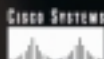


# CPN Partnership Between Enterprises & Service Providers

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**Vice President**  
**May 24, 2001**



Course Number  
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## Agenda

**Why outsource  
services?**

**What is CPN?**

**Wrap-up**

**Why choose CPN  
Service Provider?**

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## Drivers of Internet Economy "Second Industrial Revolution"

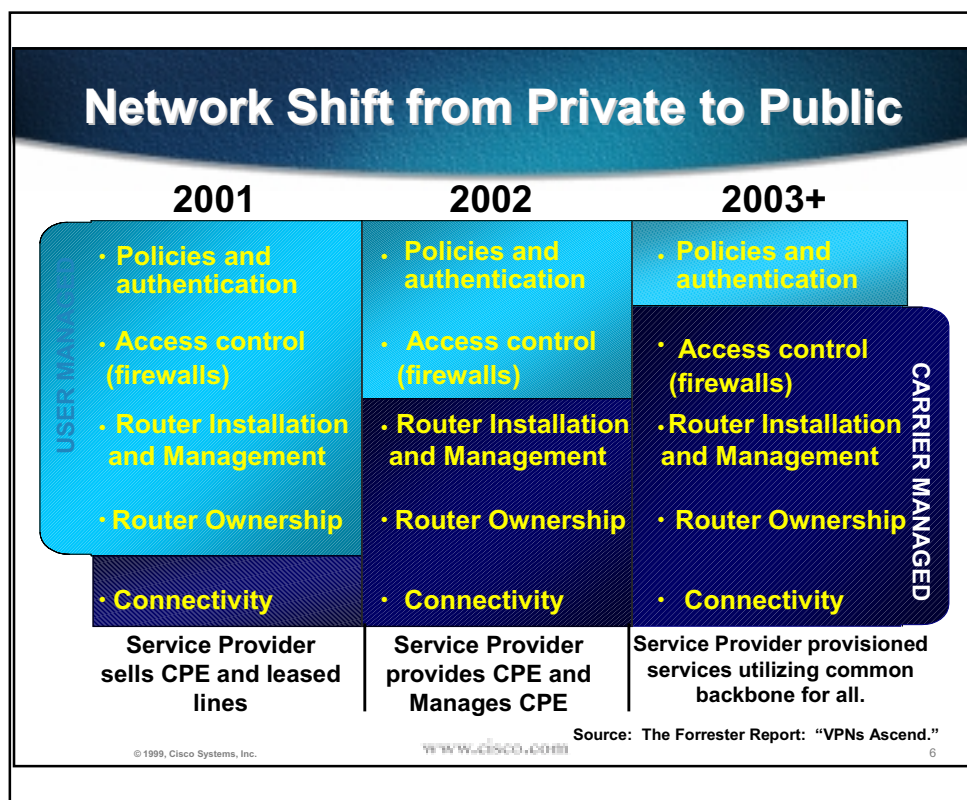
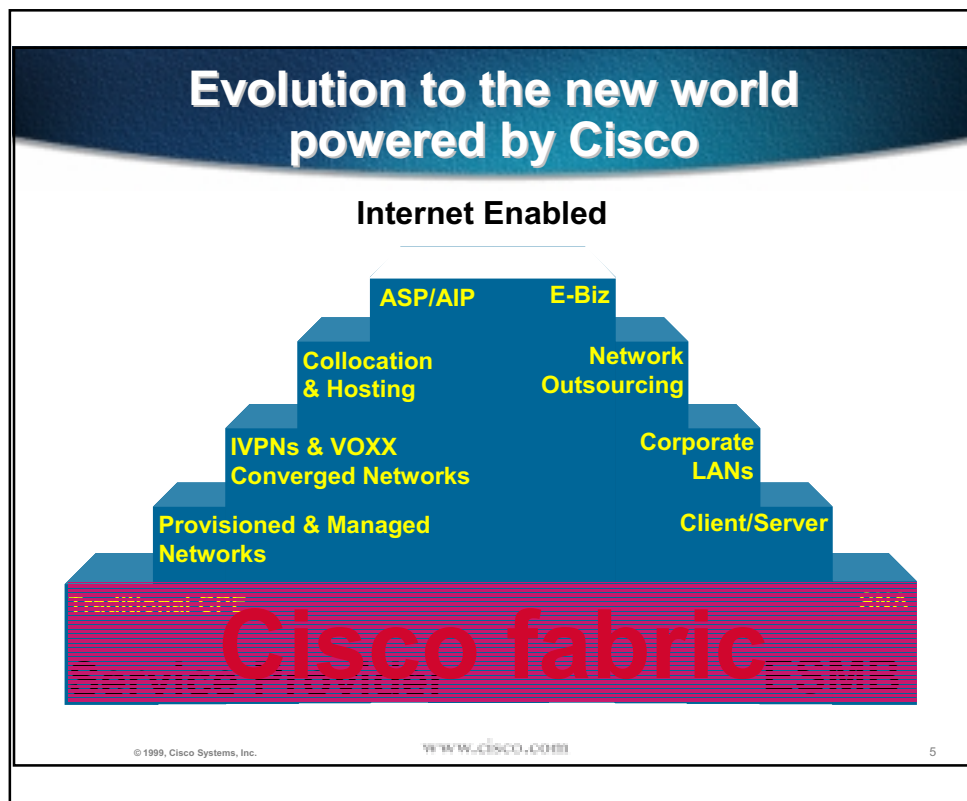


## Benefits of Outsourcing Services by the End-user

- Reduced cost of ownership in terms of equipment purchase, staff, training and support
- The ability for the Enterprise to focus on its core business
- Easier technological migration
- More reliable, scalable, and secure
- Easy and fast deployment of networks

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## Agenda

Why outsource  
services?

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Wrap-up

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Service Provider?



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## Partnership for Success



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## CPN Service Providers (SP)



- Select few that have met Cisco's stringent criteria
- Are requalified on an annual basis
- Have networks of high quality and high customer satisfaction rating

**Answer: Go with CPN Service Providers**

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## Cisco Powered Networks Worldwide



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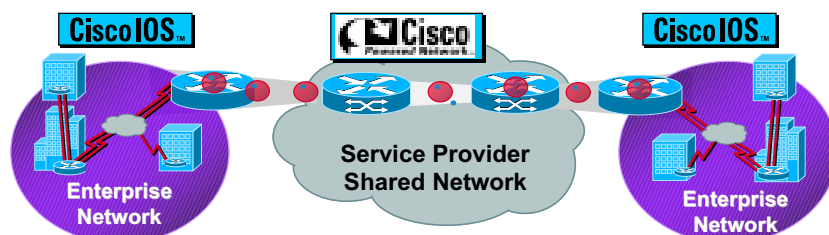
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## What Is an End-to-End Network Solution ?

“

**An end-to-end network solution is a common architecture that provides a consistent set of network services to all users and managers of a network.**

”



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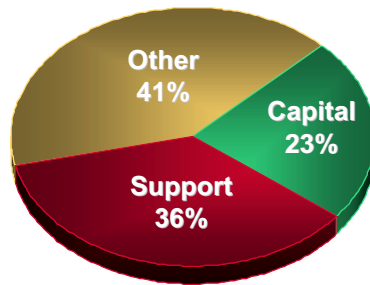
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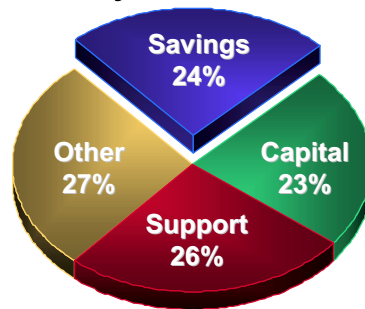


## Single Vendor Networks

Multiple Vendor Network



Primary Vendor Network



**A 24% Savings**

Source: The Registry—average of several Enterprises

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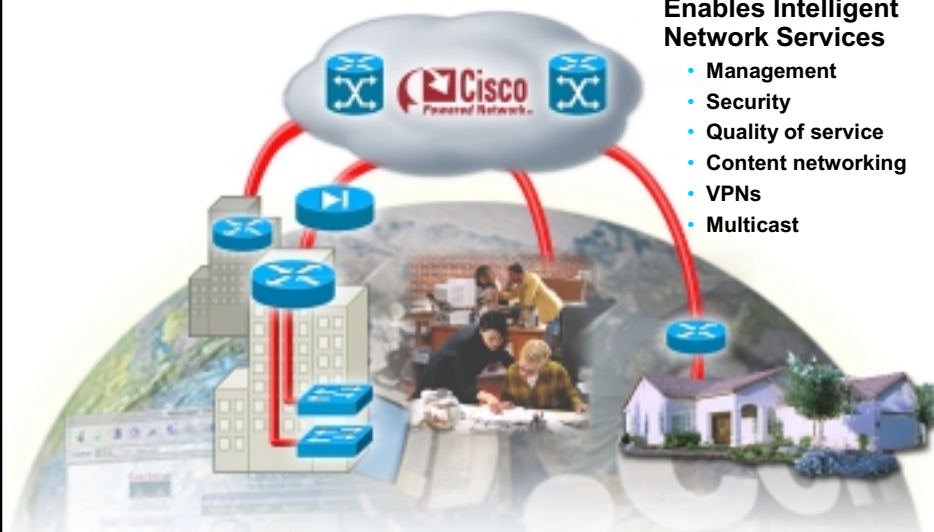
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## Benefits of Cisco End-to-End Service

### Enables Intelligent Network Services

- Management
- Security
- Quality of service
- Content networking
- VPNs
- Multicast



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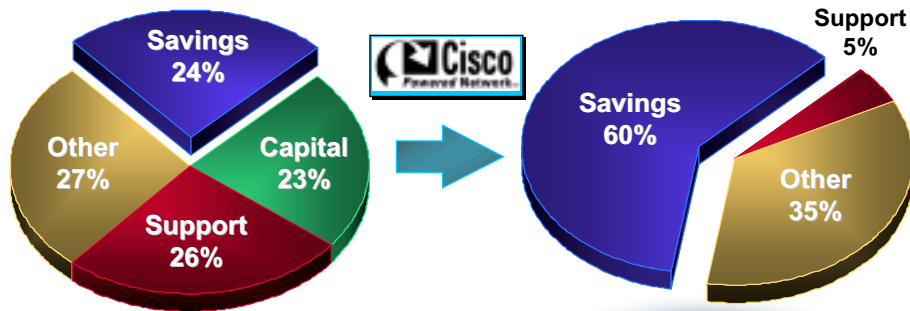
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## Adding Cisco Powered VPN

Cisco Enterprise Network

Enterprise with



**A 60% Savings on Dial Portion**

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## Cisco Powered Network Impact on Enterprises

### Business Impact

- More resources to focus on core skills
- Better performance for new services and applications
- Enhanced security for partner and customer Extranets

### Cost Impact

- Reduced IT operations and training costs
- Less network downtime
- Less finger-pointing and operations hassles
- Faster restoral of network failures

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# CISCO SYSTEMS



EMPOWERING THE  
INTERNET GENERATION<sup>SM</sup>

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