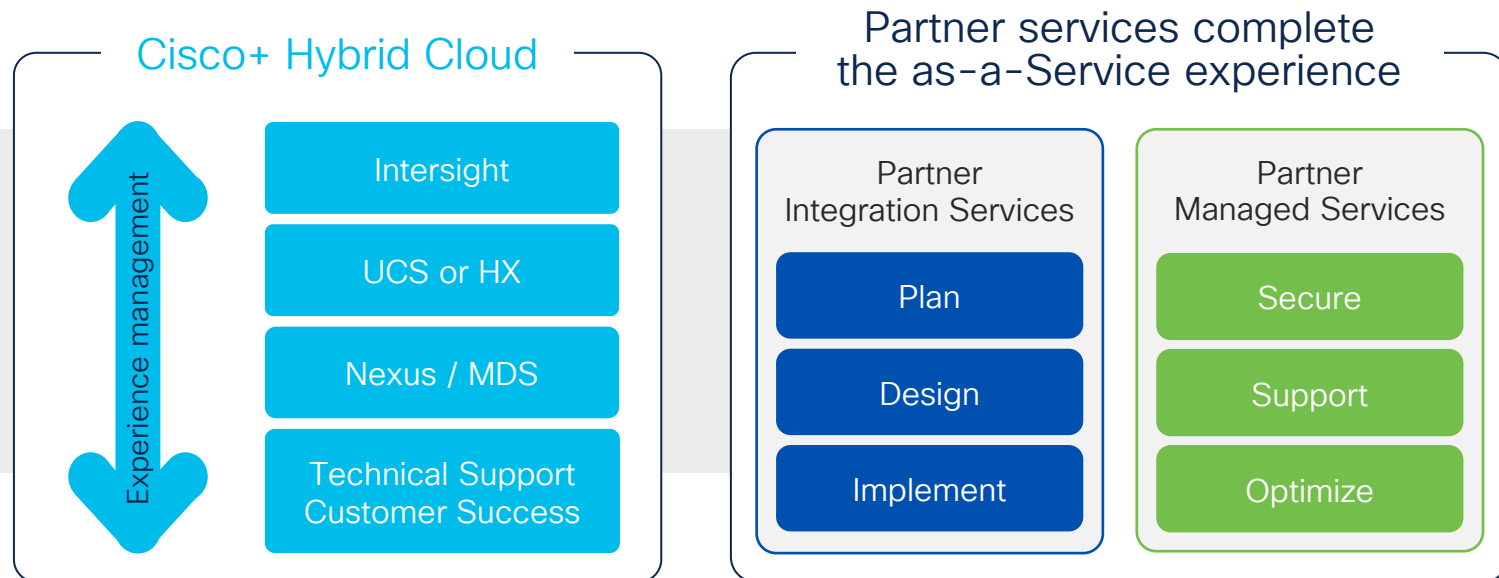
Locating workloads in the most efficient location



* Enabled by optional IWO

Cisco+ our incredible Partner ecosystem

Enabling just-right transformation to as-a-service



Experience management, technical support, and customer success have either Partner-led or Cisco-led delivery models, depending on whether the offer is delivered as part of a managed service.

Success stories



Insight services

with Cisco+ Hybrid Cloud








	Essentials	Advanced	Premier
Assigned Client Success Manager	✓	✓	✓
System health monitoring via Cisco Intersight	✓	✓	✓
Flexible billing options	✓	✓	✓
24/7/365 technical support	✓	✓	✓
Advanced system monitoring and alerting		✓	✓
Request fulfillment		✓	✓
Incident and problem resolution		✓	✓
System software patching		✓	✓
Capacity planning and performance reviews			✓
Infrastructure assessments and key business activity reviews			✓

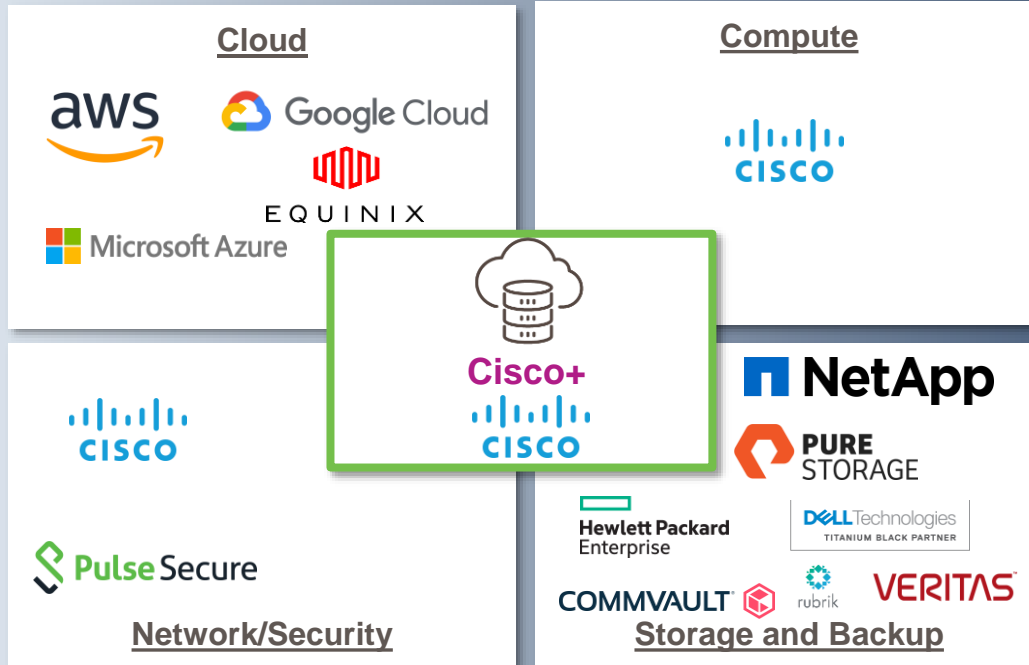
Getting started is easy.

Visit solutions.insight.com/contact-us to connect with our team.

Process and outcomes

Service level	What we provide	How we deliver	Measurable results
Essentials services	 Support	<ul style="list-style-type: none"> Billing and client success management 24/7 technical support 	<ul style="list-style-type: none"> High client satisfaction rates Maximum uptime
Advanced services	 Security and notifications	<ul style="list-style-type: none"> Patch management Monitoring and event management Service configuration management 	<ul style="list-style-type: none"> Up-to-date systems Increased transparency and security
Premier services (or add-on services)	 Resolution	<ul style="list-style-type: none"> Problem and incident management Change enablement and request fulfillment 	<ul style="list-style-type: none"> SLOs achieved; SLA met Increased governance and reduced risk Reduced incident resolution time
	 Optimization	<ul style="list-style-type: none"> Capacity, performance, and cost management Service continuity management 	<ul style="list-style-type: none"> Continual optimization Data-driven decision-making
SOW/Service hours	 Implementation	<ul style="list-style-type: none"> Comprehensive planning Skilled resources Projects managed through to completion 	<ul style="list-style-type: none"> Regular communication and follow-ups Projects managed to time and cost expectations

Complete services in a single partner



Market rapidly expanding

- Many start with storage and expand to aaS for all infrastructure.
 - Compute
 - Data Protection
 - Network

Portfolio companies are not a threat

- We can provide full portfolio
- Portfolios coming but slow

Strategic solutions for Keystone

- FlexPod
- FlashStack
- Cloud integration
- Hosted



Long View OneCloud with Cisco+ Hybrid Cloud

Long View,
the Cloud Experts



Plan/Design | Implement | Optimize | Support



Gold Integrator
Gold Provider
Advanced Data Center Specialized
Customer Experience Specialized

Additional details:

- Dive deeper into what's possible by visiting <https://www.longviewsystems.com/onecloud/>
- Reach out to Long View to learn more engage@lvs1.com

Cisco+ Hybrid Cloud Americas partners



Storage partners



Cisco+ Hybrid Cloud EMEA partners



Storage partners



Learn more with these next steps



Attend / [listen](#) to relevant sessions

SD-WAN is going managed:
is SASE next? - PSOGEN-1028

How to supercharge your Next-Gen
network with AIOps and Managed
Services - BRKNWT-2208

Don't Panic!! The New Hybrid
Workplace can be Operated
and Managed - BRKOPS-2513



Connect with us

Meet us in booth #3562

See a demo of Cisco+ Hybrid
Cloud on the Showcase floor

Book a meeting with our
Engineer, Sanjit Aiyappa (via
our Booth) to discuss Hybrid
Cloud and Sovereign Cloud



Talk to a Cisco+ Hybrid Cloud Partner @ Cisco Live



Booth #1770 & 1200



ConvergeOne

Booth #3444



Booth #1970



Booth #2150



NTT LATAM

Booth #C-35



Booth #3271



PURESTORAGE

Booth #C-29, 1451, 1554

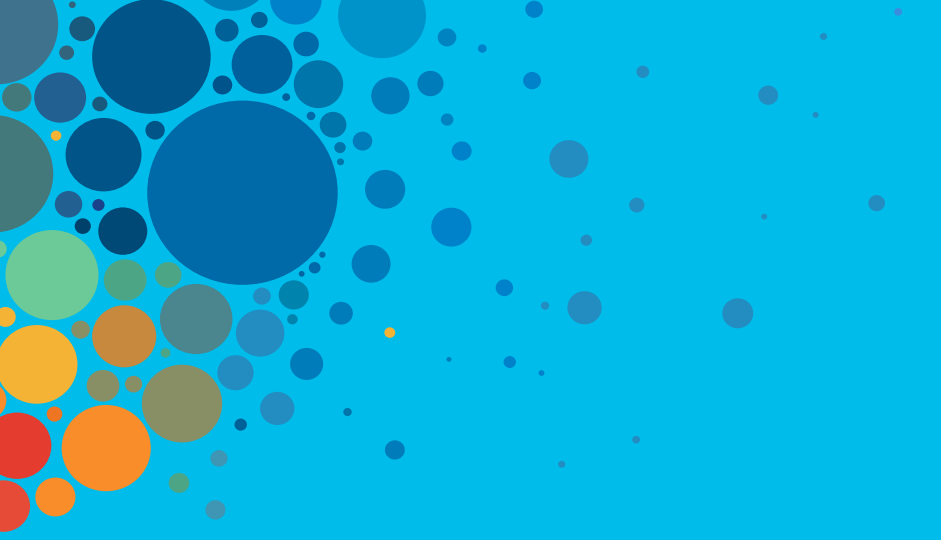


Booth #1756

Technical Session Surveys

- Attendees who fill out a minimum of four session surveys and the overall event survey will get Cisco Live branded socks!
- Attendees will also earn 100 points in the Cisco Live Game for every survey completed.
- These points help you get on the leaderboard and increase your chances of winning daily and grand prizes.





Continue your education

- Visit the Cisco Showcase for related demos
- Book your one-on-one Meet the Engineer meeting
- Attend the interactive education with DevNet, Capture the Flag, and Walk-in Labs
- Visit the On-Demand Library for more sessions at www.CiscoLive.com/on-demand

Cisco Learning and Certifications

From technology training and team development to Cisco certifications and learning plans, let us help you empower your business and career. www.cisco.com/go/certs

Pay for Learning with Cisco Learning Credits

(CLCs) are prepaid training vouchers redeemed directly with Cisco.



Learn

Cisco U.

IT learning hub that guides teams and learners toward their goals

Cisco Digital Learning

Subscription-based product, technology, and certification training

Cisco Modeling Labs

Network simulation platform for design, testing, and troubleshooting

Cisco Learning Network

Resource community portal for certifications and learning



Train

Cisco Training Bootcamps

Intensive team & individual automation and technology training programs

Cisco Learning Partner Program

Authorized training partners supporting Cisco technology and career certifications

Cisco Instructor-led and Virtual Instructor-led training

Accelerated curriculum of product, technology, and certification courses



Certify

Cisco Certifications and Specialist Certifications

Award-winning certification program empowers students and IT Professionals to advance their technical careers

Cisco Guided Study Groups

180-day certification prep program with learning and support

Cisco Continuing Education Program

Recertification training options for Cisco certified individuals

Here at the event? Visit us at **The Learning and Certifications lounge at the World of Solutions**



The bridge to possible

Thank you

CISCO *Live!*



#CiscoLive

Cisco Sovereign Cloud

Sovereign Cloud

Private cloud located and managed entirely in-country

- **Geographic** sovereignty built entirely in-country
- **Operational** sovereignty with in-country partners and staffing
- **Data sovereignty** hosted in-country

Features and benefits

- Robust PaaS layer with self-service catalog
- **Multicloud orchestration** and management
- **Multitenancy** and utilization telemetry for infra-org consumption-based billing

Fully Air-gapped Sovereign Cloud

A sovereign cloud without any connections to outside networks

- A private cloud architecture for complete **control**
- A fully **air-tight PaaS**
- **Public cloud-like experience**

Features and benefits

**same as sovereign cloud with additions:*

- **Isolated** from outside networks
- Rigorously **secure**