The bridge to possible

Cisco Nexus Cloud and Nexus Dashboard

Flexing Your Choice Muscle with aaS or as-a-Product

Mayuri Kulkarni, Director, Product Management, Cisco Networking
Usha Andra, Leader, Product Marketing, Cisco Customer and Solutions Marketing
Massimo Ferrari, Distinguished Product Manager, Red Hat
James Williamson, Managing Director, BestPath Ltd

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Cisco Webex App

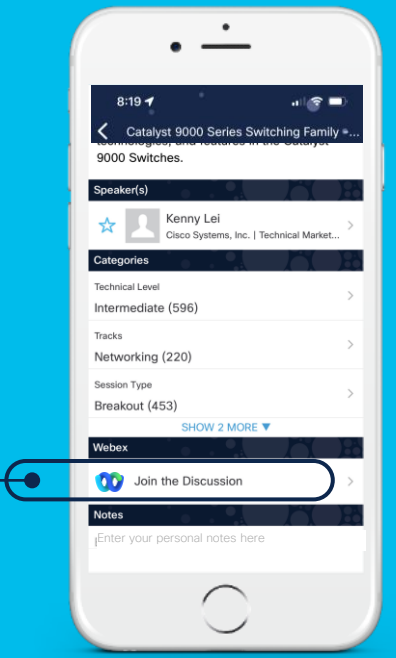
Questions?

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 until February 24, 2023.



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Agenda

- Introduction
- Cisco Nexus Cloud
- Flexibility of choice: aaS and as-a-Product
- Customer Testimonial – BestPath
- Nexus Cloud Use Cases
- Cisco Nexus Cloud Demo
- Partner Testimonial – Red Hat
- VIP invite: Controlled Availability

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Solving customer complexity

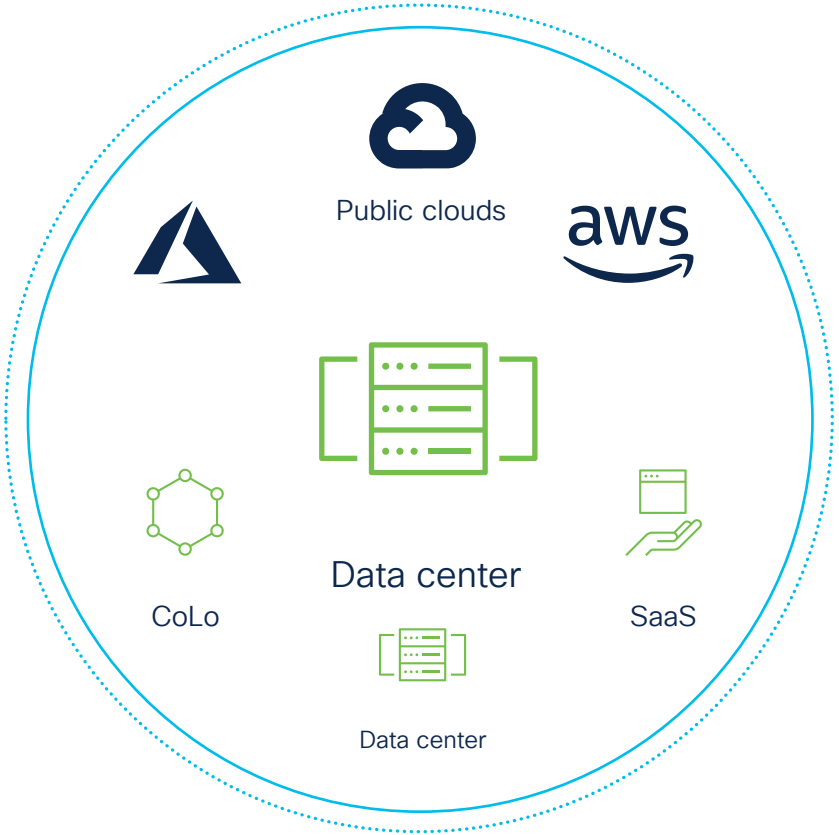
Customer needs

Cloud-managed and cloud-delivered

Agility | Simplicity | as-a-Service

High performance infrastructure

Speed | Scale | Sustainability



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Need for cloud-driven visibility, insights and automation

Data-driven
Insights

>50%

of enterprise-critical data will be created and processed outside the data center or cloud by 2025, making it harder to monitor and manage cross-domain workloads

End-to-end
Visibility

95%

of decisions that currently use data will be at least partially automated by 2025, allowing organizations to anticipate disruptions and adapt more quickly

Trusted
Automation

60%

of infrastructure and operations will use AI-augmented automation across their organizations, delivering flexibility and efficiency while optimizing resources and cost

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Goal: Helping customers simplify network operations

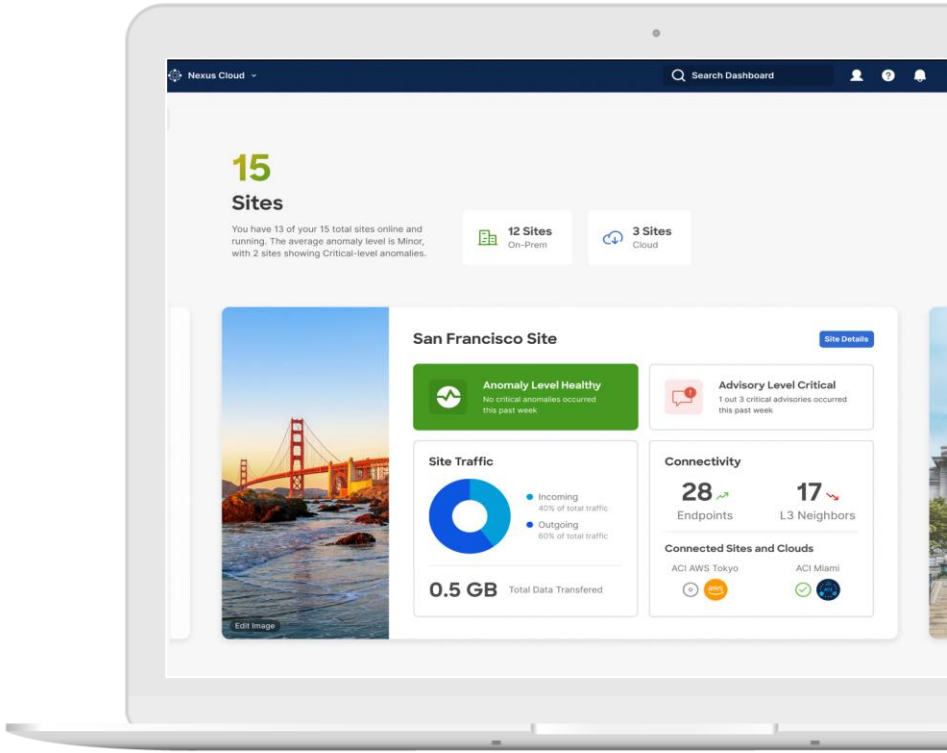
Through cloud monitoring and management

Network operations at scale
Bridging cloud and on-premises management

Evolve ahead of your business
Flexibility and ecosystem extensibility

Intelligence at every layer
Deeper understanding and control across the network

Streamlined security
Built-in zero-trust security, without headaches



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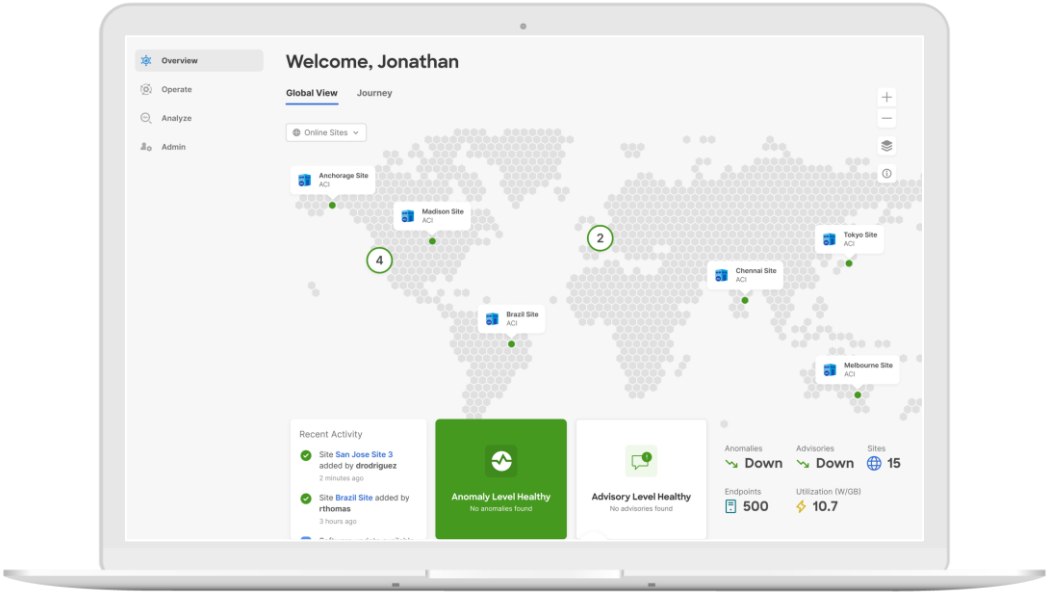
Cisco Nexus Cloud



Cloud delivered

Cisco Nexus Cloud

Delivers application experiences users love

Visibility into workload connectivity

Accelerate IT operations

Simplify security and compliance

Focus on sustainability

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Audience Quiz

Cisco Nexus Cloud
Cisco Nexus Dashboard

Flexibility of choice

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Cisco solution

Consume as a product

Cisco Nexus Dashboard

Network and Day 2 operations management Platform

Customer managed

Cisco Nexus Dashboard appliance

Consume as a service

Cisco Nexus Cloud

Cloud network and Day 2 operations management platform

Cisco managed

Cloud

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Cisco Nexus Cloud

Customer Testimonial – BestPath

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BESTPATH

Who We Are, What We Do, How We Do It

ABOUT US

20+ Years of NextGen DC Solution experience

Expert certified resources

30+ ACI and NXOS fabrics deployed

Thought leaders

CAPABILITIES

Datacenter: ACI, NX-OS, Nexus Dashboard, Nexus Cloud

Enterprise: SDWAN, SD-Access, DNA Spaces

Automation: Ansible, Terraform, CI/CD

Cloud: AWS, Azure, GCP

Customers

"To Inspire and be curious, so that we can innovate, and empower others"

SERVICES

Managed Services

Lifecycle Management

Project implementation

Custom Designed Solutions

GEOGRAPHIES

Supporting businesses globally

Headquartered in London

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“In 2020,

41%

of network teams used four or five tools to manage their networks. Meanwhile the number of teams that use 11 to 15 tools increased from 9% in 2020 to 22% in 2022.”

'Network management tool sprawl plagues IT organizations, Shamus McGillicuddy', TechTarget

ISSUE: Needle in Haystack	SOLUTION: Cloud Managed
Specialisation of tools drive lower usage	Onboard infrastructure in minutes
Decentralised tools delays resolution	No new hardware
High cost of multiple platforms	Centralised platform
Inconsistent platforms disrupt resolution	Accessed anywhere, any time

USE CASE:

Critical global application disruption
Traversing ACI / NX-OS platforms
Multiple locations
Nexus Cloud consolidates the data

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“It takes on average

2 Days

to recover from unplanned outages. With an average cost per minute of $6k, and an average total cost of $5M. ”

Based on 'The cost of Downtime, Andrew Lerner', Gartner

ISSUE: Needle in Haystack	SOLUTION: Simplified Operations
Complex issues disrupt applications	Clear problem identification
No known resolution of faults	Recommended remedial action
Experienced engineer support required	Natural language
Excessive outage window	Prompt resolution of faults
Regulator financial penalties	Proactive maintenance

USE CASE:

Outage of critical business application
Enablement of support teams
Rapid resolution of outage
Valuable reputation maintained

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“15%

of all Sev 1 and Sev 2 cases could have been resolved or pre-empted by a proactive software upgrade cycle.”

Based on representative sample of Cisco Industry case data

ISSUE: Flying Blind	SOLUTION: Risk Reduction & Compliance
Unidentified software defect and/or security vulnerabilities	PSIRT notification
Unexpected application disruption	EoS/EoL notification
Regulator fines	Software recommendations
Reputational damage	Proactive maintenance

USE CASE:

Software defect observed
Critical business application disrupted
Teams scampering for solution
Infrastructure confidence

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“By far the most important organs of sense are our eyes.
Nexus Cloud opens them wider”

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Cisco Nexus Cloud

Use Cases

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Cisco Nexus Cloud Value

1

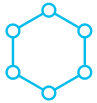
Operate your network infrastructure from the cloud

Global view
Inventory
Multiple sites/fabrics
Stats and more

2

Risk reduction and compliance

Conformance
Advisories
Anomalies



3

Visibility of workload connectivity

Connected endpoints
Topology

4

Simplified network operations with AIOps

Upgrade assist/firmware management
Compliance
Sustainability

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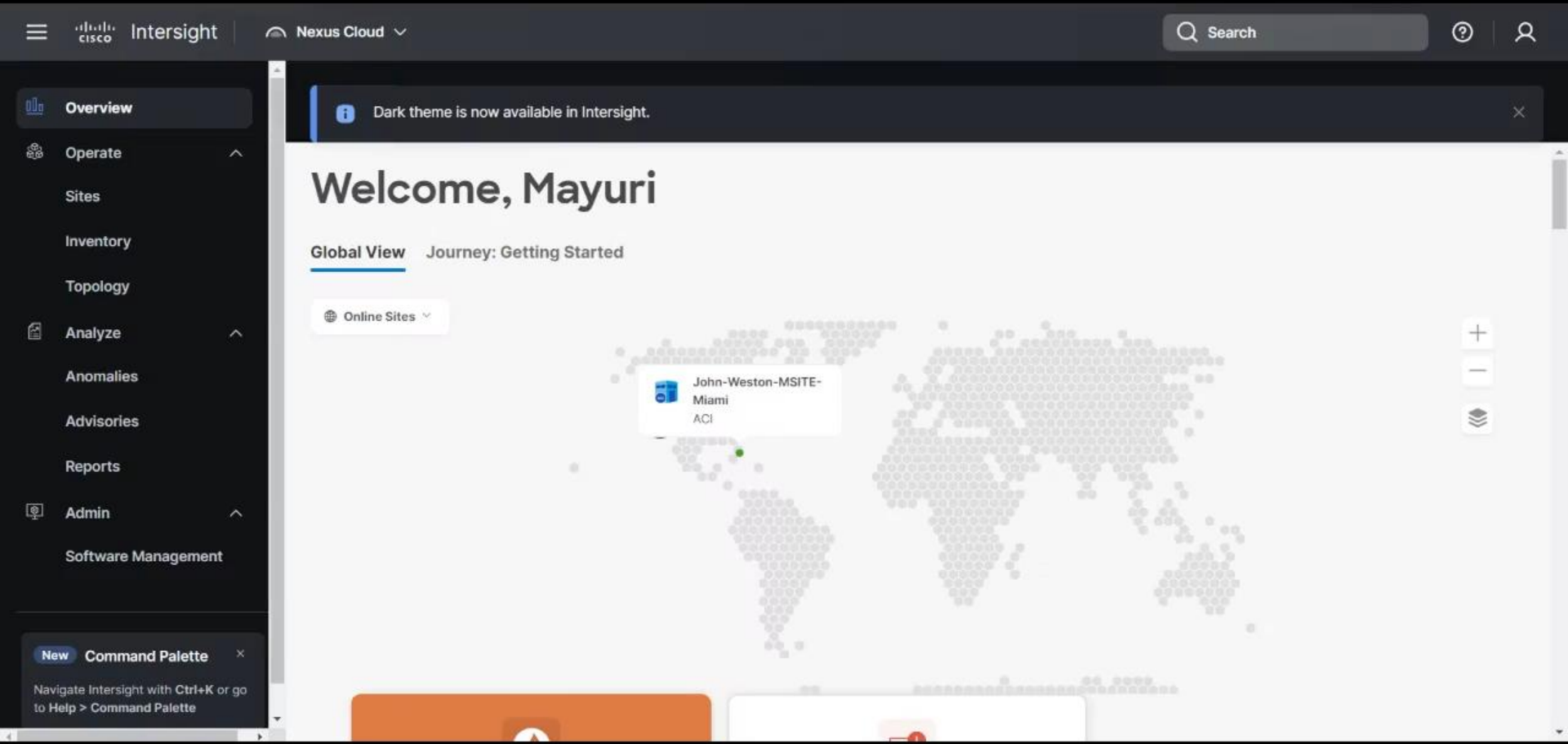
Cisco Nexus Cloud Demo


Intersight
Nexus Cloud
Search
Overview
Operate
Sites
Inventory
Topology
Analyze
Anomalies
Advisories
Reports
Admin
Software Management
New Command Palette
Navigate Intersight with Ctrl+K or go to Help > Command Palette
Dark theme is now available in Intersight.
Welcome, Mayuri
Global View
Journey: Getting Started
Online Sites
John-Weston-MSITE-Miami
ACI

Cisco Nexus Cloud

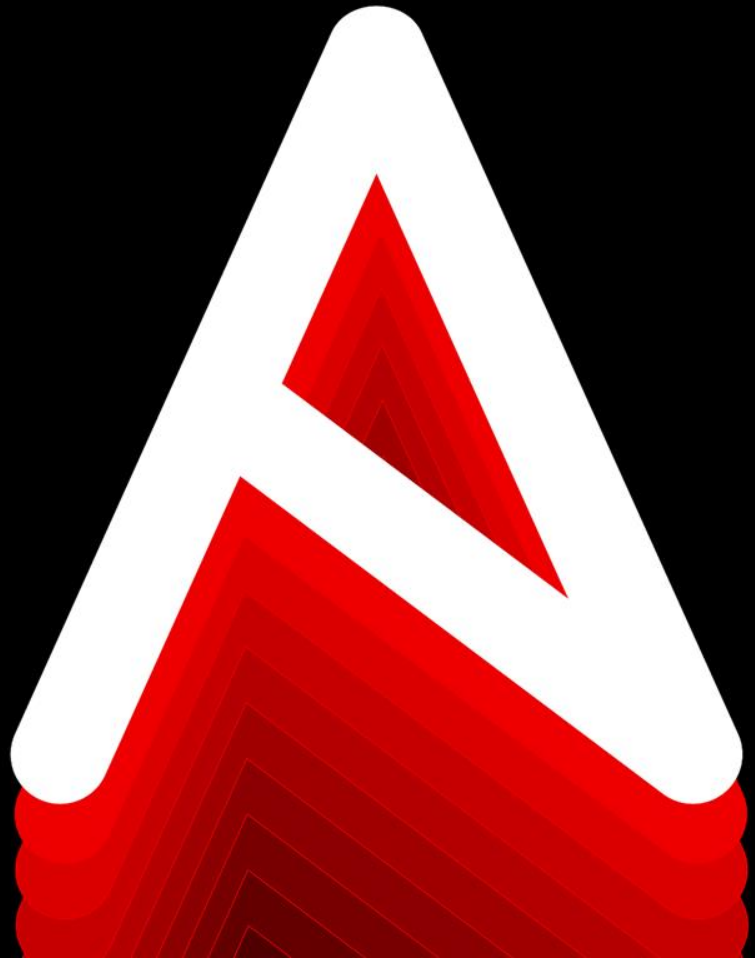
Automation – Key Partner Red Hat Ansible

Red Hat
Ansible Automation
Platform

Ansible Automation Platform

For Cisco Live EMEA 02/2023

Massimo Ferrari
Distinguished Product Manager
Ansible Automation
@crosslogic



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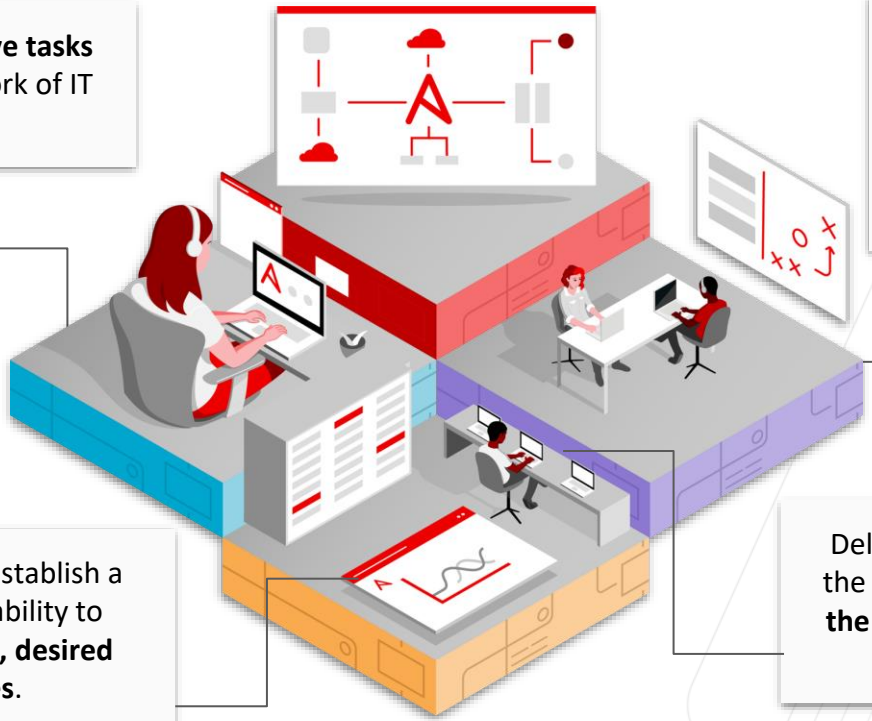
Red Hat Ansible is built around four core principles

Remove repetitive tasks from the daily work of IT teams.



Foster collaboration among and across IT teams; a single platform around which the entire organization can align and grow.

Allow teams to establish a consistent capability to **achieve specific, desired outcomes**.

Deliver the ability to shape the shared solution to **meet the nuanced needs of each team**.

Red Hat Ansible Automation Platform

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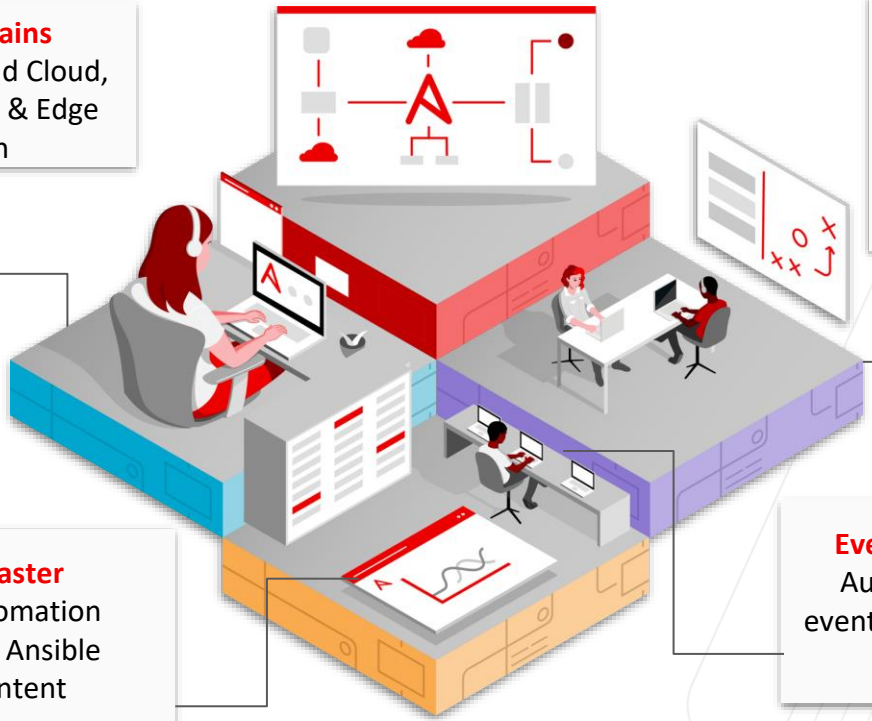
Red Hat Ansible Automation Platform

Multiple Domains
Applications, Hybrid Cloud, Network, Security & Edge automation



Automation for Everyone
Empower LoBs to build automation with validated a new developer experience including artificial intelligence via Ansible Wisdom

Automate Faster
Accelerate automation outcomes with Ansible validated content

Event-Driven Automation
Automatically respond to events through common event sources integration

Red Hat
Ansible Automation
Platform

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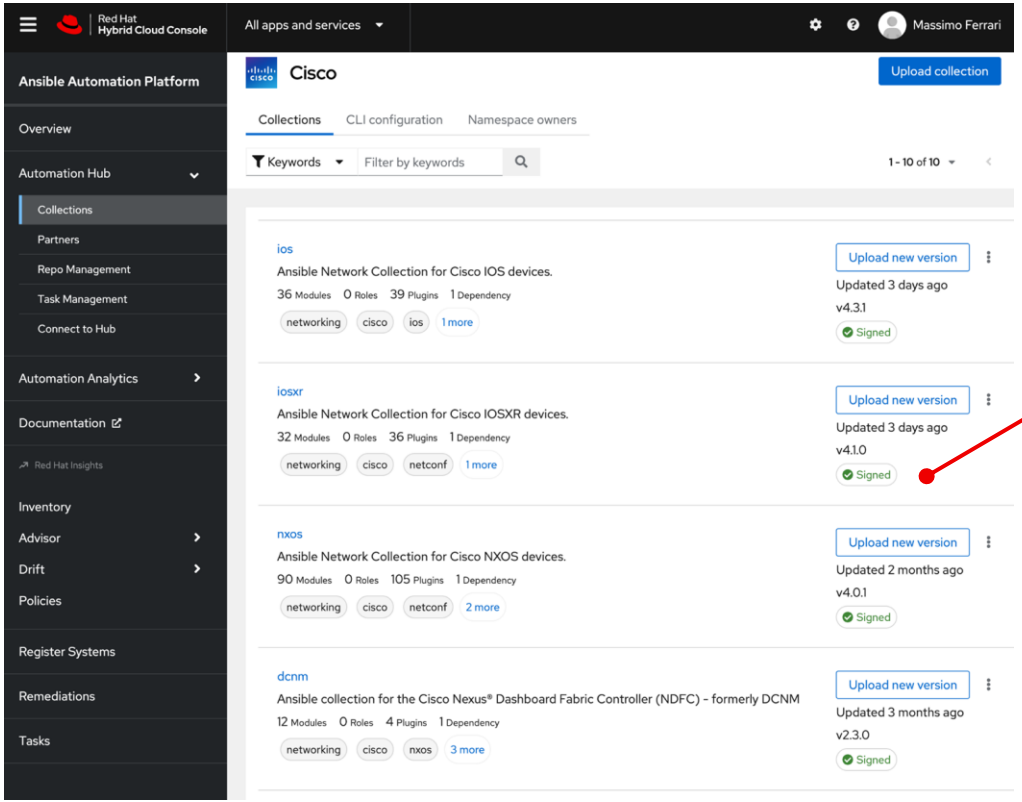
Cisco Certified Collections for Red Hat Ansible Automation Platform



- **10** Cisco Certified Collections
- **Over 1000** Modules (Integrations)
- Platform Support for:
  Cisco ACI, ASA, DNA, IOS, IOSXR,
  ISE, NAE, NDFC, NXOS

Red Hat
Ansible Automation
Platform

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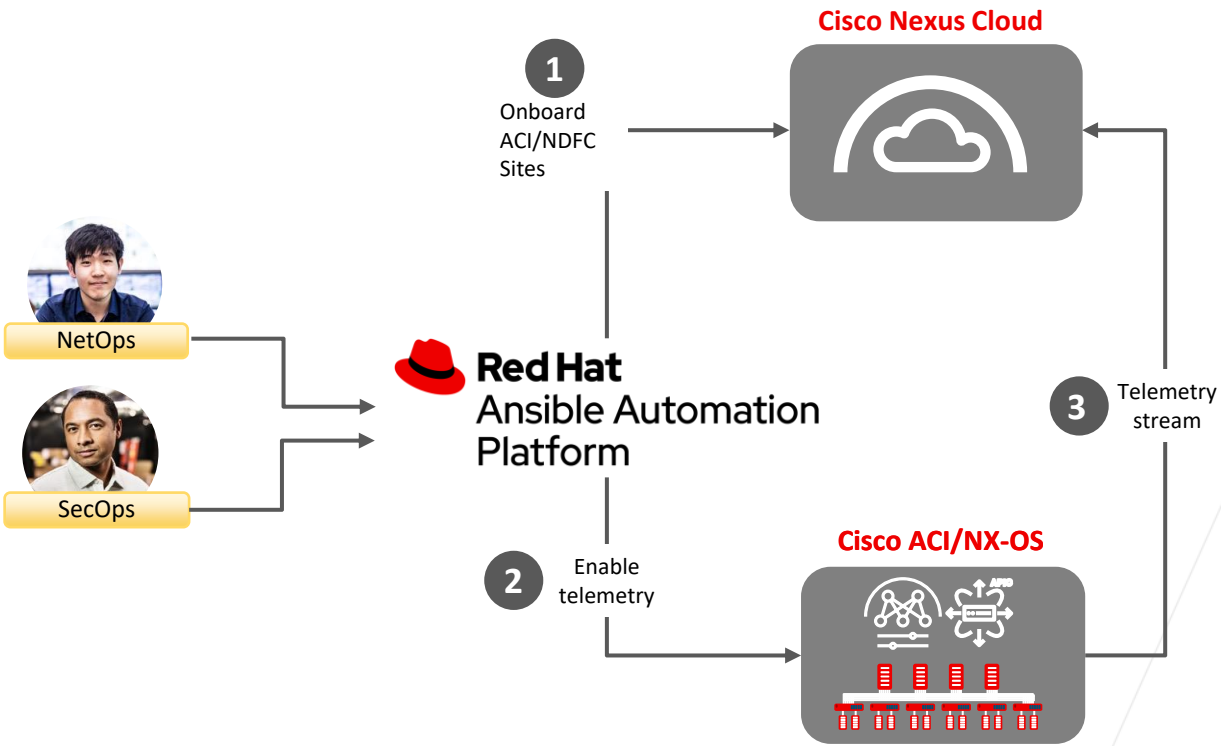
Cisco Nexus Cloud Use-Case:
Sites Onboarding and Telemetry enablement



Onboard and configure

Enable

- Real time stats
- Centralized control
- Governance
- Consistent configuration
- Speed
- Scale

Red Hat
Ansible Automation
Platform

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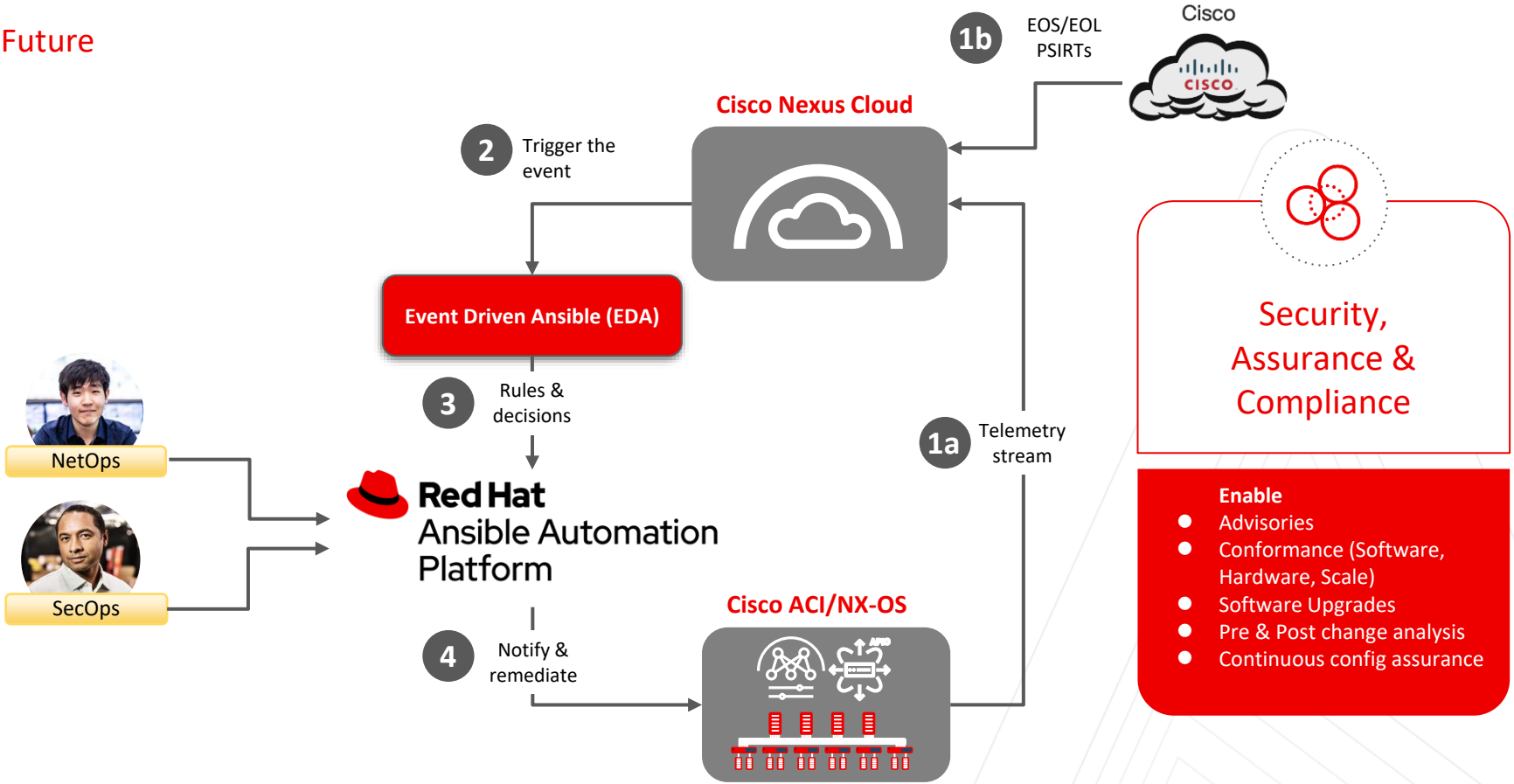
Future



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Cisco Nexus Cloud

What's Next?

Cisco Nexus Dashboard and Cisco Nexus Cloud

Your Cisco Nexus license just became more valuable

	Use case/customer need	Fabric/site support
Buy as a product	Cisco Nexus Dashboard Air gap/control Sovereign cloud Rich features	ACI NX-OS Multi-fabric Multi-cloud
Consume as a service	Cisco Nexus Cloud Turn on in minutes No upfront cost	ACI NX-OS Future Multi-fabric Multi-cloud

Single point of control

Federated mode

Optimized operations workflows

Cisco Nexus Cloud

VIP Controlled Availability

You are invited! VIP Nexus Cloud Controlled Availability

Write to us for an exclusive White Glove evaluation and onboarding experience

Resources: http://www.cisco.com/go/nexuscloud

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The bridge to possible

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