



Possibilities

#CiscoLive

IT Transformation: Enabling Business Agility

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CISCO *Live!*

#CiscoLive

The Cisco logo, consisting of the word "CISCO" in a bold, sans-serif font, with a stylized bridge icon above it.

Business Asks & Opportunities

Value

- Emerging business models
- Secure & flexible digital platform
- Advisory engagement with Customers

Speed

- Time to market at cloud scale
- Agile development & release
- Business agility

Simplicity

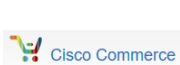
- Standardized & catalog-based offers
- Cost transparency
- Self-service consumption

Operational Excellence

- Always on & reliable
- DevOps & SRE operating model
- Cost efficient

Cisco: Spectrum of Workloads

An Evolving Operating Model



2000 business apps
+ **300** SaaS in use

Dev
Build



Test
Release

50 product engineering apps
(for **40K** developers)



APPDYNAMICS



50+ SaaS assets
(revenue generating)

Evolving Operating Model

Full Stack

Business Capabilities
App DevSecOps
Infrastructure Services

Infra Provider

Platform & Tools

Cloud Enabler

Role of IT Varies

IT Application Deployment Strategy

Leading Decision Factor

Workload Segment



Business / Value-led
Commodity / Compliance /
Business Agility

Commodity & Niche Services
(Productivity, CRM, Data Sovereignty,
Compliance, Analytics, Global Reach)



**SaaS &
Cloud**



Efficiency-led
Ops Excellence / Dependencies

Core Business Platforms
(COTS + Build + General Purpose)



Hybrid



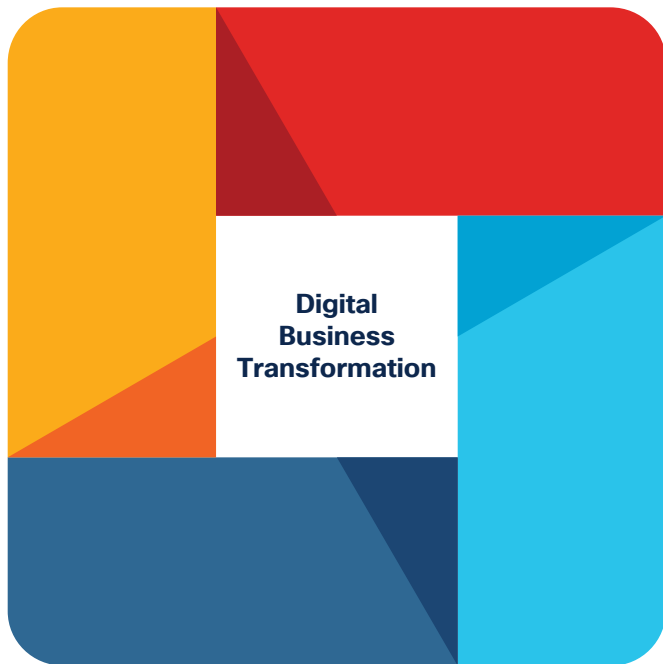
Risk-led
Core / Customized

Core Transaction Systems
(ERP + Critical Foundation)
Extensions / dependencies



On-prem

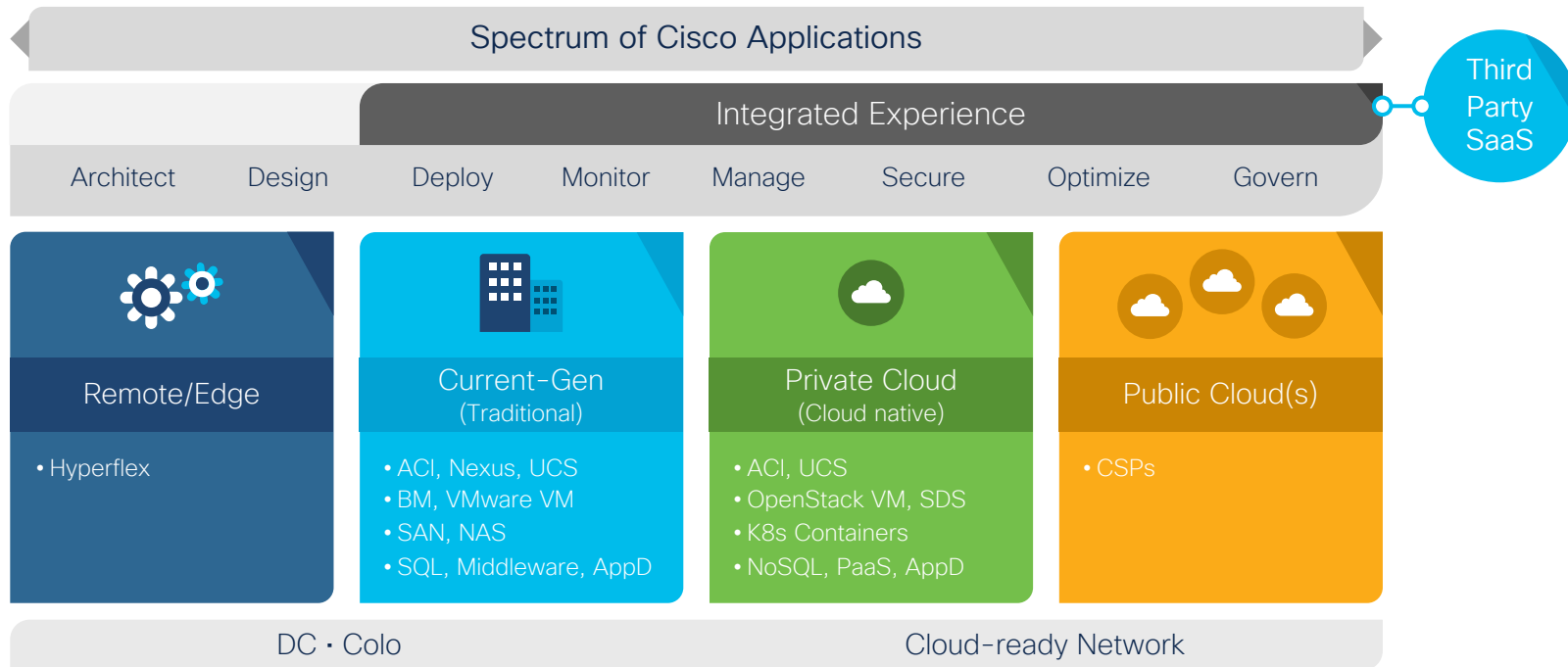
Secure & Flexible Platform for Digital Business



Priorities

- 1** Transform Infrastructure
Infra-as-Code (IaC)
- 2** Modernize Platform
Standards based cloud platform
- 3** Modernize Application
Cloud-native transformation (CNT)
- 4** Enable Cloud Operating Model
Self-service, Agile, DevOps, SRE

Infra 2020 – The right infra for your workload



1

Infrastructure Journey

World of
Transactions



Systems to
Systems



Digital
IT + LoB + Partner

Consolidate (DC)



Virtualize UCS (x86)



Programmable,
Software Defined



Evolving Operating Model

Enable
Secure
Connect
Manage
Govern

SaaS | **Buy**



Cloud-native | **Build**



Current-gen | **Modernize**



2

Modernize Platform



API Driven
with SLA



Self-Service
"Non-blocking"



Tenant Services /
Cloud Ops



Flexible
consumption



UCS / OpenStack



NoSQL DBs



Containers (K8s)

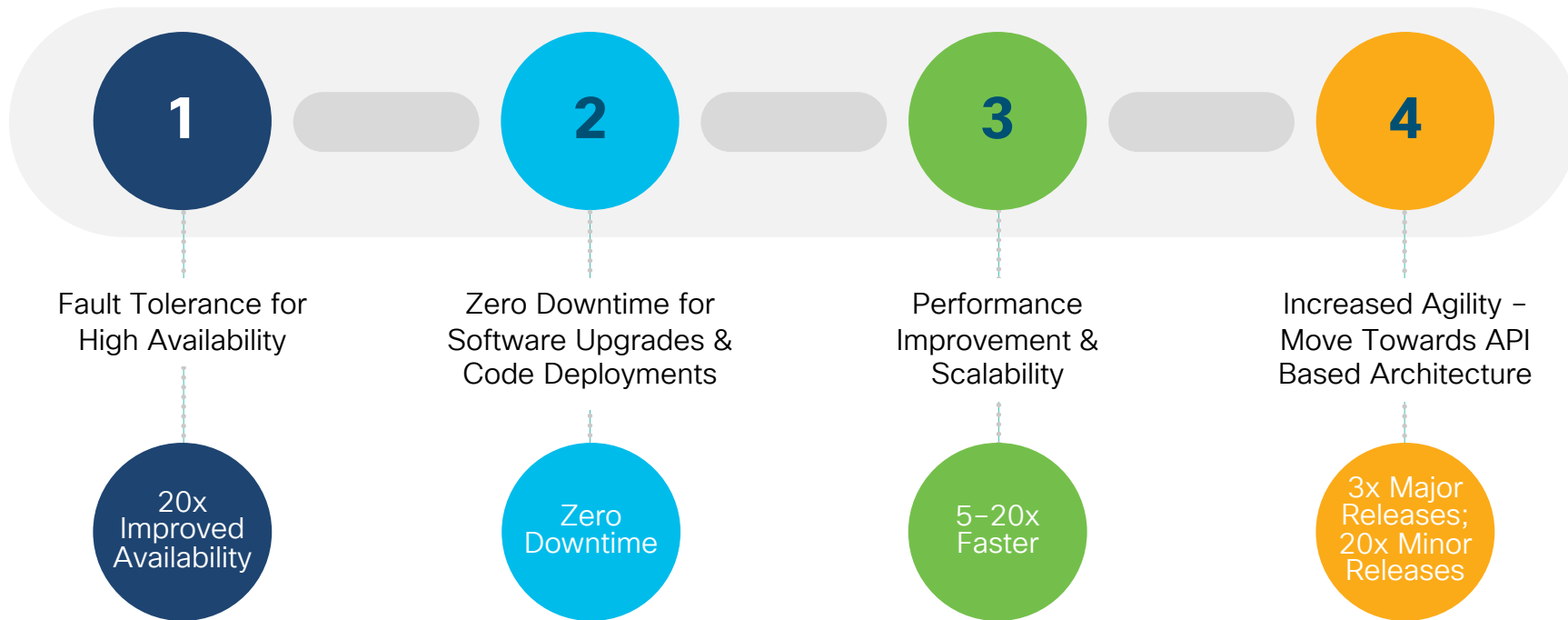


Dedicated ACI Fabric

(multi-tenancy L3 & network provider policy)

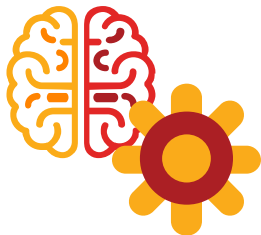
Why Cloud Native?

Cisco Commerce Renewal Proofpoint (Part of Multi-Billion/Q Business)



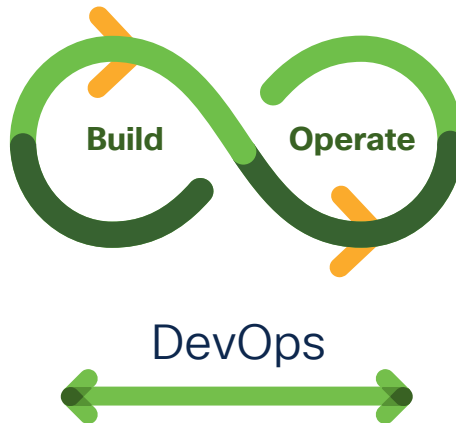
Cloud Operating Model

Mindset Change



Simplification	Infra-as-Code
Experience	API first
SLA	Reliability Engineering
Security	Digitization

Operating Model Change



Delivery Model Change



Agile

User Stories
Backlogs
Sprints

4

Mindset and Culture of Speed & Agility

“Fail small,
fail fast”

“If it’s not
automated, it
does not exist”

“Think product /
MVP, not project
or process”

“Infrastructure
is a software
product”




“Non-blocking”
No app team
should ever wait
for infra

“For every hardware
problem there is a
software solution”

“MVP – Agile
approach”

Transformation – Benefits to Date

	“Current-Gen”	Cloud-Native
Availability	99-99.5%	99.9-99.99+%
Performance	2-15 seconds (95%)	< 500 ms (99%)
Zero-downtime deployment	n/a (planned downtime)	> 50 / quarter (no business impact)

 Commerce Renewals \$2B+, 147K orders 23M lines renewed per qtr	 One Identity 12M users 600K logins per day	 My Cisco Entitlements 400K TAC cases 3M SW downloads 150K RMA orders per qtr
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Possibilities

Learnings

Engineering
Excellence

+

Operational
Excellence

=

Business
Agility



Thank you



Possibilities

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