

Cisco Data Center Partner Connection



Amazing Together

3-5 March 2015
Athens, Greece



In Collaboration with Intel®



ACI & Nexus 9K by the Numbers

1,700+

Nexus 9K & ACI
Customers Globally



300+

APIC Customers



35

Ecosystem Partners



Partner Business Value Proposition

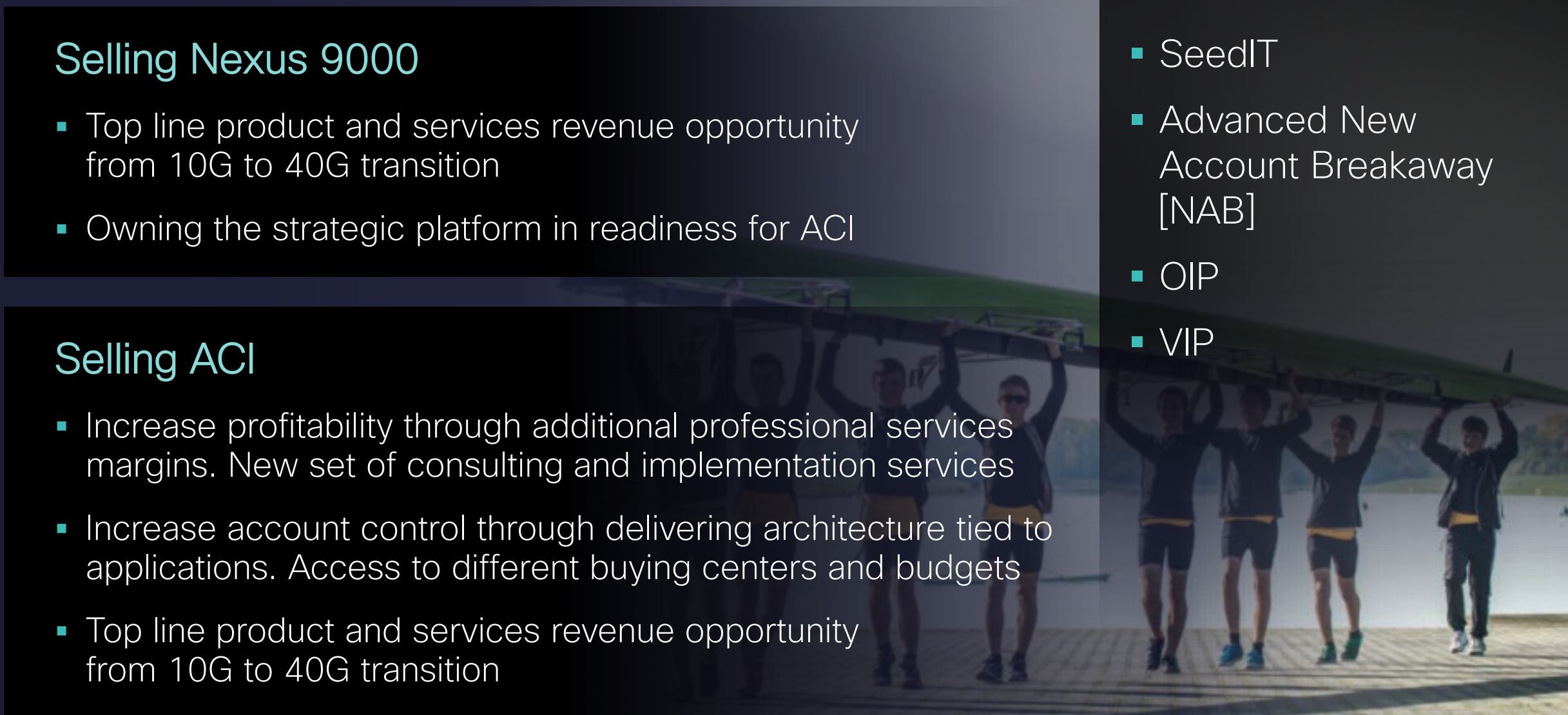
Selling Nexus 9000

- Top line product and services revenue opportunity from 10G to 40G transition
- Owning the strategic platform in readiness for ACI

Selling ACI

- Increase profitability through additional professional services margins. New set of consulting and implementation services
- Increase account control through delivering architecture tied to applications. Access to different buying centers and budgets
- Top line product and services revenue opportunity from 10G to 40G transition

- SeedIT
- Advanced New Account Breakaway [NAB]
- OIP
- VIP





“We’re completely sold on the Cisco ACI strategy. The pay off is less need for engineering effort and knowledge and better performing cloud services for our customers.”

– Jasper van ’t Wout,
Director Services, AVIT



“Our storage and server teams have taken a services approach for some time. Now, network ops are pulling in the same direction. On top of this we expect to make a 40 percent productivity saving too.”

– Reto Schilt-Lu,
Chief Operating Officer
Netcloud AG



“Our customer base is up 200 percent, but we’ve only had to hire one extra headcount. ACI cuts out so much unnecessary work.”

– Peter Elbertse, co-
founder
and owner, P-PRO’S

Thank you.

