

Cisco Data Center Partner Connection



Amazing Together

3-5 March 2015
Athens, Greece



In Collaboration with Intel®

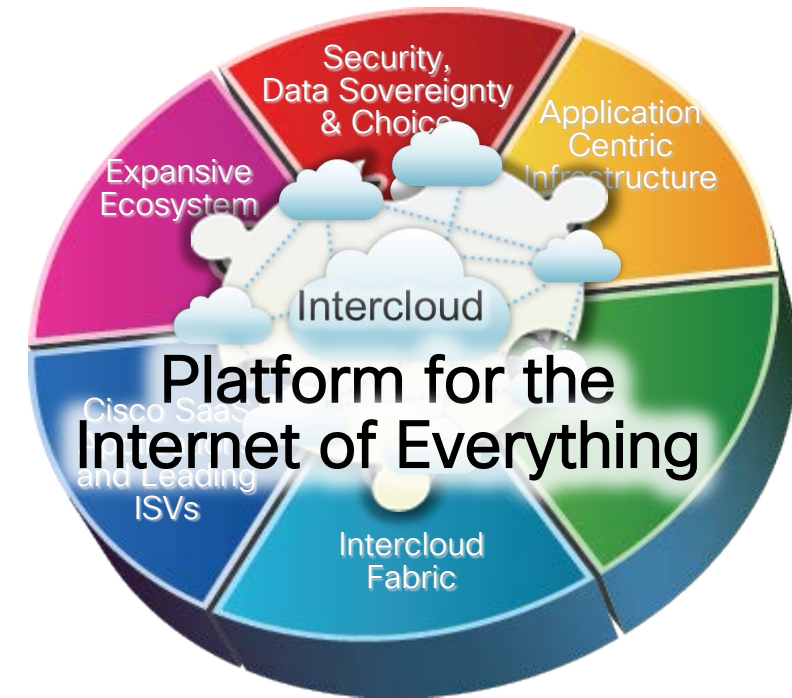
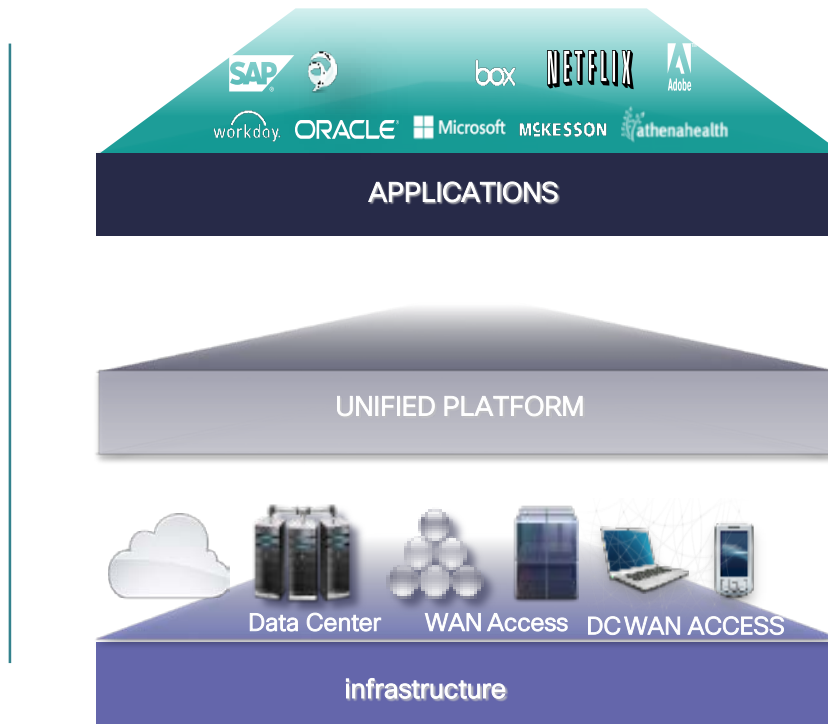


“A good Hockey player plays where the puck is. A great Hockey player plays where the puck is going to be”

Wayne Gretzky – Hockey Hall of Famer

3 Major Transitions – Automation, Infra Refresh, Cloud

10B →
50B →
500B → 40 ZByte



Q2FY15 = Record Quarter for DC in EMEAR

Record Bookings in ALL Technology areas!

Highest Growth in six quarters

Double Digit Growth across all Theatres and segments

Quadrupling IaaS Business yoy

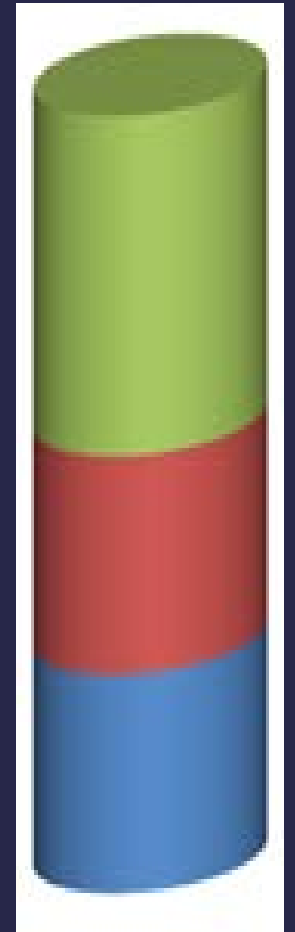
13%–18%
distinct
customer
growth QoQ

\$1Bn Upsell /
CrossSell
Potential

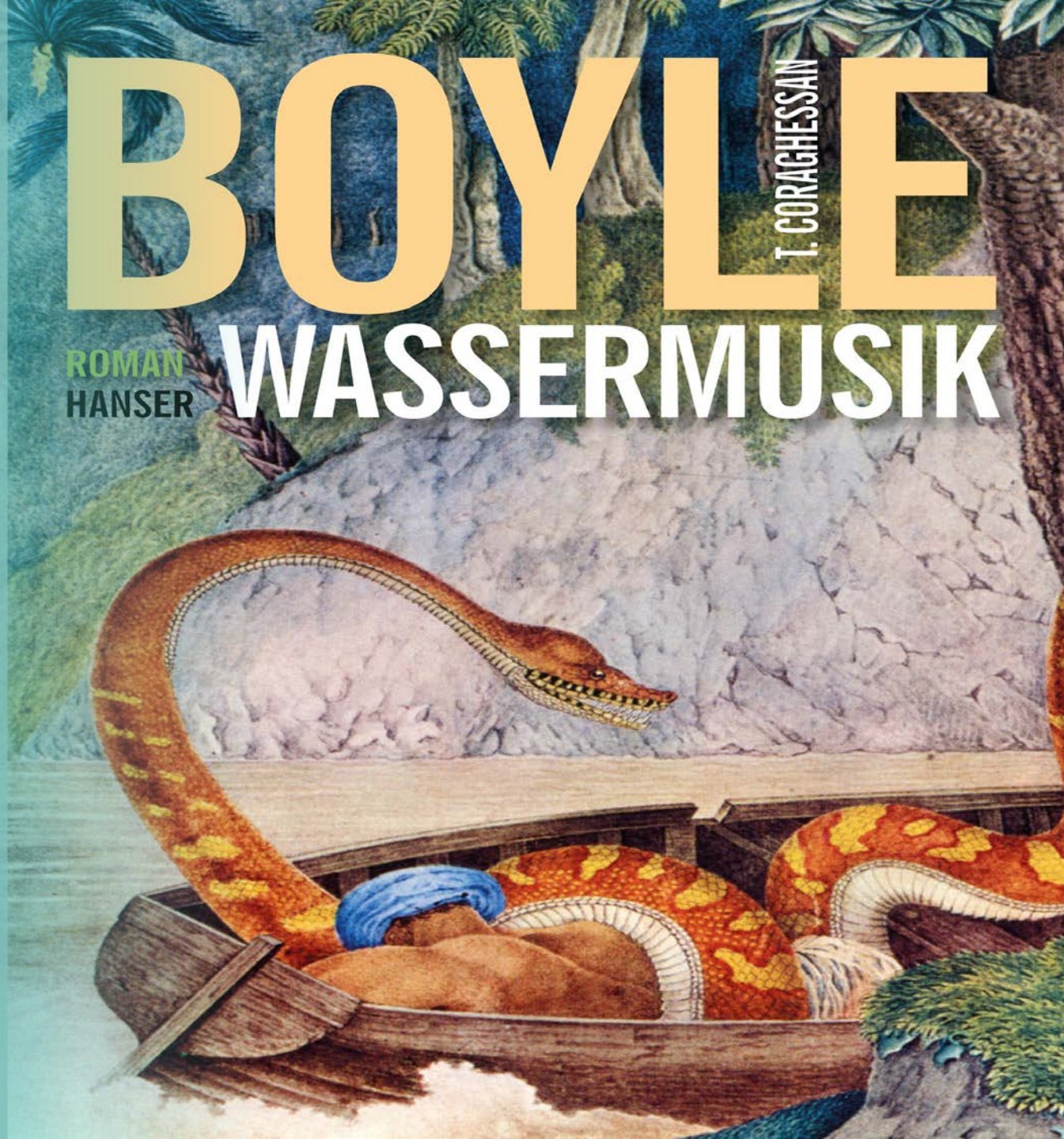
14.000+ (DC) Switching
customer with NO UCS
→ \$450M

8.000+ distinct UCS-C
customer
→ \$80M

8.000+ UCS-B Customer 270
= 50% of the Business
→ \$400M



If we follow our
senses,
Amazing things
will happen,
Together!



Thank you.

