IDC Analyze the Future

The Business Value of Creating Digital-Ready Networks with Cisco DNA Solutions

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November 2016

Business Value Highlights

402%
five-year ROI

9 months
to break even

$48,117
average benefits per year

28%
more efficient IT networking staff teams

17%
faster delivery of applications

42%
faster WAN branch deployments

EXECUTIVE SUMMARY

Organizations across the world are engaged in digital transformation (DX), transforming how every business function operates and elevating the already important role of the enterprise network. The network is becoming the core enabler of organizations delivering on their DX missions. New networking architectures and paradigms such as cloud and software-defined networking (SDN) are key lynchpins in providing new tools and capabilities to meet these challenges, and enterprise IT faces urgent questions about how to best deploy these new technologies and architect networks to best meet the challenges brought forth by DX.

Cisco's Digital Network Architecture (DNA) is a new, open software-driven architectural model that seeks to address these challenges through SDN, virtualization, automation, analytics, and cloud. To understand the impact that early DNA deployments are having on networking and business operations, IDC interviewed eight organizations using Cisco DNA solutions. These interviews revealed that these Cisco customers are already capturing significant value through efficiencies and business enablement with network architecture upgrades such as Day 0-1 automation, security, and network and user analytics. IDC projects that based on these benefits of upgrading their networks with Cisco DNA solutions, these organizations will generate value worth an average of $48,117 per 100 users per year ($3.10 million per organization) over five years, which would mean a five-year ROI of 402%, by:

- Leveraging network automation and reducing configuration errors, which enables more efficient IT networking staff operations
- Preventing network-related outages and security breaches and resolving them faster, which limits their impact and potential impact on users and the business
- Gaining agility in deploying network-related equipment as well as WANs and quality-of-service (QoS) upgrades at branch locations
- Earning more revenue, reducing operational costs, and enabling employees through improved network performance and agility as well as insights generated by network analytics

Although several of these organizations' Cisco DNA deployments are in relatively early stages, these interviews suggest the extent to which these types of network upgrades can help them address challenges and opportunities created by the increasingly digital environment in which they operate.

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